

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.,

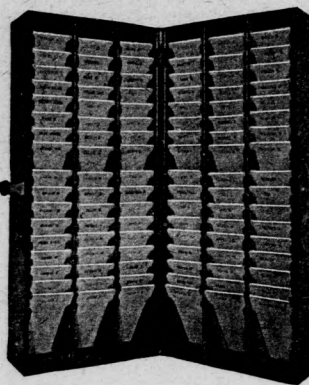
of Michigan

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, AUGUST 7, 1907

Number 1246

Duplicate Typewritten Letters

250....\$2.00	1,000....\$3.00
500.... 2.50	2,000.... 5.00

Grand Rapids Typewriting & Addr. Co.
A. E. Howell, Mgr.
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GRAND RAPIDS FIRE INSURANCE AGENCY

THE MCBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids
Majestic Building, Detroit

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

TRACE YOUR DELAYED FREIGHT Easily

and Quickly. We can tell you how.

BARLOW BROS.,

Grand Rapids, Mich

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.

3 1/2 Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

**FIRE AND
BURGLAR
PROOF**

SAFES

**Grand Rapids
Safe Co.**

Tradesman Building

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AN UNSOUND RULING.

Chicago has again demonstrated her pre-eminence as a record breaker. The greatest conflagration, the greatest international exposition, the greatest beef trust, the greatest base ball teams and all the rest have moved along a peg to admit their newest confrere—the greatest fine ever imposed.

Judge Landis is the central figure in this latest achievement and the people of the United States have articulated the words, "Twenty-nine million two hundred and forty thousand dollars," as clearly and complacently as a quarter of a century ago they would have remarked, "A thousand dollars." The newspapers have compiled all sorts of comparative statements in relation to the amount of the fine imposed. The punitive nature of the sentence is freely admitted and still but little has been heard as to another feature which remains to be decided.

The case is going to the Supreme Court and the great question there to be passed upon is not as to the enormous cash magnitude of Judge Landis' sentence of the Standard Oil Company. The great problem will be the ruling of the Court that the defendant was compelled to know that the rate given it by the Chicago & Alton Railroad was, in fact, the lawful published rate and the rate which had been filed with the Interstate Commerce Commission. And this ruling was made in the face of evidence that the Standard Oil Co. had been notified by the rate clerk of the railway company that the six cent vote was filed with the Interstate Commerce Commission. Judge Landis' ruling declared that eighteen cents was the lawful rate and that the Standard Oil people were bound to know it.

Let us stop considering the name Standard Oil for awhile and substitute the name of any of the large industrial establishments in Michigan. This concern is in the habit of shipping carload lots of its product every

day or two to a point 300 miles away and is informed by the rate clerk of the road over which the goods are shipped that the lawful rate which is filed with the Inter-state Commerce Commission is so-and-so. Presently suit is brought against said company on a charge of conspiring to defraud and defrauding because the rate on file with the Inter-state Commerce Commission is ten or twelve cents higher than the figure that has been paid by them for several months past. The Inter-state Commerce Commission shows that the rate on file is as it alleges and the industrial enterprise shows that that is the first time it has heard of the increased rate, and not only that, but that it was informed by the rate clerk of the railway company that the lower rate was the one on file.

It is a case of ignorance caused by a rate clerk who misrepresented, and as ignorance of the law is no excuse for its violation the court decides that it is the business of the shipper to know first hand—from the Interstate Commerce Commission—that it is paying the legal rate then on file with the Commission.

If this ruling holds good before the Supreme Court the details of preparing and looking after bills of lading will sink into insignificance, as will most other features of looking after one's inter-state commerce. Every shipment of goods will necessitate up-to-date information as to the legal published rate on such goods over whatever railroad they may be shipped.

Whooping cough is one of the diseases which all children are supposed to have only once. It goes along with the chicken pov, the mumps and the measles, and is in the same category. When older people have it, it is anything but funny, and even for the little folks it is not an agreeable experience. Ordinarily it is not reckoned as a very serious ailment, but when it becomes epidemic, as it is in Pittsburg just now, it assumes immense proportions. The health officer of that city says there are 400 hundred cases now and they are increasing at the rate of 25 or 30 a day. He has ordered every patient to be put under a strict quarantine and says that if the epidemic shows no decrease within a week every inhabitant of a house in which the infection prevails will be quarantined. This will be a great inconvenience to thousands of people and Pittsburg does not look upon whooping cough as a trivial matter.

If you can not excel in your entire line be sure to have some one feature of your business that shall excel anything your competitor has; then talk that one point strongly until you can add another.

THE THIRD MEMBER.

In reviewing the list of local candidates for election to the Constitutional Convention last week the Tradesman urged its readers to carefully consider the qualifications of Mark W. Norris and George Clapperton, who are exceptionally well fitted, both by education and experience, to discharge the duties devolving upon them in this connection.

For the third member of the delegation the Tradesman now takes pleasure in suggesting and recommending James F. Barnett, who has devoted most of his life to the study of constitutional questions and international law, in both of which subjects he is probably as well grounded as any other man in Michigan.

Mr. Barnett is not making a house to house canvass, as some of the candidates are doing, nor is he apologizing to a coterie of grafters among the trade unions or making frantic appeals for sympathy votes from fraternal organizations. He is conducting a clean, dignified and gentlemanly canvass and, if he happens to be among those selected to take part in the work of the convention, he will go absolutely unpledged, because he has made no promises in advance of election that will tend to hinder his work or impair his usefulness on the floor or committee rooms of the convention.

King Oscar of Sweden is much concerned over the extensive emigration of his people to America. He has ordered an investigation to determine what were the conditions which prompted the people to leave the fatherland and what would be necessary for Sweden to do to induce them to return. The editors of Swedish newspapers in this country have been requested to interview their readers and ascertain the reasons why they left their native land. They are asked to send all data to the Royal Swedish Consulate in New York before October 1. Sweden is said to desire particularly the return of skilled mechanics, of which there is a great scarcity in Sweden, owing to the better opportunities for high-grade workmen in the United States.

The ministers of Kankakee, Ill., have formed a local trust to control marriage and burial fees. They must have \$5 for performing either the marriage or burial service, although the by-laws of the union do not prohibit them from taking more if offered. Marriage is a necessity, death a certainty, and this ministers' trust would monopolize both. The trust buster should get busy with them right away.

The soul needs deep plowing to turn under its weeds.

ADULTERATION COMMITTEE.

Its Report to the Michigan State Pharmaceutical Association.

It has been suggested that since we have a National pure food and drugs act in full operation no adulteration of drugs will longer be practiced and that there will be no need of adulteration committees. One of your Committee members writes: "With the heavy penalties now imposed on those found guilty of misbranding goods and the certainty that the several states will shortly have laws modeled on the National law, I see little encouragement to the business of the sophisticator."

In presenting this report, covering the examination of some 500 samples of drugs and pharmaceutical preparations, we desire to call attention to the fact that many of the articles reported upon do not contain any serious amount of impurity, but that the impurity, no matter how small in amount, is greater than that permitted by the U. S. P. It is unfortunate that the Revision Committee saw fit to impose such a very, and in many cases, unnecessarily high standard for drugs and chemicals intended for medicinal use. For chemical purposes the best and purest chemicals are very necessary, but such purity is not demanded for medicinal purposes. Indeed, the Revision Committee has apparently come to the conclusion that some of the demands of the Pharmacopoeia as regards purity are unreasonable, and for that reason has reduced the rigidity of the tests to be applied in the examination of such products. It may not be out of place here to state further that some of the many corrections and alterations adopted by the Revision Committee ought to have been unnecessary, e. g. Under tartaric acid the m. p. has been changed from 135°C. to 168-170°C.; the total exclusion of certain impurities in some chemicals to a "limit" for such foreign substances and the rather serious change of the solubility figure for a number of well-known substances. Surely such constants as the m. p. and solubility have not changed in any way.

Practically all of the official drugs, chemicals and preparations reported upon were tested according to the Pharmacopoeia previous to the publication of the amended tests. The Pharmacopoeial changes have been so great that if many of the articles here enumerated were to be tested according to the tests as they now stand they would pass muster without any question. We have examined the following:

Acetanilid—40 samples O. K. One gave a yellow color when dissolved in sulphuric acid.

Acetic acid, dilute—5.39, 4.05, 6.49, 6.73, 6.07, 4.52, 5.83, 5.94, 4.52 and 2.76 per cent. of absolute acetic acid, whereas the U. S. P. requires a content of 6 per cent. for this article. The last and worst one was obtained from a store owned and operated by a physician. I would here take occasion again to call attention to the desirability of wholesalers and other dealers declaring the percentage strength of acetic acid upon the label since this article is offered to the

trade in so many strengths.

Acetone—6 samples, 5 O. K. One had an alkaline reaction.

Aconite root—1 apparently old sample of powdered root was very active physiologically.

Alcohol—7 samples left a weighable residue and contained in addition aldehyde, tannin and a slight trace of methyl alcohol, according to strict U. S. P. test. One sample contained carbonizable impurities in addition to those just mentioned.

Aloes—2 samples contained gum, dextrin or inorganic matter. One left only 1.96 per cent. of ash.

Aloin—8 samples, 1 left 1 per cent. of ash; should leave no residue. Solubility in nearly all cases is not in accordance with the Pharmacopoeia.

Alum, powdered—almost all ammonia alum, very little potassium in the compound. Solubility was off.

Alum, burnt—1 contained trace of iron. Two others were essentially ammonia alum, contained almost no potassium and were very insoluble.

Ammonium carbonate—contained trace of iron.

Ammonium chloride—contained small amount of sulphate.

Anise—contained small quantity of coriander, probably due to accidental contamination.

Antipyrine—3 samples, O. K.

Arnica, tincture of—all of the samples examined were free from methyl alcohol.

Barium dioxide—one shipment contained no barium dioxide at all. Probably a case of mislabeling.

Belladonna leaves—assayed, 0.514, 0.309, 0.5397 and 0.275 per cent. of mydriatic alkaloids.

Belladonna root—assayed, 0.0627, 0.458, 0.312, 0.373 and 0.513 per cent. of mydriatic alkaloids.

Berberine—slightly acid.

Bismuth and ammonium citrate—acid in reaction; should be neutral or slightly alkaline.

Bismuth oxychloride—1 out of three contained a small amount of iron.

Bismuth subcarbonate—1 contained a trace of arsenic and of alkalis.

Bismuth subnitrate—4 samples, O. K.

Carbon bisulphide—all of many samples contained free sulphur.

Boric acid—13 samples, solubility in water and alcohol varies. One contained a trace of sulphate and chloride and another of sulphate only.

Caffeine—17 samples, O. K.

Calcium bromide—2 samples, 1 contained a little barium.

Calcium hypophosphite—6 samples, 1 had a trace of calcium sulphate.

Calcium iodide—1 had a large amount of free iodine.

Calcium lactophosphate—3 samples, O. K.

Calcium phosphate—2 samples contained a considerable amount of chloride.

Calomel—Many samples contain a trace of bichloride.

Camphor—1 sample had a decided odor of turpentine. Synthetic camphor was suspected but enquiry proved that supposition to be incorrect.

Camphor—spirit of—contained 57.38 per cent. of absolute alcohol. All samples examined were free from methyl alcohol.

Cantharides—assayed, 0.495, 0.526,

1.094 and 1.002 per cent. of cantharidin.

Chalk, heavy precipitated—always contains iron, aluminum and phosphates.

Chloroform—quite a large number of samples proved to be of uniformly good quality. Only one contained any impurity and that but a trace.

Cinchonas—occasionally assay low.

Cinchonidine sulphate—nearly all the samples require more than the amount of water allowed by the Pharmacopoeia for solution.

Cinchonine—7 samples, 2 contained a slight excess of quinine and quinidine.

Cinchonine salicylate—13 samples, solubility is very variable. Three contained quinine and quinidine in excess.

Cinchonine sulphate—contained excess of quinine and quinidine.

Citric acid—numerous samples contain either sulphuric acid, tartaric acid or iron.

Coca leaves—frequently assay a bit high.

Cocaine hydrochloride—m. p. 181°C. should be 189.9°C. The inference is that the Pharmacopoeia allows of a variation of about 10 per cent. in the m. p. of this salt, since it states that "minute quantities of impurities may reduce the m. p. to 180° or less."

Cochineal, silvered—left 24.36 per cent. of ash. Latter should not exceed 6 per cent.

Conium fruit—assays high.

Copaiba—two samples were off in sp. gr., low in acid resins and showed presence of neutral oils.

According to the amended tests commercial samples now do not show presence of gurjun balsam, whereas formerly they quite generally responded to the tests for gurjun.

Coriander—mixed with about 20 per cent. of flax seed.

Cotton root bark—1 sample quite woody.

Creosote, beechwood—several samples were obtained which consisted entirely of coal tar creosote.

Most samples form but two layers when shaken with benzin and baryta water, whereas they ought to form three distinct layers.

Cubebs, powdered—assayed, 18.85, 24.12, 21.62, 20.30 and 26.88 per cent. of oleoresin.

Ergot—generally of pretty fair quality, although some very inferior finds its way into the market.

Ether, ordinary—usually slightly acid.

Ferric pyrophosphate—6.05 per cent. of metallic iron instead of 10 per cent.

Ferrous sulphate—frequently contains some free sulphuric acid.

Gasoline (benzin)—some lots have a peculiar odor and a high sp. gr.

Glycerin—most samples contain one or more of the following: butyric acid, mineral or carbonizable impurities in very small amounts. Sp. gr. was found to be correct in all cases.

Golden seal—quite generally assays high.

Guaiaic resin—the Pharmacopoeia states that "not more than 15 per cent. is insoluble in alcohol." One sample was found containing 22.62 per cent.

Guaiaicol "U. S. P."—did not respond to U. S. P. tests.

Hydrochloric acid, dilute—11.72 and 7.62 per cent. of absolute acid.

Hyoscyamus—frequently assays low. One sample sent in for assay contained sand, dirt, feathers, gravel and straw.

Ignatia—found to be of good quality.

Iodine, tincture of—none of the samples contained wood alcohol; on the other hand, all but one were more or less deficient in iodine.

Ipecac—frequently low under the former 2 per cent. requirement.

Iron and ammonium citrate—one was slightly acid.

Jalap—was of better quality during the past year. Since the reduction to 7 per cent. of total resin in the requirements, the drug usually complies with the Pharmacopoeial demands.

Kamala—could not be obtained at many drug stores. Each of two samples examined microscopically revealed the presence of foreign matter, probably a leaf drug and a yellowish-brown powder of irregular outline. Upon incinerating one left 48.96 and the other 19.87 per cent. of ash. The ash was probably brick dust in both cases. The samples were returned to the wholesaler, who in turn stated that he imported the drug and reshipped it just as received.

Lead oxide—impurities, silica, barium sulphate, iron and aluminum; 0.2 per cent. of impurities is allowed; one sample contained 0.62 per cent.

Lithium citrate—iron, aluminum and alkalis in excess.

Lycopodium—all samples pure.

Magnesium carbonate, heavy—iron and calcium in excess.

Magnesium carbonate, light—one contained 93 and another 85.6 per cent. of magnesium oxide instead of 96 per cent.

Male fern—very little that is green as it ought to be is seen in the shops.

Malt extracts—1 of the samples examined had no digestive value whatever; was off in taste, odor and general appearance.

Manganese sulphate—trace of zinc.

Methylene blue—5 samples were adulterated with about 30 per cent. of dextrin.

Only two out of seventeen samples were free from zinc. Some contain iron in addition.

Milk—5 samples contained formaldehyde. One of these was fairly loaded with the preservative. Another was received on Saturday and was still perfectly sweet on the following Monday afternoon in spite of the existing warm weather. It is perhaps needless to say that it contained formaldehyde.

Morphine acetate—solubility varies, due largely to loss of acetic acid.

Morphine sulphate—solubility varies.

Nitrous ether, spirit of—contained 3.73, 1.30, 3.24, 3.85, 3.48, 5.08 and 4.61 per cent. of nitrous ether. The reason for the deficiency, where such exists, is to be found in the fact that many pharmacists keep this preparation in large, partially filled, clear glass bottles in places exposed to strong light.

Oil of anise—congealing point of

5 samples from 12 to 13.5°C. should not be below 15°C.

Oil of cassia—contained lead and copper.

Oil of eucalyptus—reaction of some samples slightly acid. Cineol content runs from 50 to 80 per cent.

Oil of peppermint—conforms to official requirements. Since the reduction in the ester requirement from 8 to 6 per cent. an oil is occasionally supplied that would not have passed the first higher requirement.

Oil of santal—a few samples have traces of chlorinated products. All assay over 90 per cent. of santalol, some consisting almost entirely of that substance.

Oil of savin—one was found that required 4 volumes of 90 per cent. alcohol to effect solution and had a sp. gr. of 0.8564 instead of 0.903-0.923. It either contained oil of turpentine or was a French oil from another source than juniperus sabina.

Opium, powdered—sometimes assays a little high.

Pepsin—claimed to test 1:10,000, actually tested 1:7,000.

Potassium acetate—chloride was found in two, one was acid in reaction, while still another contained sulphate.

Potassium bitartrate—had trace of aluminum.

Potassium glycerophosphate—contained chloride.

Potassium iodide—excess of chloride and bromide in two, iron in one and thiosulphate in two others.

Pyroxylin—not entirely soluble.

Quinine sulphate—3 samples con-

tained excess of other alkaloids of cinchona.

Reduced iron—contained trace of sulphide.

Saccharin "soluble"—responded to benzoic acid test with ferric chloride, was much more soluble than the official article and upon incineration left 29.9 per cent. of ash.

Salicylic acid—1 sample out of 10 showed presence of a small amount of easily carbonizable substances.

Salol—some lots obtained during the past year have been below standard in color and odor. Some of them have developed an objectionable odor on standing.

Santonin—m. p. was a little low.

Sodium bicarbonate—a trace of iron and a slight excess of carbonate were found in 2 samples.

Sodium hypophosphite—one lot was of such poor quality that the dealer returned it. Another contained a trace of sodium hydroxide and a third sodium carbonate and aluminum.

Sodium salicylate—appreciable amount of potassium salicylate.

Sodium thiosulphate—3 samples contained, respectively, a large amount of potassium some sulphite and a little sulphide.

Sodium sulphocarbonate—reaction acid should be neutral.

Lac sulphur—54.36 and 46.78 per cent. of calcium sulphate.

Sulphur, precipitated—45.89, 59.90 and 58 per cent. of calcium sulphate.

Talcum—varies greatly as to amount of grit, degree of fineness and whiteness and number of shiny scales.

Tartar emetic—contained a trace of arsenic. Two out of eight samples contained sulphate.

White lead—1 per cent. of alkali earths.

White wax—several samples were obtained that had undoubtedly been intentionally adulterated with tallow. Wax of this kind may be bent nearly double before separating into two pieces instead of breaking with a snap. One sample was very dirty.

Wool fat, anhydrous—contained a trace of chloride.

Zinc stearate—trace of chloride.

Zinc sulphate—appreciable quantity of chloride.

Yellow wax—a number of samples had a m. p. 1 or 2 degrees below the U. S. P. minimum. One dealer received a quantity that was so dirty that it was unfit for use and returned it to the seller.

One pharmacist whose tinctures of arnica and iodine and spirit of camphor were formerly made with methyl alcohol, and in whose preparations one or two adulteration committees found that substance, has discontinued the use of wood alcohol in the preparations mentioned.

Regarding the quality of crude drugs in general it may be stated that the same variation in quality has been noted as in previous years. With some of the more important crude drugs it has been difficult to obtain sufficient amounts of the best quality to meet the demand.

Walter H. Blome,
Chairman.

A. B. Lyons.

C. H. Briggs.

Has Not Acquired Grape Sugar Plant.

Battle Creek, Aug. 2—Our attention has recently been called to an item which appeared in your issue of July 31 to the effect that the Toasted Corn Flake Co. had completed arrangements for occupying the factory of the Grape Sugar Flake Co. Some months ago, before our fire, we were negotiating with the Grape Sugar Flake Co. for a lease of its property, but the negotiations were not successful, so far as securing the property was concerned.

In justice to the Grape Sugar Co., we would kindly ask you to see that this publication is corrected in the next issue of your paper. We can not imagine how this erroneous report should have been circulated. Certainly no one about our place was authorized to make a statement to the public that the negotiations had been completed and that we would occupy the factory.

Toasted Corn Flake Co.

New Table Factory at Saginaw.

Saginaw, Aug. 6—The Saginaw Table Co.'s new factory building is ready for the placing of machinery. The building is 60x220 feet in size, two stories high and basement seven feet in the clear. It is built of white sandstone brick with cut sandstone trimmings. John L. Jackson, President of the Company, says the machinery will be running by Aug. 15. What is better still, the orders that the Company has on hand can only be filled by running the factory the full capacity for the next six months.

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than Any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent. profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in the business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit—viz., the customer's confidence—is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

AROUND THE STATE

Movements of Merchants.

Cheboygan—Wm. Meisel is succeeded in the cigar business by A. J. Noskey and Roland Riggs.

Fowler—Albert Martin has moved his drug stock to the west side of Main street to a larger and finer location.

Coldwater—Ed. and Roll. Scheidler have purchased the grocery stock of B. E. Hall and will continue the business.

Big Rapids—A new bakery, to be conducted under the style of the Model, has been opened by W. W. Wertzberger.

Fremont—Oscar Hallin and John Troost, both tailors, have formed a copartnership and engaged in the clothing business.

Ashley—A. Loehner, the druggist, has moved his stock to the south side of Main street, in a much more desirable building.

Marion—Bert Hunsicker has sold his grocery stock and meat market to Hoover & Hoover, who will continue the business at the same location.

Alfred—The lumber business formerly conducted under the style of Lindsley-Bauman Co. will be continued under the new name of the H. A. Bauman Co.

Cadillac—Goldman Bros. have purchased the dry goods stock of A. & D. Friedman, at 2146 Fort street West, Detroit, and are removing same to their store here.

Parma—The Parma Mercantile Co. has been incorporated to deal in lumber, coal and feed, with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed and paid in in cash.

McBain—Cavanaugh & Strong have merged their hardware business into a stock company under the style of the Cavanaugh-Strong Co., which has an authorized capital stock of \$7,000, all of which has been subscribed and paid in in property.

Elwell—I. F. Hilsinger has merged his general merchandise business into a stock company under the style of the Hilsinger Mercantile Co., which has an authorized capital stock of \$9,000, all of which has been subscribed and paid in in cash.

Kalamazoo—A copartnership limited has been formed under the style of the A. M. Todd Co., Ltd., to buy, cultivate and vend oil producing roots, with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in property.

Carson City—The Rockafellow Grain Co., Ltd., has merged its business into a stock company under the style of the Rockafellow Grain Co. with an authorized capital stock of \$40,000, all of which amount has been subscribed and paid in in cash.

Saginaw—A new retail hardware firm, which will do business in this city under the name of Ward, Karr & Co., has filed articles of association. The incorporators are Oscar S. Ward, of this city; Edwin Karr,

of Caseville, and Fred A. Karr, of Bay City, and the capital stock is \$3,000.

Detroit—The hardware business formerly conducted under the style of Stone Brothers has been merged into a stock company under the style of the Stone Bros. Co., which will deal in hardware and house furnishings. The company has an authorized capital stock of \$20,000, of which amount \$12,500 has been subscribed and paid in in property.

Lakeview—Addison L. and W. Deane Kirtland, have merged the mercantile business which they have hitherto conducted under the name of Kirtland Bros. into a corporation under the style of the Kirtland Mercantile Co. and will conduct a store here and a branch store at Sidman. The company has an authorized capital stock of \$10,000, all of which is subscribed, \$1,000 being paid in in cash and \$9,000 in property.

Manufacturing Matters.

Detroit—The Detroit Creamery Co. has increased its capital stock from \$200,000 to \$400,000.

St. Joseph—Chas. Archut has opened a store and will engage in the manufacture of cigars.

Detroit—E. J. Kruce & Co., bakers, have increased their capital stock from \$3,000 to \$50,000.

Detroit—The capital stock of the Detroit Wire & Iron Works has been increased from \$6,000 to \$15,000.

Marquette—The capital stock of the Lake Shore Engine Works has been increased from \$150,000 to \$200,000.

Gaylord—Henderson Bros. are cutting 50,000 feet of maple and hemlock logs for the Dayton Last Block Works.

Detroit—The H. W. Schmidt Co., which conducts a manufacturing business, has changed its name to the Detroit Picture Frame Manufacturing Co.

Onaway—D. O. R. Knowlton has bought the interest of J. Irwin in the sawmill property of Irwin & Knowlton here and will operate it alone. The mill is in active operation.

Adrian—The National Gate Co. has been incorporated to manufacture gates and fences, with an authorized capital stock of \$25,000, of which amount \$12,600 has been subscribed and paid in in property.

Alma—The Randolph Chemical Co. has been incorporated to manufacture chemical compounds. The authorized capital stock of the company is \$50,000, of which \$45,000 has been subscribed and paid in in property.

Buchanan—A corporation has been formed under the style of the Oronoko Creamery Co. to manufacture butter and cheese with an authorized capital stock of \$4,270, all of which amount has been subscribed and paid in in cash.

Bay City—Outside lumbermen with large capital have purchased the old Miller sawmill site and will erect a large hardwood and flooring plant, with the prospect of a wood alcohol plant in connection and a box factory and planing mill.

Detroit—A corporation has been formed under the style of the Detroit Car-building & Equipment Co., which

will deal in railway equipment. The company has an authorized capital stock of \$50,000, all of which is subscribed, \$5,000 being paid in in cash.

Detroit—A corporation has been formed under the style of the Standard White Lead & Color Works, which will manufacture paints, oils, varnishes and white lead. The company has an authorized capital stock of \$20,000, of which amount \$11,000 has been subscribed and \$2,090 paid in in property.

Munising—The Cleveland-Cliffs Iron Co. has shipped the mill erected a few years ago by the Tyoga Lumber Company to this place. The iron company bought the plant and equipment of various kinds with the timber holdings. It is a single band mill, in excellent condition, and will be set up and operated here.

Detroit—A corporation has been formed under the style of the Finlayson Heater Co. to manufacture heaters and furnaces. The company has an authorized capital stock of \$38,000 common and preferred, of which amount \$25,000 has been subscribed, \$500 being paid in in cash and \$21,500 in property.

Bay City—Frank Buell, the most extensive logger in Michigan, cutting and railroading 45,000,000 feet of logs this year, is operating eight camps. He ships about sixty carloads of saw logs to the Saginaw River every twenty-four hours and is interested in a shingle mill at Wolverine and another at LeGrand, in the northern part of the Lower Peninsula. These mills cut 100,000 shingles daily. The trade in shingles this year has been better and prices have improved.

Alpena—The Detroit & Mackinac is building a road out from Alpena to Hillman, Montmorency county, and may extend it farther west, to reach a large body of hardwood and hemlock timber. Work on this branch has been delayed somewhat, due to the difficulty of getting men. The scarcity of labor has never been more acute. Many lumber firms had old orders and contracts to fill in the spring, but the slight falling off in the demand for stock has not made any perceptible difference as yet in the volume of business.

Menominee—W. E. Wells, of this city, has resigned his position as Superintendent of the Escanaba & Lake Superior Railroad Co., and is succeeded by C. W. Kates, who has been auditor of the road for the last eight years. Mr. Wells has built the system from the beginning to its entire length of 142 miles and the splendid condition of the rolling stock speaks highly for his efficiency as superintendent. In addition to his duties as manager of the railroad, Mr. Wells had charge of the extensive logging operation of the I. Stephenson Co., at Wells. It was the reputation that he received as a thorough lumberman and railroad operator which brought to him the flattering offer from the John O'Brien Lumber Co., of Somers, Mont., to take entire charge of its lumbering operations in the Flathead valley of that State.

Bay City—The lumber industry is moving along at a steady gait and is uneventful. Many of the lumbermen

are away at summer resorts and mid-summer dullness is on, though there has been no perceptible indication of weakening in prices. White pine is not sufficiently in evidence to give the consumer even a hope of lower values. Receipts amount to about 4,000,000 or 5,000,000 feet a week, and while stocks in the hands of dealers here are somewhat lighter than last year they manage to take proper care of their trade. There is no such active demand for hemlock as there was early in the spring, but dry stocks were cleaned up so closely during the winter that manufacturers have not been able to accumulate dry lumber and the market holds firm at the old prices, \$21 for boards and \$18 and \$20 for piece stuff. It is estimated that the hemlock output will closely approximate that of last year.

Special Features of the Stock Market.

Grand Rapids, Aug. 7—The record breaking steel corporation earnings will have an important and favorable influence on the market, emphasizing, as the statement does, the fact that the last amount of profit that has been diverted into new plants and improved methods is bringing its reward to the stockholders in the way of reduced operating costs. The conservative dividend policy will not be considered detrimental to the common stock in view of the construction of the new plant at Gary, which will, when completed, add so much to the value of the preferred shares as an investment and to the common, hastening the day when enlarged dividends will be paid with confidence of their indefinite continuation.

Bears will doubtless attempt to depress prices on the Landis decision in the Standard Oil case. This matter will, of course, be threshed out in the upper courts, and it will likely be more than a year before the final judicial word is spoken. We can see in it no reason for selling stocks and in the event of weakness we would not hesitate to buy the standard issues. The trend of the leading rails that have been so conspicuous in the market is still upward and we look for very much higher prices to obtain during the next two or three weeks. We are very bullish on the Harriman stocks, especially Union Pacific, and would also advise the purchase of weak spots of the Hill issues, St. Paul, Atchison and Reading. The market may be a little reactionary, but should do better towards the close of the week. We have not much faith in the advance in grains, especially with the favorable crop news that is coming in. Buy cotton only on a sharp break of 20 points or so.

Cameron Currie & Company.

W. H. Ransom, whose stock at Walloon Lake was recently destroyed by fire, has re-engaged in the grocery business. The Lemon & Wheeler Co. furnished the stock.

Von. W. Furniss, druggist at Nashville, has nearly completed a fine modern residence.

Lester J. Rindge is spending a month on the coast of Maine.



The Produce Market.

Apples—\$1.50 per bu. for Duch-
ess or Red Astrachans.

Blackberries—\$1.75 per 16 qt. crate.

Butter—Creameries continue to
make good butter, and the consump-
tive and speculative demand both con-
tinue good, considering the high
prices prevalent for the season. The
stocks in storage are not as large as
a year ago, and the present outlook
points to no lower prices in the near
future, unless there is extreme hot
weather and goods decline in quality.
The make of near-by butter is very
short, and will probably get short-
er as the summer advances. Cream-
ery 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—Rockyforde fetch \$5
@5.50 per crate; Georgias command
\$2.50 per crate; Illinois Gems fetch
\$1 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—25c per doz. for hot
house.

Currants—\$1.75 per crate of 16 qts.

Eggs—The market is strong owing
to the extreme scarcity of fancy
eggs. The bulk of the receipts are
showing the effects of the heat and
have to be sold at prices ranging
from 2@5c below fresh. Stocks in
storage are very heavy, but as they
were put in at high prices, when eggs
were fancy, the market must advance
at least 2c more before fancy eggs
come out. Local dealers pay 16c for
case count and find no difficulty in
getting 18c for candled.

Green Corn—12c per doz.

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 \$5.75 per box.

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 \$1.50
per crate. Louisville fetch \$2 per
sack of 65 lbs.

Oranges—Late Valencias are firm
at \$5.75@6 per box.

Parsley—25c per doz. bunches.

Peaches—Elbertas from Missouri
command \$3 per 6 basket crate.

Peppers—\$1.25 per bu. for either
red or green.

Pieplant—85c per 40 lb. box.

Potatoes—Home grown are in am-
ple supply to meet market demands.
The price ranges from 60@70c
per bu.

Poultry—In good demand and re-
ceipts about equal to demand. Local
dealers pay 10c 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, 13c.

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.

Summer Squash—\$1.25 per bu.

Tomatoes—Tennessee and Illinois
command 85c 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—Receipts are not
equal to market demands. 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.

The Grain Market.

Prices have shifted around consid-
erably the past week. Wheat has
lost from 1@2c per bushel, corn
shows a gain of 1c and oats a gain of
3@4c on the September option.

The visible supply of wheat showed
an increase for the week of 1,489,000
bushels and a decrease of 412,000
bushels of corn, 800,000 bushels of
oats, 18,000 bushels of rye and 119,000
bushels of barley. This brings the
present visible supply of wheat
to 48,318,000 bushels, as compared
with a stock last year of 29,684,000
bushels, with the present price of
September wheat selling at 90c, while
the price one year ago was practical-
ly 73c per bushel. Corn last year
at this date was selling at 49c for
September; to-day it is selling at 55c
per bushel. Oats one year ago were
selling at 31c per bushel, while to-
day the market is 43c per bushel.

The wheat market is at present
largely a weather market. The spring
wheat crop is in a critical condition,
reports of rust and bugs from various
sections being watched closely, and
the market is affected from time to
time accordingly.

Feed stuffs are still in good de-
mand, both bran middlings and corn
and oats goods and prices being ex-
ceedingly strong, with the movement
comparatively light.

General conditions point to a lower
oats and wheat market in the near
future, with corn steady.

L. Fred Peabody.

As predicted by the Tradesman last
week, the annual picnic of the Re-
tail Grocers' Association proved to
be the most enjoyable affair of the
kind ever held under the auspices of
that organization. The picnic was
confined to grocers and clerks and
their families and was thus utterly
void of the elements of the mob
which have been characteristic of
most of the picnics held by the or-
ganization during the past twenty
years. President Fuller and the
Committee on Arrangements are en-
titled to much credit for the excel-
lent manner in which the affair was
handled.

John T. Millman, the druggist, John
Tilden and Chas. Babcock, all of St.
Johns, are making a trip to Port-
land, Ore., via Denver, Colorado
Springs, Royal Gorge, Salt Lake City,
returning via Vancouver and the Can-
ada Pacific Railway.

The Grocery Market.

Sugar—Refined is unchanged. No
advance is expected in the near fu-
ture, although the matter is entirely
in the refiners' hands. Refined sug-
ar is in very fair demand.

Tea—No changes have occurred
since the last report, and in practi-
cally every respect the situation, both
as to prices and conditions, is pre-
cisely the same as last week. Japans
are getting somewhat scarce and the
market shows some little stiffness,
although without quotable change.

Dried Fruits—Apricots show no
change. Apples are firm and high,
the market being from 1@2c above
normal. Very few spot prunes are
selling in this market, but other mar-
kets report a better trade. Prices are
unchanged. Futures show some signs
of advance, owing to bad crop con-
ditions on the coast. Peaches are
unchanged and still rule high and
scarce. The demand is practically
nil. Currants are holding their won
at unchanged prices. The demand is
fair. Raisins are scarce and stiff.
Three-crown loose have sold on spot
at 9¼@10½c per pound in a large
way. Seeded range from 12½@13c,
which is considerably above the fu-
ture market.

Cheese—The make is about normal,
and there will probably be no change
in price until September, after which
there may be an advance. Stocks of
June cheese are considerably below a
year ago, and the consumptive de-
mand is better than for some years.
The make of September cheese will
govern the future price.

Syrups and Molasses—Compound
syrup is unchanged and in fair de-
mand. Sugar syrup is in ordinary
demand at unchanged prices. Molasses
is equally dull and prices are un-
changed. Prospects for the new crop
are good.

Fish—Cod, hake and haddock are
dull and unchanged. Sardines are in
fair demand, both foreign and do-
mestic, and rule at unchanged prices.
There has been some talk of an ad-
vance in domestic sardines, but it has
not materialized as yet. Salmon is
unchanged, steady and in fair de-
mand. Future prices have not been
named on any other grade except
Columbia River as yet. Shore mack-
erel are wanted; the supply is still
small and the price gradually ad-
vancing as the quality improves. New
Irish mackerel are coming forward
more freely and rule at about un-
changed prices. New Norways are
also offered, but the quality is
scarcely satisfactory and prices are
comparatively low.

Provisions—The consumptive de-
mand for hams of all grades, bellies
and bacon is normal. Both pure and
compound lard has advanced ¼@½c.
Barrel pork, canned meats and dried
beef are unchanged and in good con-
sumptive demand.

Class Hatred Rebuked.

The Socialists in particular raised
a great hue and cry as to the exist-
ence of an awful conspiracy to take
the lives of Haywood, Moyer and
Pettibone. It was said that the great
corporations, the multimillionaires,
the magnates, the octopi and the
money power were grouped and

massed together to crush out this
trio of true, tried and honest men.
Socialist organs and trades union
orators shrieked themselves hoarse
with invective against the authorities
of Idaho, the courts, the prosecutors,
the sheriff and everybody who had an
official duty to perform in connection
with this case. They were morally
certain that an innocent man was to
be railroaded to the highest penalty
the State permits and they worked
themselves up into a fine frenzy.
Their sympathizers scattered here
and there all over the country were
very much in earnest. It should be
remembered that organized labor and
Socialist have come to be synony-
mous terms. Now that the trial has
resulted in an acquittal of the first
of the prisoners to face a jury it
would seem to indicate there was no
need for these hysterics.

Those charged with duty in con-
nection with this case went right
along about its discharge, deaf to all
this frantic and foundationless talk.
Their contention and that of all hon-
est, law abiding people everywhere
is that before the court every man
stands innocent until proven guilty,
and, moreover, that all men stand
alike, one having just as good a
chance as another. Justice is no re-
specter of persons. The law of the
land is laid down to be pursued
wherever and whenever men are ac-
cused of crime. There is the guar-
anty of a trial, not only before a
competent judge, but before a jury in
the selection of which the defense has
just as much voice as the prosecu-
tion. There are certain well defined
rules of evidence which govern testi-
mony offered by the people or the
prisoner. What the law abiding citi-
zens contend for is not the convic-
tion or acquittal of those charged
with offenses, but the certainty that
the regular local procedure shall be
followed and that the judgment
reached shall be one which the facts
warrant. All any man can ask is a
fair trial and that Mr. Haywood had.
The attempts to stir up class hatred
and make a general disturbance pre-
ceding and during this trial have
been shown up in all their fallacy. It
has been demonstrated that there was
no need or occasion for all this talk.
The law has taken its course in the
regular way and that course has
cleared one of the prisoners and he
stands infinitely better to-day than he
would have done had some of his
unwise friends on the outside been
able to have their way.

