

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.,

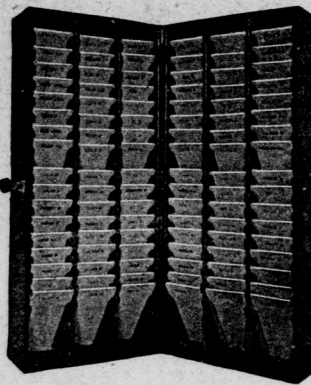
of Michigan

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, 1891.

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.

SNOWBOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 14, 1907

Number 1247

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

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

THE POPULAR DELUSION.

Theoretically, these days constitute a time of rest, recreation and recuperation. In practice it is the season dedicated to the lures and labors of the wanderlust—a period that is almost merciless in its exactions, with a change of air and scene as the chief recompense.

Everybody is on the move and, as they put it in the vernacular, "everything goes" in the effort to travel, and see, and hear, and feel, and wear and do something out of the ordinary. Just for the excitement of the thing weeks of time are devoted to the evolution of plans for the summer outing, which plans are very rarely carried out.

Large amounts of stationery and postage are utilized in extending and accepting invitations to go here and there and elsewhere and to entertain this, that and the other one. Thus begun, the campaign grows and rambles and halts with surprises, disappointments and adventures galore to the very end, with train schedules, delayed or lost baggage, missed connections, unsatisfactory hotels and innumerable mental and physical shocks, all for the sake of "going away for the season."

As they say in the discussion of the transportation problem, it is chiefly in the matter of "long hauls" and "short hauls" that variety is given to this matter of a summer vacation. Whether one travels to the Pacific Coast or to the Eastern seashores, or whether the journeys are up the Lakes or down the St. Lawrence, there is a monotonous sameness to the entire business, because the attractions of Nature are not sufficiently strong to divert attention from summer fiction, social frivolities and general sleepy indolence. It is so much more comfortable to doze, visit or read than to observe mountains, streams, valleys and things. And so, living in one's trunk and paying two cents a mile for the privilege, sane men and women go and come only to tell what a lovely time they had and are unable to recite a single detail worth hearing.

Then there is the other class, the deluded creatures who, laden with washable, starchable and ironable things, pack themselves off to their cottages or the adjacent hotels, to idle away their time getting ready for the daily dress parade, for the evening dance or the wading through the sand. The evening damp, the multitudinous mosquito, the chilly morning and a score of other discomforts go to make up the medley miserable popularly known as going-away-for-the-hot-months.

Not all people do the things herein set forth, because there are real red blood exceptions to the general rule. These people delight in the morning

dip in the lake, they know how to sail a boat and are proud of this knowledge, they are fond of and skilled in angling, they are good horsemen and see the beauties of landscape and waterscape and enjoy them to the full. Such people are justified in seeking such pleasures, but the very great majority of those who go away for the summer might just as sensibly try to cultivate snow drifts in an effort to raise roses.

The city of Grand Rapids as a summer home has no superior anywhere. A veritable park in itself, she has a reliable, equable temperature that is as comfortable and healthful as can be found at any summer resort. Her hills and woodland vistas, her parks and suburban drives are superior to those of the average resort and withal she possesses abundant public conveniences and resources immeasurably better than can be found away from home. For two dollars a day the average man or woman can have in Grand Rapids greater pleasures and more perfect comfort than are available at the resorts and at the same time escape all the discomforts.

The outcome of the primary election in this city may be considered in the light of a triumph by certain candidates, but it really is a defeat, because when men resort to methods which are not countenanced by respectable people in order to secure their election they really achieve defeat instead of victory. George Clapperton will not represent this district in the Constitutional Convention, but he stands infinitely stronger with the people than he would have done if he had gone to the Convention with the smirch of labor unionism and the taint of the liquor traffic attached to his garments. From the beginning to the end of the campaign he absolutely refused to pledge himself to any interest, preferring to remain at home rather than to go to the Convention with his hands tied by pre-election pledges and promises. The outcome of the election is, of course, a serious disappointment to his friends, but they have only themselves to blame that they did not get out and work, instead of permitting the representatives of the liquor interest to do all the talking and practically all the voting.

An Indiana woman has sued a railroad for \$50,000 damages because her hair turned gray in a single night on account of an accident. The railroad attorneys may set up that \$50,000 is an exorbitant price for a woman's hair, that a gray head is more becoming to her, or offer to buy her a wig with hair of any color desired. Her chances for a judgment are not very promising.

AFTER THE BATTLE.

The result of the primaries and conventions in Michigan yesterday to select candidates for the Constitutional Convention is very disappointing to the friends of sobriety and good government. While it is true that high grade men have been selected in occasional instances, yet the rank and file of the candidates are made up of professional politicians and representatives of special interests, in which railway corporations and the liquor traffic conspicuously figure. In Grand Rapids city the three candidates endorsed by the organization of saloonkeepers won out, and an analysis of the vote cast for the other candidates shows very plainly that the outcome is a saloonkeepers' victory, pure and simple. As men engaged in the liquor traffic are not in the habit of supporting candidates not known to be favorable to their views, it is reasonable to conclude that these men will act in harmony with the men who are engaged in the liquor business. Under the specious pretense of "home rule" candidates were inveigled into making pledges and promises which they would hardly de if the language was not veiled in obscurity, but the fact nevertheless remains that they have sold themselves as tools to the liquor interests in exchange for votes. Unless the partisan feature of the contest is rendered less conspicuous at the special election in September, it is quite evident at this writing that the general character of the men composing the convention will not be such as to command the respect and confidence of the people, because men who are pledged beforehand to inject into our charter of liberties provisions favorable to the corporations and saloons will hardly be able to create or compile a constitution that will be acceptable to the people at large.

It is very greatly to be regretted that the elements of statesmanship and good business policy should have been relegated to the background on this occasion and that the contest for representation in the Convention should have degenerated into an unseemly scramble for office involving the use of large sums of money and the pledging in advance of the Convention of the influence of certain delegates to interests inimical to the general welfare.

It will be noted that the average character of the men nominated in conventions is superior to that of the nominees under the primary plan. This statement carries its own conclusion.

The sins we hide in the basement always get up into the parlor when we have company.

Every doctrine must prove itself by doing.

HOW JIMMY WON.

Original Methods and Believing in His Business.

Written for the Tradesman.

Jimmie was from the farm, and there were days when he wanted to get back to it. This was one of them. As he stood before the manager of the Evening Standard that Monday morning he was sick of the sight and the noise and the smell of the city. Yet he could not give up so. He had left the farm the first of November, with the fall work all done, and it was now the first of May. Through the intervening months he had done almost everything from shoveling snow to carrying a route on the Evening Standard. Now he had been promoted. He was advertising solicitor. His bubbling youth, his bright face, his pleasant manner had done that much for him. Now the question was, Could he make it stick? Thus far he had not been successful, and he stood before the manager with fear in his heart. The Standard was not one of the big newspapers of the city. It was published over on the East Side, and was supposed to represent that locality, although an effort was made to cover the general newspaper field as well.

"We are not getting results out of the territory you are working," said the manager, as Jimmie stood, ashamed and afraid, before the big desk. "I'll give you this week to make good in. If you can not get the business then we'll have to put another man in the district. What seems to be the trouble?"

"The Standard is not one of the old sheets," replied Jimmie, "and the merchants don't know it. Some of them won't listen at all when I try to talk to them, and some of them ask sarcastic questions about circulation. I guess they don't believe in the claims you make about circulation."

The manager had been a little abrupt with Jimmie, and the boy thought it a good idea to play back by letting him know that the business men doubted his integrity as a maker of circulation affidavits.

"You must convince them," said the manager. "Why, the Big Cash Store is over there in your district, and you've never touched them. We ought to get at least \$300 a week out of that territory, and you are getting nothing, practically. You must get a move on if you want to do business for us."

Jimmie's spiteful observation about circulation had never touched the manager, who looked Jimmie over with his bold, black eyes and smiled sweetly.

"I think I know what troubles you," he said. "You are going about reciting a stock story that you do not yourself believe. You talk as if you were trying to get money without giving any return for it. You must change all that if you desire to succeed. You must believe in the Standard. You must carry the air of a man who has a gold mine up his sleeve and is willing to let a few, just a few, friends in on the ground floor. No man can make a success of any business that he does not believe in; remember that, young man.

Go ahead for another week and do your best, then come here again. Anyway, if I were you, I wouldn't admit that I wasn't as keen a solicitor as Old Ike."

Jimmie left the office without saying another word. When the manager got to talking of Old Ike, Jimmie had nothing to say. He hated Old Ike, not enviously, but because he seemed superficial and dishonest. He talked by rote, like a parrot. But the mention of his name now put the boy on his metal. He would show the manager, and he would show Old Ike, who repeated the same stale lingo in every store.

He had mapped out a route for himself that morning, a route including some of the small business houses. Before this session on the carpet he had thought that he lacked the nerve to lay siege to the check books of the leaders. Now he decided to give up the little men for the day and do something great. He went to a little green park and sat down to plan a campaign. He had a faint notion in his head which he thought he could build on. It was a forlorn hope and might break him, but there seemed to be no other way. When he left the bench in the park he went to the State Savings Bank and drew out \$70, which was all the money he had on earth, or anywhere else, for that matter. Then he went to the Big Cash Store and, crowding past a lot of clerks who would have stopped him, reached the little den of the advertising manager. If he lost out on this scheme he would have to walk back to the country; he knew that, but he might as well risk his future here as elsewhere. Anyway, he would have the satisfaction of knowing that he had played every card in his hand.

The manager glanced up as Jimmie entered, speaking a pleasant greeting, with a frown on his face. He looked away as Jimmie advanced to his desk, and the blonde stenographer snickered. Jimmie felt lumps in his throat, but he began:

"It is the Standard, sir," he said. "We have never had any of your business, and we think we can sell goods for you."

"Just so," said the manager, thoughtfully. "They all think that. However, the Standard is not on our list and we can't use it at present. Some other time, perhaps. Excuse me now, for I am very busy."

The manager turned his back and began dictating to the blonde stenographer, but Jimmie did not move. He was going out of that door with his dreams tumbling about his ears in that way. Furrows on the farm are long and Jimmie was thinking that, after all, there were a good many things in the city worth living among. Presently the busy man looked up with a scowl.

"Not to-day," he said. "Kindly close the door when you go out."

Jimmie's face whitened with the emotions of his heart and his voice shook when he began. The manager glanced back at him with a little start. He was so used to advertising solicitors from whose cheeks a steel safe would rebound in a damaged condition!

"Look here," the boy began, trying to keep the wet spots off his cheeks—round, ruddy cheeks they were, too, when he wasn't scared—"if I don't get business from the Big Cash Store I'll lose my job. I don't suppose you care for that, for it is not up to you to provide jobs for all the men who come begging to this desk. That is not the point. That just blundered out. What I want to say to you is that if you'll listen to me for five minutes I think you'll be glad that I didn't run away with my head down at the first negative. Our paper is well circulated in your district, and you ought to get about all the trade there is about here, prices and stock being right. You are not getting it, for ten big delivery wagons from down town have come over the river this morning. The goods I saw being delivered to your neighbors ought to have been in your wagons."

"Go on," said the advertising manager, leaning back in his chair. "I'll give you five minutes."

The blonde stenographer stopped her work and looked into the blushing face of the country boy as the sentences panted from his lips.

"Thank you for that," Jimmie said. "First, I want to make this talk personal. As I said before, I'm going to lose my job if I can not get your business. The Standard can't get other firms about here when the Big Cash Store ignores us. I won't speak of the benefits to be derived by advertising in the Standard, for I've a proposition to present which makes that unnecessary, and here it is: I'm taking advertisements on the basis of 40,000 daily circulation, and that is an honest figure, too. Our rate is a quarter of a cent per agate line for each thousand circulation. That makes ten cents a line, or \$30.80 a column. If we gave you 40,000 handbills you could not get them distributed for \$30.80. Now, I want you to take three columns on the last page Saturday. The price will be \$92.40. I'll see that the advertisement gets the best position on the page, and I'll induce the city editor to run in a reader calling attention to it. Now, wait a minute, please. My five minutes are not up, and I'm just getting to the point. I work for a commission of 25 per cent. The Standard will receive about \$70 for the advertisement. Now, I've got \$70 saved up against the time I'll have to go back to the plow. I'm going to risk it right here."

He tumbled his precious money over on the manager's desk and stood up straight and white again. The blonde stenographer turned her head and the manager's face grew grave. Perhaps he thought for a second that the boy was trying to bribe him.

"There's the money," continued Jimmie. "I want to guarantee the Big Cash Store against loss. If the advertisement does not pay you pay the Standard's bill with that money. I will have the bill made out in full, and have the commission deducted, so it will be all regular. If I lose that roll I'll have to walk back to the farm, but I believe in the Standard, and I'm willing to take a chance. If I lose right here through not being able to interest you I may as well be

on the farm as anywhere else. Now, you've got my future right there under your hand. All I'm going to add is that I think you ought to permit me to take this risk if I choose to. There is only one condition attached to this offer, and that is that I am to be consulted concerning the matter run in the three columns. I want to see an advertisement run that will pile the dollars in this store a foot deep."

The boy stopped with a little sigh of relief and stood waiting. The manager fingered the little roll of banknotes and hesitated. The blonde stenographer gave him a sly poke in the ribs with the end of her pencil and rapped out a receipt on the machine. When she laid it before the manager for his signature he smiled. Jimmie stood almost holding his breath.

"My sister, the stenographer, seems to have settled the point for me," the manager finally said. "You may come in Thursday for the copy. Wait. I'll sign a contract now." And that was all. Still, it was enough.

Jimmie insists to this day that he hit only the high places in getting back to the bench in the little park. He had won the first inning, but that did not mean victory in the game. Anyway, if he had to walk home he could do it with a good grace after being given a fighting chance. He wondered at the blonde stenographer for seeming so friendly to him. He did not know that, as he left the office the pretty girl had turned to her brother with enthusiasm in her eyes. "My!" she had said, "isn't he just splendid?" Jimmie was certain that the manager would have turned him down only for the girl, but that was wrong.

Jimmie walked out of the park with his chin in the air. With the contract in his pocket he could do almost anything. The smaller noses followed the lead of the Big Cash Store. Jimmie said no more of taking chances. In fact, he asked for credit at the restaurant that week, was refused and borrowed money of a reporter to get through on. He had no more money to put up, but the advertising came, just the same.

That night, with a page of Saturday advertising to his credit, he went to the business manager and told his story, saying nothing of the guarantee.

"Now," he added, "I've promised these men results. I want you to print 5,000 extras and put one in every house and flat in the vicinity of these stores, especially the Big Cash Store. They will all watch the sales Monday, and if we don't make good on my promises we will be boycotted in future."