The Macey Company has leased the
seven story building on Commerce
street, formerly occupied by the
wholesale department of H. Leonard
& Sons, for the period of five years
and will use two floors for its card
index department and the other floors
for storage purposes. This accession
to its floor space will allow the
Macey Company to utilize the space
now occupied by the card index de-
partment in the main factory for oth-
er purposes and enable it to increase
the capacity of the main factory from
\$100,000 to \$200,000 per year. The
Macey Company will take possession
of its new quarters as soon as the
necessary preliminaries can be com-
pleted.



Unique Idea Resorted To By Hardware Dealer.

Foot Bath To Peace.

To be glad of life because it gives you the chance to bathe and to work and to play and to look up at the stars; to be satisfied with yourself but not contented until you have made a wad of dough; to despise nothing in the world except dirt and snakes, and to fear nothing except your mother-in-law; to be governed by your own self rather than by her; to covet nothing that is your neighbor's except his fine house and his pocketbook; to think seldom of your wife, often of yourself and every day of your own pleasure; and to spend as much money as you can, with all your heart, in Blank's hardware store on your bathroom—these are little guide posts on the foot bath to peace.

Blank's apologies to
Henry Van Dyke.

A big hardware establishment that is nothing if not original hit upon a novelty in the way of staying on-rushing feet. It wasn't that the windowman had made out an elaborate setting. He had placed on the hardwood floor of the window a large hit-and-miss rug. The wall end of the window and the background were neatly covered with oilcloth of a tile pattern. Nickel bath room conveniences of every description were attached; these called attention to themselves incidentally to the rest of the exhibit, no card proclaiming their presence.

There were also the large enameled tub, sitz bath, etc. On the center of the carpet was set a plain chair suitable for a bathroom. On this chair was sitting a very pretty young woman dummy, clad in handsome embroidered underclothing, with a bathrobe carelessly flung around her. At her feet, which were concealed by her bewitching fluffy petticoats, sat a foot bath of pale blue enameled ware lined with white. A pair of elegant black silk openwork hose dangled from an India stool and a pair of dainty gay-tasseled Japanese boudoir slippers rested beside the stockings. The dummy's face was turned from the spectators, which piqued curiosity as to her features and induced more than one to step around lively to see whether or not they were pretty—the windowman who got up this window understood human nature, you see.

A small neat card containing the plagiarism from Van Dyke set forth at the top of this article was attached to the plate glass front a little to one side and I'll wager that half the people who stopped to devour it never read his Foot Path To Peace.

* * *

Speaking of bath room requirements

reminds me of a local window which has one entire section trimmed only with castile soap in square cakes wrapped mathematically in small Turkish face cloths. The latter are not of especially good value, but the fact that the packages look like a bargain at the placarded 10c will catch some frugal housewives.

* * *

There are several new specialties that are fast finding favor among Nature enthusiasts and people devoted to the enjoyment of athletics of varied sorts.

Here is something a contemporary has to say regarding same:

"There is a growing interest among retail shoe dealers in the sale of snow shoes. Originally used in shoe stores to a limited extent, practically for window display purposes, and still highly useful in this capacity, the field has broadened recently and retail shoe dealers have found the snow shoe developing into a shoe store staple.

"Shoe dealers will naturally ask as to the cost of snow shoes as being one of the first questions to be considered. A very good grade wholesales at \$39 per dozen pairs. One style is 12 by 53 inches in dimensions and is a special design much in favor with the sporting trade. It is made with a four inch turn at the toe. It is appreciated by patrons of winter sport, its shape being conducive to ease in taking long tramps.

"Another style is made particularly as a hunting shoe, the bows and filling being the finest obtainable. The dimensions of this shoe are 12 by 46 inches. Other styles in lower-priced and higher-priced grades are also made, including special designs for women and children. Some of the materials used in the manufacture of snow shoes are obtained with great difficulty and consequent expense, but substitutes of a satisfactory nature are unknown. The children's snow shoes, 9½ by 30 inches in size, cost \$27 per dozen pairs. These will surely appeal to the youngsters.

"Indian slippers and moccasins come much nearer to the regulation shoe store shoe than snow shoes.

"Moose hide slippers made from genuine Canadian moose hide stock, Indian tanned, and with handsome embroidered vamps, wholesale at \$7 per dozen, sizes 2 to 6 for infants, at \$9 a dozen, children's sizes 7 to 10 at \$10 per dozen, misses' sizes 11 to 2, women's 3 to 7 at \$12 a dozen pairs, and men's 6 to 12, at \$13 a dozen.

"Buckskin slippers with embroidered vamps and fringe and lined with mohair are shown at the same prices for men, and for women at \$11.50, for misses at \$9.50, for children at \$7.50 and for infants at \$6 per dozen pairs. Buckskin slippers with fringe only and buckskin slippers with beaded vamp and flap are also made, the former at slightly lower prices than the more elaborate production and the latter at a price to correspond with the embroidered vamp and fringe, mohair-lined slippers. These goods are, by reason of their noiseless virtues, largely used for house wear.

"Moose hide snow shoe moccasins

are made in a variety of styles for men, women, misses and children and for boys and youths. These range in prices from \$8 to \$16 per dozen pairs, while extra heavy moose hide plain and high cuts sell at \$19 and \$24 a dozen pairs.

"The season for specialties of this kind is nearly here, and it is believed that shoe dealers will be more generally interested in these specialties than heretofore."

Driving Business Out of Michigan.

Adrian, Aug. 6.—Because the railroads have increased the freight rates on wire between Monesson, Pa., where its own wire mills are located, and this city, the Page Wire Fence Co. has decided to move thirty of its looms from the factory here to the Eastern factory, so that so much wire will not be needed here and the freight will therefore be less.

The statement is made that since the factory was established at Monesson the railroads have increased the freight rate on wire 25 per cent. The removal of the looms will be made gradually during the next few months so that the men employed on those looms, which are located in the old Lake Shore shops, can be taken care of by the company and not thrown out of work. The Page Fence Co. operates 115 fence machines and the number will be about equally divided now between this city and Monesson.

The annual meeting of the stockholders of the Page Fence Co. has just been held in New York City and the reports showed the largest volume of business since its organization. The meeting authorized the construction of large open hearth steel furnaces in connection with the wire manufacturing plant.

Your best self will be found only by self-sacrifice.

Will Manufacture Plaster Board.

Monroe, Aug. 6.—Last week the G. R. Hurd Co., dealer in grain, hay, etc., began the manufacture of a patent plaster board and already their present quarters are entirely inadequate and another addition will have to be erected. Without any attempt to dispose of any of the board the company had received orders for 15,000 sheets before the first board made was three days old. The new product is used in place of lath and the first coat of plaster and is made in strips 16 inches wide and 32 inches long. These boards may be readily nailed together on to the joist and the contractors are not delayed by the lathers and plasterers. The board is made of a compound of plaster of hair, fire-clay, cement, sand plaster and stucco. This compound is spread over a piece of felt and has a front and back side, the back side having a thinner coat than on the front. When the board is thoroughly dried it can be nailed without fear of cracking the plaster. It is not intended for the finished wall but more as the first coat.

When the church puts as much energy into realizing her ideals as she now does into picturing them the world will be saved.

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

D. N. White

68 South Ionia St., 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

BRANCH BANKS.

They Prevented the Establishment of Independent Banks.

Three of the State banks have suburban branches or feeders. The State Bank of Michigan, which was the pioneer in this field, has three, the Kent has two and the Commercial one. Through these branches there is scarcely a trade or population center in the outskirts which has not almost as good banking accommodations as the downtown districts enjoy. Deposits, both savings and commercial, can be made, drafts can be purchased, checks can be cashed and money changed. The branches issue certificates when desired and make collections. The chief difference is when a person desires to borrow money. As a preliminary to such transactions it is necessary to call up the main office.

The first of the branch banks was that of the State Bank on West Bridge street. The removal of the Fifth National from its original location on West Bridge street to its present Canal street site left the West Side without banking facilities. The West Side has many and important business interests and a population larger than many prosperous cities in the State can boast. It had enjoyed banking facilities long enough to learn and appreciate the convenience and to feel the loss. The State Bank saw the opening and its West Side branch, at the corner of Bridge and Scribner streets, was the result. The enterprise, it is known, has been highly successful. The State Bank's Plainfield avenue branch for the accommodation of the North End and its branch on Wealthy avenue for the benefit of the East End were started afterward. The Commercial was the second in the field with its South Division street branch, which serves a large, populous and prosperous business and resident district in the South End. The Kent's branches are: one on West Leonard street, for the North End of the West Side, and the other on Wealthy avenue in close proximity to the State's branch. Both the Kent and State admit that there is one bank too many in the Wealthy avenue district to be profitable for either, but neither is disposed to withdraw.

The different parent banks keep books with their branches, of course, but what the branches may be doing does not appear in any of the published reports. Their figures go in with those of the parent banks. That these branches are a considerable factor, however, may be judged from the fact that their savings deposits and certificates amount approximately to \$880,000, and the commercial deposits to about \$270,000, a total of \$1,150,000. How much of this is "new" money and how much of it would come into the downtown banks if the branches were not in existence is a matter of conjecture. The branches, however, are recognized as influences for thrift in their neighborhoods, and it is believed that through them the saving habit has been very materially encouraged. It is certain that the business men and people generally are glad to have the branches located among them be-

cause of the conveniences they afford. As to the bankers, they are divided in their opinions as to whether the branches are desirable. Some are satisfied with the results, while others believe the expense is larger than the returns warrant. Had the branches not been established, however, it is possible independent banks might have been established, thereby dividing the business. But for the State Bank's West Bridge street bank it is certain the West Side would have had a bank of its own, and it is probable the same can be said of the Plainfield avenue and South Division street districts. None of the city banks cared to venture into South Grand Rapids and an independent bank was started there and a private bank fills a void in the Madison square district which the city banks declined to recognize.

Live Merchant in a Dead Town.

The editor of the Trade Journal had the good fortune last week to spend most of one day in the store of a live merchant in a dead town. The town in question is a small place in southern Minnesota. Its population is about 300, and it has two general stores, a shoe store, harness shop and a millinery store in addition to the live store. The live merchant is a hardware dealer, and, as we all know, this is a hard business to push. And yet, on this day in question, two-thirds of the teams of farmers visiting the town to trade were tied in front of the hardware dealer's place of business, and his store was crowded all the time.

All the other merchants in the town were pessimistic. "Yes," they agreed, "trade was slow, business was bad and getting worse, but what could they do?"

One of the merchants, when asked if trade was hurt by the catalogue houses, yawned, stretched, spat reflectively at a pile of refuse on the floor at the end of the counter, and said:

"Y-e-es, a Sears-Roebuck special stops here every day or so."

I asked the hardware man how trade was, and he said: "Fine; I have all I can do and am keeping two clerks busy all the week and five going on Saturdays; have sold \$335 worth of goods out of the store so far to-day, and one man half bought a buggy, and said he would come in Monday and get it. Any one can get business if he goes after it. No; the mail order houses don't bother me any. As a matter of fact, I am getting business away from them. All I ask is a chance to figure against them, and the people around here are beginning to find out that it's cheaper to buy of me than of the catalogue houses, and also that they get better goods of me. Sold three refrigerators to-day, four gasoline stoves, a couple of washing machines and a binder, in addition to a raft of small stuff. Yes, trade is pretty good in this town."

This live merchant believes in advertising. He uses liberal space in his paper and sends out circulars to a list of about five hundred farmers.

Most hardware merchants do not cater especially to women, but this merchant does. He offers pretty lit-

tle souvenirs, such as china cups and saucers, dainty vases and other knick-knacks to women patrons. He gives a phonograph concert all day Saturday in his store, and this is a real treat to practically every one of his customers from the country. He makes discount leaders on certain lines each week. He has well supplied 5, 10, 15 and 25 cent counters, and these articles go like hot cakes. He watches conditions and gives bargains on seasonable goods at the right time. He has bought three pieces of real estate in three years, has been mainly instrumental in organizing a telephone company, owns the property and erected the building for the telephone company and got out a booklet advertising the town as a fishing resort at his own expense. He is a live wire in a slow-going, contented community, and he is reaping a rich harvest.

There are live merchants in dead towns, dead merchants in live towns, and live merchants in live towns. And when you strike one of the latter you will always find a town that is a hummer.—St. Paul Trade Journal.

Doubling Capacity of Factory.

Charlotte, Aug. 6.—The piano plate foundry operated by the Knight-Brinkerhoff Piano Co. in connection with its plant in this city is being enlarged to double the present capacity. One hundred plates a day will be the capacity when the increased floor space, a total of 600 square feet, is utilized.

Soul health will not come by taking religion as a dose.



St. Car Feed

is the kind it pays to sell. Our ground feeds are made from sound, sweet grain and are put up in new, full-weight 100 lb. sacks. No "spoiled feed" troubles and no "bag" troubles.

Let us send samples and quote prices on anything in flour, grain and mill-products. Dairy feeds a specialty.

We are quick shippers.

WYKES & CO.

FEED MILLERS

GRAND RAPIDS, MICH

We Handle

Royal
Price's
Rumford's
Calumet
Cleveland
Crown
I. C.
Jaxon
Quaker
Rocket

Baking Powders
(In All Sizes)

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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Grand Rapids, Mich.

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

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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, August 7, 1907

WE MUST SHOW OUR FAITH.

Sooner or later the business men of Grand Rapids will be compelled to face as their own individual problem, to be settled by themselves primarily, the question of improving Grand River from Pearl street to the deep slack water stage at Bass River or thereabouts. And the question is a double one: Shall our industrial and commercial interests be permanently and adequately protected from all danger of damage by floods and shall this city of 120,000 inhabitants throw away deliberately a deep navigation resource which, were it available to such cities as Rochester, Dayton, Indianapolis, Jackson or Kalamazoo, at a cost of five or six million dollars, would be seized upon instantly?

A group of splendid, enterprising and patriotic citizens have been to the expense of securing a conservative, complete and valuable report from George W. Bunker, a civil engineer of high standing, who for several years was in direct charge for the United States Government of the dredging and improving of Grand River, which work has so far progressed that for two years a daily schedule of steamboat service has been followed without a break, so that so far as the work has been carried on the improvement has developed the traffic which was assured at the outset by the late Colonel Ludlow's report.

While this work has been going on (under the personal direction of Mr. Bunker) the need of protection against annual damage from inundations at Grand Rapids has repeatedly and most expensively been forced home upon our people, and Mr. Bunker's report (submitted to the Common Council, accepted and referred without debate last Monday evening) tells in plain, unimpassioned and convincing fashion that which, in his best professional judgment, it is best for the people of Grand Rapids to do in the matter.

In brief, Mr. Bunker recommends the dredging of the river to a depth of ten or twelve feet at an estimated cost of between four and five million dollars and the construction of substantial retaining walls along either side of a channel having a minimum width of 300 feet. And he declares that such a channel or slack water

canal (for that is what it would become) would not only make a deep water lake port of Grand Rapids, but it would provide ample and forever dependable protection against damage in this city from the annual spring freshets.

The city of Grand Rapids has already voted to bond itself for a plan of protection against floods, which plan fits admirably into Mr. Bunker's recommendations, but which does not assure absolutely adequate protection for all time to come. It is but the first one of "two bites of a cherry."

From an engineering viewpoint the plan to create a channel ten or twelve feet deep between this city and Grand Haven does not present a solitary difficulty. It is simply a question of the investment of money.

The present population of Grand Rapids in the natural order of things will double during the next three or four decades and taxable valuations will grow accordingly. With lake steamers 200 or 225 feet over all, drawing eight or ten feet loaded, plying daily between our city and Chicago, Milwaukee and other lake ports, the city's growth would become phenomenal and business opportunities, assessed valuations and the general wealth of the entire community would increase accordingly.

Somewhat comparable to Grand Rapids in its present condition was the city of Toledo. For a period of nearly fifty years Toledo was a well-known settlement of white people, and then, in 1837 (about the period Grand Rapids was first settled) it was incorporated as a village. Because of its location in a marsh-riden district, two or three miles up Maumee River and nine or ten miles additional across Maumee Bay by a narrow and tortuous channel, the town was of very slow growth. At a very large expense the General Government improved the channel from the deep water of Lake Erie across the bay and up the river. Millions of dollars were expended in dredging and the construction of light-houses, and to-day Toledo has 160,000 people and rail freight rates in all directions, which, without her deep water navigation resources, would be impossible. The improvement of the ten or twelve mile channel for Toledo has cost about as much as will be approximately the cost of improving the twenty-four or twenty-five miles of Grand River below our city, and the last half of Toledo's 160,000 population has been acquired within the past twenty-five years.

The General Government has been extremely generous to Grand Rapids in its appropriations for Grand River and will continue this generosity if the business interests of Grand Rapids show that they appreciate the opportunity that is presented. Thus it happens, because of the need of protection against floods and because our city is to-day not a lake port in any sense, that it is fairly up to the citizens of Grand Rapids to demonstrate that their faith in the city's possibilities is as strong and as genuine as has been the faith in them shown by our General Government.

RAILWAY INFLUENCE.

Hon. Sybrant Wesselius, basing his opinion upon his experience while "Governor of West Michigan" under the administration of the late Governor Pingree, is quite certain that the proposed Constitutional Convention will be the fruit of a deep and well-laid plot by railway attorneys, and takes little or no stock in the alleged popular public opinion in favor of such a convention.

It is, of course, beyond human ken to summon to immediate public view and appreciation all of the multitudinous experiences enjoyed by Wess. while cavorting under the aegis of Hazen S. Pingree, but it is beyond question that he must have gained a wide and accurate knowledge as to the resources and ingenious devices of the railway forces.

As though by prearrangement and most fortunately for Mr. Wesselius' suspicions comes the late State Commissioner of Railways, at present the boldly declaimed employee of the railroads, Theron W. Atwood, of Caro, as a candidate for election as delegate to the Constitutional Convention.

And how has he arrived?

Out of 138 delegates to the Tuscola county convention to nominate delegates to the district convention, which is to elect delegates to the Constitutional Convention, Atwood had 116 of them cinched to a finish. Politically that is "going some" and "then some."

Surely Mr. Wesselius can not desire a more emphatic and direct confirmation of his suspicions and claims than is thus afforded. Then, too, there is voluminous evidence in nearly every district in the State—hearsay evidence as yet, but all the same worth noting—that the railway interests are working tooth and nail to secure the election of delegates committed to the care of their interests at the Constitutional Convention.

However, the Tradesman prefers to believe that the people of Michigan are sufficiently informed and are so thoroughly interested in the matter of a new constitution for their State that Tip Atwood and the Machine that is pulling the strings that operate his mental and moral resources will not count for much in the final result. If Mr. Wesselius' suspicions are correct the people will unearth the fact in time to defeat any cut and dried document framed against their interests at the polls, and they will defeat it.

And it is not necessary in order to secure such a defeat for the prospective delegates to the Constitutional Convention to deliver ante-mortem declarations as to what they stand for and work for. All men who are in every way competent to represent the people in such a convention are entitled to go to that convention uninstructed and without having made a statement as to their hobbies and the propositions which they will oppose. They are entitled to and will go to the convention on the faith the people have in their patriotism, rectitude and ability as wise citizens, and on that alone. They need not and they will not demean themselves and belittle the great cause which is to be considered by apologizing to la-

bor unions or truckling to any other organized body of fanatics or idealists; they will not consent to place themselves on a par with the cheaper kind of candidates who will make most any concession in order to secure election.

Such men—men who can not be frightened or cajoled into doing a wrong thing before the election—will not commit an error, either willfully or unconsciously, after election, and so it will be such men who will not consent to placing themselves as cogs, levers and springs in the Machine of which Tip Atwood is chief fogleman.

AN UNMITIGATED FAKE.

Again our business men are being canvassed by professional solicitors for advertisements(?) to be published in the forthcoming labor day programme.

And again, also, some of our business men are timidly submitting to the annual extortion of blood money without a single audible protest. Men who never think of paying out a cent to legitimate, tangible publications for an advertisement permit the blackmailers of the labor union stripe to call for and receive pay for an alleged service which they (the advertisers) know beforehand will be absolutely worthless. The solicitors do not call it "advertising." They speak of it as a "contribution to the cause" and covertly insinuate that any one who fails to make good will be "remembered" by union men and posted in union halls and saloons. As a matter of fact the money thus secured is almost invariably "absorbed" by the unscrupulous individuals who do the soliciting and direct the work of publication. Union labor is used as a club to extort money for which no commercial recompense is expected or promised.

Excepting, perhaps, the walking bosses and a few others of the Secret Service of the labor unions it is a safe wager that not five hundred persons in Western Michigan will see the programme after it is published. And if a thousand or two individuals should see it by any chance, less than 50 per cent. of those unfortunates will read it. Of all known fake advertising schemes the labor day programme and the Blue Book of the state trades and labor council are cap-sheafs of impudence, arrogance, pretense and misrepresentation; and it is inconceivable that any right minded, careful business man who believes in doing business on the square should so far lose control of his best business attributes as to recognize in any form such impositions.

"Why do such men submit to such fleecings?" asks the curious layman and the members of the labor unions reply in chorus: "They do not dare refuse. They know that if they refuse they will receive our 'unfair' brand."

And it is a brand, a mark which spells Cowardice in large black-face type; an imprint which carries with it the sting of a thousand gads—provided a man shows that he is afraid of it. Otherwise it is as harmless as a water soaked fuse which sputters and sends a stench to the offended clouds above.

THE NEW ERA.

State Railroad Commissioner Who Does His Full Duty.

Railroad Commissioner Glasgow passed through town Friday on his official inspection of the Grand Trunk system. The party, which included Superintendent Egan, of the Grand Trunk, traveled by special train in Mr. Egan's private car. The party stopped here long enough for the Commissioner to investigate the complaint of the City Council relative to Grand Trunk passenger trains running over the M. C. diamond at high speed.

Agent Lybrook was out of the city and Mr. Glasgow questioned one of the employees at the passenger station relative to the merits of the complaint.

The employe told the Commissioner that all Grand Trunk trains stopped for the diamond.

"It is necessary for me to contradict the statement of your employe," said Mr. Glasgow to Supt. Egan, "for I personally saw one of your trains pass over the diamond without stopping a day or so after formal complaint was made to me by the City Council, since which time I have received numerous personal letters from shippers and residents in the immediate vicinity of the station calling my attention to the practice."

Mr. Glasgow asked the local employe if it was a fact that on one occasion the Grand Trunk operator was obliged to run down the track and flag a passenger train to prevent the approaching train from cutting a Michigan Central train in two. The employe answered in the negative, but the question showed that a complaint of that nature had been received by the Railroad Commissioner. Mr. Glasgow also enquired if it was not true that Grand Trunk trains have been known to run the diamond when the target at that point gave the right of way to the Michigan Central. The employe said that he had never known of its being done.

The fact that two Grand Trunk trains were not stopping at this point was published in the Republican a week or so ago and it has been well known by all persons in any way connected with passenger travel from this station that such was the case and when the employe told Mr. Glasgow that all trains stopped here the Commissioner was surprised and as an evidence that he knew the complaints were true promptly told Mr. Egan that unless the practice was discontinued within ten days he would order an interlocker put in, which will cost \$4,000, the division of expense to the railroads to be determined by the Commissioner. Mr. Egan promised to take the matter up immediately as the installation of an interlocker at this point means a continual operating expense in the future, to say nothing of the original cost of the equipment. The trains will be compelled to stop here, but this does not necessarily mean that passengers will be accepted at this station.

At Pottsville the Commissioner and his party stopped at the Thomas Brown crossing on the Grand Ledge road. This is a dangerous crossing as all will testify who are familiar

with it. The banks are high on both sides of the road and it is impossible to obtain a view of the track until the conveyance is on dangerous ground. The bell at the present time is on the south side of the track. The Commissioner ordered the bell placed on the north side of the crossing on the opposite side of the road. Extra batteries have been ordered to make the bell give a louder alarm. J. C. Potter wanted an overhead bridge at this point, but other citizens in that vicinity opposed the bridge idea. If the latest recommendations by the Commissioner do not relieve the danger a bridge may yet be necessary.

In many respects the Railroad Commissioner's powers over the railroads are the same as an umpire on the ball field. His decisions on judgment are final in both cases.

Mr. Glasgow we believe is making the State a Railroad Commissioner worthy of the title. Formerly it has been the practice for Railroad Commissioners to stay at home a great portion of the time and draw their salaries. Not so with Glasgow. He is at his office at Lansing or attendant upon the duties out in the State five days of the week and says he finds plenty to do. At the present time he is making an inspection of every mile of railroad in the State. Complaints for several years back are being put in concise form and on this inspection those complaints that have not been attended to are being taken up and disposed of. In many cases former Commissioners notified the railroads about receiving certain complaints and dropped the matter with a polite request that the complaints be given prompt attention. Mr. Glasgow proposes to give these complaints the best of study and he further proposes to make it his business to see that the defects are remedied where the complaints have merit. Second notices will be sent except where the complaint demands immediate attention, and failure to comply with the recommendations of the department will result in an order by the department from which there is no appeal.

The day before Mr. Glasgow, in company with the Grand Trunk officials, including Supt. Egan, was inspecting the Port Huron division when the special slowed up to pass a rickety looking bridge. The company had steel on the ground for a new structure.

"Do you slow up all trains for this bridge?" enquired Glasgow.

A Grand Trunk official who was familiar with the operating department of that division replied, "No." Whereupon Glasgow remarked that he would have made an order to that effect had he known such a bridge was being used.

"But suppose we refused?" asked one of the officials.

"I would have stopped your using the line at all," answered the Commissioner, who at the same time showed the man the law giving him that power if he saw fit to exercise it.

"Well, that is a new one on me," remarked the railroader, who admitted that it was the first time in twenty years that a Commissioner had ever ridden over the bridge.

Mr. Glasgow admits that he is do-

ing more work than is expected of him and says that it is some different in making the Railroad Commissioner's office of some value to the public rather than a mere political headquarters.—Charlotte Republican.

Sacrifices to Rubber Industry.

Every ton of rubber costs a human life. No one can live and work in the river bottoms of the great Amazon region and the Congo Free State except a native. The mortality in the State of Amazonas, Brazil, corresponds almost exactly to the number of tons of rubber produced, and, although there are no such atrocities in Brazil as are charged against the Congo, nevertheless it is true that the laborers who are brought into the rubber fields from the coast do not average more than three years of life, and are, if not in law at least in fact, subjected to hardships never known or endured by the slaves in the United States or even by the slaves in the coffee countries of Brazil. Columbus first had his attention attracted to the peculiar qualities of the gum. It is said to be first mentioned in a "Universal History of the Indies," published in Madrid in 1536. A little later a Jesuit, Father Charlevoix, called attention to the bouncing qualities of the ball made of it. The word gumma was first used by Tordesillas in speaking of the balls used by the Haytiens, which they call gumana. The Englishman Priestly in 1770 found that the material was good for rubbing out pencil marks, whence it has ever since been known in England as India rubber. Rubber is an absolute essential to modern life for the railway train, automobile, insulation in electrical communications and lighting, and for medicinal and surgical purposes.

Connect the Two.

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

Is the G. R. & I. Courting Unpopularity?

Tustin had seventy-five people Saturday who wanted to come to Cadillac to see the elephant, but as the G. R. & I. would not provide a way for them to return home until the following morning they remained at home. If someone would accidentally sit down on the management of that road a pin-point puncture would surely follow.

* * *

The downright indifference of the G. R. & I. to their obligations as common carriers and their independence where competition is wholly lacking were forcibly illustrated Saturday. Several hundred people came over from Jennings and Lake City to see the Hagenbeck-Wallace circus. When evening came the company would not furnish them a way to return home. The visitors held excursion tickets but the company were deaf to all entreaties. The best they would do was to take the crowd home Sunday morning. A nice bunch of cattle is the management of the railroads getting to be. It is a wonder they would not take their streaks of rusty, split and broken rails and rotten ties and go to Helen Hunt for a more congenial climate—where honest people who want what they pay for do not live and will never follow them.

* * *

A railroad employe said to the Globe a few days ago that railroads were very pinheadedly managed in some instances and that their action during the past few months in caring for the accommodations of the general public in such an utterly indifferent manner was sure to bring down upon their heads still further railroad legislation in the interests of the people. The apparent sulking of railroad management is becoming intolerable and will sooner or later result in vigorous protests. It is said that personalities of a very pronounced type have been injected into the summer schedule of the G. R. & I. north of Cadillac. How true this may be the patrons farther north know best, but this is true that if a society, party or celebration seek to get a reduction in fare or the stopping of a train the officious railroad at once displays the streaks of yellow in its makeup and the bristles that can always be found all over its anatomy.—Cadillac Globe.

A TRADE BUILDER

H. M. R. Ready Prepared Roofing—the Granite Coated Kind—is a trade builder for the dealer in building materials. More durable than metal or shingles—lasts longer; looks better.

A MARK

TRADE

H.M.R.

MARK

OF MERIT

FOR THE BUILDING TRADE

Easily laid—fire, water and weather proof. Will not warp, shrink, nor leak. Most attractive roofing on the market. A staple seller. Write today for proof and prices. They are free.

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



Weekly Market Review of the Principle Staples.

Dress Goods—The week has developed little that is of interest in the way of business either for fall or spring. The former season is no nearer outlining a definite policy than it was some months ago and indications are not reassuring for anything of a substantial character, at least immediately. Those houses fortunate enough to have the cloaking business that is being done are doing fairly well, although the last two weeks have been somewhat less productive in volume than were their predecessors. All are not equally fortunate even in this respect as it depends solely on whether the house has the particular fabric wanted. Dark colors only obtain recognition. In view of experiences recently gone through by the market as a whole it is only to be expected that buyers will be cautious about committing themselves.

Gray Goods—Are perhaps hardly as active this week as last, but they are being exceedingly well taken, prices holding strong for the second quarter of the coming year and trading being satisfactory. The failure referred to above was caused by manipulation in this class of goods, the result of which has been awaited for some weeks. The spot demand is good but the supply is exceedingly limited, in some cases there are none of a certain construction to be had. Sellers are not a little indifferent toward future business still, as conditions do not seem to warrant too great a risk taking. Buyers act as if the sole consideration was getting goods rather than what they have to pay for them. Those buyers who were caught in the difficulty alluded to will find it rather difficult to recover, as these goods can be had in small lots only and at prohibitive

prices, if contracts for finished goods have been made at former prices.

Bleached Goods—Are freely taken for such spot delivery as is obtainable. Lists are being revised daily and sellers are pretty close to possibilities. Goods are still scarce and will remain so. Advances occur from time to time, the most recent being on unimportant tickets which serve to bring them up to the standard set by the leaders. Contracts for well into the future are also being made, which keeps goods sold well ahead and leaves but a small margin available for spot delivery. Many of the prices are quoted net, which gives a good idea of the strength of their position.

Sheetings—Of all classes are in good demand and inquiries are frequently made for heavy goods upon which the price has not yet been placed. As explained heretofore, the raw cotton situation is such that no manufacturer who has business to take care of for the present can be induced to commit himself for the future. There will be plenty of business on a safer basis later on and these sellers prefer to await its coming rather than take the risk.

Hosiery—In the main the hosiery market is not very active just at the moment. The larger portion of the business has been done and lines are constantly being withdrawn from sale for more or less definite periods. There are few buyers in the market, but these seem to be anxious to secure almost anything they can for any kind of a delivery. There seems to be almost an absolute dearth of goods made to retail at 10 cents, no matter what their character, particularly in blacks and browns.

Underwear—The underwear situation remains unchanged, largely because of the between seasons character of the period through which it is now passing. Some small demand is at all times afoot, but it could easily be improved upon. Spot business is very small, indeed, although there is a little in certain lines of low-grade goods for women's wear. This, however, is meagre by comparison, the

majority of the business having been done. Spring goods are "sold up" on all sides and the between seasons aspect of the market gives little promise of disappearing for a considerable time.

Sweaters—Are practically at a standstill this week. Occasionally an order is received by mail, but the last trip of sellers is yet to be made. Retail buying is somewhat mixed this year, some having covered early and some having deferred their buying until late. The next week or two will see the last rounds being made and doubtless a good business will be taken. Some special lines will be shown that were not taken out before and that are especially adapted to the trade that they will be shown to. Good results are anticipated, but are a matter of future development.

Instructions Needed.

Everybody knows one or more of those conscientious egotists who can not rid themselves of the idea that no one can be trusted to carry out the simplest details of routine work without their personal supervision.

It was one of these men who sailed for England leaving in his brother's care a parrot of which he was very fond. All the way across the Atlantic he worried about the bird, and no sooner had he landed at Southampton than he rushed over this cablegram to his brother:

"Be sure and feed parrot."

And the brother cabled back:

"Have fed him, but he's hungry again. What shall I do next?"

SELL

Mayer Shoes

And Watch

Your Business Grow

HATS

At Wholesale

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

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

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

\$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.

Shoes as a Side Line for Clothiers.

Clothiers and haberdashers all over the country are adding shoe departments as a side line. Many retailers of clothing for men are adding as rapidly as circumstances permit such other lines of men's apparel as shoes, hats, haberdashery, leather goods, travelers' requisites and even sporting lines. The tendency is to increase the number of lines carried under the one roof. These stores are becoming known as "men's stores."

For those who contemplate adding shoes as a side line or as a regular department we might offer a few suggestions: In the first place, there are two methods that can be followed in opening up a shoe department: First, the adoption of an agency shoe department. Second, opening a shoe department and controlling one's own brand.

There is much to be said for both methods. An agency shoe perhaps offers the easiest way over a difficult matter. When once the brand is decided upon the details will follow in natural order. The retailer who adopts an agency shoe selects the styles put up to him and pays the price asked. That is all there is about it, except that he tries to select styles that are most suitable to his trade and locality.

It costs many dollars to popularize a new brand, and the haberdasher who is extending his business by taking in shoes will find it a slow and tedious process. It may, however, be made a paying one at the start, and in the end he has the satisfaction of knowing that he has his business in his own hands. He can pay as much or as little as he pleases (within reason) for his goods and make as much or as little as he wishes on them. Not only that, but if the brand becomes popular, it is worth a great deal in the shape of "good-will" if he ever desires to sell out.

Whichever method is selected it should not be followed up except under the guidance of a competent manager. In this matter there can be no uncertainty. The manager of the shoe department must be competent. He must also be susceptible to adapting new methods and new ideas. A manager may know a shoe from the inside of the last rub of the finishing wheel outside, but unless he knows "men" as well he will make a failure of it. He must know his customers as well as his goods. Having found such a man, the haberdasher can then instruct him as to the minor details.

The amount of capital to be invested should be distinctly figured out. This point decided, the extent of the various lines can then be determined. In selecting these it will be far better to err on the safe side and buy sparingly until the pulse of the trade is felt and a better idea of just what will be demanded is known. It will be found far better to purchase lines from houses that carry lines in stock at all times. It will also be a benefit if the lines selected are manufactured in a nearby city or within easy expressing distance. It is a very nice thing to be able to send in an order one day and receive the

goods the next. It is also a very profitable way of doing business.

Let us suppose a case for the purpose of illustration: A \$2,000 stock is carried and a \$10,000 business is done the first year. That means a five-time turnover. At 25 per cent. profit on gross business, that gives \$2,500 for expenses and profit. Not so bad for a small stock.

If a \$5,000 stock is carried and a three-time turnover made the department is far less likely to prove as profitable. In the first case, discounts will not be as large, or interest charges will be larger, according to whether there is a cash capital or a borrowed capital invested. In the second place, it will be found in a larger stock and in a stock that is turned over less frequently that in time there are greater losses in unsaleable lines. In the third place, this increase in the size of the stock and in the amount of business done is almost sure to require an extra man whose salary will perhaps be more than the extra profits made on the increased business.

Note this: It is one thing to install a shoe department and another thing to make it a successful venture. The haberdasher has a certain amount of trade that he can swing into his shoe department, but he must spend good money in advertising if he wishes to reap the whole amount of possible profit.

First, he should have an opening day. This should be freely advertised through newspapers and other media. He should give away a souvenir of the visit that will be retained and carried around for months after.

Second, he should circularize every name on his list and every name obtainable.

Third, he should use package inserts, such as booklets, leaflets, cards, etc., describing lines in the shoe department. These are to be inserted in every package leaving every other department of the shop.

Fourth, any little scheme or contest that will attract attention to the shop should be used.

Fifth, last but not least, the daily and weekly newspaper should be used as far as circumstances and expenses will permit. A little enthusiasm put into a shoe department may mean a little fortune to many a haberdasher who reads this article.—A. E. Edgar in Haberdasher.

SUIT CASES

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1.00
1.25
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Grand Rapids, Mich.

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Ask Our Men

about the "fairy" handkerchief for children. It retails at five cents and is a popular item. Call and look us over.

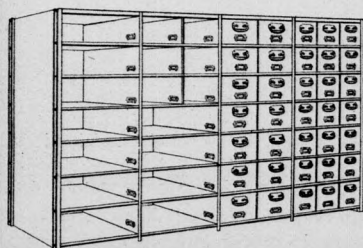
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Fireproof, Clean and Sanitary. Save Space. Reduce Insurance Rates. Last a Lifetime. Carry Great Weight.



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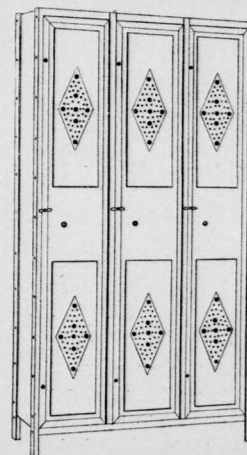
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Terrell's Equipment Co.

Grand Rapids, Mich.

Write for catalogue and prices.



CURIOSITIES OF MARKETS.

Peculiar Features Noted by a Keen Observer.

To the man of rural instincts who is traveling in strange countries or in localities of his own country which are new to him the market places are very alluring. Here he can quickly obtain information with regard to the products of the locality and can get in touch with the growers of the products; and he can, if he has an interest in commercial affairs, learn something of the prices of the products and through comparison of the various localities arrive at conclusions which will be useful to him.

One can not visit South Water street, Chicago, without being impressed with the fact that this is a world's market. In the commission houses of this street there may be found products from all parts of the earth from which can be transported the products of the ground in their fresh state. One of the curiosities of this market, or at least one of the things that attracted my attention, was the range of varieties of apples which came in at the proper season from New South Wales, Australia. In our region of apple growing it seems strange to have an importation of this kind. Last winter I was also interested in the arrival of tomatoes by the carload from Cuba. Here they were assorted, rolled in tissue paper and repacked for distribution throughout the Northwest. An impressive fact connected with South Water street is the wonderful rapidity with which the street is each day cleaned of such an immense volume of truck. No place that I have ever visited illustrates so strikingly the ability to shift a tremendous volume of perishable material and have it out of the way in a few hours' time.

The market in the city of Washington, D. C., has many interesting things to a stranger, particularly one from the North. At different seasons one can purchase on the market young wintergreen leaves, trailing arbutus, decorative stems of shrubs, wild flowers in variety, herbs gathered from the roadside and woods which are supposed to have medicinal values, mullein leaves for smoking, which are supposed to be a panacea for certain ailments, wild fruits gathered in the woods and on the waste land; in truth, almost anything that a Nature lover admires and in which he finds a value can be found upon this market. The interesting thing of it all is that most of these odd things are brought in by negro women and boys and girls who have learned that many of these things which have little or no value locally attract the world's visitors who drop into the city of Washington. The wholesale market closes early in the day and then begins the work of the retail market man which supplements the early morning trade.

At Houston, Galveston, Dallas and other cities of this size in the South there is provided an indoors market for the retailer, while the wholesaler backs his vehicle up on an area outside and has the privilege of selling up to a certain hour in the day. There seems to be no friction between the gardeners and truck men on the one

hand and the retail dealers on the other. These retail markets have a little of everything, something like the Washington market, but there is very little taste displayed in the arrangement of the products.

The smaller towns of England are interesting and instructive on market days. These market days occur at regular intervals each week and it is keenly satisfying to stand outside of the town on some great thoroughfare and watch the motley crowd come in with their products: a woman leading a pig, a boy driving some fowls or a flock of sheep, a cart filled with mechanical contrivances; the organ and the monkey are usually in evidence, with other attractions to be placed adjacent to the central market. At Penrith I saw for the first time a huckster selling hot baked potatoes with a little paper of salt and pepper mixed, and he seemed to be doing a very good business. At Derby I noted the prices of many things, and one thing that arrested my attention was the price of granulated sugar. Sugar was sold alongside of various fruits and was offered at the same price per pound as currants—3½ cents. It would be easy reckoning the expense to a housewife whose recipe called for "a pound of each" in the preparation of jelly or jam. The fruit packages throughout England are not nearly so neat nor so well adapted to service as in our own country. Most of the soft fruits, like currants, raspberries, strawberries and gooseberries, are put upon the market in willow baskets which hold a peck or half a bushel, and even with the greatest caution in handling the product soon becomes mussy. Everything is sold by the pound.

In the markets of Germany there are some interesting factors which never appear in our own country. I visited the markets at Mayence, Worms, Karlsruhe and Heidelberg. In every one of these markets the dog is very strongly in evidence. Most of the marketing is done with carts drawn by dogs. The smaller vehicles are propelled by a single animal walking under the front half of it, while the larger ones have several draft animals of this kind. The market-men are mostly women and each woman has a space allotted her, for which she pays a rental; the area is not much larger in size than her cart will occupy and the dogs are stowed underneath the cart during the market hours. When the sun shines or when a sudden shower comes up these markets are wonderfully picturesque, with the various colored protecting sails and umbrellas added to the novelties in dress worn by the people upon the market. A wealthy lady may often be seen on the market with her maid, the maid carrying a basket into which is stowed every conceivable thing which will attract the varying tastes of a family. When the marketing is done the maid puts the basket upon her head and carries the purchases home. In the fish part of these markets it is interesting to note the small cisterns which are arranged for holding fish and frogs and eels, and when one is purchased the market woman dives her hand into the water, picks out the specimen of about the desired

weight, lays it flopping upon the scales and immediately transfers it to the basket of the purchaser.

In Basel, Berne and Geneva, Switzerland, I noticed a great deal more taste in the arrangement of products in both the wholesale and retail markets to attract the attention of the consumers. Flowers and fruits and vegetables and meats are so arranged as to make an alluring display, and even near the end of the market day, when the stock is very much depleted, a great deal of skill is employed in so adjusting the remaining products as to enhance the attractiveness of each other.

In the markets of Switzerland and Southern France it is interesting to note that mechanical devices and contrivances occupy quite a space upon the market and it is not at all uncommon to find a cart filled with the works of clocks of various sizes to be sold at wholesale, the purchaser always being some dealer, who puts the works into cases varying in price and beauty. Knife work of various kinds is very common upon the Swiss markets at both wholesale and retail.

In London the two most interesting markets are at Billingsgate, which is probably the greatest fish market in the world and gives name to a certain style of slang which has been the accompaniment of that market for ages, and the Covent Garden market, which combines wholesale in the early morning hours with retail business for the remainder of the day. In this latter market one sees everything from all parts of the world, as we find it in South Water street in Chicago, but in addition are the great loads from the local gardeners, which give character to the wholesale department. Loads of cabbages are piled up like loads of hay or straw. This market seems a very pandemonium in the early morning hours and still there is little necessity for activity on the part of the policemen who are here on duty. On one day visiting this market I found peaches from France and from glass houses of England; the next day the market was filled with peaches from California, the prices being not over one-quarter those of the day before. This because the California product must be closed out at once. I could not see but that these California peaches were as fine as those we get from there and are sold on fruit stands in Grand Rapids.

The most interesting market, however, that I have ever visited in any city or country is in Paris. The orderly arrangement of everything in the market, the wonderful taste exhibited in the display of the products, the uniform courtesy extended to everybody and the tremendous size of the whole building made an appeal to me that never will be forgotten. In this market one will see a fish man who never in his life has visited the flower department at the other end of the building. The differentiation in the business is very complete. I was there with a friend about the first of November and the most conspicuous novelty in the flower market was forced lilacs. They were very beautiful and very fragrant and my friend thought that it would be

an appropriate gift to take to his sister, who was sojourning in Paris for a period. He made his selection and took it in hand, thinking that we would visit the remainder of the market that we had not yet seen before making his call and delivering his gift. The lilacs he carried in hand were quite in evidence; so when we reached the fish and meat section at the other end of the building the young women in attendance upon the various stalls, seeing the lilacs, went into ecstasies over them and flocked around my friend with ejaculations in French which neither of us could understand, but as I recall, among them were the expressions "petit fleur," "bon fleur," "pour moi" (for me). In less than a minute each one of these young women had skillfully snipped pieces of the lilac from my friend's bouquet and before he knew it or had time to comprehend the situation he was practically despoiled of his treasure and the different pieces were displayed in various seductive ways on the persons of these young market women. He was inclined to be angry and began expressing himself somewhat vigorously in English when the humor of the situation struck us both and we simply laughed it off.

In all of the foreign markets that I have visited we find no such cheap prices for fruits of any kind as with us, unless it be the tropical things that are shipped in from the Southern countries. As I have brought to mind the characteristics of the various markets which I have visited, it seems to me that we have nothing in our home town that can be nearly so attractive to the visiting foreigner, even when our fruits are at their best, as can be found in the markets in England and on the continent. It seems to me that the best advertisement that a town can possibly have, which has a large retail market, is the perfect neatness and good taste shown in connection with the care and display of the products. I know from experience that my own pocketbook has grown leaner, oftentimes, as the result of the good taste shown in the arrangement of their products by the market people.

I suppose in these days, when the telephone is so strongly in evidence, that the use of a central retail market is not so important as formerly; and, still, one of the interesting things connected with living, it seems to me, on the part of the consumer, is the selection of the things from day to day that are attractive for the pot and the table. The cities which arrange for a central retail market, where the consumer can have a wide list of products from which to choose, will always find a good reason for continuing this method of displaying and selling the products of the soil in spite of telephonic conveniences or huckster wagons.

Charles W. Garfield.

Silver in the Sea.

The world's oceans hold in solution at least two million tons of silver. There are also much copper and a little gold in sea water.

Preaching down to folks does not left them up.

Market Day in a Bohemian City

Ludwig Winternitz, Auditor of the Fleischmann Co, has returned from a three months' tour of Europe, a portion of his time being spent in Prague, Bohemia, which is the place of his birth. While in Jung Bunzlau the weekly market was in progress and he took a number of photographs showing the manner in which same is conducted. The Tradesman has made reproductions of these photographs, which are presented herewith:



GROWING FLOWERS.

Seasonable Advice Regarding Seeds and Cultivation.

Written for the Tradesman.

This is not a busy time in the flower garden. The digging and the planting were done in May and June and the flowers now in profusion are the rewards from the earlier labor. Of course there are the weeds which, like the poor, are with us always, and which must be kept from going to seed. Plants that have delivered their message and are now withered and unsightly should be cleared away. But aside from picking the flowers for the house or to send to friends the work in the garden is "fussing around" and putting rather than real labor. There is something the flower lover who is thoughtful and forehanded can do at this season, however, and that is to gather the seeds of his favorite flowers for next summer's garden. This work has its fascinations, its pleasurable anticipations and its rewards. It is an easy method to procure seeds without cost, which with many is a consideration. A still greater advantage is that it gives you something to send to flower loving friends or to distribute among your neighbors. Some flowers in the home garden are liable to run out or revert to original types and others do not come true, but no mistake can be made with bachelor buttons, single petunias, pinks, pansies, phlox drummond, calliopsis, larkspur, poppy, ageratum, nasturtiums, verbenas, balsams, marigolds and many others. A good way to gather the seeds is to have a number of strong envelopes opening at the end of a size to fit easily into the pocket, and each appropriately marked. When a ripe seed pod is found drop the seeds into the envelope and it will not be long before a substantial supply has been gathered.

A good place to go foraging for seeds is at John Ball Park. The park supply is grown from seeds procured fresh each year from the dealers and the conditions are more favorable than in the home garden for maintaining quality.

In gathering seeds do not overlook the canna. It is customary to grow cannas from the bulbs saved from the previous season. The bulb method insures type, but if you are not particular on this point grow them from seed gathered now. In the spring file or cut through the hard outer shell of the seed to the white, soak over night in warm water and plant in a box or pot of earth. This should be done in March, and when warm weather comes you will have plants that will bloom as early and as handsomely as those grown from bulbs that cost ten cents each, and without expense.

A popular bedding plant for summer is argeratum, which at the florist's in the spring costs about a dollar a dozen. If you save the seed this month and plant it in a box next March or April you can have all the plants you want without cost, and the plants grown from seed will be stronger and better than those grown from cuttings at the green house.

Flowers are no longer grown in

the house to any such degree as in the days before gaslight, coal stoves or furnaces. Those who like a bit of green in the window during the winter might try a geranium or a Paris daisy, which stand the house climate well. Break off healthy branches from the plants growing in your own or your neighbor's garden, strip off most of the leaves and stick into the ground where sheltered from the sun and keep moist. They root easily and before frost you will have good plants to pot for the house. Now is the time to do it.

Early August is the time to plant pansies, forget-me-nots, English daisies and the perennials for next spring's blooming. These flowers when bought as plants at the florists' cost from 25 cents to \$1 a dozen. Five cents' worth of seed planted now will produce more plants than as many dollars would buy. The seeds planted now will make good growth before frost. The young plants should be protected over winter with a covering of litter or leaves, but if the latter be used care should be taken not to smother the plants by letting the leaves pack down upon them.

A good way to plant seeds now is in boxes or flats, which can be protected from the scorching sun by a piece of cheese cloth or taken into the shade. It is often easier to protect the boxes through the winter than open beds. The transplanting of the plants to their permanent places in the spring is also more conveniently done.

The planting of shrubs has become deservedly popular in recent years as a means of beautifying the home and its surroundings. It would probably be still more popular if it were known how easily most of the shrubs are propagated. Purchased at the nursery or from the florist the ordinary shrubs cost 15 to 25 cents each, and if many be desired the bill has a daunting way of getting big; and no guarantees go with the goods. You take your own chances on their growing. Most of the shrubs will grow very easily from cuttings. The spireas, hardy hydrangea, syringa, the lilacs and the flowering currant are especially easy to deal with. All that is necessary is to make cuttings of ripe wood in the fall and tuck them into the ground in some sheltered corner. Not all but many of them will root in the spring and will make a good growth the first year. The barberries, syringas, snowberries, the altheas and some others can be grown either from seed or cuttings. The seed should be gathered as soon as ripe and planted. It probably will not come up this season, but next spring you may be wondering what these strangers are in the flower bed. This method of propagating shrubs, whether by cuttings or by seed, is slower by two or three years than buying them, but it is cheap, and there is also much in it that is interesting. With very little trouble not only can you grow your own shrubbery, but you can raise some to give to your friends.

Lewis G. Stuart.

Sympathy is a key that fits the lock of any heart.

A Stiff Upper Lip.

Hugo Osterhaus, the new Captain of the battleship Connecticut, praised at a dinner in New York the old salt of the past.

"He has disappeared," said Captain Osterhaus, sadly. "We made fun of him, and before our ridicule he blushed and vanished."

"Such stories as we used to tell of him."

"One, for instance, deal with an old shellback's beard."

"Why is it, Bill," a youth asked the old fellow, "that you never shave your upper lip clean?"

"Well, ye see," Bill answered, "a man's gotter have some place to strike his matches on."

QUALITY

Our Harness

have a reputation for quality. They are correctly made and we guarantee them to give absolute satisfaction. It will pay you to handle our line. Write for catalogue.

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

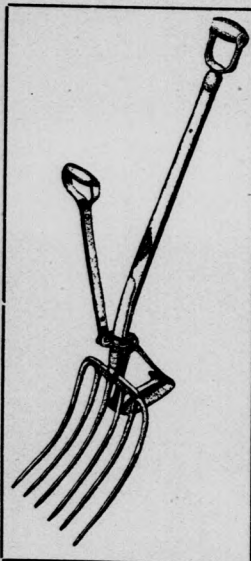
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Two
Factory
Buildings
and 8 Lots,

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

CHAS A. COYE,

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Is There Profit in
Potato-Digging For You?

Are your farmers satisfied with "hook" or fork digging?

Don't they complain of scarred stock and profitless, wasteful work done by the heavy, complicated machine diggers?

Is it almost impossible to get men for the hard heavy work?

You can show them the way out of their difficulties—sell them

Acme Hand Potato Diggers

that will dig their crops cleanly, quickly at the minimum of expense, by hand.

Can't you sell, for \$1.00, a digger that will do all this?

One that will get every potato in every hill all day long—one that will save all the hard, heavy lifting, the long stooping over, the aching backs?

Get right up in front with this digger. The farmers want just such a good thing and you want the good profit on it.

Order a sample half-dozen today, now, and push them hard. Get the good profit that you need.

Potato Implement Co.
Traverse City, Mich.

MONEY MAD.

Measure of a Man's Worth in the World.

Never before in the history of the United States as a nation has it been more difficult to find recruits of first grade for those lines of human endeavor where the love of doing and the recompenses of a simple, earnest life are stimulus and reward in one for such a life.

"What is there in it?" has become the one set question of the young man beginning the world, and that young man asking the question expects the answer to be in dollars. No other answer than that which carries the dollar sign with it is considered. Efforts which are not worth the dollar measure are efforts not worth expending. Somebody made a million dollars in a certain line of work—that is worth while! Some one else has a salary of \$100,000 a year to show for his progress—what are the chances there? To him there is no chance in life that is not measured by the possibilities of money above the necessities of simple living.

I wonder sometimes if the young man of the present stops to think by what a mean, unworthy measure he is willing to set up and weigh the opportunities of that life which has come into his keeping. Has he ever thought soberly for a moment that with a \$100,000 salary of a year in his possession in the form of \$20 gold pieces, the wrecking of a steamer a mile from shore, leaving him to fight his landing, would prompt him to drop his thousands to the bottom of

the sea without a thought of a regret? His chance of life at the best may be slight, but his money has no value as against the slightest chance for saving that vital spark! In such a position, if the certainty of life were to come of his renouncing all after-pursuit of riches, he would make the concession in the fraction of a second!

But in the full possession of his youth and strength and ambition he measures that promising life by nothing but—dollars! What can I sell it all for—in dollars? What is it worth—in dollars? As a babe in arms, his good mother would not have sold him out of her keeping for the diamond mines of a Golconda. But the average young man is for sale, and for the most money which he can command.

To-day, in this wealthiest country in the world, this disposition of the American young man everywhere to put his life upon the sales block to the highest bidder probably is the worst manifestation of the times. It is striking at the root of the country's life and world power for good. To-day, as I mingle with my kind, I can not escape the constant reminder that the American citizen is money mad. The man having money talks of more money. The man without money talks of how, by hook or by crook, he can get it; or else, settled in the conviction that money is not for him, he sits back and rails at the times and how they have degenerated.

That money largely should be the measure of a man's worth in the world and to the world has been a natural evolution. That even the

preacher charged with the saving of souls shall have the value of his services rendered in dollars has been too long accepted to allow of the destruction of the custom in a night. But it must remain unchallenged that the pursuit of great wealth never has given a great thought to the world; that the arts, sciences and literatures of the world have perished by wealth; that only under the pressure of his necessities has man ever risen to his fullest stature in any age!

Yet the young man of to-day finds himself in the attitude of choosing for his life work that thing whose sole recompense is money in greatest quantity. The quantity of money in it is the sole incentive. That young man's purpose in life simply is determined by money—in spite of the fact that the money purpose of life always has been degenerating in all its complications of riches!

Andrew Carnegie is an example of the world's master of millions. Carnegie will not allow the mention of death in his presence if he can escape it. You young men who have fixed your hopes in life for the accumulation of a million dollars—have you any idea of how many millions this man Carnegie might give you in exchange for your youth merely?

What can it mean when the master of men and millions in his old age will not suffer a reference to death in his presence? Simply that in this old age he is confessing to the fruitlessness of his past life. It is a confession of his failure in finding those things in life which should have ripened him, mellowed him and given

the old man that old man's retrospect of a life well spent such as has allowed thousands the death made beautiful by Bryant: "Like one that wraps the drapery of his couch about him and lies down to pleasant dreams."

Several years ago in Great Britain a body of scientists met to look into and discuss a new discovery. It was a session of great interest to its members and profitable to them. But when the subject had been exhausted some one arose with a resolution declaring it was the sense of that meeting that God should be thanked, for the reason that the discovery never possibly could prove of material value to the material world. And the resolution was adopted unanimously!

This has seemed to me always a pretty and pointed little shaft which must have found its mark in the money madness of the age. These were men whom money could not buy. They were not for sale. Their work was compensation for working.

Extremists, you say? Perhaps; but the extremists among the dollar mad have need of getting a little nearer this point of view.

John A. Howland.

Not Even the Clock.

Two ladies were being shown through the State Hospital for the Insane. As they entered a ward one turned to the other and said, "I wonder if that clock is right?"

An inmate standing near overheard her and instantly replied:

"Great Scott, no! It wouldn't be here if it was!"

BLUE BELLS



JAPAN TEA

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
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Judson Grocer Company

Largest Direct Tea Importers in Michigan

Grand Rapids, Mich.

STEADY PROGRESS

Made by the Retail Drug Trade of Michigan.*

In bringing to you a report of this Committee I feel that whatever I might say would simply be a rehash of what you already know; but I trust that you will make allowances and that we may get some mutual benefit by going over the trade conditions together.

In spite of everything the drug trade of the country is in a more prosperous condition than ever before. Never in the history of the trade has there been a year with so many changes of vital importance to the profession as the one just past.

Probably the question uppermost in the minds of the trade to-day is: What is to be the outcome of the Indianapolis decree and its effect upon the N. A. R. D. and its policy and plans? What is to take the place of the sort of co-operation which the allied branches have heretofore given each other, but which this decree has now made impossible?

We will not go into this at this time as it will likely be fully brought out in the other reports.

I would just add, however, that in commercial and industrial fields it is more apparent than ever that the demands of modern business require intelligent study and higher specialization. It is to this that meetings such as our State Association and other business conventions owe their good effect, for they point out the way to better methods and broader fields. The few individual ideas and experiences expressed are but a small part of the whole, but all of which will be available to each of us to sift and use as our needs may require.

During the past year the National pure food and drug act was enacted, and while it has been the cause of much complaint on the part of the manufacturer and retailer, take it as a whole it is a good thing for the trade and is the salvation of the consumer.

While it has added materially to the cost of some products, it has not been the cause of many of the advances in the drug and chemical lines.

Camphor has never been dearer than at the present time, not because of the new food and drug act, but because of its scarcity, which, in turn, is due to the fact that the camphor forests of Formosa are overrun by savages. This drug is a monopoly of the Japanese government, but the probabilities are that, as civilization advances, the supply of camphor will increase, but not until synthetic camphor is produced on a sufficient scale will it be back to the normal price.

Santonin used to be \$1.25 per pound before it fell into the hands of a monopoly. Now it is nearly that much per ounce. Speculation plays a more important part than many of us think in ruling the prices of drugs. Quinine, for instance, is a great favorite with speculators and its price depends upon the sales held in Amsterdam every Thursday. The sales

Report of Committee on Trade Interests, made by J. Major Lemen, Ph. G., at annual convention Michigan State Pharmaceutical Association.

do not necessarily mean that the amount sold has just been received, for this drug, like menthol, cascara, cloves and many others, is bought and sold often without having passed into the hands of the consumer.

The increased cost of such drugs as caffeine, morphine, chloral hydrate and bromides is due to the combining of manufacturers and not to the scarcity or demand.

This idea of combining and co-operation by manufacturers and retailers has never been so prominent as during the past few months. In this time we have seen the union of two of the largest chemical companies and the launching and successful operating of a retailers' syndicate, the bringing together under one management of the largest retail stores in New York City, with a tendency in this direction in other cities.

The great movements toward any desired end can not be set in motion and successfully carried out except through co-operation. We see on all sides and in all branches of trade a tendency to centralize business, for with the combined capital they can buy in larger quantities, get better cash discounts and so can do business on a smaller margin of profit than the small dealer can possibly do and make a living.

In my mind this kind of competition and the mail order houses are the most important questions before the retail trade to-day. Especially is this true of the smaller stores and in the country towns. To the writer's personal knowledge one of our local pharmaceutical houses recently shipped a carload of their regular catalogue goods to Sears, Roebuck & Co., there to be put up from bulk stock under some other name and sent broadcast over the country in direct competition with the local druggist and at prices which he can not meet.

There is one encouraging feature of the trade, however, that has opened up with the increased interest in U. S. P. and N. F. preparations: The medical profession has accepted these and is prescribing them more than for many years past. It is simply up to us as dispensers to keep up the good work by putting out these prescriptions in the best possible shape, properly compounded, and by so doing materially benefiting ourselves and raising the standard of our profession above mere commercialism.

Training the Office Boy.

A frown of disapproval darkened the manager's usually good natured face. He was noting the air of lofty indifference with which one of the office boys was speaking to a plainly dressed caller.

"Those boys need a lesson," growled the manager, and his black eyebrows drew closer together. Then he went forward himself to speak to the caller, and with flattering courtesy gave the information desired. Returning to his desk, he hastily penciled a note, which he gave to the head office boy. Five minutes later there was a brief conclave in the vault, while the head boy read aloud the note from the manager.

"Each of you three boys must

write me a letter, giving your ideas of the duties of an office boy, and the manner in which those duties should be performed. Hand me the letter to-morrow morning." The three youngsters looked at each other uneasily. Their popular "boss" had his own ways of testing people.

"T'won't be no snap to fix up that letter right," said the first boy. "And then he'll make us live up to it," added the second. "And fire us if we don't," muttered the third.

An unusual seriousness and courtesy marked the demeanor of the boys during the remainder of the day, and the manager whistled softly an optimistic little air in the intervals between his remarks to the stenographer. Myra C. Holt.

Doctor and Hearse.

A Washington physician was recently walking on Connecticut avenue with his 5-year-old son, when they were obliged to stop at a side street to await the passing of a funeral procession.

The youngster had never seen anything of the kind. His eyes widened. Pointing to the hearse, he asked, "Dad, what's that?"

"That, my son," said the physician, with a grim smile, "is a mistaken diagnosis."

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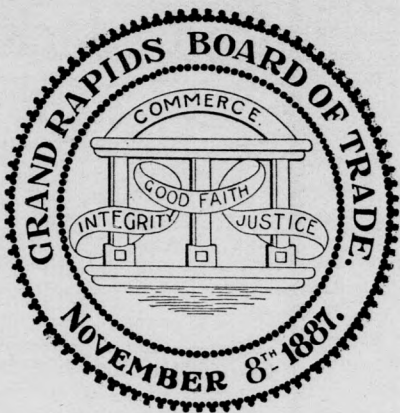
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will pay back in cash to such person one-half actual railroad fare.

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

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WALL PAPER

Harvey & Seymour Co.
Heystek & Canfield Co.

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Dettenthaler Market

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

JOSEPH LYONS OF LONDON.**Owens 120 Tea Stores and the Swell-est Cafes.**

London, July 20—Americans are prone to imagine that they possess a monopoly of all the biggest businesses in the world. They do in most lines, but there are some notable exceptions, and for the chastening of their pride it is well that they should hear of them occasionally. Therefore, I propose to devote this article to one of them, and the remarkable man who has made such a prodigious success of it.

Joseph Lyons runs in London what is by long odds the most colossal catering concern in the world. There is no aggregation of restaurants under one management in America that comes any way near feeding such a vast multitude daily. He makes it pay, too, handsomely. His company has declared a dividend of 32½ per cent., besides adding \$200,000 to its reserve fund. There are few companies in the land of millionaires which can show such profits as that. From the rank of a small public provider at provincial exhibitions Joseph Lyons has risen in twenty years to the forefront of the restaurant and catering world, and to-day the ramifications of his business extend throughout the whole of Great Britain.

But the most amazing thing about Mr. Lyons is that while building up this stupendous business he has found both time and inclination to cultivate his talents in directions remote from trade and commerce. He has solved the problem which stumps so many American business men of how to make a big pile without becoming a money-making machine. As an artist he ranks so far above the average amateur that his pictures are accepted at the best exhibitions in competition with the works of professionals. And now he has announced that in collaboration with Cecil Raleigh, the famous dramatic author, he has just completed a novel and expects hereafter to turn out three novels a year in the same way. Truly his claims to distinction are unique. But it is as a business man he should first be considered.

"To feed every person of London's 6,000,000 who is able and willing to pay for it," is his modest ambition, to quote his own words.

Already, in this peaceful conquest of the English metropolis, he has captured 300,000 prisoners, for that is the stupendous number of the daily customers of the 120 Lyons tea shops scattered about London, and fresh ones are being opened every few weeks. Meeting them, as one does, at almost every turn of the principal London streets, they must be almost as familiar to the American visitor as they are popular with the native Britisher.

But while the appeal of these tea shops is directed mainly to people of limited means, Joseph Lyons has not neglected the higher fields of the culinary art. Every day sees the elite of London gathered in the lobbies of his swagger restaurants wait-

ing for their turn to book seats for luncheons, for tea, for dinner. For the Trocadero, probably the most famous of the "Bohemian" restaurants of London; the Throgmorton, the Delmonico's of the financial district; the Popular cafe, the gathering place of Mayfair's "550" on shopping bent; the Birkbeck, the Blenheim, the Victoria Mansions, and the Challis hotel are some of the big restaurants under the thumb of this wonderful little man.

Strange as it may seem, Mr. Lyons sees nothing incompatible in his dual role—this catering for rich and poor at the same time. For instance, upon several occasions Mr. Lyons has catered for the King and the Prince of Wales, and yet so well does he understand the comparatively poor that he is by general choice the caterer to a large part of hungry London. He contends that the same principle underlies catering for all stations of life, and that success in one means success in all. But to an outsider such a state of affairs is hard to understand. Imagine, if you can, the same man running the Dennets and Childs string of restaurants, and the St Regis, Cafe Martin, and Sherry's in New York, and you will be able to form some idea of the peculiar position occupied by Mr. Lyons. The idea is almost absurd to the average man, yet this little man delights in trying the "absurd" and the "impossible."

But his restaurants form only a part of his immense business. He is, besides, a general caterer, and no contract is too large for him to tackle with a serene confidence which is perhaps one of his most interesting characteristics. A friend of his recently told me he believed that if some one went to Lyons and said "Feed the world," he would take the contract. That is but one way of expressing the general confidence in the almost unlimited possibilities of his organization.

He is, for all the world, like the juggler who keeps half a dozen balls in the air at the same time, for while he is feeding 300,000 Londoners, he is providing for the visitors to the Irish International exhibition at Dublin to the number of many thousands, he is dispatching a corps of waiters and provisions to a remote corner of Scotland or Wales for some public or private function, his assistants to the number of several hundred are dispensing tea and sandwiches and cakes to the eighty thousand spectators of a football match at Crystal Palace and he is feeding the passengers at all the stations of the London, Chatham and Dover railway.

Mr. Lyons' well known willingness to undertake anything in the catering line has brought him some unique contracts. Lord Strathcona, high commissioner for Canada, came to him recently and said: "I am entertaining 2,500 guests in Aberdeen; can you provide a dinner for them?"

"Certainly," replied Lyons, quietly.

"But," said Lord Strathcona, "we have no facilities at Aberdeen for cooking such a dinner and London is 600 miles away."

"Leave that to me," answered Mr. Lyons, with a smile.

The day of the dinner arrived and yet no preparation had been made in Aberdeen for so large a dinner. The high commissioner was visibly worried. Can you imagine his surprise when a special train pulled in from London bearing 600 waiters and attendants and the dinner ready cooked?

That is the spirit in which Mr. Lyons executes his orders and that is the spirit in which he accepts them.

"Do not ask me if I can do it," he says. "Give me your order and leave the rest to me."

His most surprising characteristic is his manysidedness. Here is a man apparently steeped in the routine and

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Dealers always give a little extra push to every new brand that gets a showing in their case, and there is no surprise to see the first few hundred of a new cigar go "like hot cakes."

BUT instead of the usual drop off in trade, as is found in other new brands, you'll open your eyes to the way the DEMAND FOR THE BEN-HUR will keep up and increase, and how every day some man will drop in "to try that new cigar" he's heard so much about, and he'll come again and again and tell his friends and they will come and in that way just from a little trial order you will build up a splendid addition to your trade which will be most permanent and profitable in character.

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detail of extraordinary business activity, who declares his intention of devoting himself to fiction to the extent of turning out three romantic stories a year. Even with the aid of an able collaborator that would be a task in itself worthy the whole time of a man who gives his days unservedly to literature. Nor is that all, for during all these years of organization and direction, Mr. Lyons has kept steadily at a youthful bent for painting to such good purpose that several of his landscapes have found their way to the walls of the Royal Academy, an honor denied to all but a small portion of the increasing number of men and women who make art their life work. Poetry has also occupied the mind of this versatile man and tucked away in one of the drawers of his desk at home is an unpublished play which may yet brave the censorious ink of the English cities and make its bow to a London audience.

With such a multiplicity of contracts and the duties which they must entail, one would imagine that Mr. Lyons would be rushed to death, yet, despite the fact that he is probably one of the busiest men in London, he never gets excited and never gives one the impression that he is "hustling," as that is understood in the United States. I saw an illustration of this side of his character when I visited him yesterday.

"I will take just fifteen minutes of your time, no more," I said. In ten minutes I was standing in the street outside the Trocadero, with all my questions answered, and Mr. Lyons, with equal speed and thoroughness, was disposing of another visitor.

Just a word about the office in which he received me. It is but a cubby hole on the ground floor of the big Trocadero restaurant. In point of size it can not be more than six feet long and five feet wide. It contains a flat top desk at one end, two chairs, an umbrella rack, and a constantly jingling telephone. In the ten minutes I was with him Mr. Lyons made three appointments over this little instrument, and I wondered if that was a fair average for every ten minutes in the day. From this room, bare of show and ostentation and elaboration, this wonderful man conducts his great business.

Mr. Lyons belongs to that race which, given a fair field, pushes its way to the front everywhere. He is a Jew, slightly bald, and wears jewelry. On the little finger of his right hand two rings with diamonds of bewildering size and color arrest one's attention; from the folds of a black tie a diamond pin of equal brilliance vies with them for the notice of the visitor. He is affable, immensely affable, and, waving me to the better of the two chairs in the room, announced his willingness to do anything in the world he could for me.

He answered my questions almost before I had finished them and showed an intimate knowledge of the details of his business.

"I was born in London," he said. "As a boy I drifted about Europe, and even paid a visit to the United

States, not so common a thing then as it is to-day. All this time I was studying art, with the intention of devoting my life to it, but twenty years ago, after looking the field over, I decided that the restaurant business needed me vastly more than did art. It needed a revolutionary spirit, and in me it found the fulfillment of that need. I saw, among other things, that the visitors to expositions and places of that character were being fleeced by the men who were running the restaurants. The proprietors of these places seemed to think that after people had paid their admission fee at the gate they were legitimate prey and could be charged anything. When I came into the field I changed all that, and the principle I established then I have followed all through my business career. A large part of my success can be traced directly to it. I have tried to give the best quality and the largest quantity consistent with a small price."

Mr. Lyons was an intimate friend of B. T. Barnum, and he has a great admiration for the genius of the late American "king of humbuggery."

"Barnum was a farseeing man," he said in speaking of his relations with the showman. "When he came to London I went to him and proved to him that I could give, and was giving the best value for the money hereabouts. He saw the ultimate advantage to his show and gave me the contract for the feeding of his visitors."

"Fifteen years ago I started these tea shops about London. To-day I have upwards of 120, employ more than 10,000 people in connection with them, and feed 300,000 Londoners daily. At the same time I have been gradually acquiring my big restaurants, like the Trocadero and the Popular, until to-day I have almost a dozen."

I asked Mr. Lyons if he contemplated extending his chain of tea shops and restaurants to other cities in England.

"London is a field large enough for the most ambitious of men," he answered with a laugh. "There are 6,000,000 people here. When I am feeding all who can afford to pay for it I will be satisfied."

At one time Mr. Lyons was threatened with American competition. J. Herman Wymans, whose quick lunch restaurants were highly successful in Boston, came here a few years ago to start restaurants on similar lines in London.

"I have looked the field over," he said to me a few weeks before he began operations "and America offers nothing equal to it. There are barrels of money to be made in the catering business in London, and I'm going to pull my barrel out of it. Look what Joe Lyons has done! He's a decent chap, too. I have had several talks with him and he doesn't a bit mind my taking a hand in the game. In fact, he was good enough to give me some information about conditions here. Of course he has his ideas, and I have mine, but London is big enough for both of us. American fare and American cooking

are better than English fare and English cooking, as English stomachs will be quick to acknowledge when they get the chance I'll give them. I shall start with one restaurant, but it won't be long before I have several going."

Alas, poor Wymans! He spoke with Napoleonic confidence, but in London, he met his Waterloo. His first restaurant failed, and then he tried another and that had a still shorter life. Then the poor fellow went to Paris and died.

I questioned Mr. Lyons about Wyman's abortive enterprise.

"Such places are bound to fail here," he said. "The Englishman is a different person from the American in the matter of his meals. The latter spends five minutes in eating his meal and twenty minutes in picking his teeth on the front steps; the Englishman spends twenty minutes in eating his meal and five minutes in picking his teeth. We do not like to eat quickly here, and the so-called quick lunch has no attractions to the average man. We eat slowly and sparingly in the middle of the day, reading a paper or a book the while. We eat much less than the Americans, and the portions served in the American restaurants, if placed before our customers, would sicken them by their size."

Never judge a woman's brilliancy by the lightness of her hair.

Even the best phrases of a flatterer sometimes fall flat.

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The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.



Educated Woman the Preferred Risk in Matrimony.

A Chicago professor, in lecturing to his class the other day, is reported to have warned his students against falling in love with ladies of literary tendencies and to have wound up his fervent admonitions by saying, "Heaven help the man who marries a college-bred woman!" Whether the professor spoke from theory or experience is not stated. He may suffer from dyspepsia as the result of marrying a wife who is long on the classics but short on cookery or he may merely be one of those benighted and prejudiced individuals whose imaginations conjure up bogies whenever you mention woman and education in the same day.

In any event the subject is one of great interest to everyone. Many of us have daughters for whom we are making sacrifices to educate, under the belief that we are thereby adding to the sweetness and light of life. If, instead of this, we are disqualifying the girl as a matrimonial partner and laying up misery for the man who marries her, we want to know it in time to snatch her away from school and prevent the catastrophe. No one can deny that there is altogether too much domestic discord in the world, but it is a brand new idea that it is the result of the wife having too much sense. Most of us had thought that it was the lack of sense and not the preponderance of it that led silly women into ways that end in the divorce court.