"All right," said the business manager. "You've struck your pace now, I take it. Keep on going. I'll give you all the extras you want for a time. The farm don't catch you this year, boy. What gave you the hunch?"

"You did," replied Jimmie. "You said that a man must have faith in his own game, and that set me thinking. I'm going to believe in the Standard until the merchants tell me that it is no good."

Jimmie got his copy Thursday and read it through. Then he took it back

to the advertising manager of the Big Cash Store, who smiled when he saw him coming in with it and said something in a whisper to the stenographer.

"Look here," said Jimmie, "with all respect to you, this isn't good copy, and I'm going to tell you why it is not. You advertise winter cloaks at makers' rates. That would be all right in November. I suppose you do it to avoid carrying them over, but you won't get rid of them in that way. People who can afford to buy a cloak and lay it aside until winter can afford to wait and pay more for a new style next fall. People who need the reduced prices can not afford to buy now because they must use the money for summer clothing. You'll get me in the hole if you run that advertisement."

The manager tossed the copy in the waste basket and produced another roll.

"I was wondering whether you knew your business," he said. "Now, here's an advertisement making a cut on spring clothes. We've got to get rid of them. Wish you and the Standard all success."

"There," said the stenographer as Jimmie hustled out. "I told you that you couldn't work that old copy off on him. I think he's just the man you've been looking for to take this department when you go up to general manager. Don't you?"

The manager did not say what he thought about it, but he waited for Monday a little anxiously. When Jimmie entered the Big Cash Store on that famous bargain day he would have gone directly to the advertising department if there hadn't been so many people in the way. The manager said later that they came very near piling the floor a foot deep with dollars, as Jimmie had hoped they would. When he finally reached the advertising manager that smiling gentleman threw his \$70 at him and the stenographer looked as pleased as Jimmie did. Jimmie says he should have gone right up into the air only for the steel ceiling! No more farm for him. Strange that he had not learned before that a man must have faith in his business, must believe in it and fight for it if necessary.

"The Standard is all right," said the manager, "but you are the man that did the business. You came here to make me believe in the sheet, and you did so. You went out determined to make that advertising pay us, and you did so. You believed in your game, as the saying is. Whether you were getting other advertising on the strength of our contract, I didn't quite know, but when you got out the extras I was sure that you wanted to do business with us badly enough to see that we got a fair deal. Now, I'm going on as general manager Monday. You can have this desk if you want it, for you have convinced me that you know something about advertising, that you know the game."

Would Jimmie take it? Well! With Nellie there? Of course the Standard would kick, but he couldn't overlook a good thing like this. Besides, the farm looked very far away, and furrows are long, and Nellie would not be there. But this is not a

love story. Only a true tale showing how a young man made good by original methods and by believing in his business. Alfred B. Tozer.

Going Back Too Far.

"Oh, yes, the life insurance investigations and scandals made our work mighty unpleasant for a time," said the canvasser, "but that has passed and gone now except in a few isolated cases. I encountered such a case a few days ago. I had talked up a policy with a young man in a machine shop, and was to call at his house on a certain evening to close the deal. He hadn't said a word to signify that he had ever read or heard of any trouble with the companies, but had given me to understand that he regarded life insurance as the safest kind of investment. A surprise awaited me when I called at the house. The mother met me and was armed for the fray.

"Is the President of your company in States Prison?" she asked.

"He is not."

Comparative Growth of City Since 1872.

Written for the Tradesman.

There is one institution in this city doing an annual business of about \$375,000, with profits of about \$200,000 a year. If not so already almost anybody can become a stockholder in this enterprise. It is the post office.

Many can remember when a visit to the postoffice to get the mail was a recognized part of the day's business routine. Regular patrons of the office had their boxes and when the mails came in a long queue stretching from the window far out into the street represented their desire to get their letters and papers. The scene enacted at the postoffice at noon Sundays was a several times a day occurrence then and where Uncle Sam held forth was the center of social gossip and news with nearly everybody in town contributing his or her quota. The free mail delivery was inaugurated on September 1, 1873, and few realize how the business of the office has grown since then. In 1872,

latter are established merely for the sale of stamps, postal orders and registrations. The street railway has also been made an adjunct to the local postoffice. Letters may be mailed on any car at any hour of the day or night and in any part of town and will be collected when the car reaches Campau Square. The mail sacks to and from the depots and between the central office and the substations go by trolley in special mail cars, which in itself would have made the patrons of the office thirty-four years ago do some sitting up for noticing purposes.

The local postoffice has far outgrown the capacities of the present building, which when new was thought would be ample for a century. It will not be necessary, however, to endure the crowding which has so hampered business the last half dozen years much longer. The temporary building to be occupied while the new building is under construction is well started and no doubt will be ready for occupancy as soon as the Government is prepared to move. As for the new building something handsome and ample is promised and its erection will take three to five years, costing according to present plans about \$500,000.

She Struck Twice.

"Speaking about the seeming mania for strikes," said the fatherly-looking man on the end seat, "I had a woman who had been in my employ as cook for seven or eight years. I was paying her \$18 per month, and she seemed well satisfied up to a few weeks ago. Then she waylaid me one day to say:

"Mr. Blank, I must have \$20 a month."

"But I can't pay twenty," I replied.

"It's twenty or out I goes."

"Then you'll have to go."

The next day she went. I got a woman to replace her, and after two weeks she returned to say:

"Mr. Blank, I struck on you to marry Jimmy O'Neil."

"Yes, I heard you had got married.

Does your husband give you more than \$18 a month?"

"He don't, sir."

"Well?"

"Well, I wants my old place back, at old wages."

"But you struck on me."

"I did, sir, and I'm now ready to strike on Jimmy O'Neil and make one strike offset the other."

"She was installed in her old place next day," said the fatherly man, "and as to what Jimmy O'Neil is going to do without a wife is a matter that isn't worrying me a little bit."

You never will develop good in any so long as you see no good in them.

The most important part of our environment we really carry within us.

SELL

Mayer Shoes

And Watch

Your Business Grow

Invoice Rendered Forty Years Ago.

WM. SEARS

SAMUEL SEARS

Grand Rapids, Mich., Oct 9 1867

H. A. Hart

North Newburg

Bought of W. SEARS, & CO.

WHOLESALE AND RETAIL

GROCEER AND CITY BAKER,

FOOT OF MONROE STREET.

BUTTER CRACKERS.	
NODA do.	
LEWON do.	
BOSTON do.	
WELK do.	
PENNY CRACKERS.	

1 Bill 359 42 At Butters 9/11 8/14

Oct 8 Cash in Letter 10 00

Through the kindness of Stephen A. Sears, the Tradesman is able to present herewith a facsimile of an invoice rendered by the old firm of Wm. Sears & Co. in 1867, forty years ago. This house continued in business until it was succeeded by the New York Biscuit Co., which, in turn, was succeeded by the National Biscuit Co.

"How many millions of dollars have you cheated the widows and orphans out of?"

"Not a red cent."

"How many poor old men have you robbed of their policies and sent to the pauper-house to die?"

"Not a blessed one."

"How many millions are you going to contribute to the campaign fund for next election?"

"Not the half of a cent."

"Thus far," continued the agent, "I thought I had a shade the best of it, but as I smiled into her face the old dame stepped back, and said:

"That may all be true, but you know that your company assassinated Abraham Lincoln, and you might as well look for diamonds in the street as for life insurance here. Go back to your supper, Tom. Good evening to you, assassinator!"

You never will burn a hole in sin by concentrating your piety on Sunday.

the last year of the old system, the general business amounted to \$32,871 and the expenses of the office were \$11,993. The business last year amounted to about \$375,000 and the expenses, not including mail service, were \$175,000. In 1872 the money order business amounted to \$543,000, and last year exceeded \$2,000,000. The original carrier force was made up of six carriers, while now there are seventy-eight, to say nothing of the sixty-nine clerks serving in various capacities in the office. Rural free delivery was undreamed of then, while now the county is reached in its every part by the sixty-five routes that have been laid out, of which fourteen center here. One central office served all purposes in 1873. Now there are nine carrier substations, including the Soldiers' Home and the Lake, and fifteen ordinary substations. The carrier subs are known by the letters of the alphabet, while the others are numbered. The former are distributing as well as receiving centers and each has its carrier force, while the

AROUND THE STATE

Movements of Merchants.

Port Huron—T. P. Walsh has opened a grocery store.

Trenton—A new drug store has been opened by Dorrance & Garrison.

Mt. Clemens—The Aldrich Clothing Co. has changed its name to the Jacobi Clothing Co.

Davison—Louis Wiener, of Flint, will open a clothing and men's furnishings store here.

Cadillac—The capital stock of the Cadillac State Bank has been increased from \$50,000 to \$100,000.

Buckley—S. Wightman, jeweler at Harbor Springs, will remove from that place here and engage in business.

Muir—Simon Town has sold his stock of general merchandise to Frank T. Cranmer, formerly of Grand Rapids.

Ludington—Frank Sibley is erecting a store building in which he will install a stock of groceries when it is finished.

Grand Ledge—T. J. Toaz has sold his sewing machine and music stock to Jesse I. Putnam, who will continue the business.

Lake Odessa—V. C. Bartholomew is succeeded in the city bakery by Frank Haight, who baked in the bakery for the past three years.

Elsie—J. J. Page, a merchant here for many years, has been committed to the Kalamazoo asylum. Business reverses caused his insanity.

Harbor Springs—O. M. Folger & Son have leased the vacant store in the Wm. J. Clarke building and engaged in the grocery business.

Mt. Pleasant—T. D. Fletcher has sold his grocery stock to Mr. Wenzel, of West Branch. He will continue to conduct his dry goods and shoe store.

Raisinville—The store building containing the stock of general merchandise of George Brimm has been destroyed by fire. The stock was partially saved.

Milan—Webb Blackmer has purchased the interest in the grocery store formerly owned by his partner, E. A. Farrington, and is now in business for himself.

Cadillac—C. C. Roberts succeeds Freeman L. Moffit in the fruit and confectionery business which he will continue under the name of the Cadillac Fruit Store.

Coldwater—Henry Holmes has purchased the interest of Fred Olmstead in the grocery stock of Olmstead & Holmes. Mr. Olmstead has accepted a position in the furniture store of Will Tuttle.

Cadillac—George Webber is succeeded in the furniture firm of Webber & Savery by Harry C. Harris, who will continue the business with Walter A. Savery under the style of Harris & Savery.

McMillan—Harry J. Block, for the past thirteen years employed in the clothing department of the Fair Savings Bank Department Store, at Escanaba, will soon open a dry goods and clothing store here.

Holland—The DePree Chemical Co. has increased its capital stock from \$50,000 to \$100,000. It is erecting a new three-story building, 30x60 feet in dimensions, which it expects to occupy in about two weeks.

Cheboygan—Coon & Son have sold their grocery stock to John P. Och, a traveling man, of Toledo, Ohio, who will do the buying for the new store. The store will be known as the Star Grocery and will be managed by Mrs. Ed. Dickson.

Lake Odessa—Smith Bros. & Velte have merged their grain business into a stock company under the style of Smith Bros., Velte & Co. The authorized capital stock of the company is \$75,000, of which amount \$50,000 has been subscribed and paid in in cash.

Harbor Springs—Richardson & Swift have merged their lumber business into a stock company under the style of the Richardson-Swift Lumber Co. The authorized capital stock of the company is \$15,000, all of which amount has been subscribed and paid in in cash.

Battle Creek—Chas. P. Baker has purchased the drug stock of Dawson Bros. and will continue the business at the same location. Mr. Baker was engaged in business several years at St. Johns under the style of Travis & Baker. He is an exceptionally skillful pharmacist and successful business man.

Deckerville—F. A. Corbishley, who conducts a clothing store at Sandusky, has purchased the clothing stock of E. P. Carman and will conduct this store as a branch of his Sandusky store. Grover Whaling, who formerly assisted in the Sandusky store, will assume the management of the store at this place.

Newberry—Samuel Newman, of Au Sable, has purchased the dry goods and clothing stock of G. Rosenthal after an active business career of the latter for over twenty-four years. Mr. Newman will probably take possession the early part of September, thus giving him time to close up his business at Au Sable, where he conducts a store.

Galesburg—A. K. Zinn has dissolved partnership with George Little, the latter taking over the Kalamazoo end of the elevator business of Zinn & Little, while Zinn is now sole owner of the mill here. Zinn, however, is not content with this alone, but will enlarge his business. He will place J. F. Austin in charge of the mill here and he himself will be occupied in Battle Creek, where he will enter a partnership with McLean, Swift & Co., who have been in business there for some time.

Lansing—A corporation has been formed under the style of the East Lansing Mercantile Co. to conduct a general merchandise business at East Lansing, with an authorized capital stock of \$15,000, all of which has been subscribed, \$1,100 being paid in in cash and \$400 in property. The stockholders in the company and the number of shares held by each are as follows: Horace B. Angell, of East Lansing, seventy-five shares; Clinton Nelson, of Alma, seventy shares, and I. Fitch Hilsinger, of Elwell, five shares.

Manufacturing Matters.

Monroe—The Amendt Milling Co. has increased its capital stock from \$100,000 to \$125,000.

Lacota—The Lacota Cider Vinegar & Milling Co. has increased its capital stock from \$8,000 to \$12,000.

Onaway—Gardner, Peterman & Co. are making extensive repairs to their mill and increasing its capacity materially.

Kalamazoo—The Central Nursery & Floral Co. has been incorporated, with an authorized capital stock of \$50,000, all of which amount has been subscribed and paid in in property.

Kalamazoo—The Piper Ice Cream Co. has been incorporated to manufacture ice cream and confectionery, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Onaway—McTivor & Hughes, who manufacture 12,000,000 feet of lumber annually, are arranging to operate a shingle mill at their headquarters camp near this place. The machinery was purchased last week.

Detroit—The Monarch Foundry Co. has been incorporated to manufacture articles made from iron. The authorized capital stock of the company is \$15,000, of which \$10,000 has been subscribed and paid in in cash.

Saginaw—The Bliss & Van Auken plant is operated day and night and the firm finds a ready market for all the products it can manufacture. It has had a very satisfactory trade as to both volume and prices all the season.

Detroit—The Eureka Tire Co. has been incorporated to manufacture tires and tire compounds, with an authorized capital stock of \$20,000, of which amount \$15,000 has been subscribed, \$550 being paid in in cash and \$5,000 in property.

South Arm—Wickes Bros. have bought the machinery and electric light plant in the old double band mill of the South Arm Lumber Company and it is to be removed to Saginaw and refitted and used in equipping some other mill plant.