Nothing has died a harder or more lingering death than the old theory that ignorance is bliss, so far as women are concerned. We feel that it is our duty to prepare a boy for the battle of existence by arming him with knowledge of all the temptations of life. We think the best way to safeguard a girl's innocence is by keeping her in absolute ignorance of the dangers she is to meet. We teach our boys how to earn money and protect their property, but our idea of kindness to a woman is to keep her in such ignorance of all the practical affairs of life that she is the victim of anybody unscrupulous enough to take advantage of her lack of knowledge of business. It is woman's ignorance that spells continual disaster for herself and other people, but we continue to hold to the cherished belief that it is for her happiness and good not to know things. Yet it was woman who earliest craved knowledge, and risked all to gain it. It was Eve and not Adam who took the first bite of the apple.

So far as a college education for girls is concerned, it seems to me that it admits of precisely the same arguments, pro and con, that the question of a college education for boys does. If I had a son I should be guided in the matter entirely by the boy's talents, and what he proposed to make of himself. If he was naturally studious and desired to be a doctor or a preacher or a lawyer or

follow a profession, I should certainly send him to the very best university I could afford. If he was going to be a business man, just as soon as he was through the high school I should put him in a store or office where in the next four or five precious years he would be grounded in commercial knowledge, instead of football, and learn the vital details of business instead of a college yell. The college-bred man who begins business life at 25 does not overtake the boy who began it at 15 once in a million times in the commercial race for dollars and success.

If I had a daughter I should let her looks decide the college question for her. If she was ugly and unattractive I would move heaven and earth to give her something to offset her lack of beauty, and at least provide her with a way of making a living for herself. If she was a dimpled darling, with rose-leaf skin and melting blue eyes, I would know that matrimony and not higher mathematics was her predestined career.

In considering this question it is well to bear in mind that to be highly educated—and for the dreadful fact to be known—is about the heaviest handicap a girl can have if she wants to marry. There are several reasons for this. One is that in this country our young men are seldom highly educated. They go to work and not to school, and that produces a curious condition of affairs that the college-bred woman has to face. The man who can support her can not entertain her, and the man who can entertain her can not support her. Nor does the average business man desire to marry the college-bred girl. He wants a jolly girl, whose tastes are in the same key as his own, whose grammar does not put his own to reproach and who prefers "Floradora" and the "Runaway Girl" to "Tannhauser" and symphony concerts.

Nor is the college-bred girl a red-hot favorite as a wife with the college-bred man. Half the extremely clever men you know are married to women who have hardly enough sense to come in out of the rain, and so generally is this the case that it is almost an axiom that the more intellectual the man the sillier the wife he picks out. There are exceptions to all rules, but if mothers and fathers are bent on keeping their daughters hanging on the parent stem they can come pretty near guaranteeing the result by having the girls take a college course. The reputation for being learned is still a reproach a woman has to live down, and so far as blighting her matrimonial prospects is concerned, it is worse than a scandal.

There is also another, and a pathetic phase, to the question of a college education for girls. If the college-bred woman marries a man who has spent all his life in business and who has not had the opportunity for the wide culture she has, she must always be to a large extent lonely. She has thoughts he can not follow, her mind browses in pastures he can not enter, life means things to her it can never mean to him. No matter how good and kind he is, or how fond she is of him, there is always just that lack. She goes through life in-

U. S. Horse Radish Company

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Wholesale Manufacturers of

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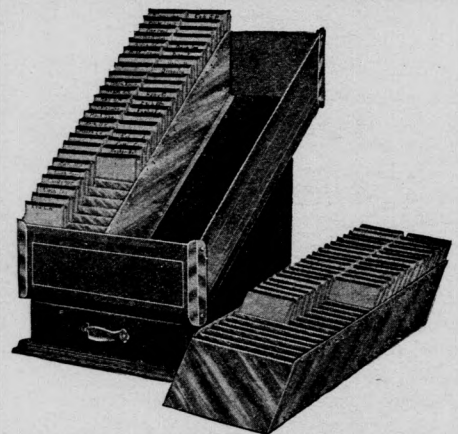
Relative to summer shipments, we are in position to furnish Horse Radish throughout the hot weather, fresh ground stock, but advise the trade to order conservatively. Order through your jobber or direct from us.

OH MY!

PUTNAM FACTORY, National Candy Co.

Grand Rapids, Mich.

Is
My
Bill
Ready?



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

Doubtless this "old timer" has been handed to you many times if you are not using a total forwarding system.

Use Our Keith System

By its use

You can settle with a customer without a moment's notice. Credits are handled as easily and quickly as cash. Your entire bookkeeping is done with One Writing and you can tell in a very few minutes the total amount you have on your books. You are reasonably certain of prompt remittances and amply protected from Bad Bills from over-trading. It gives you full data concerning your business at all times.

Write at once and we will send full particulars.

The Simple Account Salesbook Co.

Sole Manufacturers, also Manufacturers of Counter Pads for Store Use

Fremont, Ohio, U. S. A.

tellectually starved, and she knows that it would be better and happier for them both if they were on the same plane.

Do not think, though, that I am opposed to college education for women. Far from it. It may be a good thing for a pretty girl. For an ugly one it is an absolute necessity. It undoubtedly lessens a girl's chances of getting married, but if she does find a man with sense and courage enough to escort her to the altar, I am convinced that she is better fitted to make him a good wife than the girl whose mind and character have not been disciplined by thought and study. If I were a girl—and Heaven had blessed me with a passable nose and a good complexion and a knowledge of how to dance the two-step—I should not go to college, because I would prefer a husband to a diploma, but if I were a man I should choose the college-bred woman for a wife every time. That sounds contradictory, but it is the two points of view of the question.

Other things being equal, I should take the chances on the educated woman being a better housekeeper and manager. If the lack of knowledge of books predicated a knowledge of domestic affairs there would be some reason to make a mad rush for addled girls who have never read anything but the Duchess, and who think Marie Corelli just too sweet, but it does not. Some of the worst housekeepers I have ever known were women who were just as ignorant of cooking as they were of Sanskrit, and could no more add up the butcher's bill than they could do a problem in geometry. It is ignorance in every line that is at the bottom of failure. The woman who understands chemistry is not going to accept the luck theory about bread turning out light or heavy. The woman who has mastered the science of mathematics is going to know enough to grapple with the household expense account, and after she has studied the germ theory she is not going to let her family be poisoned by defective drainage and bad water.

Another great advantage of the educated woman as a wife is that she would be apt to be reasonable. To me the only absolutely hopeless people are those who are so narrow and so prejudiced they can never see any other side of a question but their own. This is the peculiar province of ignorance. That sort of a woman's town, although it is only Squeedunk Corners, is the biggest place on earth. Her religion is the only true faith. Her political party is the only one that can save the country. Her ways are the only proper ways, and to try to change her is like beating yourself against a stone wall. The only way to keep believing Squeedunk the metropolis of the world is never to leave it. The educated woman has broken down the barriers that shut her up in Squeedunk and has found how big and wide and beautiful this great world is, and all her views are as liberal and broad as the horizon her eye scans.

In marrying a highly educated woman, I should also feel that I had thrown out an anchor to the windward, and had come as near as a man

may to taking out an accident policy against those evil days of matrimony that are sure to come when the pink flush of youth and beauty is dead on a woman's cheek, and the gold in her hair has turned to ashes. Too many women then degenerate into shabby and slovenly housewives, with no care for their persons, no resource but gossip with their neighbors, no interest in life but gadding about the shops hunting bargains and quarreling with their servants. The educated woman who keeps in touch with the thought of the day can never really grow old and can never be less interesting. If it was the beauty of her mind and soul that charmed a man in the first place, he may count on all succeeding years but adding to the riches and delights of her companionship.

In spite of the professor's warning, the educated woman is the preferred risk in matrimony, and she is to be commended to the young man about to invest in a wife. Dorothy Dix.

Strenuous First Aid.

Mrs. E. D. Martin, of the New York Women's Christian Temperance Union, has been delegated to open in the public libraries a campaign against those novels whose heroes are dissipated, and whose heroines drink champagne and even smoke an occasional cigarette.

"You think my campaign will fail?" said Mrs. Martin, the other day. "Well, no doubt it will fail if I conduct it clumsily. I hope, though, to succeed.

"Women's movements that fail too often fail through ignorance. We women are too apt to take up a subject before we are capable of handling it. I remember a case in point, the case of a first-aid-to-the-injured club formed among the ladies of the village of Paint Rock.

"A physician was one day summoned post haste to the home of a Paint Rock lady. He found her in a shocking condition.

"My poor friend," he exclaimed, "what has happened to you? Have you been run over by an automobile?" "The lady shook her head on the pillow.

"No," she answered, in a weak voice; "I fainted, and a member of the First Aid Club brought me to."

By Way of Deduction.

H. K. Adair, the Western detective, had come East on a divorce investigation.

"I have just been dictating some evidence to a stenographer who doesn't know her business," he said, wearily. "Reading over her copy, I thought of a detective story.

"A detective had been put on an anonymous letter case. The recipient of the letter said to him:

"The thing consisted of but one short page, and yet there were eleven words spelled wrong."

"Then the criminal," said the detective, promptly, "was either a typewriter or a sign painter. Is there a business directory handy?"

Kindness is the evidence of kingliness.

Mr. Grocer—

Do you remember the number of brands of coffee that seemed popular a few years ago?

Can you recall the number of brands that are seeking the public's favor to-day?

—Then Think— of Bour's Quality Coffees

which have been the standard
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Over Twenty Years

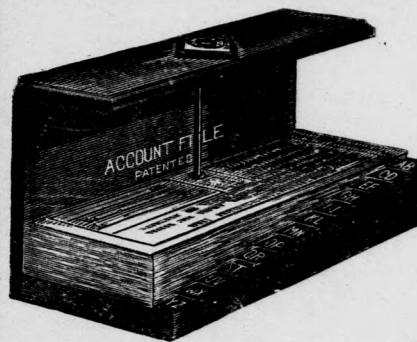
Don't experiment
Sell the Coffees of proved value

Sold by
Twelve thousand satisfied grocers

The J. M. Bour Co., Toledo, O.

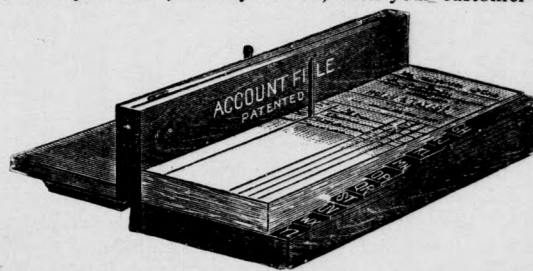
Detroit Branch
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Simple Account File



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

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



TRADESMAN COMPANY, Grand Rapids

WORK IN EARTH.

The Aid Bacteria Give To Plant Life.

The earth has a brain—a living, thinking brain—and the farmers and the wise-acres are beginning to find it out; beginning to find out that Mother Earth's brain can think for them.

The soil is the home of unthinkable myriads of living beings, uncountable colonies of marvelous forms of life, at work incessantly, the brain of the earth, and in some ways the least understood of forces of the world.

At the Kansas experiment station it was found that there were 1,618,680,810 bacteria in a thimbleful of soil from one field and only a few over a million in another field.

Many different families of the bacteria live in the earth, making their homes in the soil. They help to decompose it, thus transforming it into food. They draw vast stores of food supplies from the air. At every point they act as advance agents for men's interests.

In a chemist's laboratory was a pot filled with the depleted soil from a region of exhausted land. A few spears of clover were pitifully struggling toward a starved maturity; yellow, stunted, thriftless. Alongside the same plant was a pot filled with soil from the same region, but its plant was growing beautifully green, tall, strong, thrifty, respectable. The soil had been inoculated with a colony of bacteria from another State.

On a much larger scale similar tests have been made. And the results on the larger scale are still more wonderful. The Kansas investigators were working with the soy bean, which is a fine feeding crop. Long ago it was discovered that certain plants, as the beans, clovers, peas, vetch, alfalfa, and the like, form upon their roots little bunches or tubercles, as they are called. Nobody knew what these bunches were for and many thought they were harmful. Science sought out their meaning and found that the growths were necessary and that the plants which did not have them were less thrifty than those which did. More than this, it was found that the growths were the home of a tiny organism, a beneficent bacterium, which, working in some way yet shrouded in mystery, induced this enlargement upon the plant roots and made the bunch its home.

Still further investigation showed that the billions upon billions of bacteria in this little round home on the root of the plant were actively at work for man. They performed their work with the utmost accuracy and skill, leaving nothing to chance or luck, but doing all under a systematic, judicious law.

The task of these bacteria is to take the nitrogen from the mighty reservoir of the air, this four-fifths portion of the entire atmosphere, and, down in their tiny laboratories, in their homes beneath the surface of the earth, transform it, or adapt it, or change it from the nitrogen of the air into the nitrogen suitable to be taken up by the plant.

The bacteria do not do this work merely to store up supplies of nitro-

gen for their own uses, as the squirrel lays by its store of nuts for the winter's fare. The bacteria take the nitrogen, transform it, and send it through the membranes of the plant into the life tissue, the nitrogen enriching the plant, and at the same time enabling it, through its many tubercles, to become a storehouse of nitrogen as well.

It so happens that in certain soils none of these particular bacteria are found. It was so in the case of the Kansas soil. So the attempt was made to take them from the soil where they were native and transport them.

In this instance the soil transplanted was from Massachusetts. It was dry, uninteresting dirt, not unlike dust in appearance. For several years soy beans had been planted on the farm at the Kansas college, but no nodules or tubercles were found upon the roots, no store houses of nitrogen. This was considered ample proof that no bacteria of this kind were to be found in the soil. When it came time to plant some of the soil from the Eastern State, a twentieth of a pint to a hill was put around the seeds. Alongside of these beans, but sufficiently apart to insure individuality of action, beans were planted in the other normal soil without the addition of the foreign soil. The experiments were carried on in small plots and in larger farm areas as well.

In all cases the results were the same, the beans which were planted in the pinch of Massachusetts soil produced roots abounding in tubercles, while those planted without produced no tubercles. It was found in greenhouse tests that the bacteria began their work of storing up nitrogen soon after the sprouting of the seed, increasing their activity as the roots began to develop. When the beans were fairly well advanced some of the hills were dug up, about two cubic feet of soil being taken up with each hill.

After a thorough washing tubercles were found in large numbers upon the plants which had been inoculated, but not one upon the plants which had not been inoculated. It was also found by experiment that the home soil, once inoculated, was just as effective as the imported soil for further inoculation.

While the difference in the yield at first was not large the plants bearing tubercles were superior to those not having them both in seed and fodder. The plan of scattering the inoculated soil upon the surface of the ground proved an utter failure. The soil containing the bacteria must come in contact with the seeds. Beans planted with 1,000 pounds of Massachusetts soil scattered broadcast showed an average of only seven tubercles for every twenty plants, while when the beans were put in with the drills with only 375 pounds of the infected soil to every acre, the infected soil coming in contact with the seeds, the tubercles averaged thirty-five per twenty plants. Ada May Krecker.

Running for office costs almost as much as running an automobile.

If gray hairs were a sign of wisdom fewer men would have them.

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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.

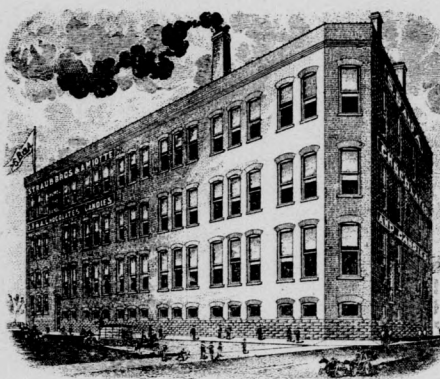
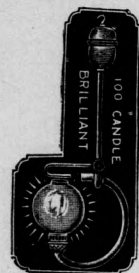
Over Any Other Artificial Light, which is Demonstrated by the
Many Thousands in Use for the Last Nine Years All Over the World.

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

All good Merchants sell them.

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TRADESMAN BUILDING

Dealers in Fire and
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We carry a complete assortment of fire and burglar proof safes in nearly all sizes, and feel confident of our ability to meet the requirements of any business or individual.

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

MAN'S AUDACITY.

The Extent To Which It Conquers Nature.

The application of steam and electricity has so far astonished and gratified the rebel man that he sometimes is disposed to conclude that he has come to the end of his power by relieving himself from the use of his own muscles for anything but refined movements and well considered health giving exercises. One of the greatest of chemical discoverers at this time living, M. Berthollet, has recently pressed on our attention the question of the possibility of tapping the central heat of the earth and making use of it as a perennial source of energy. Many competent physicists here expressed the opinion that the mechanical difficulties of such a boring as would be necessary are insuperable.

No one, however, would venture to prophesy in such a matter as this that that which is prevented by seemingly insuperable obstacles to-day may not be within our powers in the course of a few years.

Such audacious control of the resource of our planet is suggested as a possibility, a legitimate hope and aim, by recent observations and speculations as to our neighbor, the planet Mars. The markings on the surface of the planet Mars, which have been interpreted as a system of canals, have been known and discussed for many years. It recently has been observed that these canals undergo a recurrent seasonal change of appearance consistent with the hypothesis that they periodically are filled with water which is derived from the polar snow-caps of the planet at the season of greatest polar heat.

It is suggested that Mars is inhabited by an intelligent population not necessarily closely similar to mankind, but, on the contrary, unlike mankind in proportion as the conditions of Mars are unlike those of the earth, and that these inhabitants have constructed by their own efforts the enormous irrigation works upon which the fertility and habitability of their planet at the present time depend. These speculations lead M. Faguet of the French academy to further reflections. The Martians who have carried out this vast manipulation of a planet must be not only far in advance of the inhabitants of the earth in intelligence and mechanical power, as a result of the greater age of their planet and the longer continuance there of the evolution of an intelligent race, but such a vast work and its maintenance would seem to imply a complete unanimity among the Martians, a world wide peace and common government.

Since we can imagine such a result of the prolonged play of forces in Mars, similar to those at work in our own earth, and even obtain some slight confirmation of the supposition, may we not indulge in the surmise that some such future is in store for man; that he may be able hereafter to deal with great planetary factors to his own advantage, and not only draw heat from the bowels of the earth for such purposes as are within his scope but even so as to regu-

late at some distant day the climates of the earth's surface and the winds and the rain, which seem now forever beyond his control and almost beyond his power to forecast from day to day.

The mind of man obviously is the one and all-powerful instrument with which he has contended and is destined hereafter to contend against extra human nature. It is no less important for him to know the minutest details of the workings of nature. Just as much in the one case as in the other is it impossible for him to trust to the imperfect analysis made by ancient races of men and the traditions and fancies handed down in old writings—produced by generations who had not arrived at the method of investigation which we now can apply.

Experiment upon the mental processes of animals and of man is greatly needed. Only here and there has anything been done in this direction. Most promising results have been obtained by such observations as those on hypnotism and on various diseased and abnormal states of the brain. But the subject is so little explored that wild and untested assertions as to the powers of the mind are current and have given rise to strange beliefs accepted by many seriously intentioned men and women.

We boldly operate upon the minds of children in our systems of education without really knowing what we are doing. We blindly assume that the owners of certain minds, traditionally trained in amassing elegancies, are fit to govern their fellow men and administer vast provinces; we assume that the discovery and comprehension of nature's processes must be the work of few and peculiar minds; that if we take care of the body the mind will take care of itself.

We know really nothing of the hereditary of mental qualities, nor how to estimate their presence or absence in the young so as to develop the mind to the greatest advantage. We know the pain and the penalty of muscular fatigue, but we play with the brains of young and old as if they were indestructible machinery. What is called experimental psychology is only in its infancy, but it is of urgent necessity that it should be systematically pursued by the application of public funds in order that man may know how to make the best use of his only weapon in his struggle to control nature.

To a community which believes in the destiny of man as the controller of nature and consciously has entered upon its fulfillment there can be none of the weariness and even despair which come from an exclusive worship of the past.

There only can be encouragement in every victory gained, hope and the realization of hope. Even in the face of the overwhelming opposition and incredulity which now have the upper hand the believer in the predestined triumph of man over nature can exert himself to place a contribution, however small, in the great edifice of nature knowledge, happy in the conviction that his life has been worth living, has counted to the good in the imperishable result.

E. Ray Lankester.

How To Keep Cool.

Do not sit on a red hot stove.
Do not wear ear muffs.
Do not wear your heavy overcoat.
Do not drink too much hot water.
Do not turn the furnace draft on full.
Do not sleep on a steam radiator.

When a man has a good job he should take out a fire-insurance policy.

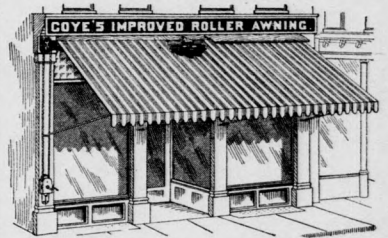


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**YOU ARE ALWAYS SURE of a sale
and a profit if you stock SAPOLIO.**
You can increase your trade and the
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HAND SAPOLIO

at once. It will sell and satisfy.

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

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

HORTON'S MISTAKE.**How It Came Very Near Being Fatal.**

Everybody liked Horton. The ability to command popularity constituted in no small degree the ladder by which he managed to climb to a responsible position. Largely because of his ability to mix well, he was given the position of collector, among other duties.

Much is written of the temptations of people who handle big sums of money. Often underpaid themselves, they are expected to be rigidly honest with their employers. Yet Horton's employers were not niggardly with him. A personal favorite with old man Bronford, every six months John regularly was advanced in salary.

Now, had Horton not been so good looking or such a universal favorite all might have been well with him; but he was susceptible to flattery. It was the acid which ate away the finer part of his nature.

It must be understood, too, that if a young man can make himself extremely popular with hard headed business men, he will be in great demand at social functions. And this was the case with Horton. But it costs plenty of money to keep up the pace, and \$50 a week or so doesn't go far with a young man when he has to pay for suppers, cabs and occasional rides in automobiles.

Shortage of money was becoming chronic with Horton when by apparently great good luck a relative died and left him \$3,000.

Then for a glorious couple of months John was able to spend lavishly, and acquire the name of being a real "good fellow." But when he had spent half his bank account Horton took a night off to think the matter over. Really \$3,000 was only a small sum of money after all. He sadly reflected that perhaps it would have been better never to have known the exhilaration of being able to spend freely rather than to begin and not be able to keep it up.

It was at this juncture that John became acquainted with Joe Boyne, a young man employed in a broker's office. The path to quick and easy money was pointed out by the sympathetic broker's clerk, who agreed that it was a confounded shame for a smart fellow like Horton to be up against it occasionally for a measly few hundred dollars.

Acting on a tip John bought a fair number of shares of Consolidated Gas on margin, and two weeks later had the great satisfaction of receiving a check for \$2,500 as his share.

Finding himself getting low again a few months later Horton got the same obliging friend to give him another tip and again he was successful.

One night during a scene of gayety Joe Boyne approached Horton with an air of vast seriousness, and explained that he had a better chance to make a killing than ever before. Union Air Line was the tip; only a liberal margin would be advantageous. The stock could not possibly go below 80. Did Horton want to get in? Why, certainly, Horton would plunge for all he was worth. Had not

Boyne been the best friend he ever had known? Would he not soon want more money to keep up the pace?

A careful study of the progress of the stock certainly proved that Boyne was right about the Union Air Line going down. It fell point after point for three long weeks, and for once the air of customary cheerfulness which played about Horton's mouth disappeared. When the stock was down to 81 Boyne came around to see his friend.

"You would better protect your holdings, old man," he advised. "About \$2,000 will do the trick. I'm extremely sorry I miscalculated; but there is absolutely no doubt about Air Line soaring inside the next few days, and you'll stand to win fully \$15,000."

"Now don't forget to hustle around a check to me not later than the day after to-morrow."

After Boyne had departed Horton did some extremely hard thinking. He had little money in the bank, and he could not possibly borrow such a sum of money on his note of hand at such short notice.

It was at this juncture that the temptation to use some of the firm's money came to him with irresistible force and he succumbed. Two days later he wished he had not. He felt that the certainty of making \$50,000 would not compensate him for the life he was leading now. Every eye in the office which looked into his, Horton thought, was an accusing one.

Soon sleep fled from him. All his efforts at work were concentrated on keeping up a cool, carefree demeanor; but it was frightfully hard labor. Torn between fear of discovery and fear that the stock might drop heavily and wipe out his margins, John lived the life of a dog.

One day, an hour before the Stock Exchange closed, Horton ascertained that his margin had been wiped out.

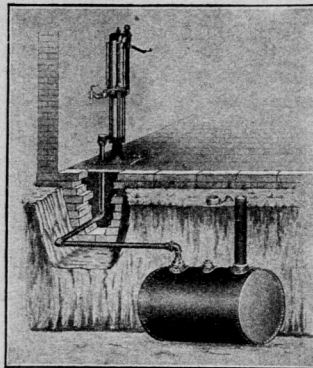
"Well," reflected John, "that will be about all from this world. I shall end the matter to-day. Better death than imprisonment. In the morning the papers will have a brief notice that a trusted employe of Bronford & Company speculated with his employers' money and committed suicide in consequence. Doubtless a day or two later, able editorial writers will make that short notice the basis of a short, pointed essay on the wickedness of living a fast life. The world will hear of my fall from grace and some men who have used other people's money without being found out will shudder at what might have happened had the market gone the wrong way with them."

So he left the office, pleading sickness, and went to his hotel.

Arrived there, he locked the door and began to straighten out his personal effects and write a couple of letters.

It was the letter home which taxed him most cruelly. Now there arose before him a vision of the gray haired mother and tired old father talking lovingly of John's wonderful success in the great city.

"What an idiot I've been," he said to himself. "If a man only understood these matters aright he would sooner work as a longshoreman honestly than ruin a good name for the

A Day and Night Gasolene Trade

Cut 42
Long Distance Outfit
Tank is Buried—Pump in Store

With the Bowser Self-Measuring Gasolene Tank gasolene can be drawn at any time of the day or night. With no other tank is this possible for the old style tank requires the use of a light to see what you are doing, while the Bowser automatically measures the required amount with absolute accuracy.

Let it be shown that gasolene can be obtained from your store at any hour and your gasolene trade will increase. And the gas-

olene buyer is sure to buy groceries so that a Bowser will add to your trade in all lines.

The Bowser Tank for Gasolene is safe—the measurement is guaranteed to be accurate—it's neat, clean and convenient, it's labor and time saving. In short, it's the only satisfactory method of handling gasolene.

If you retail gasolene you will be interested in catalog M. Send for it.

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"If you have an old Bowser and want a new one, write us for our liberal exchange offer."

If you'll give your customers
"WHITE HOUSE" COFFEE
you will be contributing a large
modicum to their domestic happiness—for statistics place coffee
way up in the category of personal
happiness requisites—and Dwinell-
Wright Co.'s "WHITE HOUSE"
has SPECIAL happiness-producing
qualities. See?

JUDSON GROCER CO., GRAND RAPIDS, MICH.
Wholesale Distributors of Coffees and Spices Bearing the Name
DWINELL-WRIGHT COMPANY

sake of leading a luxurious existence."

For perhaps an hour and a half he worked and wrote.

Then he went to the drawer where he kept his six-shooter.

He was just dropping in the cartridges when there came a knock at his door which caused the blood to fly from his face with exceeding rapidity. Who was it? What could anyone want? It couldn't possibly be the police, and yet who knew?

Putting the revolver in his right hand trousers pocket, he shouted through the keyhole: "Who's that?"

"It's me," said a childish treble. "Note for you in room 28."

Carefully he unlocked and opened the door, all the time fearing a trap. Yet only a messenger boy was in sight.

He took the note in his hand and read it. It was from Boyne:

"Dear Jack—Congratulations. Sold your block of stock at a handsome profit. Details at interview. Doubtless you heard of the panic which came an hour before closing time; but perhaps not, as I telephoned and found you had gone home sick. Hence this note. I also tried to locate you this morning to get some more money for margins; but could not find you, and I therefore advanced you some money myself."

Scarcely had Horton finished reading this exhilarating news, when his telephone bell tinkled.

"You're wanted downstairs, Mr. Horton," was the voice of the clerk.

John put on his hat and went down to the office.

Just then his employer, accompanied by a man of middle height and extremely muscular appearance, advanced to meet him.

"Pardon me for the ruse, John," said the old man. "I merely wanted to get you down here without unnecessary disturbance. Suppose we step into the room over there, and you can then explain these." Horton looked and saw his employer clutching in his fingers receipts for money he had not turned in.

Once again, in spite of his ability to produce an almost unlimited supply of cash on the morrow, the nausea of a sickening fear of being arrested swept clear through his weakened frame. He shoved the note he had just received from Boyne into Bronford's hand and then collapsed.

About twenty-five minutes later he found himself in his room lying on his bed. His employer was sitting in Horton's favorite chair. The detective evidently had gone.

"I took the liberty of looking at those letters on the table and the revolver. Your purpose before you received this note was evident. I figure that you have been punished considerably already.

"No doubt you think it is a frightful hardship I should have discovered your 'borrowing' my money before you were able to pay it back; but let me tell you, Horton, it's the best thing that ever happened to you.

"After paying back the money you wrongly speculated with, you will turn the balance of the profits over to a charitable institution. On this condition and with the understanding

that you'll never speculate again, I won't prosecute. Will you agree to this?"

"I certainly will," answered Horton. "I've been all kinds of a fool."

Bronford studied his face keenly for a minute and proceeded:

"I see by your letters that it was your trying to break into society and high life that almost ruined you. Do you intend to cut out that foolishness as well?"

Horton nodded shamefacedly.

"The main thing I don't like about the whole thing is that," said Bronford, shudderingly, as he indicated the revolver. "Some men say it wants nerve to do such a deed. I believe it's cowardly."

"I guess I went insane," replied Horton.

"Come down to the office to-morrow and I'll see what I can do. I'll think it over to-night," remarked Bronford as he rose to go.

On the morrow, after a long interview with Horton, Bronford agreed to assist him.

"I believe that you'll be honest in future, John," he said. "Now, Longworthy Company, of Philadelphia, is looking for a good outside man to solicit business. You know the ropes and I think you'd better take that job. I have enough influence to get you in. Get away from all your old associates and start afresh. Don't you think it would be best?"

"I'm infinitely obliged to you," was all that Horton could murmur.

George Brett.

By Persuasion.

I knew that a certain alderman in a certain town on Long Island was bitterly opposed to granting a franchise to an electric line, and soon after I heard that the franchise had been granted, and that he had voted for it. I met him on the train and said:

"Then you changed your mind about that franchise?"

"Yes, I had to," he replied.

"Any particular influence brought to bear?"

"Yes, My wife persuaded me into it."

"And who persuaded your wife?"

"Her brother."

"And was he persuaded?"

"Yes, a lawyer persuaded him."

"And the lawyer?"

"Well, I reckon it was the President of the Company that persuaded him. I stood out and stood out, but the persuasion was too great."

"I have been told on good authority," I continued after a bit, "that the Company gave the lawyer fifteen hundred dollars to persuade with."

"You don't mean it!" gasped the alderman.

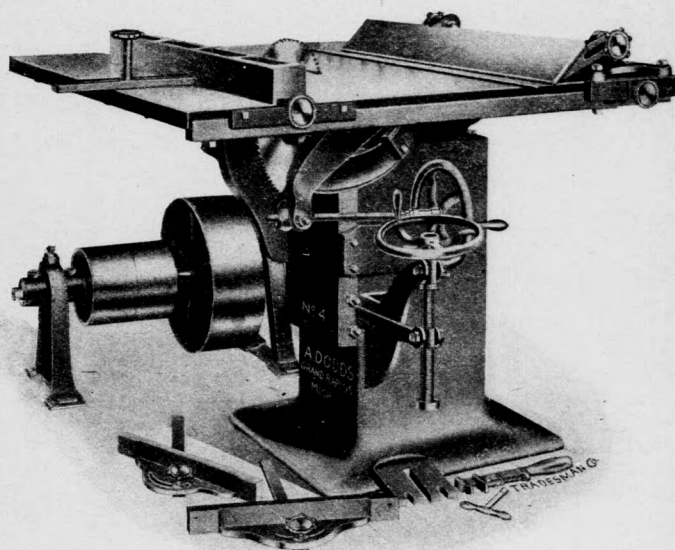
"But I do. Yes, sir, an even fifteen hundred dollars."

"Then he's a durned skunk and ought to be shown up. He persuaded the whole family of us for three hundred and fifty and put the rest in his pocket! That's what a man gets for being honest!"

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SHARP SHOTS.

Bits of Philosophy by the Minneapolis Philosopher.

Once upon a time two men went out into the woods to study beasts and birds. One was a preacher. He took a pair of binocular field glasses and a bag of bird seed. The other was a President. He took a binocular shotgun and a bag of double B shot. When they came back each wrote a book about what he had seen. The preacher had seen beasts and birds well endowed with most of the Christian graces and some of the arts of civilization. The President saw a lot of jaws and claws and scudding, sneaking furry forms and a ragged pile of feathered things tumbled up and blood soaked. His report on the fauna of the woods showed it to be a bag of game. But the preacher found it to be a party of his own younger brothers and sisters. Both men were right and both were wrong. Both wrote what they saw, but in looking one had carried a big imagination and the other a big stick.

What we find in birds and beasts depends much on what we are looking for. The man who is looking for meat gets it. The man who is looking for fact gets it. The man who is looking for poetry gets that. It depends also on the way we look. If we look into the finder of our camera we shall see things different than we will looking along the barrels of a breech loading shot gun. Did you ever hear of a man with a camera being torn to shreds or chased to camp by an infuriated bear? Or did you ever hear a walking arsenal come in from the forest and tell stories of the cute and pretty little tricks of rabbits and quails? Probably not. Things don't happen that way. No man who never touched liquor ever died a drunkard; and no gunless cowpuncher ever got run into the cooler for shooting up the town. In days gone by when cowboys carried six-shooters and fingered them constantly there were feuds and fuses and cowboy graveyards around every whisky joint on the ranges. But since the general disarmament no one in the Wild West except the fool who gives himself out as a "gun man" has to protect his life with powder. This suggests the truth that there are two halves to the world—yourself and the rest of the world—and that if the two aren't properly adjusted there will be trouble. No man who earnestly looks for trouble with a loaded gun ever comes home without it. This world is full of trouble for the troublesome. It is likewise full of peace for the peaceful.

One time a dear old lady I knew well drove alone with a horse and buggy from Chicago to her farm home in Wisconsin, a hundred and fifty miles, stopping for noon and night wherever noon and night overtook her. The trip of five days was a continuous picnic. You couldn't make her believe that the citizens of Illinois and Wisconsin were wicked and malevolent people. They set out their best provisions for her and her horse. She slept in the best bed every

night and people went out of their way to show her the road. A dollar and a half was all she could get her hosts to take for her entertainment during the whole trip. What was the cause of the good treatment? The lady! Sixty years of kindness shone from her face and kindness was reflected from everything along her road. If certain people I might name should try that trip it is safe to say that the farmers all along the line would sock it to them on prices for food and lodging until they would wish they had shipped the horse and buggy by express.

When you hear a man argue that humanity in general is selfish, tricky and belligerent, the chances are that he is reading an extract from his own biography. It makes a good deal of difference how the man looks toward whom you put out your hand as to whether you intend to shake or shoot.

In times of war good governments establish lie factories just as they do powder mills and bullet foundries, all for the manufacture of distress for the enemy. It is one of the evils of war that this is so. And it is also one of the evils of war that when peace comes and the powder mills and the bullet foundries close the lie factory can not even lay off its night shift, the demand for its product is so urgent. Lying in time of war is like whisky in time of snake bite—good for the bite but bad for the man. It forms a habit—sometimes so fixed a habit that a man will go off in the dead of winter and get a snake bite for the sake of the whisky. Governments get habits the same as men. Even a Hague conference can not furnish an antidote for this habit of nations. When this second conference is over the chances are that each of the forty-seven nations present will have fought for and saved its national right to its own particular brand of war lie. The sin of lying, says a high authority on diplomacy, consists in being found out. A high authority on lying says that a lie well stuck to is better than the truth half told. The moral code says that a lie is nothing but a nasty old slice of heathenism that no self-respecting man will ever think of putting into his mouth. The two rules first mentioned may apply to nations and diplomacy, but the moral code is the law that holds you and me.

The Psalmist tells us: "I said in my haste, All men are liars." After a sober second thought he made a few exceptions. But, roughly speaking, his first thought was at that time near fact. Heathen were plenty in his time and heathenism is founded on lies. All the good of modern civilization is founded on truth. It is because of confidence in the truthfulness of our neighbor that we do not wear a helmet on our head and a gun on our hip. Being at peace with our customer we give him credit and loan him five when he is hard up. A social system founded on lies is a continuous state of war. Could any man keep the peace with all his neighbors lying to him like a pack of thieves? That is what made the Psalmist hot. Some goat of a Hebrew had probably

swindled him on a deal in the market place. Possibly he had fallen on to a whole row of liars in his morning's walk and coming home had said to his wife in haste that all men are liars. A lie, as we said, is a war weapon, just as a gun is. If we want peace we put up both the gun and the lie.

Ordinarily a man begins the lying habit from fear. That is the way you and I got our start. When mother caught us with our face all covered with jam and guilt, what caused us to deny the theft? Physical and moral cowardice. During your sophomore examination why did you have both your cuffs written all over with lead pencil hieroglyphics? Fear that your memory would fail and fear of the disgrace of failure. When you sold Jim Wilson that 12-year-old mare why did you have the horse doctor file her teeth? Fear that you could not get full value for her if Jim knew she was more than 9 years old. And every other fib or fabrication in your life so far as you can remember has come

from a lack of courage to tell the truth. The best that can be said of a liar, then, is that he is a coward. There are men, of course, who lie as a profession, deliberately, systematically and diabolically, just for the money they can get out of it, and the men who lie from pure exuberance. But these are moral outlaws. When you and I quit lying it will be when we take a brace on our courage. Then we shall see that all our lying lives we have been nothing but a bunch of cub rabbits afraid of or shadows.—Sharpshooter in Commercial West.

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BRAIN FORCE.

It Is Indicated by the Size of the Hat.

Is the average size of men's heads and men's brains decreasing? This interesting question is raised by the recent statement of Sir James Barr, President of the Liverpool Medical Institute, to the effect that there is a material decrease in the size of British heads and brains. Sir James declared that one of the largest hat manufacturers in the United Kingdom had informed him that the average size of hats had diminished a full size during the last fifty years.

"A big diminution of this kind in the national brain box is a matter to make us pause," the eminent physician is quoted as saying.

Whatever truth there may be in this assertion as to the decreasing size of the craniums of John Bull's subjects, it certainly is true with reference to men in Uncle Sam's domain that never in the history of the hat business have the manufacturer and the jobber experienced such a demand for small sizes in stiff hats as within the last year. Where in former years the jobber and retailer always "got stuck" on 6¾ hats (the smallest regular man's size), this year exactly the opposite has held true. From all directions came orders for 6¾ and 6⅞ hats, and the jobber found it impossible to keep enough of these two sizes in stock.

Is this demand for small sizes due to a decrease in the heads and brains of Uncle Sam's children? I doubt it, because I have figures which prove that some of the biggest heads which the world ever has seen at the present time are carried on the shoulders of men who owe allegiance to the stars and stripes.

In my opinion the increase in the demand for small sizes, which has been more noticeable in stiff than in soft hats, is mainly due to the notion which young men, students, 16 and 18 years old, have taken for stiff hats this last year, whereas in former years they bought soft slouch hats or caps. This accounts for the unprecedented large sale of stiff hats during the last season, the largest the country has ever experienced.

But while the demand for small hats has been unusually large this last season, it always has obtained to a certain degree. The writer has been in the wholesale hat business since 1862—forty-five years. During those years he has had quite a few special orders for 6½ hats for men's heads, the 6½ being the smallest regular boys' size. At the present time he has an order in the factory for a 6½ hat for a Racine man 35 years of age, and an intelligent man, too. If he has ever had an order for a smaller one he does not recall it. For boys of 14 years, however, he has had to make hats as small as 6⅞.

But there are large hats worn also. The largest regular size is 7¾ or 7½, according to the style. Although 7¾ and 7¾ are considered extra large, we sell quite a few of them every year. Occasionally there comes an order for 7¾ or over, but they are regarded as unusual. I have a brother who wears a size 8, and a

Chicago firm has ordered hats from the factory especially for him for the last forty years.

The largest hat I ever had to make was size 9¾ for a farmer in Jefferson county, Wis. I always have prided myself that this was the biggest head on record, but when I received the following letter from the well known firm of John B. Stetson Company, Philadelphia, I found that I had been mistaken, and that this man has a mate. The company writes as follows:

"Answering your favor enquiring about large sizes for men's hats, would say that we only occasionally have calls for hats of extremely large sizes. The largest size which we have any record of furnishing was 9¾. This was furnished a Chicago jobber in 1903. We since have made hats on the same form for the same individual. We also have records of having furnished a hat to a St. Louis merchant size 9¾."

The following information along the same line was received by me from the largest hat factory in the world:

"In regard to large size hats, would say we have call for quite a few large size hats. We have now an order in the factory for Chicago people size 8½, but the largest hat that we have made is a 9¾, and we have had several 9s and 8¾s; but when you get beyond size 8 I don't suppose we make over a dozen a year. In case goods of large sizes our 7¾ is the largest. Of the above sizes we have all the blocks and shapes which we have kept for years."

"The sizes most in demand in New York are 6¾, 7 and 7½," said A. M. Techheimer, General Manager of a big hat factory, "sizes which are no whit below those worn by past generations of Americans. The average sized hat worn by this year's West Point graduating class is 7."

This proportion of sizes is the same which prevails in the West, and the average is no smaller than fifty years ago. John T. Brush, President of the "Giants," wears a 6¾ hat; Jim Jeffries, pugilist, a 7¾; William R. Hearst a 6¾; Harry Thaw a 7 and Victor Herbert, the musical composer, a 7¾.

The following is from a private letter just received:

"Big heads, little wit;
Little heads, not a bit."

"Chicago hatters declare that the men of this city require bigger hats than they used to. James B. Forgan, President of the First National Bank, wears a 7¾ hat, and one man who comes to Chicago for his head-gear, E. C. Hegler, of La Salle, Ill., wears an 8¼. There constantly are more enquiries for the big sizes, the average now being 7¾, while three years ago it was 7. Western heads are larger than Eastern ones, say the hatters, a fact which Sir James Barr, of England, declares has a relation to the mental powers of the wearers."

It is a brawny farmer who wears the No. 9¾, the largest hat in my own personal experience, and the old theory that the brainiest men have the biggest heads comes to naught.

Another curious fact in connection

with this subject is that the different nationalities have differently shaped heads. Germans and Bohemians, for instance, want round stiff hats, while Americans and Englishmen take oblong shapes. It is amusing as well as interesting to compare the shapes of heads as taken by a silk hat manufacturer.

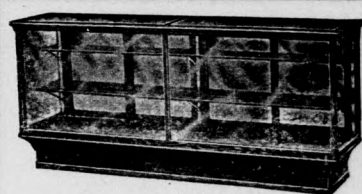
C. T. Wettstein.

Notoriety and Fame.

"I admit," said Crittack, "that he's acquiring some notoriety, but not fame, as you call it."

"But," said Dumley, "I don't see the difference between notoriety and fame."

"You don't? Then you wouldn't be able to distinguish between the odor of a rose and Limburger cheese."



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GOT THE PLACE.

Instance of the Head Saving the Heels.

Written for the Tradesman.

It was the old chronic commercial trouble: the office boy. The firm had been needing one for lo! these many months, and while they had been on the track of one even before that the precious treasure had not yet appeared. It was the old question of how to fit a square hole with a round plug, transferred from the kitchen to the office, and the threatened failure was all the more grievous to the senior member of the firm from the fact that that distinguished gentleman not only believed but affirmed that half of the servant trouble was imaginary and the other half due to "the mismanagement of the management," a phrase that pleased the ear of Senior Member Robertson and contained a fact which he thought he believed. "That's all there is to it, Henrietta. You're expecting too much too soon and when you get a girl that's anywhere near what you want you overdo or underdo and then the fat's in the fire." So "Henrietta" can be easily forgiven for manifesting a little interest in the effort going on at the office for a boy.

Like all successful men who have won their way by fighting for it, Robertson was irritable at the slightest opposition, which he did not hesitate at all to show, and as his want had been going on for months the strain was getting to be acutely chronic. To add to this Mrs. Robertson did not hesitate to ask about the office boy oftener than there was any need of, and it always seemed desirable to remark something to the effect that perhaps a part of the office trouble was due to the mismanagement of the management, a statement which for some reason or other was sure to throw the head of the house into a towering rage.

Finally matters in the front office reached a crisis, and without any ceremony the boy was sent to the cashier for his pay with the advice never to show his face in that office again if he wanted to live, a remark which called forth the Shakespearian, "Go to! Go to!" Only in this instance the object of the preposition was expressed in capitals.

It is hardly necessary to state that Robertson, Sr., didn't visit the locality indicated. He hadn't the time. The question now to be settled was "office boy," and the sooner the better. Advertise? Humph! Not if he knew himself, and he was quite sure he did. The old tricks of the sprawling broom and the frowlsy hair and the dirty finger nails were all so much chaff. The man who tried such methods was a something fool and the fellow who told about it was another with the something intensified. He called in the General Manager and told him to let it be known throughout the establishment that he wanted a boy. He guessed that would be all that was necessary.

It was. The incoming procession began that very afternoon and the specimens that presented themselves would have done the discharged Tom good could he have seen them and watched them as they came into the

royal presence and departed. Every alley and rat-hole in the city sent its applicant and for two days the office was crowded with what Robertson called "the vermin," an epithet verified by the fact that in order to live the door and windows had to be opened, and this gave an opportunity to the flies, which those insects proceeded promptly to accept.

Now if there is one thing more than another which John Robertson hates, that thing is a fly, and this hatred has been largely increased of late years by a gradual thinning of the hair on that gentleman's mansard. It followed, therefore, at the close of that second day that the application business was called suddenly off. He wanted something awful to happen to him if he listened to another of the—the whole confounded lot, and when he entered the office on the third morning of the announcement that an office boy was wanted he stated with a distinctness that was simply startling that whoever was responsible for the admission of another "wanter" would get his walking papers without ceremony.

Having thus blazed the way to a morning of uninterrupted work he had hardly settled down to business when a pleasant voice at his elbow abruptly stated:

"Heard you wanted an office boy. Have come for it."

A suddenly released jack-in-the-box was nothing compared to the senior member as he wheeled in his office chair to face the unwelcome intruder.

"How in the devil did you get in here?" he asked with glaring eyes and reddening face; and the same pleasant voice with unruffled unconcern replied: "In my automobile. Didn't you hear my 'Hone! Hone!'"

The unexpected response stopped the order to "Get out o' here as soon as the Lord'll let ye!" and the glaring eyes softened as they took in the sight by the desk. It was that of an undergrown lad of 14, with a round rosy face blessed with a smile which his mother gave him. The black, closely cropped hair was matched by a pair of eyes guarded by silken lashes, and the heavy brows that defended them made a pleasing contrast with the healthy whiteness of the forehead above and the freckle-sprinkled cheeks below. He stood hat in hand and looked expectantly into the face before him, which with the anger gone was not a disagreeable one to look at.

"What's your name, boy?"

"Shorty."

"What?"

"Shorty."

"Who named you that?"

"The fellows."

"What'd they do that for?"

"Was sawed off too short, I guess," was the answer with a look as near to the surly as the eyes and the smile would allow.

For the first time in three days a good hearty laugh came surging from the front office, while "Shorty," with the expression of a stoic, gazed into the head of the firm's face and as stoically awaited his fate.

Restored thus to good humor Mr. Robertson concluded to make the

most of the unexpected opportunity.

"Suppose I told you to hang up your hat, what would be the first thing you'd do?"

"Hang up my hat."

"Then what?"

"Clear out these durned flies!" an adjective much abused and not necessarily profane and accompanied in this instance with a sudden and violent movement of the speaker's hand at a fly at that moment determinedly insisting upon investigating Shorty's nose, a feature hardly worth mentioning. "Thanks!" was the unexpected rejoinder from the man at the desk, who at the same instant by a similar movement drove the winged trespassers from his sensitive and almost hairless scalp; "but how are you going to do it? The office, as you

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LOCAL AND LONG DISTANCE TELEPHONE

see, is large and high, and you, 'Sawed off too short,' aren't going to cut much of a figure driving flies from this high ceiling."

"Git 'em out in half an hour 'f you'll schedule and le' me alone."

"All right, my boy. It's now half-past 9. I'm coming back at 10. If the-what-you-call-'em flies are then driven out I'll give you \$5 to start with and I promise to keep you as long as I can."

Then something happened which never before had John Robertson's long life known. His usually commanding voice took on a pleading tone and looking at the boy he said:

"Say, Shorty, I'll give ye a half-dollar 'f you let me stay and see how you do it?"

"Will 'f ye gi' me fifteen minutes more?"

"All right."

"Git yerself 'n' yer chair over there in the corner 'n' keep still," and like an obedient child the head of the house of Robertson & Co. repaired to the spot indicated.

He was hardly "off out the way" when the heavy, thick shades of the two large office windows were pulled down, making the room dark as midnight and shutting out the sun, which at that moment was beginning to look down from above the buildings on the opposite side of the street. Then propping open the office door into the hall Shorty pulled up the curtain to the window there as high as it would go and so flooded the hall with blinding light. The rest was a mere matter of waiting and patience, which young "Sawed off" furnished in sufficient quantities in silence from a reclining position on the office lounge.

Once during the monotonous and wearisome forty-five minutes the interfering spirit of the boss began to assert itself with a well meaning, "Don't you think that—" but the forceful and dictatorial, "Keep still!" from the office lounge put a sudden end to any intention that was finding expression; and it was not until the dial of a tower clock, seen from the hall window, marked the end of the third quarter that the silence in the office was broken. Then there were a closing of the office door and a pulling up of the blinds, which revealed only an occasional and bewildered fly, beating itself against the window panes and wondering where its buzzing companions had "faded and gone."

"Here's your five dollars, Shorty, and here's your half; and I want you in here so long as you'll stay. You're the first kid I've had in here in years who has known enough to let his head save his heels."

"The V's all right and so's the posish. You keep the half-dollar and get your hair cut. I ain't lookin' for tips. Shall I report to anybody? And, say, how big a bunch you going to give me to start in with?"

"Report right through that doorway to the General Manager. You're going to have a dollar a day until you are worth more; and I'd like to say, now I think of it, that the head that can save its heels, as yours has done to-day, ought to be sharp enough to see without too much hammering that head and heels will be thought a

good deal more of if they carry with them a civil tongue and a respectful manner. See?"

So Shorty won his place; and the fact that he told the head of the house that he needn't get his hair cut is convincing proof that the Shorty brain has been equal to the requirements and that by meeting them he will one day find a place prepared for him in the front office of Robertson & Co.

Richard Malcolm Strong.

Importance of a Good Trade Journal.

If the reader will visit some library where trade journals are kept on file, he will be surprised at the prodigious number of them. Every considerable line of business and every important industry is represented, and weeklies and monthlies and annuals are printed in half a dozen languages. Let him ask himself what is the meaning of it all, and he will shortly answer his own query by saying in substance: "They have an important mission, they must have. Hard-headed business men do not maintain useless agencies. The very fact that these journals exist and appear to prosper, is proof of the necessity for them."

And who shall say that his reasoning is at fault? It is not at fault. The trade journal, properly conducted, has done its full share in bringing about the marvelous prosperity with which our own and other countries are being favored to-day.—Carriage and Wagon Builder.

A big shingle often hides a mighty small business.

The Folly of Price Cutting.

Retail merchants, as a class, are not fools by a long shot, but, unfortunately, as a class they are given to some rather foolish practices. This remark might apply to several habits of the dry goods trade (for habits they certainly are), but we intend right now that it shall apply particularly to the exceptionally foolish practice of cutting prices on staple merchandise. The following letter, received from a level-headed merchant in Texas, sizes up the situation in a nut-shell:

"Every good merchant knows that we can't pay the increasing expenses of our business and sell goods at cost, yet merchants, one after another, will take staple goods and sell them at less than cost. The other live ones will immediately meet the price, so in the end each has supplied the trade without profit. One merchant will take his 10-4 Pepperell sheeting that cost him 25 cents and put it 'on sale' at 19 cents. Every wide-awake merchant in town meets his price, and there you are. Prints now cost 6c, yet one merchant, to 'do up' (as he thinks) competition, will sell them at 5c and force all to sell prints at that price.

"Now, if one merchant could make the trade believe that he was responsible for the low prices, it might pay, but we can all holler, 'We did it,' and they will believe one as quick as the other."

It is long since we have received a letter that we could endorse more completely than this. The case is

here made so clear that there should be really no occasion for further argument. The universal practice of selling staple goods at cost, or less than cost, is tremendously debilitating to a business, and it is all the more harmful because its weakening influence, like the night sweats, is so insidious. It is constantly sapping the strength of the institution without anyone fully realizing it.

Fully twenty-five per cent. of the dry goods sold in the average store is strictly staple merchandise. It is not extravagant to say that more than half of this is sold at original cost or less. When a merchant sells staple goods at cost, he not only loses the profits from that immediate sale, but he also loses, in addition, the expense he has incurred in buying, handling and selling the merchandise. The general expense of the average store (taking it all the way through) is usually about 20 per cent. of the gross sales. The net profit is invariably less than 10 per cent.; 5 to 7½ is the average. Therefore, when a merchant sells a hundred dollars' worth of goods at cost, he not only loses the five to seven dollars net profit that he should have made on the sale, but he has also lost \$20 in his general selling expenses, so that he will need to sell from three to four hundred dollars' worth of goods at regular profits before he breaks even.—Drygoodsman.

The religion that produces no sunshine is moonshine.



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CIRCUMSTANTIAL EVIDENCE.

Striking Instance Where Love Aided a Thief.

"Ever visit a penitentiary?" asked John Ford one evening when, after a week of failures, I found him in his rooms. "No? Well, I was just thinking about them. If you go to a penitentiary and talk with the prisoners about two-thirds of them will assure you that they are innocent and much wronged men."

"Yes," I laughed. "I've heard that story. Prisons are crowded full of innocent men."

"I wonder," mused John Ford, "how many of them tell the truth. I almost believe that when a crime is committed the chances of an innocent man suffering are as great as that the guilty man will suffer."

Ford was unusually serious. It was strange for him to talk in that strain, and I knew there was a story coming, although the point was not plain.

"The United States Government does not send innocent men up," he added, slowly. "If the Federal officials worked as rapidly and with the short, snap judgment of the city police or detectives there would be another innocent man in prison pretty soon. The Government insists on getting positive evidence before acting—and that fact served an innocent man."

"What was the case?" I asked.

"Nothing has been printed about it yet," said Ford, shortly. "I just completed the investigation. It was a case of tampering with the mails."

"About ten days ago Judson & Co., a big publishing firm, with a mail order department which occupies the seventh floor of the Tyrone building, Chicago, sent for me. Important letters, containing drafts, money orders, in many cases stamps, and in a few money, had disappeared. All the letters that had disappeared were in the outgoing mail, which made the case an unusual one. Thefts of incoming mail containing money occur frequently. Mail boxes are robbed—sometimes letter carriers and clerks tamper with mail—but the sure punishment by the Federal Government makes the postal service the most honest in our nation. You know crooks dread the Federal Government while laughing at State and city officials and laws."

"Judson & Co. do rather a peculiar business, a sort of cheap graft, aimed especially at the small town and country. The nature of their business makes it necessary for them to send cash and stamps in many cases instead of checks or drafts. The amounts are not large, the majority ranging below \$1. The firm, which is careless to the extreme, frequently inclosed \$1 bills or even \$5 bills in letters. It had a sort of prize scheme which had the farmers going. The grand prize each week was \$100, the second prize \$50; there were three prizes of \$10, ten of \$5, and fifty of \$1 each. These prizes were awarded each Thursday, and the money was sent out on the following Wednesday. All prizes above \$1 were paid in gold at first, and the \$1 prizes were paid in crisp new bills."

"About ten weeks ago every prize

disappeared between the office and the winner. Of the \$280 only two of the \$1 prizes reached the winners. The firm began to receive complaints immediately and started an investigation. Mr. Garden, the Secretary-Treasurer of the company, and Miss Springer, a stenographer, awarded the prizes, wrote the letters, and inclosed the money in boxes and envelopes. Miss Springer herself carried the little boxes in which the gold was inclosed to the mail chute on the seventh floor and dropped them in. George Howard, an office boy, carried the letters out to the chute, and he and Miss Springer stood at the chute and talked while he dropped the letters in. Both were positive they mailed every prize.

"It was plain that the letters had disappeared after leaving the office, so that the postal officials were notified and began an investigation. Meantime another batch of prize winning letters were sent out and the grand prize and nearly half the others disappeared. It was four or five days before this fact became known, then the winners began to complain and the firm was in quandary. To refuse to pay again meant the destruction of the entire scheme, and yet, having once paid, Judson was sore. He called on the postoffice inspector and kicked long and loud.

"The inspector meantime had investigated. He had traced the Judson letters back from the houses of the winners. Not one had been received. It was certain they had not been handled in the Chicago office. The mail carrier who collected the mail from the big box in the Tyrone building was placed under surveillance—and the case rested.

"Now for five weeks the greater part of the prize money sent out by Judson & Co. disappeared. Some of them, letters and boxes, were received at the postoffice and handled regularly. The rest simply disappeared. Every move of the collector was watched. He was entirely unconscious of this fact, but no trace of any crooked move could be detected. He was watched when he took the letters from the mail box, and from the time he lifted his bag into his wagon through four more buildings to the office. It appeared certain he had not tampered with, or dropped, or even examined, any of the mail closely. Furthermore, no letters from any other building disappeared along his route.

"Judson called on the postoffice inspector after five batches of prizes had disappeared, wholly or in part. He simply raised Cain and told the inspector the whole department was a bunch of thieves. In return the inspector informed Judson that he believed the firm of Judson & Co. was crooked and that, as the letters never had been delivered into the hands of the United States Government, he thought the entire scheme was one of Judson & Co.'s efforts to escape paying the prizes. He even threatened to investigate the firm for alleged misuse of the mails.

"Then Judson sent for me. I did not like his business, because the whole object was to fleece people, legally, of course, but not morally

straight. I examined everybody in his office. Garden, the Secretary-Treasurer, was the first man to come under suspicion. In one day I discovered that he had been gambling, and that he was a sport and a high roller. Also I saw him stop the mail collector in the lobby and engage him in conversation for a moment.

"I suggested to Judson that day that he mark all the bills sent out.

"I've tried that," said Judson. "And that week not a letter was touched."

"I began to suspect that Garden was tipping things off to the collector and advising him as to the moves in the office. Also I learned that Garden had lots of money on Friday when he was broke on Wednesday and Thursday.

"Change the day of sending out the prizes," I advised Judson. He did so. I remained in the office, talking to Garden.

"My God, Ford," Garden said to me, "Judson suspects me of this business. I see it. He has you here watching me. I want you to see me put in

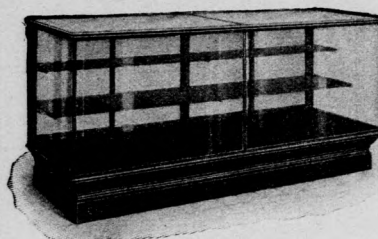
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every prize and mail them. I won about \$400 playing poker last week, and flashed the money around the office the day after the mail was robbed. That made it look bad. I'm not a saint, but, Ford, I never stole a cent in my life, and I can not stand this.'

"I soothed Garden. I told him he ought not to object to any effort at clearing up the mystery if he was innocent. I took the bundle of letters from Garden, called Judson, and told him to mail the letters in person. Then I went downstairs and watched. I saw several bunches of letters come down the mail chute. Half an hour later the collector came. He took every letter from the box, put them in his sack, and was starting away when I stopped him and showed him a permit from the inspector to look over his mail. He turned pale, trembled, and then grew angry. He declared he was not a thief, and that he wouldn't stand for it.

"The evidence against Garden and the collector looked pretty fair. Both their actions and the circumstances indicated guilt. I examined the letters—and discovered that out of sixty-five of Judson's letters twenty-eight were missing. They had disappeared between the seventh floor and the ground—if Judson dropped them all in.

"The new development knocked all my theories a twister. I told the mail man his innocence was practically proved, and ordered him to say nothing.

"Then I took the elevator and went back to Judson. During the day I

made a thorough canvass of all the offices in the building. The Tyrone building is filled with small concerns, mainly publishing and little novelty companies. From the first floor to the fourth everything was all right. From the fourth to the ninth, which is the top, every firm had complaints of missing letters.

"That confirmed my theory that while the thieves were after Judson's prizes they were being forced to examine the mail of other firms to make sure. The mail was disappearing below the third floor—that much was certain. I waited until the offices were closed that night and tackled the job. The mail chute was a regular one, built of glass and metal. The heavy glass formed the four sides and the metal held the corners. During the evening I examined the mail chute from the first to the fourth floor, and then the whole thing became plain.

"The following day I called Judson out of his office and said: 'Judson, we've practically got a cinch on that mail carrier. Wait until tomorrow and send out the prizes as usual. We'll trap him at the next alley.'

"I said it loud enough for every one in the office to hear. About five minutes later Miss Springer put on her hat and went out to lunch. I ran downstairs and saw her come down in the elevator, talking earnestly for a moment with the elevator man.

"That day I spent investigating Miss Springer. I discovered that she was living at the same address as the elevator man, and that, although passing as Miss Springer at Judson's

office, she was known as Mrs. McCabe at the house—and McCabe was the elevator man.

"Yesterday," added Ford, "we sprung the trap. The letters were given to Miss Springer to mail, and Judson went to the mail chute to see her drop them in. She waited, pretending to blow her nose, for half a minute before she dropped in the letters, and then she commenced with the big prizes and followed with the small ones in bunches. I was hidden on the third floor watching the elevator, which was stopped between the third and fourth floors.

"McCabe, the elevator man, was arrested when he ran his car up to the ninth floor and started across the hall. Miss Springer was arrested the moment she started back to the office. All the prize letters were found in McCabe's pockets.

"The scheme was so simple it was ridiculous. McCabe had sawed a piece of glass out of the back of the mail chute at the fourth floor level so he could push it and make it fall slantingly across the chute, thus filling it and diverting all the letters that came down the chute into his elevator. Then he would pull the glass back into place, hide the letters on the top floor until ready to go off duty, and go home.

"He and his wife confessed everything. But I can't help thinking that Garden and the mail collector might have been convicted on the circumstantial evidence." James Kells.

He who earns the crown needs not to put on any airs.

Religion of the Pawnees.

The Pawnees and their traditions have been pets of George A. Dorsey, of the Field Museum. Their religion was mostly concerned with the animals with which they came into contact. These animals were supposed to be organized in much the same way as themselves, and such as were articles of food were supposed to give themselves willingly to mankind, always provided that they were treated with ceremonial respect. From them and other animals human beings received magical gifts, and more than natural powers if they obtained by prayer and fasting the favor of the chiefs of the animal lodges. Above the animals were a number of superior beings called gods, most of them more or less vaguely conceived. At the head of the pantheon stood Tirawa, a quasi-creator, whose authority all the others acknowledged. They have many tales concerning the lower animals, and they correspond partly to our fairy tales. Many of the incidents, and sometimes whole chains of incidents, are common to humanity. There is the incident of the magical flight and pursuit, the task of recognition to be performed by a husband who comes to find his bride, the story of Orpheus and Eurydice, the swan-maiden bride, the transformation fight. Many of the stories are connected either with the sacred objects or the sacred ceremonies. They profess to explain the origin of these, and, as a rule, are told only during the ceremonies.

Twenty-four Years

is a long time to publish a trade paper. Few have survived the storms of commercial adversity for even half that length of time. The Tradesman has lived through twenty-four years of usefulness. It has witnessed the birth and death of a dozen trade papers which have tried to succeed in the Michigan field. Why is this? We'll tell you: The Tradesman has been fearless. It has never left a stone unturned to advance the interests of honest traders or to uncover and expose to public view the tricks of untrustworthy dealers and trade demagogues. It has stood for all that is good and has been the pronounced enemy of that which is bad. It has at times lost many dollars' worth of business by reason of these methods. The Tradesman's policy has been straight—no vacillating, no wabbling, one price to all, every one treated alike. Clean morals and clean business methods has made its subscribers loyal friends and has held some advertisers since its first issue. Isn't that reason enough for you?

CLERKS' CORNER

Clerk Who Becomes All Important Is Not Wanted.

In times like these when there is a great demand for good help and the supply is inadequate for the needs of the business men of the country, there is something of a danger as well as a wonderful advantage for the clerks who are in any way inclined to be ambitious and out of the ordinary in their aspirations and performances. The danger is about the same in character as that which overtakes precocious children and ruins so many of them for future usefulness. This won't apply to a great bunch of you who are without much ambition and simply wait for things to turn up, like Micawber, for there is nothing that will have a detrimental or uplifting effect upon you until you change your ways and manners.

This article is directed to the better class of clerks—you who have worked and are working hard to push ahead and get into positions that offer more for you in every way. Maybe you think you don't need much lecturing and that you can get along fairly well without any advice on the subject of rectitude in clerking. Perhaps you can, but here goes—something to set you thinking, whether you want it or not: When you have an offer of another job from some other town or from somebody else in your town you begin to think you are really worth more than the common run of clerks in the mercantile world. That is undoubtedly true, and you immediately begin to grow huge humps on yourself that might be labeled "self appreciation."

These humps of self-appreciation are worth considerable when they grow in the right spots and do not get abnormal in size. When you know enough to know what they are really worth you are all right, but a good many of you have not much sense of their real value to you. They turn your heads and set you to placing a considerably more fictitious value on your real mercantile worth than Hariman put water in railroad stocks. Sometime the water will have to be squeezed out of your egotistical value the same as it eventually comes out of stocks.

Something like fifteen years ago a young man who had been working hard for five or six years to attain advancement in position and pay and had succeeded fairly well received in one week three offers of positions in three different cities. He had begun in a general store of considerable size and had acquired a good general knowledge of dry goods and their allies. He was competent to take any of the positions offered, although each was in a different stock. He was mightily pleased—and he had a right to be. He left the place where he was working, as he had previously told his employer he would do at opportunity, and took a good position. So far, so good. The demand for good men was high in that lo-

cality and he filled the bill to the satisfaction of his new boss.

Suddenly he conceived the idea that he must be really great in order to be in such demand, and he began to "put on airs." His former interested and ambitious manner was increased by a new sense of so great worth that requests for certain things became changed into something like demands. He thought it was his right, as a man in great demand, to order things done for the stocks he commanded rather than put his wants into the usual commercial form of procedure. He began to grow humps of abnormal size. In two years he convinced his employers that he was not the man they wanted, or rather his manner of conducting himself convinced them so.

Of course, he got a new place with speed, for he really knew goods and could handle trade in an excellent manner when he chose to do so. Chastisement took off some of the new growth of importance, but it soon began growing again and he fell back into his important indispensable manners. He continued in his self-estimation until he pushed himself out of six jobs and finally fetched up selling tea and coffee and extracts and such about the country from a wagon. Somehow he knew that he had butted himself out of a good and useful career, but he could not quite sense where it was done or how. Even now, if he is approached on the subject, he will expand on his considerable knowledge of business and his great ability to take hold of and manage things, citing his positions and how so many offers of good places came to him without his solicitation.

That ought to show you what I am driving at. You have not any right to take unto yourself a sense of your personal importance and wonderful value that will spoil what real good there is in you and knock endways the chances you have of becoming worth something as a person of mercantile knowledge and ability. When you are approached with an offer of a position a little better or more satisfactory than the one you now occupy, do not get a hunch on yourself that your worth sticks out all around you something like the halo around a saint. Business men are not looking for such helpers and they do not want you on any such basis—more than that, they will not keep you long after they find you are that sort.

That you may have opportunities to better yourself is not at all unlikely, but it is up to you to take those opportunities and the positions for what they are worth and not consider that they add so much to your value as to make you of the kind of men indispensable to the world, like Rockefeller, or Roosevelt, or Bryan. The mercantile body is already too full of indispensable fellows. What is wanted is a lot of men to, figuratively, saw wood and keep on sawing. The man at the buck saw has to attend to his particular job at every stroke in order to do any cutting; and you must stick to that same sort of close attention to business in order to increase the pile of business and add to your actual worth as a business factor.

You have had some considerable ambition to reach the spot where you now are, and you are worth what you are because you have attended to your business and taken care of that which was turned over to you to look after. Do not be fearful of others not knowing what you are really good for—let the others look after that part of it while you saw wood. You won't miss anything by being shy of telling the boss and everybody else, directly or indirectly, how much you know and how important you are. They will find it out when the time comes to know it.

The man who puts on airs and adds humps to himself, whether he be a dry goods clerk or a railroad president, loses a considerable of his real worth and does not impress other people with anything but a sense of the ridiculous and absurd. Now that good clerks are in demand and good positions for good men are not hard to find, you who are really worthy and worth something need to put a bandage upon yourselves and not swell to so great a size that you can not trot along nicely when the procession moves, as it surely will move for you as it does for everybody else who wants to join it. You can not keep up with the crowd when you pay too much attention to yourself.

To admit that you are good and to have other people say so does not require you to get so high an opinion of yourself as to forget you are yet a clerk in some degree and that even although good clerks are in demand and can command good positions and good pay, they are still

clerks, still employees, still under orders and still subservient to the man who owns the business and who pays them their wages. Self-consciousness does not require either vanity or egotism, and the clerk who pushes ahead from one place to another, paying attention to his business, realizes fully that further advancement will take care of itself when it is deserved. If a man's sins will find him out, his virtues are as powerful in the other direction, and others can not fail to see and know them. Demand for services does not imply indispensability.

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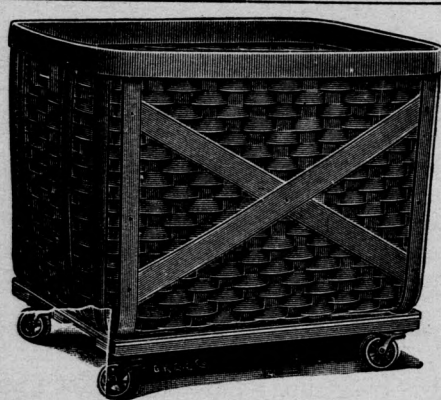
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TWO TYPES OF CLERKS.

Handsome But Indolent and Homely But Energetic.

Written for the Tradesman.

I care not how beautiful in face or figure—or both—is a girl clerk, if she have not the essentials of good salesmanship she would better get out of the store and into something else in which she has not so woefully missed her calling.

Many young women there be whose sole idea of clerkship appears to be to stand behind the counter from 8 to 12 and 1 to 6 five days in the week and a little longer on Saturdays and walk up to the pay window once a week and draw their pay for said standing. They have no more idea of what constitutes proper service of customers than a Hottentot.

It is generally noticeable that such misguided persons possess more than a modicum of good looks, and they seem to have a firmly-grounded idea that these will carry them through any difficulties they may encounter on the sea of trading.

I well recollect one young lady in a nearby town. She was employed in the silk department of a general store. She didn't stay in the place very long, finding waiting on the public not greatly to her liking. But while she lasted she was a peacherino to look at.

She had a figure neither too large nor too small, just squeezable size—one of the flirty men clerks could make affidavit to this, her trim waist being very pleasing to encircle.

She used up a great deal of the firm's time in fussing with her pompadour, always readjusting its pretty fluffiness when she could think of nothing else to do, taking up hours of the company's time that were needed for something she was paid to accomplish.

If the one in charge reprimanded her for any delinquency she simply tossed her curly head, carrying off jauntily the rebuke and apparently unaffected by it in the slightest degree. Shortly before the Manager got around to fire her she cleverly saw the trend of matters and fired herself. As she left she flung out the parting assertion that she "was goin' somewhere to, work where the store folks wasn't so blame peticler."

The firm let her go without much talk on their side, glad to be rid of such a poor stick for help and with no presentation of a parting gift "as a token of our great esteem," etc., etc.

Her position was soon filled by a girl who was no great shakes to look at, but say! she could sell goods.

She was too longwaisted to look well and she walked awkwardly. She had no more style than an orangoutang, but somehow she made a hit with the firm long before her initial week was over. I think they were taken by her engaging smile and her extreme politeness. Her ways won trade from the beginning of her clerkship. It was soon observable that people were calling for "that girl with the cheery smile" if she was not immediately in sight. They lingered at her counter—not loitered, there's a difference, mind you—they lingered at her counter, discussing

durability, quality, price, etc., of special goods under her supervision.

She made an endeavor to interest herself in all her customers' purchases. She possessed a most remarkable memory and it was not difficult for her to do this. This kept her in touch with them continually.

"She's homelier than a hedge fence," people used to declare of her, "but she's so genuinely good and wholesome that no one can help liking her. She is such a great help in selecting goods for us and in giving us ideas as to the trimmings. I should be sorry, indeed, if she left the city for some other field."

And such patrons have taken the pains to say as much where it will do the most good to the clerk under discussion and she has profited thereby in a financial way.

How different these feelings from those entertained toward the beautiful but inefficient girl whom Miss Homely succeeded. Jane Redmond.

Bunco Game Didn't Work.

The butcher was weighing some meat for the woman in the straw hat, when the man in the black coat and yellowish tie, who had been standing in the door for some minutes, came inside and laid a silver quarter on the counter.

"I picked it up on the floor, just at the edge of the steps," he said. "It must belong to you. A quarter or a thousand dollars, sir—it is the principle of the thing that I look at; I want nothing that is not mine. There is the money."

The butcher laid a large forefinger on the quarter and shoved it back across the counter.

"You put that money in your pocket, my friend," he said.

"But, sir, you or one of your clerks must have dropped it, and it rolled over there. My motto has always been—"

"I believe," said the butcher, "that you just moved your family in that house across the street this morning. Is that so?"

"Yes, sir, I did, and it being convenient we expect to do a good deal of trading here, and—"

"You put that quarter back in your pocket right away. That was not my quarter. You put it back in your pocket and when your wife comes over here for meat you will remember that my terms are spot cash every time."

Reminiscences of a Dollar.

The Cincinnati Trade Review thus voices its disapproval of mail orders:

"I am a dollar. A little age worn, maybe, but still in circulation. I am proud of myself for being in circulation. I am no tomato-can dollar—not I.

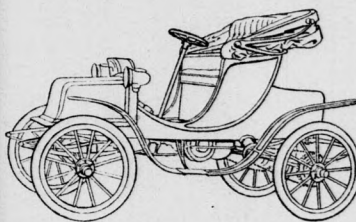
"This town is only my adopted home, but I like it and hope to remain permanently. When I came out of the mint I was adopted into a town like this in another state. But after a time I was sent off to a big city, many miles away. I turned up in a mail order house. For several years I stayed in that city. Millionaires bought cigars with me. I did not like that, for I believe in the plain people.

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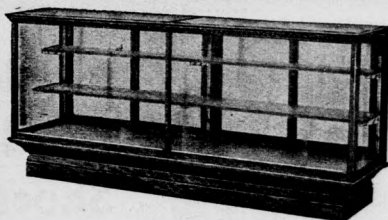
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GRAND RAPIDS, MICH.**



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47 First Ave.

Grand Rapids, Mich.