Grand Marais—The Marais Lumber Co. began operating a night shift at its mill last week. On account of inability to get a full crew only one side of the mill is being operated. If the company can get men it is the intention to operate the plant full force day and night.

Battle Creek—A corporation has been formed under the style of the Battle Creek Toilet Soap Co., which will conduct a manufacturing business, with an authorized capital stock of \$50,000, all of which amount has been subscribed, \$1,500 being paid in in cash and \$48,500 in property.

Jackson—A corporation has been formed under the style of the Ventilated Cushion Spring Co. to manufacture cushions for vehicles, automobiles and railroad cars. The authorized capital stock of the company is \$75,000, all of which has been subscribed and paid in in property.

Bay City—A corporation has been formed under the style of the Creeley Air Motor Co. to manufacture compressed air motors. The company has an authorized capital stock of \$25,000, of which amount \$12,960 has been subscribed, \$210 being paid in in cash and \$12,750 in property.

Jackson—A corporation has been formed under the style of the Hall-Rittenhouse Co. to manufacture internal combustion engines, auxiliaries and gas producers. The company has an authorized capital stock of \$100,000, all of which has been subscribed, \$10,000 being paid in in cash and \$90,000 in property.

Au Sable—The H. M. Loud's Sons Co. is cutting a large quantity of heavy timber for structural work, bridges and harbor construction and also a number of million feet for the Michigan Central tunnel at Detroit. Several cargoes of timber have been shipped to Lake Erie and to Port Arthur, Ont. The company is also moving a large quantity of cedar.

Alpena—Sixty men employed by the Thunder Bay Boom Co. quit work last week because of the refusal of the company to grant the demand for an increase of \$5 a month. The company had granted an increase of wages to fifteen of the crew, but could not see its way clear to make the increase cover the entire force. The men have been getting \$45 and \$52 a month and asked for \$50 and \$57.

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

Ontonagon—Milwaukee capitalists have purchased an industry located here. The James Bowls sawmill, stave factory and 3,200 acres of timber land have been acquired by the Noble-Corwin Lumber Co. Negotiations have been pending for some little time, but the deal was not closed until a few days ago. Mr. Bowls retains the use of the mill to finish cutting his stock of logs. The company is in the wholesale lumber business, with headquarters at Milwaukee. It is proposed to operate the plant here on quite an extensive scale, beginning with the coming season. Edward T. Corwin will manage the company's interests here. Mr. Corwin is here attending to the final details in the transaction. The timber land which the company has acquired lies east and west of town and is sufficient to keep the plant operating for several seasons, and it is probable that additional timber will be secured.

Taking Immediate Steps.

Ruggles (the bookkeeper)—I'm more than half sick with the hay fever.

Ramage (the cashier)—That's bad. You ought to go to some place where you would be sure of finding frost.

Ruggles—I'll do it, Ramage. I'll go this minute and ask the old man for a raise in salary.



The Produce Market.

Apples—50c@75c for Red Astrachans and \$1@1.25 per bu. for Duchess.

Blackberries—\$1.75 per 16 qt. crate. Butter—The market remains about on last week's basis. Present receipts are showing seasonable defects and perfect goods are scarce and well held. There is some accumulation of under grades, which are offered at reduced prices. The consumptive as well as the speculative demand is enormous and the outlook for the coming week is for a firm market at probably unchanged prices. Creamery is held at 25c for No. 1 and 26c for extras. Dairy grades command 22c for No. 1 and 18c for packing stock.

Cabbage—60c per doz. for home grown.

Cantaloupes—California Rockyfords fetch \$5@5.50 per crate; Illinois Gems command \$1 per basket; Indiana stock, \$1.25 per basket.

Celery—20c per bunch.

Cocanuts—\$4 per bag of 90.

Cucumbers—20c per doz. for hot house.

Currants—\$1.75 per crate of 16 qts.

Eggs—The market is firm at the recent advance of 1c per doz. The bulk of the present receipts are showing hot weather defects and have to be sold at concessions. Strictly fancy eggs, free from heat, are very scarce and command a premium of 1@2c per doz. over the market price. Receipts are heavier than they have been for some weeks, owing to the crop of harvest eggs.

Green Corn—10c per doz.

Green Onions—15c for Silver Skins.

Green Peas—Telephones fetch \$1.

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

Lemons—Californias and Messinas command \$5.25 per box. While the quotations show a decline of 50c per box on both California and imported lemons, well posted men in the trade say that there can not be said to have been a decline, as prices are as a rule very firmly maintained. Very large arrivals of imported lemons in New York were responsible for a weakness in the market there. Shipments of California lemons are no larger than they have been.

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 \$1.75 per sack of 65 lbs.

Oranges—Late Valencias are the only variety now in market. They command \$5.75@6.25 per box.

Parsley—20c per doz. bunches.

Peaches—Yellow clings have begun to come in from local orchards, commanding \$2 per bu. and 45c per one-fifth basket.

Peppers—\$1 per bu. for green.

Potatoes—The demand is large and the supply fair on the basis of 60@65c per bu.

Poultry—In good demand and re-

ceipts hardly equal to the 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, 12½c.

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

Summer Squash—75c per bu.

Tomatoes—Home grown are beginning to come in on a basis of \$1.50@ \$1.75 per bu.

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. Receipts are not quite up to market requirements.

Watermelons—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.

Partial Programme for Shoe Dealers' Convention.

Secretary Clark favors the Tradesman with an advance copy of the programme arranged for the annual convention of the Michigan Retail Shoe Dealers' Association, which will be held in Grand Rapids Aug. 26, 27 and 28:

Monday.

3 p. m.—Executive Committee meeting at Morton House parlors.

8 p. m.—Address of welcome by E. A. Stowe, President Grand Rapids Board of Trade.

Appointment of Committees on Constitution and By-laws, Resolutions and Nominations.

Tuesday.

9 a. m.—Secretary's office will be open for the receiving of dues, the distribution of badges and the enrollment of new members.

10 a. m.—Annual address of the President.

Reports of Secretary and Treasurer. Recommendations from the Board of Directors.

Reports of special and standing committees.

Paper—The Parcel Post, by C. C. Burnham, of the Shoe and Leather World, Cincinnati.

2 p. m.—Meeting called to order by President.

Report of Resolution Committee.

Paper—Fire Insurance, Geo. Bode, Fremont.

Paper—Best Way to Combat the Mail Order House, by representative of the Boot and Shoe Recorder.

Discussion.

8 p. m.—Election of officers.

Paper—Better Profits for the Retailer.

9 p. m.—Something doing. Wait and see.

Wednesday.

Wednesday morning will be devoted to manufacturers and jobbers and we are invited at 10:30 to take a trip through the Wallin leather tannery on a tour of inspection.

Wednesday afternoon, it is expected, will wind up the convention.

Geo. Coburn, who recently sold his grocery stock at Ludington to M. M. Pulver, has re-engaged in the grocery business at the same place. The Muselman Grocer Co. furnished the stock.

The Grocery Market.

Tea—New Japans are firm and show an advance of fully 4c per pound from a few months ago. This price will probably recede as the later crops come in. India-Ceylons are also firm, particularly on the other side; in fact, almost the entire line is steady to firm and in good healthy condition. The demand for teas is fair.

Coffee—Brazilian grades have declined about ¼c. The chief factor in the decline has been the continued refusal of the distributing trade to come into the market with anything but their actual wants. If buyers continue to show the same attitude during the remainder of the crop year the syndicate's plans to hold up the market will be set absolutely at naught. The syndicate's present scheme is to stir up the trade with all sorts of reports regarding bad weather in Brazil, thus reducing in prospect the coming crop. Most of these reports up to date, however, have been false, and have had but little weight. Mild coffees are steady and unchanged; demand light. Java is firm and advancing.

Canned Goods—Growing conditions in the tomato packing districts continue favorable. In the Baltimore district No. 3 standards are now being packed. Reports from Indiana are favorable. Corn is firm but quiet. Possibility that a frost in September may catch the late crop is adding strength. String beans are scarce but firm. Baked beans are firm. Spinach is a short pack. Asparagus continues strong. The entire list of canned vegetables, with the possible exception of tomatoes, is decidedly strong. There is no change in the situation on canned peas. Quality will be inferior and prices high during the coming year. It is now certain that pineapples, strawberries, raspberries, blackberries and gooseberries will be on the "short pack" list. Cherries are so scarce as to be almost a failure. On these items the market can not be anything else but strong during the coming year. Eastern peaches are scarce and high. Gallon apples are strong with the possibility of an advance. All California canned fruits continue very strong at the high range of prices. It will be a question of getting supplies during the coming year more than a question of price. The trade is waiting for the opening prices on 1907 pack of red Alaska salmon. All kinds of salmon from fancy to cheapest grades are in good demand and the market is strong. Cove oysters are in short supply, and although present prices seem high to retail trade, the market is decidedly strong on that basis. Lobster is steady.

Dried Fruits—Apples are without change. The same is true of currants. Prunes are unchanged and very quiet. This applies both to spot and future goods. The market is fully maintained, however. Peaches are unchanged, and most packers refuse to offer. Nothing doing in apricots. Raisins are unchanged, both coast and spot, and the demand is very light, but it is expected to improve within two weeks.

Syrup and Molasses—Compound syrup is in light demand at un-

changed prices. Sugar syrup is in some demand for export, there is little for domestic trade. Prices are unchanged. Molasses is quiet and unchanged.

Spices—Singapore black pepper is firm. Cloves are a little easier. Red peppers are in light supply. Cassias show a tendency to advance. Better grades of nutmegs are strong.

Cereals—The entire cereal list is strong. The demand for all of these lines is very heavy and in many of them is far in advance of the supply. Rolled oats are firm with the raw market a little unsettled, but a good demand keeps prices well braced.

Provisions—Prices on everything in the smoked meat line are unchanged and the demand is about the average for the season. Present conditions are likely to exist for the remainder of the summer. There is practically no change in barrel pork, canned meats or dried beef. The demand is good, but prices on all these lines are above normal. The market is only steady and declines need not be unexpected. Both pure and compound lard is still unchanged.

Cheese—The consumptive demand is very good and, while speculators are a little slow to take hold at ruling prices, present conditions are likely to continue until cold weather comes and factories can make cheese fine enough to be sold for winter use. Very few part skim cheese are being made and those few are selling about 2c below the best. The bulk of the present receipts are showing hot weather defects and very few cheese are good enough to bring the full market price.

Fish—Domestic sardines are unchanged, but steady to firm. The demand is fair. Imported sardines are unchanged and moderately active. Salmon are selling fairly well at unchanged prices, except as to certain brands of red Alaska, which show a slight advance. New mackerel is available in some quantities from all quarters—our own shores, Norway and Ireland. New catch shores are scarce and the price is high. Irish and Norway fish are not unduly high in price and are wanted to some extent.

Reed City Clarion: C. M. Williams has severed his connection with the G. R. & I. Railroad, and is traveling for the Grand Rapids Stationery Co. Mr. Williams has purchased a home in Grandville and is very pleasantly located.

F. E. Stroup, of the firm of Stroup & Carmer, has purchased the interest of his partner, Mrs. Jennie Carmer, and will continue the wholesale produce business at the same location under the style of F. E. Stroup.

The S. H. Ballard Co. has sold its grocery stock at 43 Fountain street to Albert L. Utter and Mrs. Kate L. Dawley, who will continue the business under the style of the Central Grocery Co.

Heman G. Barlow (Judson Grocer Co.) has sold his horse, harness and carriages and purchased a Ford runabout. Mr. Barlow has increased both his life and accident insurance policies.



To Obtain Best Results Windowman Must Lead Rational Life.

"When there is a long store frontage to be considered," remarked a Monroe street window dresser, "the various sections may be treated differently as to floor and background, although, as a rule, it is better that the former should be all the same right straight through. If a variety of backgrounds are used it goes without saying that they should be so arranged as to form or design and color as to preserve a certain homogeneity.

"A store front that is subdivided into, say, four or eight departments is much harder to trim than where there are but two sections, one on each side of the entrance. I don't mean as to quantity. Of course there is more work about the greater number of departments, but each one must be trimmed with as much care as if it were the only means of advertising of which the merchant could take advantage, and each one must be dressed with due regard to all the others.

"Color is really the most important of anything to be thought of, in this—you might, perhaps, call it composite window trimming. On it depends most of the success as a whole. If colors are used in close proximity which scream at each other, the man who so placed them were better employed as a roustabout on a Mississippi River steamboat, where the elements of the solar spectrum cut no ice.

"The aesthete can get intoxicated with color and the one into whose hands is given the care of the windows should analyze this feeling, understand it thoroughly, and cater to it.

"He should never give up to a feeling of mental or physical lassitude when he is at work. The good window dresser, in the first place, must get sleep and a plenty of it—good sound sleep in a wholesome, well-ventilated apartment. It is vastly more essential that a windowman have an abundance of sleep than that he have an abundance of food. Food? We eat too much, both as a nation and as to individuals, we American people. Half—or even a fourth or sixth—of the food we consume would be easier for us; this lesser fraction, well masticated, would be far better for the digestive tract, and so for the entire individual, than the vast amount of indiscriminate concomitants daily foisted on the abused but unoffending stomach. A few wretched mortals can't rake and scrape enough to keep body and soul from disintegrating. Too bad some of these can not for a time exchange places with some of those upon whom Fate has heaped such a plethora of the material things of existence.

"Sleep, food—next, by association with the right sort of people, the dresser must be cheerful; not allow himself to become hypochondriacal. A moody man—one given to refusing

to believe that there is a silver lining to every cloud—is not so likely to reach perfection in windowwork as the one who looks out on life with the eyes of optimism. His efforts are sure to be tinged with the melancholy that hangs over his soul.

"Let the window trimmer drink deep draughts of delight—in other words, let him fill his lungs forty times on every traversing of the distance between his home and downtown. If he gets a plenty of God's pure air into his anatomy the ozone is going to make a better man of him, physically, mentally, morally. If the care-taker of a store front has any leanings towards 'tuberlocosis'—as one Mrs. Malaprop designates consumption—this will have a decided tendency to prop them up. Indeed, most physicians to-day claim that the White Plague may be entirely eradicated by deep breathing exercises taken constantly out of doors, combined with sleeping in the open and proper attention to the dietary. The window trimmer is limited to spending his daytime under cover, but at nighttime he is able to find a place where he may breathe the free air of Heaven; the typical tramp is not the only happy mortal entitled to this blessed heritage, thank old Dame Fortune!

"To leave the tramp for civilization, the trimmer must keep posted on all the new fixtures and other accessories that come out from time to time. To do this he must take the best trade papers a-going; must not only subscribe for them but peruse their advertising pages long and carefully. Many devices are put on the market that are merely flimsy contrivances to entrap the unwary. The far-seeing man will give these the gentle go-by and accumulate only those which are durable, at the same time of artistic construction. He must purchase this sort of stuff always with an eye to the future; a lot of raffraff of impracticable nature litters space in the workroom and throws money to the canines.

"The window dresser must read up on everything that will be of 'first aid to the injured,' you might say, in his line. He should ponder on what others have to say and then cogitate well before adopting their ideas. What will do for one locality and climate would be entirely out of place in another. He must give heed to the particular sort of people with which his store has to deal and govern himself accordingly.

"Merchandise should be watched with vigilance as to deterioration by sun, flies and dust and not be left so long in the window that it is rendered unsaleable thereby. Windows must be made and kept like those of Spotless Town. Few goods should be shown at a time, an impression sought to be made by just enough rather than too much. Just like a well-dressed woman: better under-dressed than overdressed."

And the man who seemed to have thought things out about store fronts flicked the ashes from his cigar and conversation ended where it began—with silence on the part of the other fellow.

BLOODLESS BATTLE.

The Border War Between Michigan and Ohio.

Written for the Tradesman.

The Constitutional Convention soon to be held recalls an interesting chapter in the early history of the State. It relates to the adoption of the first State constitution and the admission of Michigan to the Union. War was one of its incidents—a war of many words, some marching of men and no bloodshed.

Michigan was slow in getting started toward population and wealth. In 1802, when Ohio was admitted, Michigan's population was less than 5,000. Indiana was admitted in 1816 and Illinois in 1818, and yet in 1820 Michigan could boast of but 8,927 people within her border. This slow growth was not because home seekers avoided Michigan, but because they could not arrive. The route of travel for settlers from the East was over the mountains to Pittsburg and then down the Ohio. This was easy and cheap. To reach Michigan involved many days' travel through a roadless wilderness. In 1825 the Erie Canal was completed. This gave Michigan transportation facilities and the tide of immigration immediately turned in this direction. In 1830 the population had increased to 31,639 and four years later a special census showed 87,278, with every boat from down the Lakes bringing more. Then Michigan became ambitious for statehood.

The first movement toward statehood was taken in 1831, but the Ohio delegation in Congress interposed objections and it failed. Two years later the effort was renewed and again Ohio opposed, and Michigan continued on the waiting list. Disappointed and sore at this second failure, Michigan determined to proceed without waiting for congressional sanction. The Territorial Council in January, 1835, authorized a State convention to draft a constitution. The convention met in Detroit May 11 and completed its labors June 24. In the following October a full set of State officials and a State Legislature were elected, also a member of Congress and the Legislature elected two United States Senators. Michigan was thus prepared to do business as a State, and yet no authority had come from Washington. Very soon after these proceedings the fun began. Michigan became a national episode.

Ohio's opposition to the admission of Michigan was due to her desire to have her northern boundary determined to her liking first. The long and, while it lasted, bitter controversy was no more than a line fence fight. It was a comic opera affair, as viewed at the present day, but at the time it was serious.

The ordinance of 1787 for the government of the old Northwest Territory provided that when the population warranted the Territory should be divided into not less than three nor more than five states. If five states were formed the boundary between the southern and northern tier of states should be a line drawn east and west through the southern extremity of Lake Michigan. The ordinance framers were guided geographically by a map made in 1755 which

showed the southern extreme of Lake Michigan about on a level with Detroit. After the admission of Ohio hunters and woodsmen brought in reports that Lake Michigan extended much farther south than was supposed. Surveys were ordered but trouble with the Indians and later the war of 1812 prevented. Ohio engaged a surveyor named Harris in 1817 to run the line, not due east from the southern extreme of Lake Michigan, but just enough north of east to throw Maumee Bay into Ohio. When Michigan came knocking for admission she demanded the old ordinance line, while Ohio insisted upon the Harris line. The difference was a strip of land about seven miles wide, a total area of about 600 square miles. The old Territorial Council, the new Legislature, the Constitutional Convention, the State officials and everybody else in Michigan made strong representations to Congress as to why the ordinance line should be made the boundary. Ohio was equally unanimous and emphatic in urging the Harris line. Ohio had a distinct advantage in that she had a strong delegation in Congress with the power to vote on the question, while Michigan was without a vote for congressman and two Senators being denied admission. With Ohio stood Indiana and Illinois, both of whom had overstepped the ordinance line that they might have a frontage on Lake Michigan. National politics and the slavery question became involved in the controversy. In the meantime Michigan and Ohio were squaring away for a real fight. On both sides the troops were called out and marched to the disputed territory. Governor Lucas was in command on Ohio's side and Governor Mason of the Michigan troops. The two "armies" came within seeing, but not within shooting distance, and then marched home again. The only casualty for Michigan was one white horse lost or stolen and the owner of this horse appealed to several successive Legislatures before finally receiving his pay.

The bill for the admission of Michigan passed Congress in June, 1836, but with the proviso that before Michigan became a State she must accept the boundary as Ohio wanted it. As a compensation for the seven mile strip Michigan was given the Upper Peninsula. The Legislature called a special convention to decide whether or not the terms should be accepted. The convention met on September 26 and after a four days' session decided to reject the proposition. A month later the people began to realize there was no use kicking against the pricks. Without authority from the Legislature another convention was called

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68 South Ionia St., Grand Rapids, Mich.

by party leaders. This convention met December 14 and a two days' session resulted in a determination to come into the Union on the terms prescribed. The decision was hurried to Washington and on January 26, 1837, Michigan became a State.

The real cause of the controversy with Ohio was not the 600 square miles involved nearly as much as possession of the Maumee Bay and the town site fronting upon it. State right theories were strong in those days. It was thought if a railroad were built it would have to be entirely within the State to have any standing or rights. Inter-state commerce had not yet been discovered. Two railroads were projected from Michigan to Toledo. Five members of the Legislature were among the incorporators of these roads and how many more were stockholders is unknown. It may be suspected that much of the Michigan enthusiasm for the seven mile strip was manufactured by those influential citizens in public and private life who feared that they would be left without a terminal for their railroads should the disputed territory go to Ohio. On the Ohio side the Maumee Bay was desired as a harbor, as the outlet of the Maumee River and as the entrance to a canal across the State to the Ohio River, upon which much money had been spent and as a town site. If Michigan's claim were conceded, under the State rights theory Ohio would lose harbor, entrance, outlet and town site, and this was more than she would consent to.

The tempest over the boundary subsided almost as suddenly as it arose. No mention is found of it in any of the subsequent gubernatorial messages, legislative proceedings or official documents beyond the allowance of the expenses incurred. With her new dignity as a State Michigan forgot her troubles in the boom that swept over the West about that time, and besides a little investigation showed that the Upper Peninsula received in exchange was worth in mineral and other resources many times the seven mile strip which Ohio had gained.

A New Book of Helps for Clerks.

Written for the Tradesman.

I have glanced through a little book recently gotten out, called The Clerks' Book. In looks it is a charming little affair, nearly square, easy-reading as to type, paragraphs well spaced. The binding is in cloth, a pretty shade of cadet blue, to particularize, and the title is done in plain black lettering above the center of the cover, also at the top on the back.

So much for the outside.

Between the covers it is as full of good solid suggestions as a nut is of meat, and the clerk who can not be assisted in a hundred ways by a perusal of its contents is one of the know-it-alls. The writer is Frank Farrington, and the following is the "Author's Suggestion" at the beginning of the book:

"There has been no end of books written for merchants, but very few for their workers.

"This book is written expressly with a view to helping the clerk. It

tells things that interest him more than any one else.

"Don't try to read it all through at once. Read a little at a time and then think it over.

"Keep the book handy by the counter or in your pocket and pick it up at odd moments. If your employer objects to your reading this during working hours let me know. I'll write to him.

"If any of the principles set forth in these pages are contrary to your personal experiences I would like to know it. I began clerking at \$1.50 per week and learned a good deal before I got a raise. If I learned much that isn't so I want to know it right away."

The book is copyrighted, is gotten out by the Merchants' Helps Publishing Co., of Delhi, New York. Press of Lent & Barnes, 137-9 E. 25 St., New York.

The following pithy paragraphs are a sample of the contents of this valuable little brochure:

It is better not to sell a customer an article that does not suit him, even if you lose a sale by the means. A dissatisfied customer will lose you more money than the profit on many sales.

A man's ability to ingratiate himself with his customer is the measure of his success as a salesman.

Always apply the Golden Rule to the case of the customer with a grievance. If you yourself were ever treated unfairly or niggardly when you made a complaint you will realize what kind of an impression that treatment left.

A cheerful store is the joy of the customer's heart and a smiling clerk is the making of much business.

When business is dull and customers are few, don't sit and dream. Make use of your spare time to your own or your employer's advantage.

If you have unpleasant personal habits or peculiarities do your best to eradicate them quickly. They are making it up-hill work for you to get on the right side of people.

Did you know that a little tact and a little talk would nine times in ten sell a customer more than he came in to buy?

You will make some pretty bad breaks with the customers if you are not posted on the advertising the store is doing to-day.

Clean hands and nails and clean linen are a necessity if you are to be considered agreeable to particular people.

As necessary as it is to be cleanly, it is never necessary to manicure your nails or to complete any part of your toilet while on duty. Get ready for the day's work before you come down.

"Madam" is far better than "lady" in addressing a woman customer. The use of "gents" should also be tabooed.

H. I. S.

Work vs. Worry.

Worry not over the future.
The present is all thou hast;
The future will soon be present,
And the present will soon be past.

For every illness under the sun
There be a remedy or more;
If there be one try and find it,
If there be none never mind it.

There can be no recreation in the indulgence that leads to regret.

West Michigan State Fair

Every Merchant in Western Michigan Should Plan to Attend the Fair at Grand Rapids the Second Week of September

Premiums and Purses

In 1907.....\$25,000 In 1906.....\$17,000

The larger premiums offered by the West Michigan State Fair have brought an amazing increase in the number of entries from exhibitors.

The Ayreshires

are a valuable breed of dairy cattle and new to Michigan. Three different herds are entered this year—none were exhibited last year.

Horses

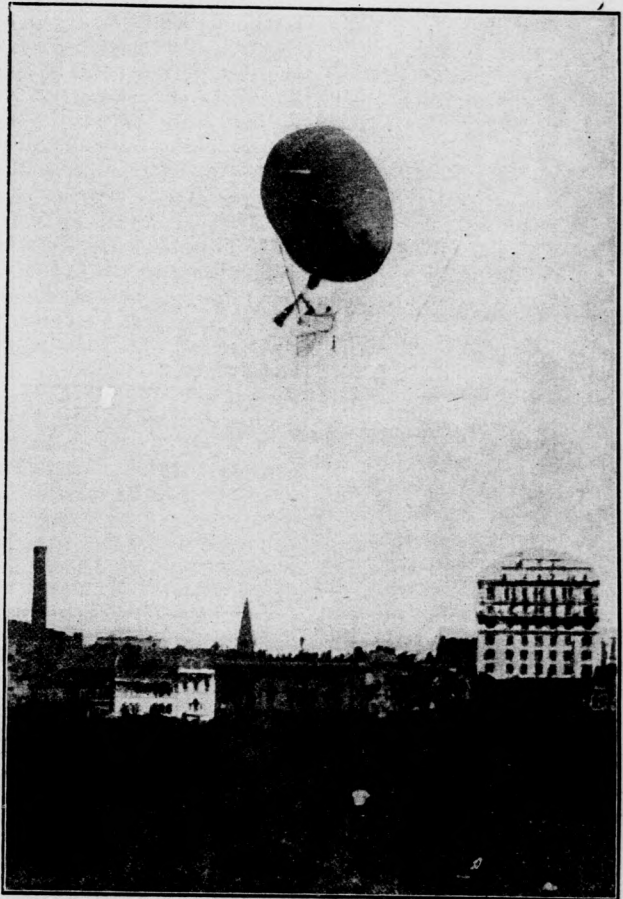
Entries of both pure bred and grade draft horses are 100% better than last year. The number of Shetland ponies entered is also doubled. See the parade of draft teams in harness Wednesday afternoon.

New Carriage and Dairy Building

A new building has just been erected, 130 x 220 feet in size, and covering nearly three-quarters of an acre. In this building will be found the finest exhibits of carriages ever seen at this fair. Dairy products and dairy machinery will also give the prominence and importance of the industry this State demands.

Costs of Free Shows

In 1907.....\$6,000 In 1906.....\$2,200



A. Roy Knabenshue and his airship—the ship that flies, the ship which many have tried to imitate but none successfully—will operate from the Fair Grounds at least once each day for five days.

SEVEN—Spellman's Performing Bears—SEVEN

with a lady trainer. The intelligence of these animals, their cunning ways, their humor and docility are a source of endless entertainment and amusement. Hardy, the "American Blondin," high wire artist, the sensational aerial casting act of the three flying Valentines, together with numerous high class vaudeville and comedy acts, make up the best free show program ever offered by more than two to one.

The grand stand has been enlarged so there will be room for all. Those who visit the "West Michigan" this year will say on their return home: "It was NOT THE SAME OLD FAIR this time. All of the Old Fair attractions were there, of course, but there was so much that was new, the new carriage building, the new grand stand, the new breeds of cattle and many fine horses, together with the new airship and the many novel features of the free show, that I am very glad I went."

September 9, 10, 11, 12 and 13

Excursion Rates on All Railroads

No liquor will be sold on the grounds this year. Those who think a fair should be thus conducted should encourage the management with their attendance



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

Subscription Price

Two dollars per year, payable in advance.
Canadian subscriptions, \$3.04 per year in advance.

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

Without specific instructions to the contrary all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date.

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, August 14, 1907

THE REAL ISSUE.

The telegraphers' strike which is just now so seriously hindering the business of the country is remarkable for the clearness with which the open shop issue is raised. With the exception of the office in Los Angeles, where the trouble originated, the offices throughout the country are on strike to-day through the refusal of the union operators to work on wires manned at the other end by non-union men. It is not pretended that any other issue is really involved than the simple one, "Can a man who does not belong to a union earn a living at a trade in this country?"

One of the dailies of the city has said editorially that although this was a strike in which the public was vitally interested, it had no voice in the settlement of the trouble. This is in the last analysis incorrect. The public, as the user of the wires, will be the referee in the contest between the companies and the union. If the public will stand for Americanism and will suffer for a principle, the inconvenience and possible loss which the delayed service may cause, the companies will establish the open shop and the right of every citizen of the United States to earn a living will be nearer to a reality and less a phrase of the Independence Day orator.