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**The Evening Press
5c Cigar**

started on the market only one month ago and is already one of the foremost sellers. We earnestly solicit a trial order.

G. J. JOHNSON CIGAR CO., Makers

Grand Rapids, Mich.



Story of the Shoe Man Who Was in Love.

Once there was a shoe man who was in love.

He had not been in long and was not yet in very far when he was first noticed.

Some one probably had hollered, "Come on in—it's j-j-just-s-t a-s-s w-w-w-war-r-m!"

Anyway he was in love, and his name was Anxious Moment. How any mother who had been obliged to take the name of Moment along with her husband on her wedding day could have had the heart to name her son Anxious is something I can not tell. Perhaps his father had done it. Anyway that was his name, "Anxious Moment, the Shoe Man. One Low Price to All."

Anxious was only a small dealer. He carried a stock of, say, \$3,000, which he managed to turn into \$11,000 worth of sales each year, and he was able to keep two clerks. He made an average of 20 per cent. profit on the selling price, and his expenses, including store, living and all foolishness, amounted to an average of \$1,600 per year. Whatever was left he had been putting aside in the Savings and Loan Association of Pingleville for some ten years. Now, you folks, being all business men, know just as much about that man Moment as though you had been living next to him all your life, and I'll bet there isn't one of you but sees an exact picture of him, his stock, his store and line of custom in your mind's eye at this moment, a vision which is a sealed book to almost anybody else. Ever stop to think of it?

But when I come to introduce the girl to you, or you to the girl, which is more like good usage, you will be all at sea, for if there is one thing on earth that a shoe dealer does not know about, it is women. If you are not satisfied with your own evidence, ask any other dealer, who has had experience in trying to fit their eyes, their feet, their pocketbooks, their knowledge of the styles, and their friends' ideas at the same time.

Anxious was 37 years old when Margaret Pincer came into his life. She came into his life by the same route used by the postman and the express messenger, and the man from the bank (when there were figures written in blood against his account). That is, she came in at the front door, in the regular order of business. When Margaret Pincer came in at the front door, thinking only that she needed a pair of bedroom slippers, she hadn't the slightest idea of matrimony, and it wasn't the idea of bedroom slippers that put the idea of matrimony into her head, either, although, of course—but that is hardly—but, anyway such was not the case.

Anxious fitted her to the slippers, and he also fitted her to his heart. A maiden who was so sensible, so easy to please, so considerate, so modest,

so neatly darned as to stockings, and who looked down at her own feet, and at the shoe man who was fitting her, with such a pretty expression, such a girl, I say, could easily have won a much more hardened heart than that of Anxious Moment.

She had been a customer for a good many years—that is, not so many, either—I won't say that, she would not like it, but quite a few, and Anxious had never noticed her before. That is another pointer for shoe men. Never take notice until your bank account begins to get right.

The first visit was uneventful. I mean the first visit after the affair of the heart fitting. She asked for bedroom slippers, and her good, solid, No. 4 foot, "C" in width, did look neat in the downy, fleece-lined, fuzzy-topped things, but she didn't appear quite satisfied, and so Anxious showed her a neat, low-heeled, low-cut suede finished kid oxford, with a turned sole. It cost hardly any more, and it certainly was an artistic thing, and Margaret being sensible, as pre-

viously diagnosed, she saw the extreme utility of the suede over the fluffy, in that she could wear them in the bedroom or she could wear them on the piazza, and, furthermore, they would go well with kimono, or bath robe, or long, loose Roman matron, or the kind of clothes that come downstairs.

So she took the suede. By the time that all of this was done Anxious' head was all in a whirl, his heart was fluttering, and his hands trembled.

He had it bad.

And so quick, too.

And he wasn't sure of her having it

And he wondered and wondered.

And this begins to look like "Shor Talk," doesn't it?

"I'll take them, I think, Mr. Moment," she said, in that lovely, silvery, fleece-lined voice of hers. Just to think of being called to breakfast by a voice like that.

She handed out a bill and some silver—the exact change.

Anxious cudgelled his intellect to

STILL HOT

And they still want Summer Shoes.
Don't get out of sizes and miss sales.

Michigan Shoe Company, - Detroit, Mich.



People Expect to Pay a Good Price for Good Shoes—and Expect a Great Deal from Good Shoes. ❁ ❁ ❁ ❁ ❁

And people generally know when they see our trade mark on the soles that their expectations of getting the largest amount of shoe value possible for a fair and reasonable retail price will not be disappointed.

Neither will you with the many fair and reasonable profits that go with every pair you sell.

Rindge, Kalmbach, Logie & Co., Ltd.

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



remember about how often she came in. He did not remember, exactly. The shoes she had on were pretty good. It might be a long, long time. Oh, horror!

"If they are not entirely satisfactory I may bring them back, may I not?"

Could she? He, Anxious, hoped and prayed for such a contingency.

"I should be charmed," he said. Which wasn't exactly the right answer under the circumstances, but Miss Pincer—Margaret, may we call her?—only smiled, charmingly and dimpled. The dimple did it. She must come back. She must!

But Anxious was tongue-tied, and could not speak that which was in his heart, so he put the money in the cash register, rang it up, managed the bundle after a fashion, not so neatly as he would have desired, and she went out of the door, carrying with her, perhaps unconsciously, perhaps with full knowledge, women are so shrewd, the motive power of the shoe man's circumlocution.

Would she come back?

She would. He knew it. He felt it in his heart. It could not be otherwise. From the beginning of the world they must have been ordained for each other, and she could not stay long away from her fate.

He would see her again, soon. He felt confident of it, for all of the reasons I have given, and, besides, he had been impelled by his passion to put into the carton which she carried away one left No. 4 "C," suede oxford, low heeled, and low cut, and one left No. 3½ "B," fleecy bedroom slipper.

And the especial cherub in the employ of Cupid who watches over the love affairs of shoe men kicked up his chubby little heels and laughed and chuckled, and shot arrow after arrow into the place where Moment's heart was before it was carried away. And at the same moment the cherub dropped a sympathetic tear. There were reasons that he knew.

One long, blissful, happy night, the shoe man spent, dreaming dreams on which there ought to have been a liberal discount, they floated so high. It was hard to eat breakfast that morning in the lonely boarding house dining room, and he thought, and thought, and wondered at what hour he would see her again, and what he would say, what he dared say.

He walked downtown on air. He did not smoke his regular after breakfast cigar, because of the possible odor of the tobacco. He did not want to take any chances. He was all at sea as to what course he should take, but one thing was certain—that day should know his fate.

It was 9 o'clock by the advertising clock on the side wall of the Holdredge block, as he turned into the neat doorway of the Parlor Shoe Store.

His heart leaped. She, too, must have felt the darts, for she was there before him.

She was waiting for him. The clerks would have done, but she had waited for him.

"Good morning, Miss Pincer," he

said. "Something that I can do for you this morning?"

"Yes, there is. I've been waiting nearly a quarter of an hour so that I could tell you what I think of you for making such a stupid blunder yesterday in mixing my shoes up. One bedroom slipper, and one kid oxford, of different sizes, and both for one foot, and you the proprietor of a shoe store. It's enough to destroy the temper of an angel. Having to tramp away down here again when I'm so busy getting ready for my wedding to-morrow that I don't know which way to turn. Suppose I had trusted to you and put those slippers into my trunk, and not discovered them until I was a hundred miles away on our trip!"

"I am very sorry," said Anxious, and he meant it in several ways.

"It would have been something of a grind on you, though," she went on cheering up a little, "when my husband discovered the error."

"It would, indeed, but isn't it grind enough now?"

"Oh, yes, of course. But to have Mr. Jones discover it would have been more of a grind."

"Jones? What Jones? Not Jones, the Shoe Man. A Little Lower Than the Rest?"

"That's the man," she said. "Of course I couldn't go there to buy my slippers of the man I was going to marry, so I came to you."

"So you came to me," he said as he handed her the parcel, "and now you're going away," and he said it in such a strange far-away tone that for a moment she looked at him sharply, with just a glimmering, but she was busy with her wedding preparations and she thought no more of it.—Ike N. Fitem in Boot and Shoe Recorder.

Passing of the Nester Sawmill.

Baraga, Aug. 6— Baraga has lost its chief industry. The Nester sawmill which was destroyed by fire several weeks ago, will not be rebuilt, as was reported a few days after the mill was burned.

The decision of the Nesters not to rebuild their mill at Baraga is deeply regretted by the residents of this village. The loss of this big industry is a severe blow to the town. The monthly pay roll was always between \$7,000 and \$10,000 or about \$400 per day. Employment has already been given a number of the men at the Nester plant at Thessalon, Ont., which is being operated day and night.

It will be some time before the Nesters will quit the town for good. There is considerable lumber on the docks and it will take some time to clean up the debris about the place. Arrangements for cutting the timber which was to have been cut at the Baraga mill this summer have been completed. The million and a half of timber at Bruce's Crossing will be shipped to Bergland. The three million in the Ontonagon River will be cut by the Worcester Lumber Co. at Ontonagon. The three million in Keweenaw Bay here will be cut by the Baraga Lumber Co. and work on this latter will be started next week.

WORTH KNOWING

We are State agents for men's Triplefit shoes. Best produced.
Fit the eye—Fit the foot—Fit the pocketbook.



No. 879—\$2.50



Men's Gun Metal Blucher,
New Lenox last,
Heavy extension sole,
Goodyear welt.
Snappy and up-to-date.

We have the same lasts in
Patent, Vici, Box Calf and
Velour—all one price.

Write for our new Fall and
Winter Catalogue just off the
press. It will save dollars for
you. A card will bring it.



Grand Rapids Shoe & Rubber Co.
Grand Rapids, Mich.

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.

LINCOLN'S DEATH.

How It Affected the Men of the Woods.

Written for the Tradesman.

The assassination of Lincoln fell like a thunderbolt on the men of the lumber woods. Remarks of a bitter nature followed the news. It was altogether an extraordinary murder. Had the assassin been one of the South who had been injured in person and property by the war the wonder would not have been so great; but the assassin had not been injured in a single interest and could give no shadow of excuse for the devilish deed.

Lincoln, the flat-boatman and rail splitter, came very near to the hearts of the common people. To have him fall by the hand of a strolling actor was bitter indeed. Men of the woods cursed in whispers the name of John Wilkes Booth.

It was Sunday when the news reached the settlers of the Creek. News traveled slowly in those days. Forty-eight hours had elapsed since the murderer's bullet was fired. Men of all classes spoke in awed tones of the dire event.

Monday at the store men assembled and discussed the news. No Copperhead dared hiss his venom at such a time. Bluff Bill Gay gave vent to the pervading feeling when he declared that the "scoundrel who murdered Old Abe ought ter be skun alive!"

And then followed days of suspense and sorrow. It was felt as a personal grief by the veriest clodhopper of camp and farm. Praise of the good, kind man who had ruled at Washington was heard on every hand. The man who, to use his own words, "felt malice toward none, but had charity for all," whose highest ambition was to do right, whose strongest desire was the peace and prosperity of his country, falling by the hand of a cowardly assassin was enough to charge the heart of the people with rage against the "deep damnation of his taking off."

The attempt on the life of Seward was quite overlooked. All hearts, all eyes, melted with grief over the dead Lincoln. The funeral obsequies on April 19 held the whole North in mourning; it was a funeral day with every man, woman and child in the woods as well as on the farm and in the town. A circuit rider preacher, one both eloquent and sensible, called the people together at the brown school house on the hill and gave utterance to one of the most impressive sermons it has ever been the privilege of the writer to hear. Boy as he then was, that sermon on the death of "the great and good man who has fallen in Israel" impressed him more deeply than anything in that line from that day to this.

Not a dry eye was there in the room when the preacher spoke of the homely virtues of the deceased and of the wicked manner of his taking off. Nowhere in the world are hearts more sympathetic and kindly than among the settlers of a new country. Lincoln was the ideal man, the one idol of a rough humanity living amid hardships and ceaseless toil.

When it was over and the men from the camps marched by twos and threes down to the store and across the river to again resume the toil of their adventurous days, dark looks were cast at a man who sat fishing on the bank of the stream.

Caleb Gragway had not been to the obsequies. Instead he had sat fishing on the river bank, unmoved by the solemnity of the occasion. Too well the loggers knew what this meant. It was the man's way of showing his contempt for the martyred President. He was the town secessionist and Southern sympathizer, the reddest Copperhead in all the valley. Some of the bitterest opponents of Lincoln's policy expressed sorrow at his death and were among the foremost at the funeral honors.

"Well," said Tom Burrows, glancing toward the fisherman, "that man is too d— mean to live. For a cent I'd knock him into the river."

"Don't do nothin' rash," warned a voice.

Burrows, however, left his companions and approached the fisherman.

"Ain't you 'shamed of yerself, old man," began Burrows. "Why wasn't you up to the meetin'?"

"Didn't have no call to go," returned Caleb. "What'd ye s'pose I care for a blank Republican anyhow? He got jest what he deserved; ought to a-been shot four years ago—"

What more he had intended to say will never be known. A blow from the fist of Burrows knocked the speaker clean from the bank into the water. Gragway's struggles were watched with grim satisfaction. Not a hand was put forth to save him from drowning, and it is possible that such would have been his fate had not the Methodist circuit rider appeared just then and gone to the rescue. When the shantymen saw the elder at the work of rescue two of their number sprang to his aid and the Lincoln hater was dragged from the river more dead than alive.

"Ought ter let the cuss drown," muttered Tom Burrows, who had made no effort to rescue his victim. "Ef I had my way I'd strip old Caleb and this ere Wilkes Booth and tie 'em to a swamp oak where the skeeters'd suck the blood out of 'em in an hour." The speaker's eyes snapped.

"Most anything wouldn't be too good for Booth," agreed the others.

Thus the animus of the crowd was freely expressed. Nightly at the one store the national situation was discussed and Lincoln's assassin duly anathematized. The town Copperhead did not put in an appearance at these meetings; in fact, he was careful to hold his feelings in check whenever any of the lumber boys were in evidence.

Gragway did attempt to get out a warrant, however, but was persuaded by the magistrate to whom he applied to let the matter drop. It was well so for the blood of the backwoodsmen was up, and serious consequences might have resulted from stirring up the animals.

Despite the fact that the North woods afforded an asylum for the riffraff of older portions of the country, nowhere else could be found no-

bler men; men with a profounder sense of right; men who were ready at the drop of a hat to fight for the old flag. One of the crack cavalry regiments of the State, the Tenth, was made up largely of men from the Muskegon and Grand River Valleys, with a sprinkling of log-cutters from Saginaw and Flint. Those were the days of homely chivalry, of sublime indifference to cult, days of unconventional manners and serious devotion to the things good and useful in life. They will never come again.

Old Timer.

Sending Pictures by Telegraph.

Selenium is the secret of sending pictures by telegraph. Telegraph photography rests wholly in the peculiarities of this substance, which peculiarities were discovered accidentally by Willoughby Smith, an English engineer. Mr. Smith was experimenting for the construction of a submarine telegraph cable. At a given moment he had need of a substance opposing great resistance to the passage of electric currents, and he fixed his choice upon a metal whose resistance, compared with copper, silver, iron, etc., he knew to be enormous. He chose selenium, but he could not have made a worse choice. For such purpose selenium is the most whimsical and inconstant instrument in the world. It gave Mr. Smith one result in the daytime and the opposite result at night. Suddenly his assistant unexpectedly found out that selenium varies as it is subjected to light, by the amount of light more or less. The explanation of this phenomenon is left to future science. The experimental fact is that in full light selenium is relatively a good conductor and that its power of resistance is much greater in the dark. To speak technically, its inductibility is far less in the dark than in the light. The fancy of inventors was immediately excited by the discovery of selenium's sensibility to light or to lack of light. It was seen at once that it might be possible to complete the telephone by an apparatus showing to the man talking at a distance his interlocutor. The only thing needed was a small plate of selenium. A small plate of selenium is passed over the image in the camera obscura—the real image of a person or of a scene—and then a beam of light is passed over a screen. This beam of light is more or less intense according to the intensity of the current. This, passing from the transmitter to the receiver over the selenium plate, throws light across the different parts of the image in the dark chamber.

Battle Creek Will Feed Them.

Flint, Aug. 6—At a meeting of the Executive Committee held in Lansing we decided to hold the next annual convention of Michigan Dairymen's Association in Battle Creek February 19, 20 and 21, 1908. Several cities made special offers to obtain the convention, but Battle Creek offered to furnish a free banquet for 500 members, beside an exhibition hall which has 8,000 square feet and a hall for the meetings which has a seating capacity of 1,200. We are planning a fine meeting. S. J. Wilson, Sec'y.

STEALING FROM STORES.

Even Its Appearance Should Be Most Strenuously Avoided.

Written for the Tradesman.

It's a sorry thing for man, woman or child when they are suspected of theft. A man may be guilty and he may not. In either case the suspicion, once fastened on him, is going to act to his detriment all through life. Even if the fellow is supposed to be innocent certain people will not be willing to give him the benefit of the doubt.

A child I knew was thought to have stolen some paints of a fellow student. Things looked black for the little one and when confronted with the statement that he took the other boy's treasures he had every appearance of guilt in face and manner. A long time afterward it was proven beyond a doubt who took the paints, and it was not the child accused, who all the time had asserted that he did not even touch the property. Many who knew of the case in the first place never heard the ending and ever after looked askance at the boy as a probable child thief and considered him as a good person to let alone as he grew up.

Circumstances were against a girl clerk in a large dry goods store. She was seen to cut off a couple of yards of expensive brocaded ribbon from a full bolt and make no charge for it. The stuff was not sent to the parcel counter with the proper slip, but, instead, the girl did it up in a piece of white tissue paper and put it in her hat in a drawer under her counter. She had no more intention of stealing than you or I have this minute. In a moment of forgetfulness, perfectly unintentional on her part, the girl neglected to make out the slip. In the meantime, unknown, of course to her, an envious, meddlesome, mean-dispositioned clerk in the same department went to the "boss" and "squealed" on the girl who had cut off the ribbon. This she could not deny, when confronted with the declaration, and when the tell-tale drawer was searched there was the ribbon snugly tucked away in the lining of her hat, where the girl, it was well known, was in the habit of stuffing small articles of apparel to preclude losing or leaving them wherever she happened to lay them down. She vehemently protested that she hadn't any idea of taking what did not belong to her and explained just what she had meant to do. The storekeeper deemed it his duty to discharge the clerk as an example to the rest of the employees, and she left with the uncleared disgrace hanging over her head.

That girl never recovered from the loss of the respect of her little world, and died a year afterward—people said of a broken heart. She just seemed to wither from the day she left the store. Before that she had been gay, the highest-spirited of any of her mates, but that all left her the moment she was regarded as a thief. A flash of memory was all the girl needed to save herself the opprobrious title that became hitched to her fair name forever and that was said to be the cause of her death.

An office girl, for her own use,

took a dollar's worth of stamps from a bunch containing \$10 worth. They were missed within a day. As it happened, no one else had access to them but herself. She intended to pay for them at the book-keeper's desk on the following pay day. For the apparent theft the girl was discharged. Unable to obtain further employment in the town, and compelled to support not only herself but her mother, she was obliged to move away. She went to Chicago and got work in the book-keeping department of a wrapper factory where no one knew her, and I understand she is drawing good pay and is highly respected by the management and all with whom she comes in contact in the factory. She attends strictly to business, is painstaking in her figures and makes friends by her accommodating, sunny character. She is utterly honest at heart, never in her life appropriated another persons property except that one unfortunate time about the stamps, and that was a lesson never to be eradicated from her memory. In her home town her reputation for trustworthiness may never be recovered, but in her new life she is to be depended on to the utmost.

A clerk in a store should avoid even a slight appearance of variation from the strictest right dealing. He should err on the other side even to the verge of crankiness, to preserve his name for probity.

Jennie Alcott.

The Butcher as a Salesman.

Mrs. Smithson enters the market and asks the butcher if he has any extra fine steak.

"Steak? Yes, ma'am. There's a fine piece of meat; there isn't a better cut in town, and I know because I had a steak right off that loin for my supper last night—came right off o' here, next to this cut, and my wife said 'fore she ever put it in the skillet she could tell that was an extra fine piece of meat. Tender as butter. I tell you it was fine."

Whereupon Mrs. Smithson orders the steak.

Two minutes later Mrs. Jones enters and the genial butcher proceeds as follows: "Good morning, Mrs. Jones. Fine morning, etc. Lamb chops? That's what I have; just look at these ribs—finest chops you ever saw. I sent some chops right off the other quarter of this same lamb home yesterday afternoon, and my wife broiled 'em for supper. I declare I never ate such chops. My wife says I ought to be ashamed of myself for taking such choice for my own family, but I'll tell you, Mrs. Jones, I do love a good lamb chop. Frenched? Yes, ma'am. Thank you, ma'am, I'll send them right over."

Exit Mrs. Jones, enters Mrs. Brown, asking for veal cutlets.

"Yes, ma'am. If there's anything I have got this morning it's a fine piece of veal. See that cut—it's a beauty. I had a cutlet right off here for my supper last night. My wife certainly does know how to cook 'em. Rolled in cracker crumbs, you know. It was fine, with rich brown gravy, and that cutlet just eats like a piece of chicken. Yes, ma'am; anything else this morning? Good morning."

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.	75		
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	oz. of Shot	Size Gauge
120	4	1 1/4	10
129	4	1 1/4	9
128	4	1 1/4	8
126	4	1 1/4	7
135	4 1/4	1 1/4	6
154	4 1/4	1 1/4	5
200	3	1	10
208	3	1	8
236	3 1/4	1 1/4	6
265	3 1/4	1 1/4	5
264	3 1/4	1 1/4	4
Discount, one-third and five per cent.			
Paper Shells—Not Loaded.			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder.			
Kegs, 25 lbs., per keg	4 75		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 75		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 50		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	2 10		
AUGERS AND BITS			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
AXES			
First Quality, S. B. Bronze	6 00		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. Steel	7 00		
First Quality, D. B. Steel	10 50		
BARROWS			
Railroad	16 00		
Garden	22 00		
BOLTS			
Stove	80		
Carriage, new list	70		
Plow	50		
BUCKETS			
Well, plain	4 50		
BUTTS, CAST			
Cast Loose, Pin, figured	70		
Wrought, narrow	75		
CHAIN			
Common	7 1/4 c.	6 1/4 c.	5 1/4 c.
BB	8 1/4 c.	7 1/4 c.	6 1/4 c.
BBB	9 c.	8 c.	7 1/4 c.
CROWBARS			
Cast Steel, per lb.	5		
CHISELS			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
ELBOWS			
Com. 4 piece, 6 in., per doz.	net 65		
Corrugated, per doz.	1 00		
Adjustable	dis. 40 & 10		
EXPANSIVE BITS			
Clark's small, \$18; large, \$26	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
FILES—NEW LIST			
New American	70 & 10		
Nicholson's	70		
Heller's Horse Rasps	70		
GALVANIZED IRON.			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28			
List 12 13 14 15 16 17			
Discount, 70.			
GAUGES			
Stanley Rule and Level Co.'s	60 & 10		
GLASS			
Single Strength, by box	dis. 90		
Double Strength, by box	dis. 90		
By the light	dis. 90		
HAMMERS			
Maydole & Co.'s new list	dis. 33 1/2		
Yerkes & Plumb's	dis. 40 & 10		
Mason's Solid Cast Steel	dis. list 70		
HINGES			
Gate, Clark's 1, 2, 3	dis. 60 & 10		
Pots	50		
Kettles	50		
Spiders	50		
HOLLOW WARE			
Common	dis. 50		
HORSE NAILS			
Au Sable	dis. 40 & 10		
HOUSE FURNISHING GOODS			
Stamped Tinware, new list	70		
Japanese Tinware	50 & 10		

IRON	
Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis. 50
METALS—ZINC	
600 pound casks	9 1/2
Per pound	10
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75
Screws, New list	87 1/2
Castors, Bed and Plate	50 & 10 & 10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
PANS	
Fry, Acme	50
Common, polished	70 & 10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	3 00
Wire nails, base	2 35
20 to 60 advance	Base
8 advance	5
6 advance	20
4 advance	30
3 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 tinnd	50
Copper Rivets and Burs	30
ROOFING PLATES	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	30 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	3 00
Nos. 25 to 26	4 00
No. 27	4 10
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	6 50
Second Grade, Doz.	5 75
SOLDER	
1/4 @ 1/2	30
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade	1 25
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade	1 50
BOILER SIZE TIN PLATE	
14x56 IX, for Nos. 8 & 9 boilers, per lb.	13
TRAPS	
Steel, Game	75
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 35
Barbed Fence, Painted	2 55
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nickled	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
3 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, bail, per doz.	85
1 gal. fireproof, bail per doz.	1 16
Jugs	
1/2 gal. per doz.	68
1/4 gal. per doz.	51
1 to 5 gal., per gal.	8 1/2
SEALING WAX	
Pontius, each stick in carton	Per doz. 40
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 4 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	2 00
No. 1, Crimp top	2 15
No. 2, Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 80
Rochester in Cartons	
No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	5 50
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 30
No. 2, Fine Flint, (85c doz.)	4 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 00
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 60
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	5 25
5 gal. Tiltng cans	7 00
5 gal. galv. iron Nozzles	9 00
LANTERNS	
No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	3 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 ds. e.	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 1/2 in. wide, per gross or roll.	28
No. 1, 1 in. wide, per gross or roll.	33
No. 2, 1 1/2 in. wide, per gross or roll.	60
No. 3, 1 1/2 in. wide, per gross or roll.	90
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
COUPON PASS BOOKS	



The Three Kinds of Market Gardeners.

There are three ways of marketing the products of the soil, the haphazard, in attractive way, indicating that the marketer has given little or no thought or attention to the appearance or arrangement of his products; the artistic, attractive way, showing that the grower understands that appearances count, and the deceptive way, in which the farmer places the best on top of the package and the poorest in the bottom.

To express it differently, there are three kinds of farmers and market gardeners:

1. The honest man, who can not or does not think, or, at least, who puts no intelligence into his work.
2. The honest, intelligent, artistic man, who has learned that he can secure the best results only by the greatest effort, not only in growing his crops, but in preparing and arranging them for market.
3. The dishonest, artistic, intelligent man, who knows how to do things right and make his goods attractive but is too much of a rascal to put up an honest pack or give an honest count.

There is some hope for the man in class one, because he may eventually work himself up into class two, but the man who belongs to class three one never wants to meet but once. What I have to say on this subject will relate to class two:

The honest grower shows his intelligence by selecting the seed he sows and the slips, plants and trees he grows. He knows that he must have the best varieties to secure the highest prices. He brings his soil up to the highest state of fertility. He learns the kind of products his soil will best produce and confines his efforts to those kinds. He prunes and trims and culls out and watches them grow and, when market time comes, he has something to show for his infinite pains.

I wish to emphasize these points because art in marketing is something comparatively easy if one has something with which to be artistic. I believe that art in marketing begins with the planting and sowing and continues through the everyday cultivating and hoeing and trimming, and that the one act of taking the products to market is not necessarily an artistic effort. It is true that we like to see a farmer come to market wearing clean clothes, driving a good team attached to a clean, well-painted wagon, and offering for sale the products of his farm in new baskets or packages, but, after all, we care most for the kind and quality of his goods. The real art of marketing begins at home and continues on the farm every day of the season from the time the ground is broken until the crops are marketed.

When I want extra fine grapes to eat I think of Munson's "King." If I want a good pieplant pie I think of Garfield's cellar-grown rhubarb. If

I want some extra choice or fancy peaches, pears, plums, apples or small fruits, I can think of a dozen or two growers on whom I can depend to bring me just what I want.

The intelligent, artistic farmer is a good advertiser. He produces good goods and is proud of his art. He selects such packages as will best display his products. He is an originator of species and special varieties. He has something a little better than the average. He has cuts made and labels printed which he puts on these special kinds of fruit. Soon he becomes known to a constantly widening circle of satisfied customers and can not raise enough to supply the demand. Then he can get more than the ordinary grower because he can dictate terms. People insist on having his good goods with those attractive labels on them. Welch, the grape juice man, is a good illustration of this point. He has a model plant in Western New York, pays \$40 to \$50 per ton for grapes and still can not produce enough. It is needless to say that he makes money.

I was expected to suggest some artistic ways of displaying goods on the market. This seems to me unnecessary and pedantic. In addition to what I have already said, each grower must answer for himself a few general questions:

1. Do my products deserve special attention and mention?
 2. What kind of a package will display them to the best advantage?
 3. How can I pack them to show not only the quality of my products, but also the extra care I have taken to produce them?
 4. Where can I market them to best advantage, locally or in outside markets?
- The size of the crop, the market conditions, the demands of one's customers must be considered in answering the above questions, and each must decide for himself how much he ought to spend for the packages and other artistic means for displaying to advantage the products of his farm.

C. D. Crittenden.



Get our prices and try our work when you need

**Rubber and Steel Stamps
Seals, Etc.**

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.
99 Griswold St. Detroit, Mich.

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

Vandenberg Cigar Co.
816 E. Fulton St. Grand Rapids, Mich.

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, August 3—The movement in coffee this week among jobbers has been rather listless. Interior trade seems to be fairly well stocked up and, as it is the very height of the vacation season, there is no occasion to look for much business beyond the daily routine. At the close Rio No. 7 is quoted at 65½c. In store and afloat there are 3,856,466 bags, against 3,141,775 bags at the same time last year. Milds are reported in good request and some quite large lots of Central American have changed hands. East Indias are also doing well and quotations show apparently a slight decline if we may judge by a sale of Interior Padang which went at 17½c, while the quotation is 18½c. There seems to be a feeling in the coffee trade generally that "something will happen" before long in the shape of advancing rates, and it may be well for the retailer to watch matters pretty closely.

Refined sugar shows little, if any, change. Withdrawals have been light and retailers seem to have sufficient stock to tide them over. Quotations range from 4.70@4.90c, the latter apparently an "asking" price.

Jobbers report a fair to good demand for teas and all sorts seem to be fetching very top rates. New crop Japans to come are said to be sold largely, and the actual supply of teas here is very light; in fact, there is said to be a smaller supply than ever known in first hands. Certainly it would seem a good time to purchase.

Rice is firm and prices are high and well sustained. Individual sales are usually of rather small lots, but there are a good many of them and the future is certainly favorable for the seller.

Spices are quiet and, until the season has somewhat further advanced, there will be only an everyday business. Singapore pepper, 9¾@9½c.

Molasses is dull and unchanged. The business is only large enough to repair broken assortments, nor is any change looked for for some time. Good to prime centrifugal, 22@35c.

In canned goods we have "glorious tomato weather" and the trade simply sits and watches the market decline. If frost holds off until Oct. 1 there will be a pack of the love-apple that will, according to all accounts both East and West, be a "whopper." Buyers of futures can not think of offering over 80c, and they are mighty loath to pay even that. Aside from tomatoes there is nothing to chronicle of much interest at the moment, but the whole range of vegetables seems to tend lower. Corn is easier and packers are now willing to take risks on futures that they would not do a month or a fortnight ago. Peas are fairly firm and quotations show little, if any, change. Fruits are quiet. Baltimore packers have with-

drawn quotations on peaches, as orders already cover the probable output and more, too.

Top grades of butter are in good demand and extra creamery is worth 24½@25c; firsts, 23@24c; seconds, 21@22½c; imitation creamery, 21@22c; Western factory, 19½@21c; process, 20@22½c.

Cheese is dull and about ¼c lower, with a very moderate business done in the country as well as here. The hot weather is having its effect and the arrivals plainly show deterioration. Best full cream is quotable at 12¼c for small size and 12c for large.

Eggs are dull, except the top grades—stock that has been recently gathered from near-by sections will fetch 26@28c; finest Western, 19@20c; average best Western, 17½@18c.

Water at \$1,000 an Inch.

Water rather than bread is the staff of life. And in California water is scarce. Practically every inch of available water is used. One miner's inch of water will irrigate a five acre orange grove. With a normal crop this grove will yield five carloads of fruit or 1,650 boxes, worth \$2 a box in the Eastern markets. Thus every inch of water is an essential factor in putting over \$8,000 into circulation annually. The average rental value of water for citrus crops is about \$10 an acre per annum. One proof of the scarcity of water in Southern California is this high rental and sale value. Another evidence is the comparatively small amount of irrigable land under cultivation. Cold figures show that only one acre out of every six and one-half is supplied with water and under cultivation. The five and a half, or 84 per cent. of the total irrigable area, is practically desert, and will remain so until the restoration of the forest cover on the adjacent mountains, or the construction of large storage reservoirs at distant points, increases the water supply. This land when irrigated is worth as high as \$2,000 an acre; without water it has only a prospective value based on a gamble that water will be available sometime. The local water resources are wholly inadequate and the future development of a region of wonderful possibilities depends mainly on this one factor. At the present time the mountains near the agricultural valleys supply most of the irrigation and domestic water. These picturesque mountains with the moisture which they conserve are the support of the citrus industry and other crops. The mountains furnish water during the dry season because they conserve that which falls during the winter. This water is retained to be given off gradually, not because it falls in the mountains but because the mountain cover of trees absorbs the diffused moisture, reduces evaporation, and prevents its escape as flood runoff. Obviously, then, the better the cover the more uniform and constant the stream flow. The improvement and extension of this cover is the problem the Government is trying to solve by forest planting in the seven national forest reserves of Southern California with an aggregate area of 4,451,240 acres.

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

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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.

A New Member

Mr. Wilbur S. Burns has purchased an interest with us and we are now in a better position than before to handle your consignments. **We buy and pay cash for your poultry, butter, eggs, cheese, veal and lambs.**

Bradford-Burns Co.

Successors to Bradford & Co.

7 N. Ionia Street

Grand Rapids, Mich.

References: Commercial Savings Bank and Mercantile Agencies.

**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.

BOTH PHONES 1217

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.

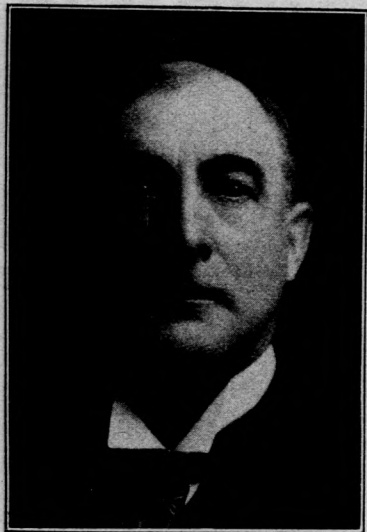
GRAND RAPIDS, MICH.



SUCCESSFUL SALESMEN.

John W. Schram, Michigan Representative for Lewis P. Ross.

J. W. Schram was born at Grimsby, Ont., in 1851. He sold agricultural implements for Nichols & Walker, of Streetsville, Ont., for five years, from 1872 to 1877. He then accepted a position as traveling salesman for James Popham & Co., boot and shoe dealers of Montreal, covering Ontario, remaining with that house until 1886, when he came to Detroit and engaged with Snedcor & Hathaway, representing them in Southern Michigan until 1892. He then severed his connection with that house and took a position with the C. E. Smith Shoe Co., traveling in Ohio and Southern Michigan. He remained with this house until a couple of years ago, when he engaged to travel for Lewis P. Ross, manufacturer of shoes at



Rochester, N. Y., whom he still represents.

Mr. Schram has been a member of the Michigan Knights of the Grip since 1899 and has attended every State meeting since that time but two. He served two years as a member of the Executive Board and two years as Treasurer. Mr. Schram was among the workers who labored for the enactment of the first Northern mileage book and, after its abandonment by the railroads, he was active in securing the second Michigan book. He was also identified with the 2 cent a mile bill in Ohio and was untiring in his efforts to obtain legislation of a similar character in Michigan. Mr. Schram has always worked for the best interests of the traveling men. He was Secretary and Treasurer of Cadillac Council, No. 143, of Detroit, for six years and is now chairman of the Executive Board of the Grand Council of Michigan, United Commercial Travelers of America. He is also a member of the Knights of the Loyal Guards, Detroit Lodge of Elks, No. 34, Corinthian Lodge, F. & A. M., Royal Arch, Michigan Sovereign Consistory and Moslem Temple Mystic Shrine.

Having served the Michigan Knights of the Grip in several different capacities and discharged the duties connected with each office with credit to himself and satisfaction to the members, Mr. Schram now proposes to stand as a candidate for President of the organization and bespeaks the good will and co-operation of his friends in the fraternity in the forthcoming convention in Saginaw. That he would give the office painstaking attention goes without saying. He is thorough in everything he does and conscientious in every duty which he voluntarily assumes.

Do Your Best Work Now.

We all have a most prosperous year in view, whether we know from actual experience what prosperity is or not—and that year always is—next year.

Whether we are down-and-out or up-and-in that always is the year on which we all bank. That is the year on which we depend to put us on our feet again. It is human to look forward and sit down and hope for the future. You can see thousands of men doing that same thing every day. Just walk down into the lodging house district and see the men sunning their feet in the 10 cent hotel windows. They are the men who depend on next year's prosperity and sit around and curse the luck of this year.

"Just wait until next year," is the common brag. We all are going to corner wheat next year and undoubtedly will, the same as we are doing it this year—in our minds.

The down-and-outers are all alike, because they are all down and out. You know there is a certain stamp about such a man, you can not mistake a member of that thriving club. The other day I met a down-and-outer. He was discussing the latest baseball game in the corner drug store, and I led him gently away from the all consuming discussion in order to get his views and opinions on life and things. He was communicative, told me all the hard luck stories he knew, and enumerated his defeats in a pitiful manner. He never had known a victory, poor fellow, and he admitted it. His case seemed desperate. I looked at him sadly, and ventured: "Don't you think you will be successful some day?"