That the companies will fight seems certain from the decisions given out by the officials in authentic reports. The question of the hour is, Will the public stand with them for the open shop or bend the knee to the labor trust for the sake of temporary relief? The public must bear in mind that temporary relief is the most that can be expected from any concession to the labor trust. It will be checked in its rapacity only for the time necessary to gather strength and confidence for the next assault.

The attitude of the operators of the Associated Press is interesting in this instance. No sooner were the commercial operators out than, as the Associated Press wires were practically the sole means of telegraphic communication, one branch of the labor trust had secured a practical monopoly. At once and with apparent unanimity these self-styled down-trodden toilers, who spend their idle hours denouncing the capitalistic trust methods as portrayed by the genius of yellow journalism, set up the cries,

"Raise the prices," and "Shorten the hours," and left their instruments with an arrogance which makes the encroachments of the Standard Oil Company seem timid and faltering. This particular tenacle of the labor trust has released its hold and the men are now again at work, thanks to the good judgment of a national officer of the union.

Now the long distance telephone operators and the operators of the brokers' private wires are feeling within them the strength of monopoly and the press dispatches say that they may go out. Whether they go or do not go the eyes of the public are open. Labor unionism can thrive only by monopoly, and we are getting a glimpse to-day of what an unchecked monopoly of the labor situation may mean to the country.

The socialists are taking advantage of the situation to point out the desirability of Government ownership of the telegraph systems, and the trades unionists are joining in the cry in the hope of frightening them into a settlement. Government ownership of the wires is not the issue. Grave as that question may be, the question of the hour is far graver: The constitutional question of personal liberty—the essence of Americanism—is involved, and the country must await the result of the strike to find out whether we are one step nearer or one step farther away from that day when the labor trust is to be demolished and every man may contract for the working hours of his life in an open market when the right to earn a living is denied to none.

IN A HOPELESS FIGHT.

In 1882 there was a general strike among telegraph operators all over the United States. It continued uninterruptedly for about a month, entailing a considerable loss on the telegraph companies, but a larger loss to operators as an organization, and ended in a general resumption of service with the operators losers in that they did not win any concession that was not offered by the companies before the strike began. And there are to-day in nearly all of the larger cities men who participated in the strike a quarter of a century ago. Among these men are some who were accepted and returned to work when the strike ended, but many more who, barred out by the companies, were forced to enter other occupations. Of this latter class a majority were not thrifty and, forced to accept whatever employment they could get, fared very badly for a long time, some of them even to the present time.

Thus is epitomized the history of every strike by telegraphers—whether the effort was great or small—ever carried on, and beyond any question there will be no need to change the record in the present instance.

With now and then an exception the men who become telegraph operators of ordinary ability are not versatile as wage earners. Either by temperament or through environment or because of some other peculiar influence they do not appear to be able to adapt themselves to mechanical vocations, to the business of salesmanship or to purely clerical posi-

tions. And telegraph operators, following a vocation that is very exacting in its demands upon their time and mental equipment, are peculiar in their social qualities, somewhat reserved, exclusive, not given to making friends quickly, so that when they voluntarily go out on a strike they are taking very long chances.

As usual in all concerted efforts by the labor organizations it is the more or less helpless dupes of the arrogant, conscienceless leaders who suffer most bitterly. The chaps whose names appear on the stationery of the unions, the officers who are at present mentioned in the press reports of the strike, not only do not suffer in any sense, but a majority of them gain a distinct material profit by virtue of the many walk-outs.

The present difficulty, stripped of all verbiage, is simply an effort on the part of the strikers to dictate as to who shall be employed by the telegraph companies, and in reply, a declaration by those companies that they propose to manage their own business without accepting dictation from any source other than National authority. No compromise is possible so far as the companies are concerned and the labor organizations are crying, "No surrender."

Meanwhile the news services all over the country are crippled, a result which, important although it be, is not nearly so momentous as is the interruption to business progress in general. Not much that is reassuring has as yet been heard from the United States Commissioner of Labor, Prof. Charles P. Neill, as to what part his department is taking in the present dilemma, but much talk anent Government ownership of the telegraphs has developed. However, that is another story, the telling of which will be begun by Congressman Sam W. Smith, of Michigan, when he introduces a bill providing for such ownership, and before that happens the present trouble will be ended.

CRIMINAL INDIFFERENCE.

What a hullabaloo is was!

And then to have it all vanish in the esoteric depths of practical politics as they are conducted!

Individually the average citizen has not interested himself particularly as to the revision of the constitution. Of course, every one of them has endorsed, without qualification, the noble but helpless generality "Vote for the best men," but there their participation ended.

Columns of type have set forth the opinions, the promises and the platforms of candidates and would-be candidates all over the State, various organizations in the interests of the general welfare have contributed their recommendations and editorials calculated to inspire the highest ideals as to citizenship have been commonplace.

Meanwhile the Little Joker has been busy in the persons who believe in individual effort and personal contact with the other men who have votes. In other words, the Little Joker is made up of those who assume leadership by force, as it were. The Little Joker gets into each section of every precinct and does things that count at the finish, and the life of this Little

Joker is in no wise threatened by the requirements and the prohibitions of the primary law.

Indeed, this new measure in legislation has given added versatility to the protean abilities of the Little Joker, who gets out among folks, while the would-be academic statesman and the citizen idealist sits hard by and scolds.

The "I-am-holier-than-thou" proposition has never worked successfully in the advancement of either religious, political or social conditions; and yet, reduced to its last analysis, it is a theory to which a majority of citizens have clung with such tenacity that it has become a genuine faith, and its devotees are those who go about whining over the political conditions and predicting all sorts of disaster for nation, state, county and city.

And the Little Joker takes an account of stock and sniggers audibly.

The maze has been built and the Little Joker is in it. Just who will get their shins barked, their noses peeled and their hopes blasted in the journey through the ten-dollars-a-day sessions of the Constitutional Convention remains for development, but when the revised charter of our liberties comes up for adoption or rejection the situation will then be different. That is to say, it should be different. But will it?

With a possible vote of over half a million ballots in the State present indications as to yesterday's election are that less than one-fifth of those voters performed their duty as citizens. That is to say, there are over 100,000 citizens of Michigan who did not have sufficient interest in the make-up of the convention to express their preferences. This being the case an equal or larger number will neglect to inform themselves as to the quality of the revised constitution that will be submitted for adoption or rejection. The natural sequence, whether the constitution is adopted or rejected, is that the verdict will be tremendously affected by ignorance, bigotry and successful political wire-pulling in spite of my Lord Cardinal—the I-am-holier-than-thou citizen.

Canada is making remarkable progress in the construction of good roads. The province of Ontario appropriates \$2,000,000 annually for highway improvement. Townships are putting their road work on a cash basis, centralizing the supervision under one competent commissioner, using labor saving machinery, building better bridges, and in many ways seeking greater permanence and durability for the highways. In the past ten years there has been \$21,000,000 expended in highway improvement. This represents the Government aid to townships and does not include the investment by counties on country highways. The expenditure on town and city streets represents a large additional amount. From this it is evident that the roads are by no means being maintained by the General Government alone. The magnitude of these figures is concealed from year to year by the distribution among a large number of municipalities. They show, however, the great extent of work and the advantage of intelligent direction.

POWER OF ORATORY.

The American people are probably the most impulsive of any of the great white races. This is not strange, since it is historically demonstrated that all the white races, although far less emotional than the black, red, brown and yellow peoples, have always been carried away by feeling and sentiment rather than by reason and logic.

Oratory has always been a great power in every age, but in this day of multifarious newspapers its influence has been disparaged and decried, but nevertheless eloquence that is able to arouse the emotions and excite the passions, has lost none of its might to control and lead the masses. A writer in the Atlantic Monthly for July declares in praise of this almost divine gift of speech: "And what greater tribute could be paid to man than was vouchsafed by the assembled thousands gathered from every State at the eastern gateway of the continent, to greet the necromancer of words as he returned to his native land from a world tour? It is not Bryan the statesman, nor Bryan the sage, nor Bryan the politician, but Bryan the orator, whom the masses adore."

Continuing, he writes: "The political orator exercises a mystic sway. The enchantment of the human voice is singularly complete over the average American audience. They will stand in downpouring rain for hours, they will fill the largest hall to suffocation, they will gather in unwieldy crowds at monster mass meetings, to hear a mighty wielder of phrases; they will get out of bed at unseemly hours in the morning, or stay up until midnight, to hear a stump speech from the rear platform of the train that bears the favored orator from town to town in a journey of triumph.

"And why do we love to hear our orators? It is not merely idle curiosity, for curiosity is transitory; it vanishes speedily, once that it is satiate. Nor is it surely for the logic or the wisdom or the originality of the orator. The public speaker who has a reputation for syllogisms or philosophy speaks to empty benches. We love to hear our political orators, not for what they teach, but for what they inspire. They make us enthusiastic. We love the thrills they give, the impulses they radiate. The function of the stump speaker is not conversion or conviction, but stimulation."

But no oratory is able to move and thrill an audience unless it be something to excite and arouse, and it is in this way that the proclaimers of radicalism gain a following, which is always in proportion to their fiery eloquence. If they be not orators nobody cares for what they say. So it is with religious preachers. Some are able to move vast multitudes to expressions of the most violent emotions, and even to extraordinary action. Peter the Hermit, the fiery orator of the church in the eleventh century, aroused all the peoples of Europe to join in the crusades to recover Jerusalem and Palestine from the control of the Moslems. Oratory drives nations to war and stirs a peo-

ple to the most frightful revolutions.

But oratory has no power to still a storm. It can put in motion the forces that create a reign of terror, but it can not quench the conflagration of human passion it has kindled and blown into a furious flame. There is no oratory of conservatism. It is all on the other side, and when people become restive, uneasy and disquieted, it is then that some fiery speaker sets them in motion towards some act that may result in the most frightful and destructive consequences.

Before society was organized by men for mutual defense all rights and property were at the mercy of the strongest, and so government is intended to protect the body politic against the encroachments of individuals. But since this has to be done by organizations which we call political parties, and parties are moved by machinery that is controlled by somebody, society is as much as ever at the mercy of somebody, known as the "boss." The writer mentioned above says: "In the play by a party to control the votes of the people, there are two parts; the one secret and sinister, the other open and alluring. The one is the 'organization,' the 'machine,' the other is the real spectacular show, the part composed of orators and handbills and great headlines in party papers. This dual nature of his mechanism clearly reveals the intent of the politician. If he cared only for the naked, native truth, why all this plotting behind locked doors, why this red fire and ceaseless flow of florid rhetoric? A political party is simply a great complex invention designed for the purpose of transforming human impulses into political majorities. One part of the device is designed to arouse and to hold the impulses, the other part to gather them into unity and to wield them for some specific purpose."

Thus the party goes on under the control of a boss, until some new issue, no matter how risky and menacing it may seem to existing conditions, arises, and should some fiery speaker take it up and advocate it in burning words until the people shall be aroused and excited, it will sooner or later be the beginning of a great political revolution. In this country the tendency of both great parties is towards radicalism.

GOOD ADVICE.

Various bits of sage advice are handed out at one time or another by men who count themselves well qualified to give counsel. Some of these sayings are wise and some otherwise. Out of any considerable collection of them there are always a goodly number worth remembering and some of them worth following. Mr. Draper, Lieutenant Governor of Massachusetts, is the author of a motto which runs like this: "Buy a pew in church and attend the political caucuses." That is not bad advice from any point of view. Sure it is that every man in the community should pay pew rent or otherwise contribute to the support of some church. It is better to be a member, but those who are not may well take heed and at least do some-

thing to help the cause. Churches are necessary in every community and if they are to be properly maintained and do the good work of which they are capable funds must be forthcoming. There are mighty few men in this country who can not afford to pay something every year to the support of a church and most of them ought to pay more than they do.

If Governor Draper's motto is to be taken literally an incident of good citizenship is attending caucuses and voting, not as the boss bids but for the best man. If all those who complain about poor nominations would go to the primaries there would be less occasion for complaint. Indeed, those who do not go to a caucus are not entitled to very much of the floor to find fault with what their absence and neglect have permitted others to do in the way of nominations. But it is less in the literal than in the broader sense that Governor Draper intended his motto to be taken. The purpose is to suggest the necessity for men to look after spiritual and temporal affairs, to do what they can to advance the cause of true Christianity and as well the cause of good citizenship. Attending the caucuses is simply a phrase meaning a diligent personal attention to all the opportunities which present themselves to a voter to secure and maintain improved political conditions. Good citizenship does not consist alone of paying one's debts and keeping out of jail, excellent as these things are, but it includes other and not less important duties. If every man would vote as he talks his talk would be more efficient. There is no use in telling other people what they should do unless you do it yourself. So taken literally or figuratively Governor Draper's advice to "buy a pew in church and attend political caucuses" is good and worth accepting and acting upon everywhere by everybody.

A short time ago a gentleman in Boston sent a small boy in his neighborhood to deliver a note to a young lady who lived a few blocks away. He gave the boy a quarter to make him hurry. After a short time the messenger came back, and, handing the money, said, "Miss Z— says she will be glad to see you to-night, but she didn't want the quarter."

RICE AS HUMAN FOOD.

The proposition for the establishing of a corporation for the wide advertisement of the Southern rice crop in order to promote a more extensive consumption of this important food product is interesting.

Years ago it was known that while American Indian corn is generally used at home for human food, it was regarded in the various European countries as unfit for any such purpose and was imported to be fed to cattle and other live stock.

Interested parties in connection with the Agricultural Department at Washington maintained abroad for several years agents whose business it was to demonstrate to the people, particularly at fairs and expositions, in a practical manner the immense value of corn for human food. It was cooked and served in many attractive and palatable forms, and its good qualities were made known to many.

Rice in this country is regarded rather as food for sick patients. While it is admirable for such purposes, it is such strong and nourishing food that 400,000,000 of Chinamen, 300,000,000 of East Indians, and the Japanese and other Orientals almost exclusively subsist on it. Our own people will do well to learn from those races that know it best.

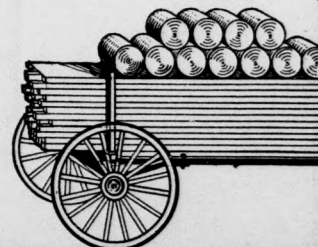
Georgia has enacted a stringent law which prohibits the manufacture or sale of alcoholic beverages in the State after January 1, 1908. The bill will cause a loss in revenue, State and municipal, of \$1,000,000. The impelling force which has led to the enactment of the statute is undoubtedly the desire to divorce the trades union thugs and the saloons—a combination which has led so often in late years to wild outbreaks of crime. The saloons have proved mills to grind out criminals of the worst sort among both blacks and whites. Governor Hoke Smith pledged himself to sign the bill before he was elected, and he is expected to use his official and personal influence in its enforcement. He is part owner of the biggest hotel in the State, and closing its bar will deprive him of a handsome income. The success of prohibition in Georgia will be watched with interest throughout the country.

Rolls of Roofing TAKE THE PLACE OF SHINGLES

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



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



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

DRY GOODS

Weekly Market Review of the Principal Staples.

Domestics—These goods of every known character are strong and scarce. There is nothing new in this respect in their attitude. They have, during the current week, merely added to their position of strength and have rendered it more impossible to secure desirable delivery. Certain lines which the cutting-up trade follow more closely than others are well-nigh impossible to get and the future is all that could be desired for the first half of the coming year. Many lines have been absolutely withdrawn and others are selling around June very freely.

Bleached Goods—The position of bleached goods is illustrated by the further advancement of prices which took place during the past week, certain well-known tickets having been placed on new levels. Sales are being regularly made and goods are scarce well on into the coming year. That they will continue to advance is obvious from the position which goods in the gray occupy and from the aggressiveness which is characteristic of this branch of the market.

Colored Goods—Are completely sold up for the balance of this year and at scattered intervals through the first half of next year. Advanced prices are not a deterrent feature, as buyers seem to be more anxious about delivery than anything else. Spots command the highest prices in all lines.

Sheetings—Are practically in the same situation that they were in last week, unless, to be sure, we except the added strength of their position. The problem which confronts the manufacturers of heavy goods seems to be no nearer solution than has been the case heretofore.

White Goods—Are very popular for summer wear, but by no means

to the elimination of dress goods in general, and consequently, spring being essentially a fancy season, this class of goods may reasonably be looked upon to develop something of a substantial nature.

Prints—The demand in staple prints has increased somewhat over last week and is on the largest scale. If buyers continue to make the demand that they are doing at the present time the further advances which have been so freely talked of will be here in a short time. Fancy prints are also being very satisfactorily taken and as a matter of fact are considerably improved over last week.

Dress Goods—Business in the dress goods market is of a decidedly spotty character and concerns the fall season almost altogether. Now that the first of the month has been turned, sellers look forward to a clearing up of the situation, which on fancies is not a little perplexing. Indications at the present point to a tremendous solid color season and if anything of a fancy nature is to develop it will have to do so soon. Plain staples are being bought largely and it looks as if broadcloths are to carry everything before them in the coming trading. Buyers are now attempting to anticipate their deliveries on goods bought for September, which would look as though they are to want their goods this month and gives but scant time for the development of anything in the nature of fancies. Blacks, blues and browns are the favorites in colors. So much confined to solid colors has been the buying so far that there is a chance for a demand for fancies to spring up to liven the stocks carried. Naturally buyers are in no hurry to commit themselves in view of their recent experience, but, as there is nothing left for the manufacturer to do but to speculate, it is logical that, in view of the limited time, fancies are well-nigh a dead issue for the fall season.

Hosiery—Taken as a whole, the hosiery market showed signs of considerable activity last week. There

was, in fact, hardly the usual amount of pessimism in regard to prevailing market conditions. By far the majority of the selling agents reported either that they were completely sold up and would not have any goods in the market for some time to come, or else that they were doing what they considered a good, normal, healthy business. The most serious complaint that the more gloomy ones had to make was in regard to the universally admitted scarcity of goods. In regard to this fact there is no question, as it was emphatically referred to by even the most optimistic minded sellers. Although this holds true in all lines—cheap, medium and high-priced—yet this is especially noticeable in the goods made to retail at 10 cents, no matter what their nature may be. Moreover, this was an item worthy of comment last week as well as this and there does not seem to be any relief for the situation in sight as yet. Without doubt there will not be for some time, but even at that, and taking into consideration not only the scarcity in the 10 cent lines but also in all others, it is an open question as to whether this is to be so very much deplored. To be sure, for the time being, it is causing and will cause considerable inconvenience to the buyers as well as irritation to the sellers. The form-

er want more goods than they can now get and the latter could easily sell more than they now have, but the point at issue is that such a situation has had and will have a great deal to do with bringing the prices of hosiery up to their proper levels.

Underwear—Gloom, doubt and depression are now the leading characteristics of this market. Add to this the fact that the present inactivity of this branch of the knit goods market is emphasized all the more strongly by the unseasonable time of year, and you have a pretty tough combination. In fact, this year is branded by some as the worst year that the knit goods men, and in particular the underwear men, ever had. Current talk around the market lends considerable support to this theory. Plenty of underwear has been sold. Being a necessity there is always bound to be demand enough for the commodity and business enough, but the ruling question now is not one of business, demand, or even supply, so much as of price.

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

P. STEKETEE & SONS

LINE 1908

Broadcloths	25 inch Waistings
50 inch Flannels	Plain and Fancy Tricots
36 inch Flannels	Plaid Effects
Batistes	Panamas
Serges	Cashmeres

Now Ready

P. STEKETEE & SONS

Wholesale Dry Goods

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



TRADE MARK

STOCKING?

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 these stockings or write us for sample pairs.

"Bluff" Not Wanted and Not Necessary.

Distorted ideas are in circulation about the greatness and gameness of that braggart quality—bluff.

Whether it is a bill of goods to be sold, a franchise passed or a candidate to be run for office, there are, connected with any enterprise, a few men who insist that the practice of bluff is the most skillful way of getting things done. They'd reject a surer, safer method of engineering the end in view for the sake of the spice of adventure they feel in winning out on a bluff.

They think it is sportsmanlike and overlook the matter of principle.

Bluff won't do in advertising. What is wanted is absolute reliability and the honest "good front," which is better than a bluff every time in creating good first impressions and keeping them up to mark.

Bluffs, even the best of them, resemble airships. You can get them to ascend to a certain height, and attract amazed interest on the part of lookers-on. But the first unfavorable gale sends them ignominiously to earth again.

The right kind of salesman—and this kind is in the majority—tells the straight truth about his line, his house and himself. He tells it with such a "good front"—which is better than bluff—that it would take a daring man to stand up and contradict him.

In case the customer is afraid that something in the consignment will prove unsatisfactory, and demands that you make in that event more than the fair reparation, don't overwhelm him with assurances which have but feeble support in your mind. Don't promise impossible concessions. Tell him what your firm considers a fair standard of equity in such cases as this. Don't exceed it with a bluff which will quiet his fears for the time but will leave an opening for disagreement later on.

Modern advertising methods furnish the most striking examples of the difference between bluff and good front.

Advertisements which are obviously bluffs are not uncommon. They promise wonders that will never come to pass; they represent goods which must have been made in heaven if they were ever made at all, they are so patently "too good for any earthly use."

Such advertisements have two strong points. They arrest the attention and bring the imagination into play. The allurements which they blazon forth entertain us, and are remembered—with the same delighted incredulity with which we recall the circumstances about Jack and the beanstalk, and the doings of "Br'er Bear." To be sure the firm name appended to them keeps its place in our minds. It is serviceable in indicating where we shall not go to trade—when we mean to spend money in sober earnest and to a practical end.

These are cases where bluff is unprincipled and impolitic as well.

The right kind of advertisements rouse the imagination forcefully, while they appeal to the credulity and common sense of the reader. It is possible that the language is sometimes figurative, highly colored

and stimulating to the last degree, but it contains no note of exaggeration. Plainly, the truth is being told—and that is what we want to feel convinced of, before we take the next step in the mental process of deciding to buy. These advertisements are of the "good front" sort—and they pay.

The salesman on the road is handicapped if the advertising which has preceded him to his customers is of the wrong kind. If it is of the bluff variety it has either created a bad impression which the most skillful salesman will find it difficult to counterinfluence, or, failing to be detected for a bluff, it has raised the customer's expectations so high that all manner of exaggeration in the selling talk would be indispensable, if the prospect's interest in the goods were to be maintained. In either case the firm's reputation for trustworthiness is jeopardized.

On the other hand, the firm which employs good brains and money in getting out intelligent, sensible advertising—"good front advertising"—has wasted its efforts to a great extent if its advertisements are followed into the customer's presence by a salesman of the bluffer type. Where the advertisement itself might have drawn an order, its drawing power is counteracted by the bad impression which the bluffer makes just as soon as his prospect suspects what sort of salesman he is.

The bluff variety of advertisement injures three parties: the bluffer himself, the house and the goods which have been placed in a false position, and the customer, who is either victimized by the bluff or loses time and patience in detecting and "calling" it.

Put up a good front—the kind that has the metal behind it, and means just what it gives the other fellow to understand. A good front wears longer than a bluff, anyway, and is less liable to accident.

Men respect an advertisement which is plainly an honest expression of the advertiser's sincere conviction about the goods he sells. One which plainly intends a deception simply alienates trade.—Mark Sievert in Salesmanship.

No man is worth much to society until he learns to make the most of himself.

No man increases his own good reputation by stealing another's.

A Fish Story.

Brown had returned from a fishing expedition, and after partaking of a most welcome dinner was relating some of his fishing experiences:

"Last year," said he, "while fishing for pike I dropped half a sovereign. I went to the same place this year, and after my line had been cast a few minutes I felt a terrific pull. Eventually I landed a fine pike which had swallowed the hook, and on cutting it open to release the hook, to my amazement—"

"Ah," said his friends, "you found a half sovereign."

"Oh, no," replied Brown, "I found nine shillings, sixpence in silver and threepence in copper."

"Well, what became of the other threepence?" queried his friends.

"I suppose the pike paid to go through the lock with it," answered Brown.

Cure, Not Prevention.

A laborer in Eastern Indiana died recently and the members of the fraternal order in which he held membership called upon his widow to find how they might be of most assistance in her distress. They made all arrangements for the order's attending the funeral, but before settling upon the final details for the obsequies they desired to know if the deceased had any special affiliation.

"Did your husband belong to any church?" was asked.

"W'y, no," said the woman, in astonishment; "he never done nothin' to belong to church for."

New Stock of Handkerchiefs



We have our new line ready for inspection and delivery. On account of the constant advance of all cotton goods we advise accounting holiday orders for the above now in order to secure pick of the line. These numbers were all bought before the advance and cannot be duplicated at present prices.

Ask Our Men

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

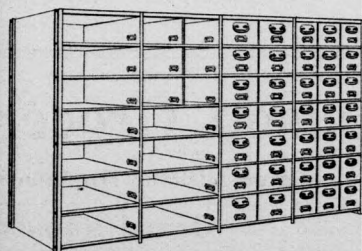
GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.

Metal Fixtures for Stores and Factories

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



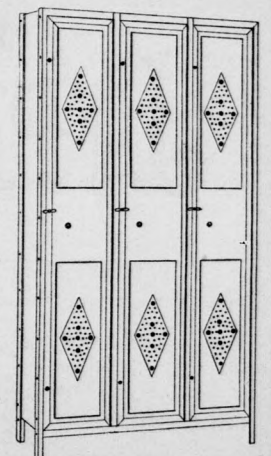
Our Racks, Shelving and Bins are all portable. It is easy to put them up. Moderate in price. An excellent investment.

METAL LOCKERS. Safe, clean and vermin proof.

Metal Trucks, Metal Boxes, Steel Barrels, Cans. A fireproof equipment throughout.

Terrell's Equipment Co.
Grand Rapids, Mich.

Write for catalogue and prices.



GOOD MAN SPOILED.**Department Demoralized by Exercise of Power.**

Gross was a nice little man who combed his hair back from his temples and carried an umbrella whenever it looked like rain. He was an eminently successful superintendent of the profit ledger in the office of Going & Co., and it really was cruel of Fate to play him the scurvy trick that it did. But Fate is a comedian with neither heart nor feelings, and when it pleases to have fun with anybody it does so regardless of whether said fun is funny to the person concerned or not. It plays with the greatest as well as the smallest. It pleased it to make Napoleon indisposed at the critical moment of Waterloo; it made Rockefeller lose his hair, and it made Gross—but what it did to Gross is plenty and something to spare.

Gross was a graduate of a modern business college. Of course it is not exactly right to begin at the beginning to lay up charges against Gross, but the truth must be told, no matter what the cost to other people, and this is the truth about Gross: he was a college graduate in business.

Aside from this Gross' life was a singularly worthy and blameless one. And even this didn't seem to hinder him to any overwhelming extent, for he came straight from his alma mater to become an understudy in the book-keeping department, and to the surprise of everybody there he actually held his job.

Further proof that Gross was a

highly commendable young man is entirely unnecessary. Which makes the conduct of Fate all the more undeserving and unjust.

Not only did Gross hold his job but he made a good impression upon the head of the department. Now, this is much. The head had once upon a time pushed a truck in the employ of the same firm for which he now acted as an officer. He had come up through the many strata lying between the position of a trucker in the shipping room to the head of the accounting department by the hard, hard road of deadly plugging and unremitting toil, and he was not a pleasant man in any sense of the word to those under him. Naturally, he loved business colleges and all theoreticians of business with the love of true Hibernians for Orangemen. And for the graduates of all such institutions he had but one name, and that name is remarkable for its force and lack of politeness.

For one of such young men to get into his department was a feat worthy of much record. For him to stay there over a week was a triumph. And for him to make a favorable impression upon the head was unheard of until the advent of young Gross.

But Gross did all of this. The head, besides being a crank on his selection of employes, was also a good business man. He saw in Gross just what he wanted to see in his understudy book-keepers. Here was a young man whom Nature had endowed with all the qualifications and lack of them necessary to the mak-

ing of a nice, gentle, human machine. He was methodical as a machine is methodical. He was dependent upon his superior as a machine is dependent upon its operator. He was as helpless without a boss as a machine without power. As a machine is without initiative, so was the young Gross without initiative. And he showed in his cringing attitude that he had about as much spine and nerve as a caterpillar; so the head said: "This is made for me," and began to treat him with much care.

In order that other young men may thus win their boss' favor, it is well to tell how Gross worked. The official time for starting the day's work at Going's is 8:30. At 8:28 Gross came in through the little swinging gate that led into the book-keeping department. At 8:28½ he was at his desk. At 8:29 he had his cuffs off and in his desk, at 8:29½ he had his ledger on the desk, and at 8:30 he was sitting in his chair in front of it with his pen in hand. At 12, even, he arose and went to lunch. At 1 he repeated the same formula as in the morning, and thus it went on and on, day after day, the only variation to the programme being so minute that it could not be discerned by the naked eye. The working day of the office is eight hours. Eight hours per diem Gross spent at his desk. Nothing remains to be explained about his success.