"Oh, yes, indeed—next year—next year I shall be successful," he answered brightly. And that is what you will hear from every man in his class, and his class is one of the largest of which I know. It is the invariable reply; sometimes it is in a modified form and you hardly would recognize it, but it always is the same—always—next year.

In other words, "Hope springs eternal in the human breast," and it is good and right that it should. We all are hoppers, that is the way that most of us do business. If we do business with hope it is all right, but so many of us just hope and do not do business. The men that do this are the next year men.

Now is the only time that anybody has or ever will have. The present moment is the only moment and the sooner we realize it the sooner we have a chance to get on in the

world. These next year men are triflers, they not only trifle with business, but with fate and destiny, and that never has proved worth while to any man. Have hope and ambition for the future, have lots of it, if you will, but make of it a working hope, a striving hope and ambition. Do the thing—don't hope to do it next year. Make it a practical, a working hope for this year.

Now, if you are one of these next year men, and the chances are that you are, for most of us look in that direction, think it over well. Think of the absurdity of always hoping and seldom doing. Don't hope—be certain—and the only way to be certain is to do your work—to do your work right now and lots of it.

Say to yourself that this is your best year, your greatest year, your most prosperous year, and the chances are that you will make it so. Use an ounce of hope to a pound of work and then dilute the mixture with more work if you would get there. The more work you do the more work you will be able to do. The more hoping you do the less work you will want to do. Cut out the hope and tug on the rope.

Hope has a twin, and that is—dream. Don't dream your life away. Dreams never made a sound business grow. Dreams never made anything grow except imagination—and most of us don't need to have that faculty cultivated any more than it is. Every storekeeper's imagination is exercised sufficiently during a day of trading to enable him to get along with it when he goes home at night. Dreams seldom are worth while. I never saw a day dream yet that paid dividends, and yet there is more of that stock on the market than any other. Robert Carlton Brown.

That the United States Postal Department is a business institution of immense magnitude is illustrated by the statement that the company supplying the Government with stamped envelopes must turn out about 3,600,000 for every working day in the year. Every one of these envelopes must be stamped at the postoffice where deposited, started in the right direction and delivered at destination to the party addressed. The wonder is not that a letter occasionally goes wrong, but that nearly all of this immense lot goes right.

Visiting Boyhood Scenes in Boston.

We note among the visitors during Old Home Week registered at the Oakley Country Club and the Chamber of Commerce Frank H. Bowen, of Detroit, who is with Lee, Cady & Smart, the leading wholesale grocery house of that city. Mr. Bowen also called on several of the large jobbing grocers here and expressed himself as much pleased with his cordial reception.

Mr. Bowen's firm is the wholesale distributing agent for Dwinell-Wright Co.'s Boston coffees, and he looked through their factory, the home of White House coffee, with a good deal of interest.

He also called upon the Gloucester fish packers and visited various points of interest in the suburbs and nearby shore resorts.—New England Grocer.

Factory Work by Spiders.

It is said that in the forests of New Guinea there are factories whose workmen are spiders. These hideous spiders, with bodies as big as saucers, make fish nets for the cannibal natives.

The natives set up in the forest long poles with wooden rings at the upper end—net frames. The spiders, seeing these contrivances, run to them joyfully.

"Here," they think, "is a fine net already started. The outermost circle is already made."

And they weave their coarse, strong webs within the wooden rings, and when the nets are finished the natives come, drive away with curses the insect workmen, and, taking up their spider made nets set off gravely on a fishing excursion.

If every traveler who comes to Grand Rapids stopped at

Hotel Livingston

the outside world would hear pleasant stories about this city's accommodation.

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.

Programme for the M. K. of G. Convention.

Saginaw, Aug. 6—The following programme has been arranged for the nineteenth annual convention of the Michigan Knights of the Grip, to be held here Aug. 23 and 24:

Friday.
9 to 12 a. m.—Reception at depot and registration at headquarters.

2 p. m.—Business meeting at Germain Temple.

7 p. m.—Grand pageant parade.
9:30 to 1 a. m.—Ball and luncheon at Germania Hall. (Complimentary to members.)

Saturday.
8:30 a. m.—Business meeting at Germain Temple.

10 a. m.—Ball games, Grand Rapids vs. Saginaw, Detroit vs. Jackson.
2 p. m.—Business meeting and election of officers at Germain Temple.

Special Attractions.
Friday afternoon—Military parade of State troops, including U. S. regulars and band. From Hoyt Park through streets of city.

Friday evening—Grand pageant parade consisting of twenty tableau cars, 500 people in costumes, costing \$12,000 to \$15,000.

Saturday morning—Industrial parade. All industries of city represented.

Saturday afternoon—Military review at Hoyt Park reviewed by Governor and staff. Reserved seats for visiting ladies. Automobile and floral parades.

Saturday evening—River scene. Water fireworks.

Rates at Hotels During the Convention.

Vincent—\$2.50 to \$4 per day. Rate for wives of members, \$1.50 per day.
Everett—\$2 to \$2.50 per day. Rate for wives of members, \$1.50 per day.
Bancroft—\$2.50 to \$3 per day.

Wright's European—50 cents, 75 cents, \$1 per room.

Sherman—\$1.50 per day.
Wesley—\$1.25 per day.

New Hotel Leshar—\$1.25 up.

Railroad Rates.
One fare plus 25 cents for round trip on all Michigan roads. Tickets good to Aug. 26. No certificate necessary.

Commends the Candidacy of Mr. Weeks.

Dayton, Ohio, Aug. 3—I notice with pleasure mention of Col. A. A. Weeks, of your city, for President of the Michigan Knights of the Grip for next year.

In my judgment Mr. Weeks is the best fitted and the most able man to serve as President of our organization that I know of. During my Secretaryship, he led all other members in the number of active and honorary members he secured. He worked for the organization without ceasing, had no reason for doing so excepting his love for the order and his loyalty to the Michigan boys. He sent in honorary members from almost every state between Chicago and California and Sault Ste. Marie and New Orleans. He has been a member of the Board of Directors for a great many years and is in touch with everything pertaining to the organization.

I am selling the line of the Standard Muslin Underwear Co., of Jackson, in Ohio territory, living at 19 North Liberty street, Dayton, and it will be impossible for me to attend this meeting. I sincerely hope, however, that the Grand Rapids boys will back up one of the best men who has ever been a candidate for this office.

A. W. Stitt.

Ball Club Finally Meets Its Waterloo.

Grand Rapids, Aug. 5—If you have any idea that the warm weather keeps the bunch of loyal U. C. T.'s from attending the meetings of Grand Rapids Council the number in attendance at the meeting last Saturday evening would soon dispel it, and this despite the fact of our base ball club being in Lowell and no refreshments or cigars being served after the meeting. The boys were there for business, and although there were no initiations three applications for membership were received. Some business was transacted which I am not allowed to make public, but it was in the nature of the good of the order.

The following resolution was unanimously adopted:

Resolved—That a vote of thanks be extended to the officers of the West Michigan State Fair Association for their action in prohibiting the sale of intoxicating liquors on the grounds of the society at the coming fair.

"If you have tears to shed, prepare to shed them now," for I must tell you that our base ball club got their clocks cleaned by the score of 3 to 2 in favor of the Lowellites.

There will be something special doing at the next meeting of the Council.

For further particulars enquire of Clifford Barnhart, J. D. Jones, W. S. Cooke or "see small bills."

O. F. Jackson, Sec'y.

Movements of Michigan Gideons.

Detroit, Aug. 5—The Gideons held their State rally Saturday Aug. 3, at the Michigan State Holiness Camp Meeting Association grounds and in the forenoon helped to raise the entire indebtedness of this Association and over two hundred dollars more, being a total of about seventeen hundred dollars. One Gideon from Rhineland, Wisconsin, gave his check for this purpose for \$950. His name is F. H. Johnson. The Gideons present were National President Charles M. Smith, State President Watson R. Smith, State Vice-President John Adams Sherick, Detroit Camp President Jacob J. Kinsey, Lansing Camp Secretary Lafayette Van Delinder, wife and daughter, C. F. Louthain and wife, E. J. Fogell and wife, Thomas G. Adams and Aaron B. Gates. Rev. C. W. Ruth, after the debts were provided for, gave a short pointed talk on Holiness, and when the Gideons took the meeting in the afternoon, from 2 to 4, they began where he left off and, with C. F. Louthain's letters from his Father, prepared the minds for the uplift from Brother and Sister Eaton. Every Gideon gave testimony.

Aaron B. Gates.

Folks who sing off the key always sing above the choir.

Annual Meeting of Michigan Pharmacists.

The 25th annual convention of the Michigan State Pharmaceutical Association, which was held at Bay City last week, was fairly well attended.

The Secretary's report showed an increase in membership and the treasurer reported an increased balance on hand.

The report of the Committee on Trade Interests was an interesting review of commercial conditions as they affect the drug trade.

The trustees of the Prescott Memorial Scholarship Fund reported nearly \$400 raised; \$100 was subscribed by one of the members present and plans are being made to push the project until the fund is large enough to be a substantial aid in educating young pharmacists by loaning them such sums as they may need.

Two papers, one on the Soda Water Business and one on the Ethical View of Pharmacy, started a lively discussion as to what was proper in a pharmacy—drugs only or ham sandwiches and soup. The honors were evenly divided.

The N. A. R. D. was enthusiastically endorsed and resolutions were passed in regard to the amending of the Sherman Antitrust Law.

The Committee on Legislation brought in for discussion a proposed amendment making graduation prerequisite to registration. For lack of time, it was tabled for 1908.

The report of the Committee on Adulteration is valuable as showing the present condition of the drug market as to purity and indicates hard work by the Committee.

Election of officers resulted in the selection of the following:

President—J. E. Bogart, Detroit.

First Vice-President—D. B. Perry, Bay City.

Second Vice-President—J. E. Way, Jackson.

Third Vice-President—W. R. Hall, Manistee.

Secretary—E. E. Calkins, Ann Arbor.

Treasurer—H. G. Spring, Unionville.

Executive Committee—J. L. Wallace, Kalamazoo; M. A. Jones, Lansing; Julius Greenhal, Detroit; C. H. Frantz, Bay City, and Owen Raymo, Wayne.

The Michigan Pharmaceutical Travelers' Association added much to the enjoyment of the meeting, both by their presence and by chartering a car and taking all the members to the vaudeville entertainment at Wenona Beach on Tuesday evening.

Bay City druggists did everything in their power to entertain, both by providing auto and launch rides and a banquet and by their cordial attentions to all present.

Mr. Blome's report on Adulterations and Mr. Lemen's report on Trade Interests appear in full elsewhere in this week's issue and Mr. Keyser's paper on Soda Water will be found in next week's issue.

Annual Picnic of Traverse City Travelers.

Traverse City, Aug. 5—Traverse City Council, No. 361, held its first basket picnic on Marion Island, Sat-

urday, Aug. 3, extending an invitation to all traveling men, their families and friends. The picnic was largely attended. The day was spent in playing baseball, fishing, rowing, dancing and a good time was enjoyed by all.

After the basket dinner, which was bountifully spread, we had the pleasure of listening to a few remarks from Brother A. A. Gillet, of Electric Council, No. 7, Buffalo, N. Y., and he did credit to himself and the order.

We have doubled our membership since we organized, on Feb. 22, having forty-two members, and good feeling exists among them. We have had initiations at every meeting and we are bound to make this Council a winner.

Fred C. Richter, Sec'y.

In Memory of Mr. Dennis.

At the last meeting of Grand Rapids Council, No. 131, the following resolution was unanimously adopted:

Whereas—The Almighty, in His infinite wisdom, has seen fit to remove from our midst our worthy and beloved brother, Herbert A. Dennis, we who have known him as a fellow traveler and U. C. T. co-worker for years, while we deplore our loss, bow to Him who knowest all things. Thy will be done.

Resolved—That these resolutions be spread on the minutes of the Council and a copy of the same be sent to his bereaved widow as a heartfelt expression of all the members of Grand Rapids Council, No. 131, U. C. T.; also that a copy be sent to the Michigan Tradesman for publication.

J. H. Millar,
H. L. Gregory,
H. F. DeGraft,
Committee.

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

Buffalo, July 24—Creamery, fresh, 22@25c; dairy, fresh, 18@23c; poor to common, 17@20c.

Eggs—Choice, 19c; candled, 20c; fancy, 22c.

Live Poultry—Broilers, 16@18c; fowls, 13@14c; ducks, 12@14c; old cox, 9@10c.

Dressed Poultry—Iced fowls, 13@14c; old cox, 10c; springs, 17@18c.

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

Rea & Witzig.

Ex-Gov. W. L. Douglas, of Massachusetts, who is better known as the big shoemaker, is a good judge of advertising mediums, for he has tried all there are going. In speaking of newspapers and magazines he gives preference to the former. To find an advertisement in a magazine is like hunting a needle in a haystack. A well built advertisement in a clean newspaper or trade journal is right in front of you. You must read it because there is no way to get around it.

The fundamental dignity of humanity is in its divinity.

The only good things we keep are those we pass along.



DRUGS

Michigan Board of Pharmacy.
President—Henry H. Heim, Saginaw.
Secretary—W. E. Collins, Owosso.
Treasurer—W. A. Dohany, Detroit.
Other members—John D. Muir, Grand Rapids, and Sid A. Erwin, Battle Creek.
Examination sessions—Houghton, Aug. 19, 20 and 21; Grand Rapids, Nov. 19, 20 and 21.

Michigan State Pharmaceutical Association.

President—J. E. Bogart, Detroit.
First Vice-President—D. B. Perry, Bay City.
Second Vice-President—J. E. Way, Jackson.
Third Vice-President—W. R. Hall, Manistee.
Secretary—E. E. Calkins, Ann Arbor.
Treasurer—H. G. Spring, Unionville.
Executive Committee—J. L. Wallace, Kalamazoo; M. A. Jones, Lansing; Julius Greenthal, Detroit; C. H. Frantz, Bay City, and Owen Raymo, Wayne.

The House Surgeon and the Ghost.

Some years ago I was assistant house surgeon in the general hospital of a Western city. One day we were short handed, so I took a night shift in the male surgical ward. A few days before an insane patient had escaped, after threatening to burn the hospital. The night before a suspicious person had been seen about the buildings, but had escaped. At 9 the lights were turned out and my forty or more "boys" settled down for the night. Between my rounds I sat in the emergency dressing-room between the wards and read a "yellow-back" left there by a patient. The book abounded in startling situations, ghosts, murders, and so forth. All this, combined with groans and sighs from the darkened surgical ward, did not add to my peace of mind. Ordinarily these things would not have affected me at all, but to-night—well, I was decidedly nervous.

I finished the book about 2 a. m., and went for a walk among the buildings. All was quiet, and in a few minutes I returned. As I entered the dressing-room a patient in the surgical ward called. Leaving my lantern on the floor I started through the short hallway. Suddenly I was confronted by a white figure crawling along in the dim light on hands and knees! In my morbid frame of mind it gave me a decided shock, especially as I did not know what it was. It proved to be a convalescent patient who had suffered an amputation of both legs below the knees. He was lost and was trying to find his way back to bed.

A few minutes later I was sitting swearing at the hands of the clock, which persisted in pointing to 2:30 a. m. when I knew it must be almost morning. Looking up at a window I was almost frozen to my chair at seeing the dim outlines of the face of our escaped patient. In a second I was out and down the steps, but he was even quicker and got away in the darkness.

This put the finishing touches on my already raw nerves. After waking one of the boys and instructing him to patrol the grounds, I went back to make the rounds of the ward. And you bet the lantern went along, too!

I found the bed of a delirious pneu-

monia patient empty and started on a hunt for him. Toilet and bath rooms were negative. I looked under the beds. There was nothing doing. That he had gone down to the basement was certain.

Be it known that beside the dressing-room door is a stairway to the basement. At the foot of the stairs is the elevator and the entrance to "36," the morgue. I rushed down the stairs and turned to pass "36," when suddenly at the door of the morgue out stepped a white-robed figure,

with a leg strap on. And then with shaking hands I reached for the bottle of elixir of life. I do not mind saying that it was but a short time before the bottom of that bottle was as dry as my throat had been when I met the ghost at the door of "36." —R. L. Black in Bulletin of Pharmacy.

"Saleratus" and Its Interesting History.

There seems to be considerable confusion in regard to the substance

works was also proprietor of a country store, sending his wagons out through the country gathering up the ashes and paying for them largely in trade.

The ashes were packed in large wooden percolators called leaches, and were lixiviated with water; the resulting percolate or "lye" was evaporated in large iron kettles set in masonry. After proper concentration it was either melted and sold as "potash," or calcined in a suitable furnace, forming "black salts." These by purification formed pearlash. Saleratus was made by exposing the pearlash to an atmosphere of carbonic acid gas in breweries, forming a carbonate of potash. After the disappearance of the forest the industry gradually declined.

Then various parties commenced putting up bicarbonate of soda imported from England and labeling it "saleratus." The new product soon superseded the former, and the old-time saleratus was a thing of the past. What is to-day sold by the trade as "saleratus" is simply bicarbonate of soda.

I have written this article largely from recollection. My father once owned and operated an "ashery" in New York. E. L. Cheeseman.

Value of Scientific Research.

Science for science's sake, science as a cult, pleads Prof. Raphael Meldola, President of the Chemical Society of Great Britain. Scientific research is worthy of national homage whether it leads to immediately practical results or not. Any country which limits its appreciation of research to such branches of science as are likely to lead to industrial developments is low in the scale of civilization. The works of the litterateur or artist appeal directly to the public and can be appreciated according to their merits. Not so the labors of the scientific investigator. His achievements are measured largely by the utilitarian standard, and certainly can not be said to occupy the same position as sister branches of culture. Prof. Meldola has no desire to give countenance to antagonism between pure and applied science. Far from this being the case, the rate of progress is actually measurable by the degree of substitution of pure science for empiricism.

The Death Rattle.

Popular fiction, and especially the stimulating kind written for boys, has familiarized us with the death rattle as an infallible warning of approaching dissolution. We must confess, that, in the first year or so of medical practice, we were somewhat surprised to find that there was no such harsh, rattling sound produced in the throat of dying persons, as we had previously imagined. It was an even greater surprise, in fact, a distinct disappointment, with increasing experience, to be compelled to admit an inability to distinguish any sound in the throat as necessarily indicating approaching death.—Medical Times.

Without doubt the man whose whole character lies in the clothes he buys for himself for Sundays succeeds in clothing a mighty poor soul.

SHEPARD & HAZELTINE, WHOLESALE DRUGGISTS.

AND PROPRIETORS OF
SHEPARD'S FAMILY MEDICINES.
Corner Pearl and Ottawa Streets.

1/2 lb. Pure Alcohol	24	12
1/2 lb. Yarrow		13
1/2 lb. Salt Peter pure	16	48
1/2 lb. Alum	47	14
1/2 lb. Strump Seed	7	21
1/2 lb. of Ransom Syrup	24	60
1/2 lb. of Citric Acid	15	25
1/2 lb. of Jacon Syrup	75	188
1/2 lb. Oil of Sassafras	50	25
1/2 lb. of Cedar	40	50
1/2 lb. Gum Arabic	50	13
1/2 lb. of Paris Dising	75	125
1/2 lb. of Sweet Gum	40	28
1/2 lb. of Cavalier Red	12	50
1/2 lb. Gum Camphor	50	99
1/2 lb. of Jacon Syrup	27	46
1/2 lb. of Keweenaw Dising	127	213
1/2 lb. of Paraffin	20	50
1/2 lb. of Sulphate Potash	20	10
1/2 lb. of Sweet Rhine	75	85
2 lb. of Quinine	325	650
1/2 lb. of Sweetening Syrup	275	138
1/2 lb. of Sal Glycer	4	20
1/2 lb. of Sassafras Root	14	28
1/2 lb. of Sweet Cinnamon	75	85
1/2 lb. of Oil of Monarda	50	143
1/2 lb. of Palsulm	30	15
1/2 lb. of Podophyllin		50
1/2 lb. of Oil of Anise	8	275
1/2 lb. of Sweetening Syrup	250	40
1/2 lb. of Sweet Magnesia		85
1/2 lb. of Oil of Peppermint	75	15
1/2 lb. of Capsicum	5	75
1/2 lb. of Hamamelis Plate	10	100
1/2 lb. of Pice		50

An Old Invoice Written by a Man Still Active in Business

The Tradesman takes pleasure in reproducing herewith a facsimile of an invoice sent out by Shepard & Hazeltine, the predecessors of the Hazeltine & Perkins Drug Co., thirty-one years ago. This invoice was written and priced by Henry B. Fairchild, General Manager of the corporation, who is still active in the business.

arms outstretched, while an unearthly groan seemed to come from everywhere at once. It was my finish! Down crashed the lantern and I took the steps four at a time! By the time I reached the top I was cursing myself for my folly. However, it took all my nerve to return and go through the same experience once more. I hustled Mr. Pneumonia upstairs in a hurry and put him to bed

called "saleratus." When this country was new and covered with forests large quantities of ashes were obtained from burning the logs in clearing the land, and also from using wood for fuel. "Potash works" or "asheries" were located in various parts of the country. I well remember seeing an old "ashery" with a long row of leaches and big iron kettles. As a rule the owner of the

WHOLESALE DRUG PRICE CURRENT

Acidum		Copaiba	1 75@1 85	Scilla Co.	@ 50	Liq Potass Arsenit 10@ 12	Salacin	22@ 25	Oils
Aceticum	6@ 8	Cubebae	1 35@1 40	Tolutan	@ 50	Magnesia, Sulph. 2@ 3	Sanguis Drac's 40@ 50	Whale, winter ..	bbl. gal.
Benzoinum, Ger. .	70@ 75	Erigeron	1 40@1 50	Prunus virg.	@ 50	Magnesia, Sulph bbl 1@ 15	Sapo, W	Lard, extra	70@ 70
Boracic	@ 17	Evechthitos ..	1 00@1 10			Mannia, S. F.	45@ 50	Lard, No. 1	70@ 80
Carbolicum	26@ 29	Gaultheria	2 50@4 00	Tinctures		Menthol	2 90@3 00	Linseed, pure raw	60@ 65
Citricum	65@ 70	Geranium	2 50@4 00	Anconitum Nap'sR	60	Morphia, SP&W 2	80@3 05	Linseed, boiled ..	45@ 48
Hydrochlor	3@ 5	Gossypii Sem gal	70@ 75	Aconitum Nap'sF	60	Morphia, SNYQ 2	80@3 05	Neat's-foot, w str	46@ 49
Nitricum	8@ 10	Hedeoma	50@6 00	Aloes	60	Morphia, Mal. .2	80@3 05	Spts. Turpentine ..	Market
Oxalicum	14@ 15	Junipea	40@1 20	Arnica	60	Morichus Canton.	@ 40		
Phosphorium, dil.	@ 15	Lavendula	90@3 60	Aloes & Myrrh ..	60	Myristica, No. 1 .	28@ 30		
Salicylicum	44@ 47	Limons	2 20@2 40	Asafoetida	60	Nux Vomica po 15	@ 10		
Sulphuricum	13 1/2@ 5	Mentha Piper ..	2 25@2 40	Atropine Belladonna	60	Os Sepia	25@ 28		
Tannicum	75@ 85	Mentha Verid. 3	50@ 3 60	Aurant Cortex ..	60	Pepsin Saac, H &	@ 1 00		
Tartaricum	38@ 40	Morrhuae gal ..	1 60@1 85	Benzoin	60	P D Co	@ 1 00		
Ammonia		Myrcia	3 00@3 50	Benzoin Co.	50	Picis Liq N N 1/2	@ 2 00		
Aqua, 18 deg.	4@ 6	Olive	75@3 00	Barosma	50	Picis Liq qts	@ 1 00		
Aqua, 20 deg.	6@ 8	Picis Liquida ..	10@ 12	Cantharides	75	Picis Liq pints..	@ 60		
Carbonas	13@ 15	Picis Liquida gal	@ 35	Capsicum	50	Pil Hydrarg po 80	@ 50		
Chloridum	12@ 14	Ricina	1 06@1 10	Cardamon	75	Piper Nigra po 22	@ 18		
Aniline		Rosmarini	@ 1 00	Cardamon Co.	1 00	Piper Alba po 35	@ 30		
Black	2 00@2 25	Rosae oz.	5 00@6 00	Catechu	50	Pix Burgum	@ 8		
Brown	80@1 00	Succini	40@ 45	Cinchona	50	Plumbi Acet	12@ 15		
Red	45@ 50	Sabina	90@1 00	Cinchona Co.	50	Pulvis Ip'cet Opil 1	30@1 50		
Yellow	2 50@3 00	Santal	4@ 50	Columbia	50	Pyrethrum, bxs H	@ 75		
Bacca		Sassafras	90@ 95	Cubebae	50	& P D Co. doz.	@ 75		
Cubebae	22@ 25	Sinapis, ess, oz.	@ 65	Cassia Acutifol ..	50	Pyrethrum, pv. .	20@ 25		
Juniperus	8@ 10	Tigil	1 10@1 20	Cassia Acutifol Co	50	Quassia	8@ 10		
Xanthoxylum ..	30@ 35	Thyme	40@ 50	Digitalis	50	Quina, S P & W ..	20@ 30		
Balsamum		Thyme, opt	@ 1 60	Ergot	50	Quina, S Ger	20@ 30		
Copaiba	80@ 90	Theobromas	15@ 20	Ferri Chloridum	35	Quina, N. Y.	20@ 30		
Peru	00@3 25	Potassium		Gentian	50				
Terabin, Canada ..	60@ 65	Bi-Carb	15@ 18	Gentian Co.	60				
Tolutan	40@ 45	Bichromate	13@ 15	Guaiac	50				
Cortex		Bromide	25@ 30	Guaiac ammon ..	60				
Abies, Canadian ..	18	Carb	12@ 15	Hyoscyamus	50				
Cassia	20	Chlorate	12@ 14	Iodine	75				
Cinchona Flava ..	18	Cyanide	34@ 38	Iodine, colorless	75				
Buonymus atro.	60	Iodide	2 50@2 60	Kino	50				
Myrica Cerifera ..	20	Potassa, Bitart pr	30@ 32	Lobelia	50				
Prunus Virginil ..	15	Potass Nitras opt	7@ 10	Myrrh	50				
Quillaia, gr'd	12	Potass Nitras ..	6@ 8	Nux Vomica	75				
Sassafras, po 25 ..	24	Prussiate	23@ 26	Opil	50				
Ulmus	26	Sulphate po	15@ 18	Opil, camphorated	1 50				
Extractum		Radix		Opil, deodorized .	1 50				
Glycyrrhiza Gla. .	24@ 30	Aconitum	20@ 25	Quassia	50				
Glycyrrhiza, po. .	28@ 30	Althae	30@ 35	Rhatany	50				
Haematox	11@ 12	Anchusa	10@ 12	Sanguinaria	50				
Haematox, 1s.	13@ 14	Arum po	@ 25	Serpentaria	50				
Haematox, 1/2s ..	14@ 15	Calamus	20@ 40	Stromonium	60				
Haematox, 1/4s ..	16@ 17	Gentiana po 15 ..	12@ 15	Tolutan	60				
Ferru		Glycyrrhiza pv 15	16@ 18	Valerian	50				
Carbonate Precip. .	15	Hydrastis, Canada	@ 1 50	Veratrum Veride	50				
Citrate and Quina	2 00	Hydrastis, Can. po	@ 2 00	Zingiber	20				
Citrate Soluble ..	55	Hellebore, Alba.	12@ 15						
Ferrocyanidum S	40	Inula, po	18@ 22	Miscellaneous					
Solut. Chloride ..	15	Ipecac. po	2 00@2 10	Aether, Spts Nit 3f	30@ 35				
Sulphate, com'l ..	2	Iris plox	35@ 40	Aether, Spts Nit 4f	34@ 38				
Sulphate, com'l, by	70	Jalapa, pr	25@ 30	Alumen, grd po 7	3@ 4				
Sulphate, pure ..	7	Maranta, 1/4s ..	@ 35	Annatto	40@ 50				
Flora		Podophyllum po.	15@ 18	Antimoni, po ..	4@ 5				
Arnica	15@ 18	Rhei	75@1 00	Antimoni et po T	40@ 50				
Anthemis	40@ 50	Rhei, cut	1 00@1 25	Antipyrin	@ 25				
Matricaria	30@ 35	Rhei, pv.	75@1 00	Antifebrin	@ 20				
Folia		Spigella	1 45@1 50	Argent Nitras oz	@ 53				
Barosma	40@ 45	Sanguinari, po 18	@ 15	Arsenicum	10@ 11				
Cassia Acutifol ..	15@ 20	Serpentaria	50@ 55	Balm Gilead buds	60@ 65				
Cassia, Acutifol ..	25@ 30	Senega	85@ 90	Bismuth S N	2 10@2 25				
Salvia officinalis.	18@ 20	Smilax, off's H. .	@ 48	Calcium Chlor, 1s	@ 10				
1/4s and 1/2s	18@ 20	Smilax, M.	@ 25	Calcium Chlor, 1/2s	@ 10				
Uva Ursi	8@ 10	Scilla po 45	20@ 25	Calcium Chlor, 1/4s	@ 12				
Gummi		Symplocarpus ..	@ 25	Cantharides, Rus.	@ 1 75				
Acacia, 1st pkd. .	@ 65	Valeriana, Eng..	15@ 20	Capsici Fruc's af	@ 20				
Acacia, 2nd pkd. .	@ 45	Zingiber, a	12@ 14	Capsici Fruc's po	@ 22				
Acacia, 3rd pkd. .	@ 35			Cap'i Fruc's B po	@ 15				
Acacia, sifted sts.	@ 18			Carphyllus	25@ 27				
Acacia, rpo.	45@ 65			Carmine, No. 40	@ 25				
Aloe Barb.	22@ 25			Cera Alba	50@ 55				
Aloe, Cape	@ 45			Cera Flava	40@ 42				
Aloe, Socotri	@ 45			Crocus	1 30@1 40				
Ammoniac	55@ 60			Cassia Fructus ..	@ 35				
Asafoetida	35@ 40			Centraria	@ 10				
Benzoinum	50@ 55			Cataceum	@ 35				
Catechu, 1s	@ 13			Chloroform	34@ 54				
Catechu, 1/2s	@ 14			Chloroform Squibbs	@ 50				
Catechu, 1/4s	@ 16			Chloral Hyd Crss 1	35@1 70				
Comphorae	1 30@1 40			Chondrus	20@ 25				
Euphorbium	@ 40			Cinchonidine P-W	38@ 43				
Galbanum	@ 1 00			Cinchonidine Germ	38@ 43				
Gamboge	@ 1 00			Cocaine	3 05@3 30				
Gauliac	@ 35			Corks list D P Ct.	@ 75				
Kino	@ 45			Cresosotum	@ 45				
Mastic	@ 45			Creta	@ 2				
Myrrh	@ 50			Creta, prep.	@ 5				
Opium	5 60@5 85			Creta, precip.	9@ 11				
Shellac	60@ 70			Crocus	80@ 85				
Shellac, bleached	60@ 65			Cudbear	@ 24				
Tragacanth	70@1 00			Cupri Sulph	8 1/2@ 12				
Herba				Dextrine	7@ 10				
Absinthium	4 50@4 60			Emery, all Nos.	@ 8				
Eupatorium oz pk	20			Emery, po	@ 6				
Lobelia	20			Ergota	60@ 65				
Majorium	28			Ether Sulph	70@ 80				
Mentra Pip. oz pk	23			Flake White	12@ 15				
Mentra Ver. oz pk	25			Galla	@ 23				
Rue	39			Gambler	8@ 9				
Tanacetum	22			Gelatin, Cooper..	@ 60				
Thymus V. oz pk	25			Gelatin, French..	35@ 60				
Magnesia				Glassware, fit box	75				
Calcined, Pat.	55@ 60			Less than box ..	70				
Carbonate, Pat.	18@ 20			Glue, brown	11@ 13				
Carbonate, K-M.	18@ 20			Glue white	15@ 25				
Carbonate	18@ 20			Glycerina	16@ 25				
Oleum				Grana Paradisi..	@ 25				
Absinthium	4 90@5 00			Humulus	35@ 60				
Amygdalae Dule. .	75@ 85			Hydrarg Ch...Mt	@ 90				
Amygdalae, Ama 8	00@8 25			Hydrarg Ch Cor.	@ 85				
Anisi	1 60@1 75			Hydrarg Ox Ru'm	@ 1 00				
Aurant Cortex. 2	75@2 85			Hydrarg Ammo'l	@ 1 10				
Bergamii	4 50@4 75			Hydrarg Ungue'm	50@ 60				
Caliputi	85@ 90			Hydrargyrum ..	@ 75				
Caryophylli	1 60@1 70			Ichthyobolla, Am.	90@1 00				
Cedar	50@ 90			Indigo	75@1 00				
Chenopadii	3 75@4 00			Iodine, Resubi .3	85@3 90				
Cinnamoni	1 85@1 95			Iodoform	3 90@4 00				
Citronella	65@ 70			Lupulin	@ 40				
Conium Mac	80@ 90			Lycopodium	70@ 75				
				Macis	65@ 70				

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		Index to Markets	
By Columns		By Columns	
Col		Col	
A		1	
Ammonia	1	Arctic Ammonia	Doz.
Axle Grease	1	12 oz. ovals 2 doz. box	75
B		2	
Baked Beans	1	Cove, 1lb.	1 05
Bath Brick	1	Cove, 2lb.	1 85
Bluing	1	Cove, 1lb. Oval	1 20
Brooms	1	Plums	85
Brushes	1	Peas	1 25 @ 1 60
Butter Color	1	Early June Sifted	1 65
C		3	
Candies	1	Pineapple	1 15
Canned Goods	1	Yellow	1 75 @ 2 25
Carbon Oils	1	Grated	2 50
Catsup	1	Sliced	2 40
Cereals	1	Pumpkin	80
Cheese	1	Good	90
Chewing Gum	1	Fancy	1 00
Chicory	1	Gallon	2 60
Chocolate	1	Raspberries	1 20 @ 1 40
Clothes Lines	1	Standard	1 20 @ 1 40
Cocoa	1	Salmon	1 80 @ 2 00
Cocoanut	1	Col'a River, tall	1 80 @ 2 00
Cocoa Shells	1	Col'a River flats	2 10 @ 2 20
Coffee	1	Red Alaska	1 25 @ 1 35
Confections	11	Pink Alaska	1 00
Crackers	1	Sardines	3 1/2 @ 3 1/2
Cream Tartar	4	Domestic	1 1/2 @ 1 1/2
D		4	
Dried Fruits	4	Domestic, Must'd	6 @ 9
E		5	
Farinaceous Goods	5	California, 1/2s	11 @ 14
Fish and Oysters	10	California, 1/2s	17 @ 24
Fishing Tackle	5	French, 1/2s	17 @ 24
Flavoring extracts	5	French, 1/2s	18 @ 28
Fresh Meats	5	Shrimps	1 20 @ 1 40
F		6	
Gelatine	5	Succotash	85
Grain Bags	5	Good	1 00
Grains and Flour	5	Fancy	1 25 @ 1 40
G		7	
Herbs	6	Standard	1 10
Hides and Pelts	10	Fancy	1 40 @ 2 00
H		8	
Jelly	5	Fair	1 10
I		9	
Licorice	6	Good	1 20
J		10	
Matches	6	Fancy	1 40
Meat Extracts	6	Gallons	3 75
Mince Meat	6	CARBON OILS	
Molasses	6	Barrels	
Mustard	6	Perfection	10 @ 10 1/2
N		Water White	
Nuts	11	D. S. Gasoline	10 @ 17
O		Gas Machine	
Olives	6	Deodor'd Nap'a	24 @ 24 1/2
P		Cylinder	
Pipes	6	Engine	16 @ 22
Pickles	6	Black, winter	8 1/2 @ 10
Playing Cards	6	CEREALS	
Petash	6	Breakfast Foods	
Provisions	6	Bordeau Flakes, 36 lb.	2 50
R		Cream of Wheat, 36 lb.	
Rice	7	Egg-O-See, 36 pkgs.	2 85
S		Exello Flakes, 36 lb.	
Salad Dressing	7	Exello, large pkgs.	4 50
Saleratus	7	Force, 36 2 lb.	4 50
Salt	7	Grape Nuts, 2 doz.	2 70
Salt Fish	7	Malta Ceres, 24 lb.	2 40
Seeds	7	Malta Vita, 36 lb.	2 85
Shoe Blacking	7	Mapl-Flake, 36 lb.	4 05
Snuff	7	Pillsbury's Vitos, 3 dz.	4 25
Soap	7	Ralston, 36 2lb.	4 60
Soda	7	Sunlight Flakes, 36 lb.	2 85
Soups	7	Sunlight Flakes, 20 lbs	4 50
Spices	7	Vigor, 36 pkgs.	2 75
Starch	7	Voigt Cream Flakes	4 50
Syrups	7	Zest, 20 2lb.	4 10
T		Zest, 36 small pkgs.	
Tea	8	Crescent Flakes	2 50
Tobacco	8	One case	2 50
Twine	8	Five cases	2 40
V		One-half case free with	
Vinegar	9	5 1/2 cases.	
W		One-fourth case free with	
Wicking	9	2 1/2 cases.	
Woodenware	9	Freight allowed	
Wrapping Paper	10	Rolls	
Y		Steel Cut, 100 lb. sks.	
Yeast Cake	10	Monarch, bbl.	5 35
		Monarch, 90 lb. sacks	2 55
		Quaker, 18-2	1 55
		Quaker, 20-5	4 20
		Cracked Wheat	
		Bulk	3 40
		24 2 lb. packages	2 50
		CATSUP	
		Columbia, 25 pts.	4 50
		Columbia, 25 1/2 pts.	2 60
		Snider's quarts	3 25
		Snider's pints	2 35
		Snider's 1/2 pints	1 30
		CHEESE	
		Aome	14
		Climax	13 1/2
		Elsie	13