Eventually he ceased to be an understudy and he got a ledger of his own, the profit book. And there he stuck for five long, mechanical years, at \$16 a week, and the office looked

upon him and said that he was a good little man. And he was. There was no doubt of it. He did his work well—none better. He kept the profit ledger as well as it could be kept, and that is as much as any man can do. He never made mistakes; he was never behind in his work. He was the model book-keeper, the model office worker, a good little man, and he was given credit for the same.

He should have remained a good little man to the end of his days, but then Fate stepped in and played him the scurvy trick. Why Fate couldn't let little Gross alone is too big a mystery for common humans to attempt to probe. If ever there was a man who should have been left alone Gross certainly was the man, and this possibly is why Fate insisted on not leaving him alone; and so it happened that the old head, who loved Gross for the perfect little machine that he was, was transferred to another department, and there came to take his place a man who had notions about rewarding with promotion and more money the faithfulness and good service of old employes. Gross, of course, came in this class.

The department expanded, and the new head created the position of assistant manager of the department. "Who," said he, casting his eye over his men, "who is so fitted for the place, who is so worthy of it, who should have it—but Gross?"

So Gross was made assistant manager of the book-keeping department

BLUE BELLS



JAPAN TEA

W. F. BLAKE

Manager Tea Department

TELEPHONES { Citizens 4244
Bell-Main 667

New Arrival

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

Autogo

First crop of our new
preserved type. Absolutely uncolored

Blue Bells

Choicest first pickings
of the celebrated Yokohama leaf

We can prove it

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

Judson Grocer Company

Largest Direct Tea Importers in Michigan

Grand Rapids, Mich.

with the power of business life and death over his fellows.

It went well for a week. Then one of the ledger men made a bad error. It was up to Gross to tell him about it, and the man rested easy, for he knew that Gross knew how these things happened. Besides Gross had a good reputation.

"Mr. Quirck, how did this happen?" That is what Gross said to begin the talk, and he said it in a tone that cut the ledger man to the quick.

"Why, say, old man," he began, but Gross pulled him up.

"Now, now, now! None of that. You're up here to explain why and how you made this error. Please do so at once."

Gross was as autocratic as a major general talking to a dirty recruit. The man couldn't explain. Of course there was no explanation. He had just made the bull, and that was all there was to it. And the way that Gross called him down about it was a model for testy calldowns to be patterned after.

The man went back to his desk ready and anxious to commit murder; and Gross settled back in his chair, two inches taller and an inch bigger round the skull.

Next it happened that a man came down to work at 10. Gross insisted on knowing why. "Sick," said the man. Gross said: "H'm!" in a voice that called the man a brazen liar, and the man began to swear. Gross sent him on his way with a threat of discharge ringing in his ears.

This is the way it ran for four months: Gross letting the department know who he was, and the department growing mean and sullen under his lash. One day Gross discharged a man for impudence, and that was how it got to the ears of Old Going.

Old Going came down from the throne room and investigated. It took him all of fifteen minutes to do it. Then he called the head of the department.

"You've spoiled a good little man," said he. The head wished to know how.

"Gross is spoiled, hopelessly, and you'll have to let him go," explained the old man. "Don't you see that he is spoiled? Why, he is a different man altogether. Poor fellow! You shouldn't have given him any power. It was like drink to him. It knocked him off his base. He's no good now; he is fit only to play boss, and he never can do that in the world. Power is a good thing for a big man to have; for a small man—well, you see, what it's done for Gross. Let him go and look around for a new assistant."

Now, wasn't it mean of Fate, considering that Gross was such a good little man as he was?

Allan Wilson.

The best evidence of any superiority is a recognition of the obligations which it involves.

As conscience becomes atrophied the critical faculties often become active.

An honest message never has trouble finding hearers.

Wisdom of Lazy Man Aids Mankind.

Everybody knocks the lazy man. But give him a show. Let him answer some of the hard things that are said against him.

People say that there is no reason for his existence. The lazy man is found in all classes from the hobo to the idle rich. There must be some reason for his being. Such a large class could not come into existence without a cause.

One thing can be said of the lazy man—he is following a perfectly natural impulse. We would all like to be lazy if we dared. Now, don't jump up into the air and say, "No, sir, I wouldn't be lazy if I could." Just stop and think it over a bit. How would you like to lay off to-day and go wandering up some quiet river bank where the fish jump out of the water and say "booh" at you? How would you like to lie idly under some shady tree and pull in twelve pounders? A man almost invariably says that if he had a million he would quit the job he is now in. He claims that he would go to work at something else. A man says, "If I had a million I would study. I would invent." Then when he gets his million from his aunt he goes fishing.

In favor of the lazy man it may be said that he has a broader outlook on life. He has more time to see things far and near. He is not tied down to a daily grind.

Take a number of workingmen, book-keepers, for instance; what do they talk about? After work if two book-keepers meet they will talk shop to the exclusion of all else. Take a number of brokers; they sit around and drink; idly wander over the field of literature and politics; but wait until some one of them says, "I believe that Pennsylvania is going down." Then watch them jump. The talk will become animated at once. They will be all eagerness. Each one will have something to say. Stocks is really the only subject they care about. The other topics were brought up simply as a matter of duty.

The worker is narrow minded, limited in vision to his own especial field. But look at the loafer. Let's take them in order.

The hobo, the lowest class, surely has a broad outlook on life. He can talk if he wants to about Kankakee, Kokomo, or Kewanee. Take the middle class loafer, the man who sits around the grocery store and regulates government. He has a broad outlook on life. He is not limited to any one field of human endeavor. He'll tell you if you will listen, or try to tell you if you will not, how Teddy ought to do things, what are the mistakes of the Czar, and how Dewey should have fought the battle of Manila. The idle rich at the top of the scale of loafers have a broad outlook. They travel about, see the world, and talk as intelligently of London and Paris as they do of New York and Chicago.

It is a fact that the daily grind of business life narrows a man. We see young men coming out of college with a broad outlook on life. They will talk to you or to admiring "prep" school boys of the theo-

ries of Malthus, of the history of art, or of Tammany Hall. Within two years the same college graduates think of nothing, dream of nothing and talk of nothing but the price of pig iron, how to sell goods to an unwilling customer, and the best way to saw a man's leg off.

Some of the great men of all ages have been lazy men, shiftless, according to their contemporaries. But they had time to think great thoughts or to give the starting idea for great inventions that other and better workers have carried to a finish. If Sir Isaac Newton had been working on a memorable afternoon he wouldn't have seen the apple drop. If he hadn't been idling away his time he wouldn't have dreamily wondered why it fell down in place of flying away into the sky. Laziness was the cause of the discovery of the law of gravitation.

Most of the poets were lazy men. Suppose Bobby Burns had been a traveling salesman, the race of men would have been poorer by many gems of poetry. If Byron had been a nighthawk cabby he wouldn't have had time to think the ideas that have been handed down to us in such excellent verse.

Don't condemn the lazy man unheard. There are always two sides to a question. Horace Zollars.

There's no advantage in making men weary with a sermon inviting them to rest.

Religion is the touch of the infinite on all our affairs.

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—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.

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.

THE HOME BOY.

One Day at Sea Beach Was Plenty for Him.

Written for the Tradesman.

Charley, the assistant manager of the accounting department, drew his savings out of the bank and started for Sea Beach one Monday morning, for his turn had come at last and the vacation for which he had been planning since January was upon him before he knew it. There were two weeks ahead of him with nothing to do but get into close communion with nature at her best. With a sigh of relief he shook the fetters of slavery from his ankles and fairly floated to the station. He felt sorry for those who were compelled to stay in the city and the very idea of the town in summer was repugnant to him. As he passed an open doorway of a great refreshment store he saw a bevy of white clad young girls sitting around a table, drinking soda concoctions. The breezes from the electric fans caused their fluffy finery to flutter and their hair to blow coolly across their faces.

"Poor unfortunates," thought Charley. "What artificial pleasure!"

Over on the corner a huge sign caught his eye. "After office hours spend a cool evening at Bell's Park. Dancing, Band Concerts, Boating, Bathing—all the pleasures of a vacation after the day's work is done."

Charley shuddered again. He knew Bell's Park well, with its little lake, its tiny steamers, its flimsy row boats, its canoes, its flare of electric lights, its band concerts, its theater, its refreshment booths and its crowds of happy people.

"Poor, unlucky throng," thought Charley. "It's as beautiful as man can make it, but what a place for one to go for real pleasure!"

"Base ball to-day—Championship game," beckoned another sign.

Charley thought of his chums who would be sitting in the grand stand that afternoon, drinking white pop and roasting the visitors and he made a wry face. "Poor devils," he thought. "What is that in life when the out-of-doors calls a man?"

Then at the very entrance of the station came the last attempt to turn him from his resolution, "This city is the best summer resort. Spend your vacation in comfort at home."

"Bah! that's a lie," he sputtered. But he thought of the comfort of his cool suite in the Eldorado, high up above the noise of the street and his cool bath ready for him every morning. "It would be rather fun to loaf around there all day without thinking of going to work," he mused. "But me to Sea Beach to live with nature."

With that he rushed aboard of his train and the city had lost in her pleading.

It was afternoon when Charley stepped from the train at Sea Beach, with two suit cases full of soft shirts, canvas shoes and outing flannel things. He clambered into the old 'bus labeled The Breakers and was jolted for about four minutes over a log road built on the sand. The great rambling porches of The Breakers were before him and Charley reached down into his pocket and

brought up a 50 cent piece. "Never mind the change," he said carelessly. "You'll have to come again," growled the driver. "Half a dollar more, please."

"What!" exclaimed Charley.

"A dollar's the price, Bill. Do you think we're in business for our health?"

Charley paid his dollar and heard it remarked that more cheap skates were comin' to Sea Beach every year.

When Charley entered the lobby of The Breakers the dozen or more guests glared at him as though he were an intruder. He walked up to the desk and found a woman clerk on duty, who eyed him coldly as though he had come to steal the jewels in the guest rooms and carry off the imitation dining room silver. "Good afternoon," he greeted, but his best smile did not win her. Her mouth closed firmly and she raised her eyebrows in that bored sort of a way. "Is there something you wish?"

"Well, I'd like a place to sleep and something to eat for perhaps a week or more," answered Charley. "What are your rates?"

"Twenty, twenty-five and thirty-five per week."

"Any difference in the accommodations?"

"There are certainly," squelched the iceberg.

"Well, I'll try the twenty-five kind for a while. Can I go up now?"

"Of course," she remarked, handing him the key to Number 23. "Boys are all busy just now. You'll find the room on the third floor, right wing."

Up the long wooden stairway toiled Charley to the third floor, which was the top floor, and after a search he found his number.

"Twenty-three for me," said the new guest. "I wonder if she hands 'em all a lemon like she did me."

He swung open the door and strode into his rented domain. The great Twenty-three was a box-like affair about large enough for a cheap looking bed, a rickety chair and a combination washstand and dresser. And that was not the worst. The air was about like that usually found in a dry kiln. A small window with a stained calico curtain caught his eye and he started for it. "Maybe they won't charge me for a little air off the water," he sighed. For weeks he had dreamed of lying in bed and gazing out over the moon lighted surface of the water, but, alas! his tiny window ranged only over the dull expanse of a sand hill.

"I wonder what the twenty kind were like," he mused, as he surveyed the realm that his hard earned twenty-five had purchased.

He dressed carefully and strolled down to the porches to again run the gauntlet of cool stares from the exclusive guests at The Breakers. With the rest he awoke swept into the dining room and a pompous looking waiter led him to a seat at a table at the far end of a barnlike room. It was sultry hot and the mosquitoes were beginning to drive the flies out of the place.

"Wonder when they changed this place from a stable to a dining room,"

he questioned. "This butter looks as though it had been kept up in my room all day." An extremely fat old lady and a couple of over dressed perspiring young ladies occupied the other seats at his table and when they were not staring at him Charley glanced at them.

"Twenty, twenty-five or thirty-five kind, I wonder?" he asked himself, but the arrival of the dinner in courses far between had begun to take his attention and arouse his interest. Canned soup, a small piece of fish, a dash of over done beef, some canned vegetables, some unique dessert creations finished the inventory and Charley got out of the sweat box as fast as he could.

"That must be the sample room," he decided, as he dropped into a chair on the porch beside a clerical looking individual who was dreamily gazing out over the water.

"Nice sunset," remarked Charley.

"Um," assented the clerical one.

For about an hour there was nothing more said. Finally Charley caught sight of his large vis-a-vis of the dining room and her two over-dressed companions. "Beg pardon, but who are those ladies—the stout one and the two younger ones?"

"Those ladies, sir, are very estim-

able guests. They belong to one of the first families of St. Louis."

"Going in or coming out?"

"I can't follow you, sir. You are not from St. Louis, I judge."

"No," answered Charley. "I'm from the country—a regular Uncle Josh. I came down to see the sights and they saw me coming. I've seen The Breakers. Are the others like it?"

"Certainly not. I have been coming here for many years, and with a few exceptions I have found only the best class of people here. In nearly every case they have been people with whom I have been delighted to associate. You will find them very congenial if you remain here long enough, sir, and prove your standing."

"Excuse me, but I only brought four trunks and no winter flannels."

They were having a concert in the lobby and Charley strolled in and hovered about the desk. The night clerk looked at him encouragingly and Charley asked him about the lady who was singing.

"That's Miss Schmerhager, the singer from St. Louis," replied the house official. "She's going to sing in grand opera next year, they say."

"Boise City, Idaho, or Butte, Montana?"

The clerk looked surprised, but held his tongue.

STUNG



There's no expression that typifies the outcome of an unsuccessful business transaction more than the word "stung". The doubtful brands of cigars are liable to "sting" any dealer. He who ties to cigars of like merit to the Ben-Hur is sure to win out. The Ben-Hur has never varied from its first place of superiority since the first one was rolled away back yonder in the 80's. Does your case show it?

No brand shows a bigger dividend in trade-producing results than this favorite quality 5c cigar.



"The Winner"

We hope that you are using the Ben-Hur method of pleasing discriminating smokers. If you're not, why not? Begin now.

Gustav A. Moebs & Co., Makers
Detroit, U. S. A.

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

"She's got a voice like a carp," continued Charley.

"Fierce, ain't it?" agreed the clerk. "Thanks, awfully," said Charley gratefully. "Say, old man, you look honest. I just landed and I'm green, but is it always like this? I drew a room up in the gables that will shear me of twenty-five if I stay. I can't stay in it and I've turned it over to the bugs for the night. I need a rest and I'm to stay out on the porch to-night and sleep. I wouldn't sleep in that place on a bet. This joint is the limit."

"Fierce, ain't it?" again agreed the clerk. "It's been like this all the year. The biggest bunch of dubs I ever saw and every one of 'em trying to make somebody else think they are somebody. I'm sick of the whole mob and I know what most of them live on at home. I can't stand it much longer and I'm going to bunch the whole business next week."