3

4

5

Emblem @ 14 1/2
Gem @ 14 1/2
Ideal @ 14
Jersey @ 14
Riverside @ 14
Springdale @ 13
Warner's @ 14 1/2
Brick @ 15
Laiden @ 15
Limburger @ 15
Pineapple @ 15
Sap Sago @ 22
Swiss, domestic @ 16
Swiss, imported @ 20

CHEWING GUM
American Flag Spruce 50
Boeman'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 8
Red 8
Eagle 8
Frank's 7
Schenner's 6

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 40
Cleveland 41
Colonial, 1/4s 35
Colonial, 1/2s 35
Epps 42
Huyler 42
Lowney, 1/4s 40
Lowney, 1/2s 39
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
Dunham's 1/4s & 1/2s 27
Dunham's 1/4s 28
Dunham's 1/2s 29
Bulk 13

COFFEE
Common 13 1/2
Fair 14 1/2
Choice 15 1/2
Fancy 20
Common Santos 13 1/2
Fair 14 1/2
Choice 15 1/2
Fancy 19
Peaberry 19

COFFEE
Fair 13 1/2
Choice 14 1/2
Fancy 15 1/2
Common Santos 13 1/2
Fair 14 1/2
Choice 15 1/2
Fancy 19
Peaberry 19

COFFEE
Fair 13 1/2
Choice 14 1/2
Fancy 15 1/2
Common Santos 13 1/2
Fair 14 1/2
Choice 15 1/2
Fancy 19
Peaberry 19

COFFEE
Fair 13 1/2
Choice 14 1/2
Fancy 15 1/2
Common Santos 13 1/2
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Fair 13 1/2
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Common Santos 13 1/2
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Fancy 15 1/2
Common Santos 13 1/2
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Peaberry 19

COFFEE
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Choice 14 1/2
Fancy 15 1/2
Common Santos 13 1/2
Fair 14 1/2
Choice 15 1/2
Fancy 19
Peaberry 19

COFFEE
Fair 13 1/2
Choice 14 1/2
Fancy 15 1/2
Common Santos 13 1/2
Fair 14 1/2
Choice 15 1/2
Fancy 19
Peaberry 19

COFFEE
Fair 13 1/2
Choice 14 1/2
Fancy 15 1/2
Common Santos 13 1/2
Fair 14 1/2
Choice 15 1/2
Fancy 19
Peaberry 19

Cracknels 16
Coffee Cake, pl. or iced 10
Cocoanut Taffy 12
Cocoanut Bar 10
Cocoanut Drops 12
Cocoanut Honey Cake 12
Cocoanut Hon. Fingers 12
Cocoanut Macaroons 18
Dandelion 10
Dixie Cookie 9
Frosted Cream 8
Frosted Honey Cake 12
Fluted Cocoanut 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 31
Marshmallow Walnuts 16
Mariner 11
Molasses Cakes 8
Molican 11
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
Pretzettes, Hand Md. 8
Pretzettes, Mac. Md. 7 1/2
Raisin Cookies 8
Revere, Assorted 14
Rube 8
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 small 8
Superba 8
Sponge Lady Fingers 25
Sugar Crimp 8
Vanilla Wafers 16
Waverly 8
Zanzibar 9

COFFEE
Fair 13 1/2
Choice 14 1/2
Fancy 15 1/2
Common Santos 13 1/2
Fair 14 1/2
Choice 15 1/2
Fancy 19
Peaberry 19

COFFEE
Fair 13 1/2
Choice 14 1/2
Fancy 15 1/2
Common Santos 13 1/2
Fair 14 1/2
Choice 15 1/2
Fancy 19
Peaberry 19

COFFEE
Fair 13 1/2
Choice 14 1/2
Fancy 15 1/2
Common Santos 13 1/2
Fair 14 1/2
Choice 15 1/2
Fancy 19
Peaberry 19

COFFEE
Fair 13 1/2
Choice 14 1/2
Fancy 15 1/2
Common Santos 13 1/2
Fair 14 1/2
Choice 15 1/2
Fancy 19
Peaberry 19

COFFEE
Fair 13 1/2
Choice 14 1/2
Fancy 15 1/2
Common Santos 13 1/2
Fair 14 1/2
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Fancy 19
Peaberry 19

COFFEE
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Choice 14 1/2
Fancy 15 1/2
Common Santos 13 1/2
Fair 14 1/2
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Fancy 19
Peaberry 19

COFFEE
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Choice 14 1/2
Fancy 15 1/2
Common Santos 13 1/2
Fair 14 1/2
Choice 15 1/2
Fancy 19
Peaberry 19

COFFEE
Fair 13 1/2
Choice 14 1/2
Fancy 15 1/2
Common Santos 13 1/2
Fair 14 1/2
Choice 15 1/2
Fancy 19
Peaberry 19

COFFEE
Fair 13 1/2
Choice 14 1/2
Fancy 15 1/2
Common Santos 13 1/2
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Fancy 19
Peaberry 19

COFFEE
Fair 13 1/2
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Fancy 15 1/2
Common Santos 13 1/2
Fair 14 1/2
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COFFEE
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Fancy 15 1/2
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COFFEE
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Common Santos 13 1/2
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Fancy 15 1/2
Common Santos 13 1/2
Fair 14 1/2
Choice 15 1/2
Fancy 19
Peaberry 19

COFFEE
Fair 13 1/2
Choice 14 1/2
Fancy 15 1/2
Common Santos 13 1/2
Fair 14 1/2
Choice 15 1/2
Fancy 19
Peaberry 19

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 25
Farina
24 lb. 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. 7

Taploca
Flake, 110 lb. sacks 7 1/2
Flake, 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
3 oz. Taper 2 00
No. 4 Rich. Blake 2 00 1 50

Jennings D. C. Brand
Terpeness Ext. Lemon
Doz.
No. 2 Panel 75
No. 4 Panel 1 50
No. 6 Panel 2 00
Taper Panel 1 50
2 oz. Full Meas. 1 20
4 oz. Full Meas. 2 25

Jennings D C Brand
Extract Vanilla
Doz.
No. 2 Panel 1 20
No. 4 Panel 2 00
No. 6 Panel 3 00
Taper Panel 2 00
1 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 bl 19 1/2

GRAINS AND FLOUR
Wheat
New No. 1 White 87
New No. 2 Red 88
Winter Wheat Flour
Local Brands
Patents 5 35
Second Patents 5 15
Straight 4 75
Second Straight 4 55
Clear 4 00
Subject to usual cash discount.
Flour in barrels, 25c per barrel additional.
Worden Grocer Co.'s Brand
Quaker, paper 4 70
Quaker, cloth 4 90
Wykes & Co.
Eclipse 4 60
Kansas Hard Wheat Flour
Judson Grocer Co.
Fanchon, 1/2s cloth 5 50
Grand Rapids Grain & Milling Co. Brands
Wizard, assorted 4 40
Graham 4 30
Buckwheel 5 00
Rye 3 85
Spring Wheat Flour
Roy Baker's Brand
Golden Horn, family 5 35
Golden Horn, baker's 5 25
Calumet 4 90
Wisconsin Rye 4 85
Judson Grocer Co.'s Brand
Ceresota, 1/2s 6 00
Ceresota, 1/4s 5 90
Ceresota, 1/8s 5 80
Lemon & Wheeler's Brand
Wingold, 1/2s 5 90
Wingold, 1/4s 5 80
Wingold, 1/8s 5 70
Pillsbury's Brand
Best, 1/2s cloth 5 80
Best, 1/4s cloth 5 70
Best, 1/8s cloth 5 60
Best, 1/2s paper 5 60
Best, 1/4s paper 5 60
Best, wood 5 90
Worden Grocer Co.'s Brand
Laurel, 1/2s cloth 5 80
Laurel, 1/4s cloth 5 70
Laurel, 1/8s & 1/2s paper 5 60
Laurel, 1/2s 5 60
Wykes & Co.
Sleepy Eye 1/2s cloth 5 60
Sleepy Eye, 1/4s cloth 5 40
Sleepy Eye, 1/8s cloth 5 30
Sleepy Eye, 1/2s paper 5 30
Sleepy Eye, 1/4s paper 5 30

6	7	8	9	10	11
Meal Bolted 3 00 Golden Granulated 3 15 St. Car Feed screened 25 00 No 1 Corn and Oats 25 00 Corn, cracked 24 50 Corn eMal, coarse 24 50 Winter Wheat Bran 23 00 Winter Wheat Mid'ng 23 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 50 Less than carlots 51 Corn Carlots 60 Less than carlots 62 Hay No. 1 timothy car lots 19 00 No. 1 timothy ton lots 20 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 2 10 15 lb. pails, per pail. 45 30 lb. pails, per pail. 82 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip .4 50 @ 4 75 MEAT EXTRACTS Armour's, 2 oz. 45 Armour's, 4 oz. 80 Liebig's Chicago, 2 oz. 25 Liebig's Chicago, 4 oz. 50 Liebig's Imported, 2 oz. 45 Liebig's Imported, 4 oz. 50 MOLASSES New Orleans Rancy 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. 1 45 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count. 6 75 Half bbls., 600 count. 4 00 Small Half bbls., 1,200 count 4 75 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20, Rover enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourn't whist. 2 25 POTASH 48 cans in case 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 18 00 Clear Back 17 75 Short Cut 17 50 Bean 16 00 Brisket, Clear 19 00 Pig 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 13 Bellies 11 3 Extra Short 11 Smoked Meats Hams, 12 lb. average. 13 1/2 Hams, 14 lb. average. 13 1/2 Hams, 16 lb. average. 13 1/2 Hams, 18 lb. average. 13 1/2 Skinned Hams 15 Ham, dried beef sets. 15 California Hams 9 1/2 Picnic Boiled Hams 15 Boiled Ham 21 Berlin Ham, pressed 8 1/2 Mince Ham 9 Lard Compound 9 3/4 Pure in tierces 1/2 50 lb. tubs. advance 1/2 60 lb. tubs. advance 1/2 50 lb. tins. advance 1/2 50 lb. pails. advance 1/2 10 lb. pails. advance 1/2 8 lb. pails. advance 1	Sausages Bologna 5 1/2 Liver 8 1/2 Frankfort 8 Pork 7 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/4 bbls. 1 10 1/4 bbls., 40 lbs. 1 85 1/4 bbls. 1 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/4 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterline Solid dairy 10 @ 12 Country Rolls 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 40 Corned beef, 1 lb. 1 35 Roast beef, 2 lb. 2 40 Roast beef, 1 lb. 1 30 Potted ham, 1/4 45 Potted ham, 1/2 45 Deviled ham, 1/4 45 Deviled ham, 1/2 45 Potted tongue, 1/4 45 Potted tongue, 1/2 45 RICE Fancy 7 @ 1/2 Japan 5 1/2 @ 1/2 Broken 3 1/2 @ 3/4 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 1/2 3 00 SAL SODA Granulated, soda 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 20 10 1/2 lb. sacks 1 90 50 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 Granulated, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks .7 1/2 @ 10 1/2 Pellock @ 5 Halibut Strips 13 Chunks 13 1/2 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/4 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 80 Norwegian Round, 100lbs. 3 75 Round, 40lbs. 1 75 Scaled 12 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 16 Mess, 40lbs. 10 Mess, 10lbs. 6 Mess, 8lbs. 4 No. 1, 100lbs. 14 00 No. 1, 4 lbs. 5 60 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 36 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Poppy 9 Rape 6 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small. 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox 3 50 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 50 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 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. E. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large. 4 50 Gold Dust, 100-5c. 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Sapoline 4 10 Babbitt's 1776 3 75 Roseme 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, Amboyana 25 Cloves, Zanzibar 20 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 17 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 4 @ 5 1lb. packages 4 @ 5 3lb. packages 4 @ 5 6lb. packages 4 @ 5 40 and 50lb. boxes 3 1/4 @ 3 1/2 Common Corn 20lb. packages 5 40lb. packages 4 @ 7 SYRUPS Corn Barrels 27 Half Barrels 29 20lb. cans 1/2 dz in cs 1 90 10lb. cans 1/2 dz in cs. 1 90 5lb. cans 2 dz in cs. 1 90 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, medium 36 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 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kylo 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 34 Piper Heidsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 40 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpah 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 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32 Forex-XXXX 32 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 26 Cotton, 4 ply 26 Jute, 2 ply 14 Hemp, 6 ply 14 Flax, medium N. 21 Wool, 1 lb. balls 10 VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80 gr 12 1/2 Pure Cider, B & B 14 Pure Cider, Robinson. 12 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 00 Bushels, wide band 1 25 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 8 75 Willow, Clothes, me'm 7 75 Willow, Clothes, small 6 75 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each. 2 40 Barrel, 10 gal., each. 2 55 Barrel, 15 gal., each. 2 70	Clothes Pins Round head, 5 gross bx 55 Round head, cartons. 70 Egg Crates and Fillers. Humpty Dumpty, 12 doz. 20 No. 1 complete 40 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 cedar, an red, brass 2 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 20-in. Cable No. 1 9 25 18-in. Cable No. 2 8 25 16-in. Cable No. 3 7 25 No. 1 Fibre 11 75 No. 2 Fibre 10 25 No. 3 Fibre 9 50 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 75 Double Peerless 4 25 Single Peerless 4 25 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 34 Flare Manila, white. 2 34 Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 34 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. 55 FRESH FISH Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 11 1/2 Trout 11 1/2 Halibut 10 Ciscos or Herring 7 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 Calfskin, green No. 2 10 1/2 Calfskin, cured No. 1 13 1/2 Calfskin, cured No. 2 12 Pelts Old Wool 30 Lambs 30 @ 50 Shearlings 25 @ 50 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @ 26 Unwashed, fine. @ 21	CONFECTIONS Stick Candy Pails Standard 8 Standard H H 8 Standard Twist 8 1/2 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 10 Cut Leaf 8 1/2 Leader 8 1/2 Kindergarten 10 Bon Ton Cream 9 1/2 French Cream 9 1/2 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 10 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 12 Peanut Squares 10 Sugared Peanuts 11 Salted Peanuts 11 Starlight Kisses 11 Han Blas Goodies 12 Lozenges, plain 9 1/2 Lozenges, printed 10 Champion Chocolate 12 Eclipse Chocolates 14 Eureka Chocolates 14 Quintette Chocolates 13 Champion Gum Drops 8 1/2 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 11 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy-In 5lb. Boxes Lemon Sours 55 Old Fashioned Hore- hound Drops 10 Peppermint Drops 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. 40 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar. 60 Hand Made Crms. 90 @ 90 Cream Buttons 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment. 6 75 Scientific Ass't. 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s. 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 2 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell 15 @ 17 Brazilis 15 @ 17 Filberts 13 Cal. No. 1 16 Walnuts, soft shelled @ 16 Walnuts, Grenoble. 15 Table nuts, fancy. 15 Pecans, med. 16 Pecans, ex. large. 18 Pecans, Jumbos 20 Hickory Nuts per bu. Ohio new 5 Cocanuts 5 Chestnuts, New York State, per bu. 5 Shelled Spanish Peanuts 9 @ 10 Pecan Halves 7 1/2 Walnut Halves 32 Filbert Meats 27 Alicante Almonds. 42 Jordan Almonds 47 Peanuts Fancy, H. P. Suns 7 1/2 @ 7 1/2 Roasted 8 1/2 @ 8 1/2 Choice, H. P. Jumbo @ 9 1/2 Roasted @ 10 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes...75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
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

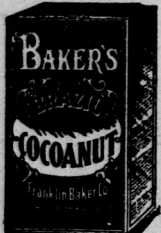
CIGARS



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 3/4 lb. pkg. per case 2 60
15 1/4 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass5 1/2 @ 9
Hindquarters7 1/2 @ 10
Loins5 @ 14
Rounds7 @ 8
Chucks5 @ 6 1/2
Plates5 @ 5
Jivers3 @ 3

Pork

Loins@ 11
Dressed@ 8 1/2
Boston Butts@ 9
Shoulders@ 9
Leaf Lard@ 9 1/2
Trimnings@ 9

Mutton

Carcass@ 9 1/2
Lambs13 1/2
Spring Lambs@ 14

Veal

Carcass6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 50

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1/4 to 2 in.7
1/4 to 2 in.9
1/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 15
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 25
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

If you want to sell
your business.

If you want to buy
a business.

If you want a
partner.

If you want a sit-
uation.

If you want a good
clerk.

If you want a
tenant for your
empty store-
room.

If you would trade
your stock for
real estate.

If you want at any
time to reach
merchants,
clerks, traveling
salesmen, brok-
ers, traders—
business men
generally

Try a
Michigan Tradesman
Business
Want
Ad
On Opposite Page

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

Splendid investment, nets \$90 to \$100 per month. Box 216, Mendon, Mich. 91

For Sale—Clean store of drugs and fixtures, in resort town. Last year's business \$9,200. Inventories \$4,100. Will sell for \$4,000. Can increase 25%. Good trade the entire year. Full prices, two doctors' business. Money maker. Good country and foreign trade. Address Pharmacy, care Michigan Tradesman. 90

For Sale—Clean stock dry goods and groceries. First-class town located in best Southern Michigan farming section. No competition. E. D. Wright, c-o Muselman Grocer Co., Grand Rapids, Mich. 88

For Sale—Hotel and general store, under one roof; brick building, in good railroad town. Address H. Paulsen, Gowen, Mich. 86

For Sale—Book, stationery, school supply business, with soda fountain in connection; invoice about \$3,000; a high-class proposition. Reason for selling, failing health. J. D. Van Volkenburgh, Hamilton, Mo. 85

For Rent Sept. 1—Store building 26x95 feet on the best business corner in Saugatuck. Has been occupied as a general store for many years. Will lease at very low rental. Only one other general store in town of about one thousand population. Address or call on A. B. Taylor, Saugatuck, Mich. 84

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

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

To Rent—Store, 17x80 feet, at Wayland. Good location for any mercantile line. Address C. H. Ward, Wayland, Mich. 71

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

For Sale—Bazaar stock, invoices better than \$800, at less than 50c on dollar. Address M. L. Blacker, Eaton Rapids, Mich. 53

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

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

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—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! 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 355, 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 tin shop. 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—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—Corner drug store, inventories about \$3,500. Reason, ill health. Box 787, Cheboygan, Mich. 2

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—Drug stock and building. Good location. Will give time on part. A. M. Herrington, Freepoint, Mich. 34

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

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 money maker. Address No. 770, care Michigan Tradesman. 770

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 rooms above store. Rent, \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$8,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

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. 528, care Michigan Tradesman. 528

HELP WANTED.

Wanted—An experienced clerk for country department store. No dead ones, but a clerk in every sense. Must give best of references and make good. State age, married or single and salary. Address Lock Box 4, Hopkins, Mich. 89

Wanted—Experienced shoe clerk, salary \$10 per week. Must be a good worker and reliable. Send references. Prefer single man. P. C. Sherwood & Son, Ypsilanti, Mich. 87

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

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.

THE Keeley Cure
LIQUOR MORPHINE
27 Years Success
ONLY ONE IN MICH. WRITE FOR INFORMATION.
GRAND RAPIDS, 265 So. College Ave.

POST CARDS

Our customers say we show the best line. Something new every trip. Be sure and wait for our line of Christmas, New Year, Birthday and Fancy Post Cards. They are beautiful and prices are right. The sale will be enormous.

FRED BRUNDAGE

Wholesale Drugs
Stationery and Holiday Goods
32-34 Western Ave. Muskegon, Mich.

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.

Office Stationery
LETTER, NOTE AND BILL HEADS
STATEMENTS, ENVELOPES, COUNTER BILLS.
TRADESMAN COMPANY
GRAND RAPIDS

OUR COAL SUPPLY.

Some three-quarters of a century ago Thomas Campbell, an English poet, in one of his compositions depicted the frightful condition of the last man, the last human being left on our planet, freezing to death. All the coal, all the forests and all the combustible material had been consumed and finally when the entire population had perished save this unfortunate there was nothing left that could be used to make a fire, all the timber of the houses and the wood of the furniture having been exhausted by the wretched people before they died.

This seemed at the time to be an extravagant creation of a frenzied imagination, but the scientists have gotten hold of the story and they are fixing up a scheme to make it a reality. It seems that the wise men of the United States Geological Survey have been figuring on the coal supply in this country. M. R. Campbell, not the fellow who wrote the poem about the "last man," but the chief of the coal and fuel division of the Survey, has presented some statements as the result of his explorations and studies.

That official has prepared an estimate that shows the total quantity of coal stored in the ground in our country at about 2,200,000,000,000 short tons. From this there has been extracted, according to Mr. Parker's statement, about 4,625,000,000 short tons. Assuming for every ton of coal mined there is half a ton lost, this represents an exhaustion of nearly 7,000,000,000 tons, or only about one-third of 1 per cent. of the total supply.

We produced and consumed in 1896, in round numbers, 343,000,000 short tons, which represented about 500,000,000 tons of exhaustion, since less coal is lost per ton mined than formerly. At this rate, if no increase be allowed for, the bituminous coal supply would last about 4,000 years. However, taking into account the probable rate, first, of increase and later, decrease in production, experts of the Geological Bureau are of opinion the bulk of cheaply mined bituminous coal will be exhausted within 200 more years. But when the period of decrease in production sets in, they say, the need for the fuel will doubtless be supplied in a considerable degree by the utilization of other forces of nature, thus extending the life of the bituminous coal fields still farther.

So far as anthracite coal is concerned, predictions of exhaustion have been based on the estimates by the Pennsylvania Geological Survey, showing that there were originally in the ground about 19,500,000,000 long tons of coal. For every ton of coal mined one and one-half tons were lost. This means only 7,800,000,000 tons, if the original supply were recoverable.

Up to the close of 1906 production amounted approximately to 1,650,000,000 tons, which would leave 6,150,000,000. At the rate of about 65,000,000 tons a year this supply would last about ninety years.

Later estimates made by William Griffith, of Scranton, Pa., placed the

quantity of minable anthracite in the ground at the close of 1905 at 5,073,786,750 long tons. Since then a trifle over 600,000,000 tons have been mined, leaving about 4,470,000,000 tons available. Under this estimate, at the rate of 65,000,000 tons a year, the supply would last only seventy years. Against both these estimates must be set the fact that production will not be maintained at the present rate until the coal is gone.

The production of anthracite, experts say, has about reached its maximum. When it does begin to decrease the rate probably will be slow. Moreover, with improved mining methods and the increased price of coal, beds are now being worked which were not included in the available reserves when the estimates were prepared.

During the last fifty years production has increased enormously, the output for each decade being nearly double that of the preceding one. Experts say that if this rate of increase were to continue uninterruptedly we might look for the exhaustion of the bituminous supply early in the next century.

It is ridiculous what frightful scares the scientists are so fond of fixing up to drive the ignorant laity into panics. One time our poor little planet, which is a pitiful affair when compared with the big fellows like Jupiter and Saturn, is to come in collision with a vast and swiftly-rushing comet. Our earth is traveling at the rate perhaps of a million miles a day, and that is a pretty good speed. If we should run foul of a comet traveling quite as fast we would be knocked into the middle of next week, or the next century, and so would the comet, which is at least a consolation.

Fortunately, the people of our little globe have ceased to get scared at such predictions. Years ago, when the old men of to-day were youngsters, "Father Miller," a New York religious fanatic, foretold the near approach and fixed the date for the grand final "Day of Judgment." His prophecy failed and he revised his calculations only to find that his predictions were all worthless. He scared the people of his day terribly, but when they found that such prophecies were all wrong they ceased to trouble themselves over anybody's predictions and nobody is going to lose a minute's sleep over this coal business.

The scientists have not told us, but we now tell the scientists that when all the coal and wood shall be consumed there will be just as much carbon on our globe as ever there was, and just as much oxygen. With these we can make all the fire we shall need, and that will be all of their cock and bull story.

The Texas Attorney General has given an opinion that under the new railroad law the State Railroad Commissioners must buy their own tickets and pay for them out of their own pockets, even though traveling on public business. The Commissioners were very active in securing the passage of the law, and now they must take their own medicine.

BUNCOMBE OF SPORTS.

Doubtful enterprises must, if they have any financial credit at all, gain that credit through the resources and personal equation of one or more individuals.

And so it happens that professional gamblers must of necessity make good whatever word they may pass, and, as a rule, are unable to give any security for financial favors extended other than their word.

It is a case of compulsion with the saloonkeeper as it is with the gambler, the matter of credit. Both are engaged in vocations not accepted generally as reputable and so the stability of their word of honor is their best asset.

For this reason your professional gambler, your keeper of a poker-joint, your faro dealer, your follower of the races, the average all 'round sport and your saloonkeeper are eternally parading the fact that their word is as good as their bond; that they would rather trust their cash with some one of their own sort than with some bank president or some well-known reputable business man. In this way one is everlastingly hearing about the sporting man's honor, the saloon man's rectitude and much other rot of the same sort.

The "patter" of the race track and the slang of bar rooms and gambling halls are ever in evidence when a matter of public policy is up for discussion, and so has been evolved the phrase, "wide-open town," or city or association. The men whose "word is as good as their bond" are almost unanimously in favor of the wide-open policy, and their stock argument is that they pay their taxes and observe the law.

True, they do pay taxes, but with now and then a rare exception they do not obey the laws. They are, as a rule, most expert in evading the laws, the only offense they are willing to acknowledge under stress being that they were caught at it. All classes of business are carried on as tax paying enterprises and a certain percentage of taxes goes toward paying for protection of various kinds without which it would be impossible to conduct business.

Considering the protection received and the need for such protection the saloons do not pay taxes equivalent to the taxes paid by other classes of business. Street and alley facilities, sewer resources, protection against fire, burglars, petty thieves and the committing of all other crimes are quite as necessary, if not more so, to the saloonkeepers as they are to any other class of business men. Therefore it is very difficult to discover any legitimate foundation for the saloon man's perpetual parade of the fact that he pays his taxes. Of course he pays his taxes just as he keeps his word, simply because there is no way to evade them and remain in business.

And these wide-open, everything-goes sort of people are not invariably willing to make their word good. Let any exigency arise where, without establishing a record liable to get back to the ears of those with whom they have dealings habitually, they can evade "making good"

and they are quite as liable to evade as are any other class on earth. "Honor among thieves" is a hackneyed old saw, but it applies to the sporting classes only by compulsion.

All this is a mere prelude to the widespread practice in this city of providing money to saloonkeepers with which to cash checks for mechanics, machine hands and laborers on pay days. There is nothing unlawful in this, but the charge is made (but not proven) that certain industrial establishments in the paying off of employees by checks connive with neighboring saloonkeepers by forcing them late on pay days to get their checks cashed at nearby saloons. And the result is that with their money in hand these employees manage to leave a large percentage of their earnings behind the various bars, to say nothing of the befuddled or quarrelsome condition of many of them when they reach their respective homes.

This charge, here given only in barest outline, is made daily and emphatically and it is a serious one if true.

Whether true or not, it is a game of a piece with many other saloon games and beyond question originated with saloon "men whose word is as good as their bond" and who pay taxes and obey the laws.

The speediest and most effectual way to disprove the charge is for every industrial establishment which pays off its help by checks to place those checks in the hands of their employees in time for them to visit the bank and get their cash, or, better still, to pay them off in currency.

The changes in market prices that have occurred in the past ten years are plainly shown in a proposition recently made by a manufacturer to a farmer. The farmer wanted to buy a team harness for which the price asked was \$45. He happened to remember that about ten years ago he bought a harness just like it from the same dealer for \$35, and mentioned the fact. The dealer went to his book and found this to be true. "But," said the dealer, "my books show that you did not pay cash for it because you did not have the money. You hauled in 600 pounds of pork and 100 dozen of eggs for the harness. Now, I'll tell you what I'll do: If you bring me 600 pounds of good pork and 100 dozen of fresh eggs I will give you the \$45 harness, also a \$7 plush robe, one whip and riding bridle worth \$1.50, two leather halters worth \$2.50, brush and curry comb worth \$1, and a raw-hide buggy whip worth \$1."

The really careful man knows what cares he can afford to lose.

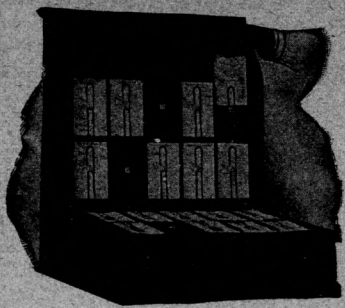
BUSINESS CHANCES.

For Sale—Cheap for cash, general store, doing good cash business. W. J. Gonderman, St. Johns, Mich. 92

For Sale—An up-to-date grocery stock, doing a good business in a live Southern Michigan city. Will sell or trade for real estate. Address No. 94, care Michigan Tradesman. 94

Best confectionery store in town of 20,000 for sale. Stock that will inventory \$4,000 can be bought for \$1,800. Includes \$2,200 innovation fountain. Business will net \$1,500 clean profit per year at present time. Forced sale. Write E. L. Dail, Livingston Hotel, Grand Rapids, Mich. 93

Wanted—Grocery or general merchandise stock, small town or country store. Give full particulars. Address No. 95, care Michigan Tradesman. 95



Systems To Fit Your Business!

The McCASKEY ACCOUNT REGISTER system is the ONLY COMPLETE, up-to-the-minute, ONE-WRITING system on the market.

200 Styles and Sizes

Made to fit your requirements.

No red tape or bothersome details.

SO SIMPLE the average school child can handle accounts as easily as the college graduate.

The McCASKEY ACCOUNT REGISTER and the FAMOUS MULTIPLEX PADS beat the world.

The quickest way of handling accounts ever invented.

No copying or posting—no night work—no disputes—no forgotten charges—a good collector.

Be wise and investigate this great money saver.

Our 64 page catalog FREE. Do you want to know?

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Mfrs. of the Famous Multiplex Duplicate and Triplicate Carbon Pads; also End Carbon, Side Carbon and Folded Pads

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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

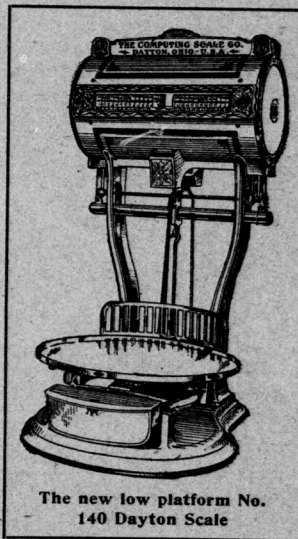
restraining all parties from interfering with DAYTON Scales now in use in that city. Full text of the action and Court's decision sent free upon request.

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

Highest Quality and Lowest Possible Prices

Blue Decorated Stoneware



Extra fine quality white glazed stoneware with blue stenciled decorations and lettering.

Ask for Price on

Open Butter Jars. 2-3-5 and 10 pound sizes. Retail prices 5, 8, 10 and 12 cents.

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.

Lenox Covered Butters. Handsome raised decorations. One and two quart sizes.

Best White Glazed Ohio Stoneware

Ask for Lowest Prices on

Tomato Jugs. ½ gallon and 1 gallon size.

Regular Jugs. From ¼ 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 Cuspidors



90

Cents Per Doz.

Highly glazed inside and out, blue band and mottled decorations. A big value and splendid seller.

Whitestone Chambers



No. 12 Open. Per dozen \$1 00
No. 9 Open. Per dozen 1 30
No. 12 Covered. Per dozen 1 50
No. 9 Covered. Per dozen 2 00



LAMP CHIMNEYS

of every description (No charge for cases)

Common Grade

Each in corrugated tube 6 dozen in box

Per box

No. 1 Sun. \$1.85

No. 2 Sun. 2.85

"O. K." Brand

Best quality lime glass

(Trade marked)

Each chimney in carton, 6 dozen in case.

No. 2 Electric Per case \$4 20

No. 2 Rochester. 4 20

"Royal" Brand Chimneys

(Trade marked)

Best flint glass and each put up in printed carton, 6 dozen in case.

No. 1 Sun, crimped top. Per case \$3 25

No. 2 Sun, crimped top. 4 10

No. 2 Rochester, 10 inch. 4 60

No. 2 Rochester, 12 inch. 7 50

No. 2 Electric. 4 60

No. 2 Electric (slim). 4 60

No. 00 Belgian for No. 3. 7 50

No. 3 Rochester, 3 dozen in case. 4 50

"Acme" Brand Chimneys

(Trade marked)

Highest grade lead flint. Each chimney put up in printed carton, 6 dozen in case.

No. 1 Sun, crimped top. Per case \$4 00

No. 2 Sun. 5 00

No. 2 Electric. 5 50

No. 2 Electric (slim). 5 50

No. 2 Rochester, 10 inches. 5 50

No. 2 Rochester, 12 inches. 8 75

No. 2 B. & H., 10 inches. 5 50

No. 3 Rochester for mammoth Rochester lamps. 3 dozen in case 5 85

Pearl Glass Chimneys

The toughest chimney on the market. Each put in carton, 1 dozen in corrugated "Gem" packer. Also in cases of 6 dozen.

No. 502 or No. 1 Sun. Per doz. \$0 80

Per case. 4 60

No. 504 or No. 2 Sun. Per doz. 90

Per case. 5 30

No. 49 or No. 2 Rochester. Per doz. 1 10

Per case. 6 20

No. 63 or No. 2 Electric. (Slim) doz. 1 10

Per case. 6 20

No. 36 or No. 00 Belgian. Per doz. 2 00

Per case. 10 50

No. 10 or No. 3 Rochester. Per doz. 2 30

Per case of 3 dozen. 6 50

Lantern Globes

No. 0 Tubular. 5 dozen in barrel.

Less than barrel. Per dozen. \$0 55

Barrel lots. Per dozen. 2 25

"Cold Blast" Globes. Per doz. 70

In barrel lots of 5 dozen. Per doz. 60



Gas Chimneys

7-inch Three Piece Mica Chimney as illustrated. Per dozen. \$1 00

No. 634-8-inch Safety Chimney

XX Flint. Per dozen. 80

In barrel lots of 4 dozen. Per doz. 70

No. 180D. 8-inch Welsbach. Pearl glass. Per dozen. 80

Case of 12 dozen. 9 00

No. 198 or 565 Air Hole Chimneys.

Put up 3 dozen in corrugated "Gem" packer. Per dozen. 1 10

No. 217 Opal Air Hole Globes. 6 dozen in case. Per dozen. 1 10

In full case lots. Per dozen. 1 00

No. 575Q Opal air hole Globes. Prdz 1 40

We are selling agents for the genuine Welsbach mantles and sell them at factory prices.

Willow Clothes Baskets



These baskets are made especially for us of closely woven whole white sappeled willow (not split) and are away ahead of the common kind.

No. 1 or Small, 27½ inches. Pr dz \$6 50

No. 2 or Medium, 29 inches. Pr dz. 7 50

No. 3 or Large, 31 inches. Pr dz. 8 20

Splint Clothes Baskets

Extra well made with hardwood standards and fillings and three hardwood slats on bottom.

No. 1 or Small, 28 inches. Pr dz. \$3 25

No. 2 or Medium, 30 inches. Pr dz. 3 90

No. 3 or Large, 32 inches. Pr dz. 4 65

Perforated Wood Chair Seats

"Ball Top," "Crown" and "Square"

14 inch. Per dozen. \$0 67

15 inch. Per dozen. 75

16 inch. Per dozen. 84

18 inch. Per dozen. 1 12



CLOTHES PINS

Round Head Clothes Pins—

Best quality, guaranteed full count, 60 doz. in box. Weight per box 25 lbs. Per box. 49c

Carton Clothes Pins—3 doz. first quality pins in paste-board carton. 20 cartons in case. Per case. 67c

Slaw Cutters

No. 1—Size 6 x 17 inches. Single adjustable steel knife. Per doz. \$1 40

No. 2—Size 6 x 19 inches. Double adjustable steel knife. Per doz. \$2 00

Wax Polished Maple Bowls

(No seconds or culls)

Assortment Wood Bowls, containing ½ dozen each of 13, 15 and 17 inch sizes. Per assortment. \$2 30

Molding Boards

Our molding boards are made of first class, kiln dried lumber smoothly finished and with dovetailed ends

No. 103—Size 16x22 inches. Doz. \$2 35

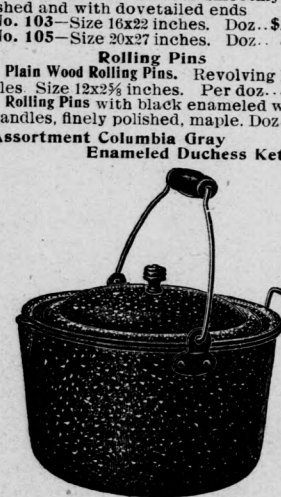
No. 105—Size 20x27 inches. Doz. 3 60

Rolling Pins

Plain Wood Rolling Pins. Revolving handles. Size 12x2½ inches. Per doz. 85c

Rolling Pins with black enameled wood handles, finely polished, maple. Doz. 98c

Assortment Columbia Gray Enameled Duchess Kettles



4-5 quarts. \$0 30 \$1 20

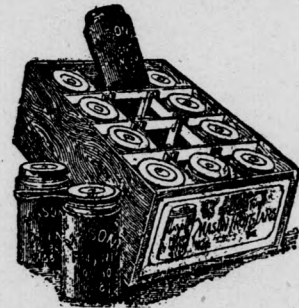
8-6 quarts. 40 3 20

8-7 quarts. 45 3 60

4-10 quarts. 50 2 00

24 Pieces Retail at \$16.80 \$10 00

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, 25c 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

"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

We Make
NO CHARGE
For Package or Cartage

Leonard Crockery Co.

Grand Rapids, Mich.

Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade. Ask for "Purchaser's Certificate" showing amount of your purchase.

We Make
NO CHARGE
For Package and Cartage