Charley caught him by the hand. "Bill!" he exclaimed, "I have found a friend where I didn't expect it. It's me for the background to-morrow. I'd be crazy if I stayed around here and looked at 'em another day. I'm back to town, where there are still a few real people. When you quit here, if you are still sane, come up to the city and see me and I'll show you a good time. I'm going to hang around town doing nothing for a week or two more and it's a cracker-jack summer resort at that. From now on, Bill, I'm the home boy."

Kingsbury Scott.

How To Find Work in Vacation Time.

Vacation time, which gives the workers their well earned rest in the country, affords a great army of the unemployed their semi-yearly opportunity to find work. There is in every great city a class of ne'er-do-wells not quite good enough to succeed at their chosen professions or handicapped by drink or other misfortunes that make them worthless as steady workers, but who, nevertheless, are magnificent men for a short time. There are men in every line who if employed for a month are almost invaluable, but who after that time yield to their own weaknesses and become worthless.

It is this class of workers that find in vacation time and at holiday time a strong demand for their services. At holiday time they earn fair wages as "extras" in the stores, and in vacation time they fill in the places of those who have departed for seashore, mountain, or lake for a rest.

Besides this permanent class there are a smaller class of first jobbers, young men just out of school or strangers who have come into the city, who find in the vacation period their opportunity to break in.

Hundreds of men and boys who come into a great city and return home beaten and baffled, declaring the city cold and cruel to strangers, fail merely because they choose the wrong time of the year to make their entree. The great rush of new men into a city comes early in June, after the close of the schools, which furnish so many recruits to the working army of the cities.

The first of June is just the beginning of the "dull season"—which lasts until September. Thousands of people go out of town in summer, especially from big cities. The early vacation vacancies are filled quickly by the ne'er-do-wells, who have spotted the jobs weeks in advance, who know exactly where and when there are to be vacancies, and who probably have been tipped off by friends in the place just exactly what is doing there, and are "Johnny on the spot" when that vacancy appears.

The stranger coming to the city at the beginning of that time usually is not over-supplied with funds. Especially if he is a young man, just out of school, buoyed up by hope and confidence, he thinks a couple of weeks surely will serve to find the opening. He has no one to tip him off. The bigness of the city appalls him; he wastes time and money looking for vacancies where none exist, and after his money begins to run short he begins to lose self-confidence, in direct ratio to the untidy appearance of his clothes, shoes and hat. This is a fixed law: A man's self-confidence varies directly as the whiteness of his collar, and inversely as the length of his whiskers. Finally, beaten and shabby, he goes back home about the first of August, complaining that the city affords no opening for a young man.

The time to break into a city is directly after wheat and hay harvest is over and the threshing finished. That is really the only time, except the holiday time, for a young country boy to make the attempt to get a start in a city.

When school closes the boy is needed on the farm. He isn't needed in the city. The city's dull season is the busy time in the country. The wise boy will, when he graduates, go to the farm, work during the harvest season, or at least until wheat is threshed, save his money and come into the city about the second week in August. That is the height of the belated vacation season. The young man coming into a big city should come prepared for at least a month's campaign and start it right at the shifting season. There are thousands of workers who hang onto their jobs until they get their vacations and never return to their old houses, or if they do return they merely come to "make a front" and then go elsewhere to work. It is safe to say that fully one-fifth of all the employes who get vacations make changes within a short time after returning, either because they have only been hanging on until they received the reward of a year's toil in the shape of a vacation, or because during that vacation they have found more promising openings.

Business in a big city begins to pick up toward the end of August and continues to grow in volume with the return of the summer emigrants and the marketing of the crops. The farm boy ought to know that the moment his father begins to sell oats or wheat or ship his cattle to market in the fall, preparing for the winter feeding, or to buy cattle to fatten, the money is going to increase the business in the city and create a demand for workers.

He should be on hand early to make acquaintances, get the lay of the land, locate a job that is going to be vacated and then go after it.

It is estimated that in Chicago alone there will be over 40,000 shifts of positions in the last week of August and the first week of September over and above the natural increase in demand for labor. That will afford the newcomer a chance to start a step or two above the bottom.

If the boy who comes to a city in June hasn't caught on by the last of August the chances are he will be handicapped by untidy appearance and lack of confidence and money, and it is a question whether or not he can hang on until the opening is presented. The boy who comes to the city in August has double the chances to catch on, and even should he fail the natural opportunities are increasing all the time, and if he has to hang on for a couple of months he will be ready for the beginning of the holiday demand for workers.

C. Anderson.

To Balance.

For more than a week the teacher had been giving lessons on the dog, and so when the inspector came down and chose that very subject there seemed every prospect of the class distinguishing itself on brilliant essays about our canine friend. Things were progressing quite satisfactorily, and the master was congratulating himself on the trouble he had taken, when, alas! a question was asked which made him tremble for the reputation of his scholars:

"Why does a dog hang his tongue out of his mouth?" asked the inspector.

"Yes, my boy?" he said, to a bright looking lad who held up his hand, while the light of genius was in his eye.

"Please, sir," cried the pupil, "it's to balance his tail!"

And the teacher groaned in anguish.

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References: Phoenix National Bank, Home Savings Bank.

PRESERVATION OF FOOD.**Danger of Poisoning Through Lack of Care.**

Used in its most comprehensive sense, the term "aliment" serves to designate every substance which when introduced into the digestive organs furnishes the elements required for the repair of the tissues and the materials necessary for the preservation of animal heat and for the growth of the individual in so far as his development is incomplete. One of the conditions of an aliment's value lies in its being in a perfect state of preservation. For if the matter composing it is decomposed or modified in any way not only is it incapable of supplying the needs of the system, but it is even, owing to the toxic elements which it introduces into the system, a cause of decay.

This decomposition or modification, which it is very important to know about, may be chemical or mechanical on the one hand, and biological or parasitic on the other.

In the first case, the aliment has, in some commercial or fraudulent interest, had some more or less noxious matter added to it; or the vessel in which the aliment has been prepared, or preserved, has communicated its own poisonous properties; or the manipulation of it or its environment has exposed it to toxic contamination.

In the second case, a cow destined to be used as food may have been fed with toxic matter; hence the dissemination of the poison in the milk and in the flesh itself.

In the third case, the animal, vegetable or mineral food may have been attacked by a large or a microscopic parasite, causing either fermentation or putrefaction, the noxious action resulting from the microbes themselves, that is to say, infection; or from the action of the organic poisons which the microbes secrete, that is to say, poisoning; or from the combined action of these two factors. The more or less harmful substances commonly used are plaster, for the preservation of wines; salicylic acid, incorporated in various foods, and salts of copper, for giving a rich green tint to cooked vegetables.

It is certain that these substances, although they are not always very dangerous, may in the long run cause serious accidents. The same remark applies to boracic acid, fluorides, formal and oxygenated water. The danger of using cooking utensils covered with an alloy containing lead is well known.

Tin, itself, has not been found absolutely harmless. Cases of poisoning have been observed due to tin, lead and to the chloride of zinc used for soldering cans of preserves. The fact of taking one's meals with soiled hands is one of the most powerful factors in the poisoning of workmen who have to handle poisonous salts. The milk of animals treated by a large dose of arsenic has given rise to cases of poisoning and instances are recorded of the milk of cows fed on malt causing an increase in the mortality of newborn children. The meats of animals exhausted by labor contain toxins which render them of bad quality. The flesh of liv-

ing fish easily becomes impregnated with the soluble matter contained in the water in which they live.

Fermentations play a very important role in the modification of foods. Putrefaction is common to all organic matter, and is consequently very frequent. It develops products of an extremely toxic character known as ptomaines, when they result from some dead animal, and leucomaines, when they are developed in a living animal. The symptoms, the lesions which they cause, are those of violent gastroenteritis with dilatation of the pupil and partial paralysis of the lower limbs.

These accidents are more particularly observed after the consumption of meat, this ailment being not always easy to keep good.

In large cities a great quantity of meat preserved by cold storage is used and, generally, unknown to the buyer. Comparatively speaking, it is not long since preservation processes based on refrigeration have come into general use. The use of ice, in more or less direct contact, was for a long time only practiced in private houses or hotels, and when, later on, ice chambers were tried serious drawbacks caused the method to be rejected, as well as all other methods which had for their main principle humid cold. Under these conditions the meat acquired a bad taste, decomposed easily and caused gastro-intestinal accidents.

Then a multiplicity of methods were discovered and were so much improved upon that it may be said that the preservation of meat by cold storage is a problem which is now completely solved. Whatever be the apparatus employed, it acts either by keeping the aliment at a low temperature or by freezing it. In the first case meat is kept at a temperature near to freezing point. This method only permits of a somewhat short preservation and is not applicable to meat sent a long distance. The freezing of meat in a solid block is to be preferred.

Its temperature is maintained at minus 4 degrees centigrade, and under these conditions it is preserved, so to speak, indefinitely without losing its qualities as food.

Meat, when frozen, has a pale red color; it is without odor, and is so hard that it can not be cut with a knife. When thawed it resumes its original appearance and its characteristic odor. It has kept all its taste and its nutritive value.

It must, however, be noted that on leaving the refrigerating apparatus this meat, when exposed directly to the air, becomes covered with a layer of water, resulting from condensation, and this water exercises the most baneful influence on its ulterior preservation. It soon assumes that special character which makes it immediately recognizable. It becomes moist and juicy. A serous liquid, slightly tinted, flows from the surface when a section is made and stains the linen or paper which may be used for wrapping it up. It filters into the cellular tissue, loosens the muscles and the aponeuroses, which become separated from the flesh with great facility. This liquid constitutes an excellent medium for the

cultivation of the germs of putrefaction, which are always present in the atmosphere.

In this condition the meat is liable to imminent decomposition, which takes place as soon as the temperature and the humidity of the air increase. So it is better to use fresh meat.

Game, also, is difficult to keep. There are two categories—furred game and feathered game. Furred game includes tame rabbits, hares, deer, wild boar; feathered game partridges, pheasants, woodcock, wild duck and so on.

Changes due to putrefaction occur more quickly in warm, humid weather; they are recognized by the resulting odor and by the greenish color of the flesh. Although for persons with a certain acquired taste for high game such a condition constitutes the favorite one for eating game, it then begins to become dangerous, owing to the special poisons which impregnate the tissues of the animal, in which the indurating action on the kidneys, the heart and the blood vessels is fully demonstrated. The preservation of fish is still more difficult; this flesh putrefies rapidly on account of its aqueous nature.

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satisfactory to its patrons**Assets, \$7,000,000**

Graft in the Retail Sale of Groceries.

The grocer who does business outside of the large cities has no conception of the extent to which graft enters into the buying and selling of groceries in the larger cities, particularly New York. By graft is meant that form of extortion which comprehends demands made upon grocers and meat dealers by servants of rich families and hotels for commissions upon the monthly bills. The New York trade is honeycombed with this sort of thing, and only one of the large dealers, so far as the writer knows, has had the courage to refuse commissions to servants in any form. Many a New York dealer in meats, poultry, game, etc., regularly hands over part of his profits to chefs, butlers and housekeepers rather than run the risk of having his sales diminished. Some dealers even try to secure patronage on this basis.

Speaking again of New York, in some cases chefs and their associates have carried the game further than some grocers are willing to play it. Consequently tradesmen are showing a disposition to follow the lead of an uptown firm dealing in market supplies which for many years has enforced a hard and fast rule against giving commissions, no matter what the size of a customer's bill may be. This firm has instituted a system which not only prevents graft in the shop, but also acquaints employers with the grafting practices of their servants.

In opening a new account the grocer sends the customer the following letter:

"We believe you know that our method of transacting business does not permit of paying commissions to any servant in order to retain the custom of our patrons. This tends to prevent waste and dishonesty in the household of every customer we serve. Should you agree with us in this matter and care to express your approval we would esteem it a favor to hear from you."

This firm reports that hundreds of letters commending this stand have been received, but that in many cases the householder is so dependent on his servants that he has still been compelled to uphold their refusal to buy of the store giving no commissions.

The demands for commissions to servants on groceries purchased by employers are said to be of the most bare-faced character. On one occasion the chef of a customer whose bill averages \$800 a month the year around demanded of the grocery concern which gives no commissions a 10 per cent. commission, and went off vowing vengeance when it refused it. Another demanded \$10 a month. A third said 5 per cent. commission had been paid him by every butcher his master had ever dealt with, and when he was turned down he tried to compromise on a handsome present at Christmas. One man said he would expect the dealer to send a joint of beef to his own house for his family's consumption once a week.

One of the best customers of this house stopped buying all of a sud-

den. As is their custom, they wrote a letter asking for his reasons and for any complaint he might have to make. The family was occupying just then a house at Tuxedo.

Back came a letter from the head of the house referring them to his housekeeper and giving her name. They wrote to the housekeeper in the same strain and got no reply. They hardly expected to get an answer when they found that the housekeeper's name was the same as that of a cook who a year or more ago asked for a commission on purchases made for her employer and who went away in a rage when refused and managed to get her employer to stop trading there.

During the interval the cook evidently had changed her occupation to that of a housekeeper, and finding that her employer was buying his meats and poultry at a place which would allow her no commission she put a stop to it. They wrote this to her employer and got a letter back asking advice.

He did not want to annoy his wife, who was an invalid; neither did he want tough meat served on his table and tough meat was the reason given by the housekeeper for asking him to buy elsewhere. He realized that probably the meats had purposely been spoiled in the cooking and that the chef and the housekeeper were in league, but he didn't want to discharge either and what could he do?

He could do nothing under the circumstances but continue to order from the new butcher. The tenderest meat and poultry wouldn't be first-class when it reached his table.

A hotel which this grocer had served faithfully for several years recently got a new chef who demanded a 10 per cent. commission, saying his predecessor told him that was allowed him. Within a week they lost the custom of that hotel. When they wrote to the proprietor for an explanation he sent back word: "One of your steaks served to me was so tough I couldn't get my teeth through it."

The chef probably seared a fine steak and plunged it in a pail of cold water before broiling to a finish and then served it to the proprietor. Such a treatment would make the finest of meat as tough as shoe leather.

Perhaps one of the most curious cases was in connection with a woman cook. Her mistress was one of the most fashionable women of New York and a lady every inch of her. This same grocer had been serving this patron satisfactorily for several years; therefore he was astonished to have her account closed without a word of explanation. Instead of writing he personally called to see her and was received with the greatest cordiality.

"I did not know until yesterday," she began apologetically, "what a mistake I had made, and I might never have found it out but for an old employe, in whom I place the greatest confidence."

This employe, it seems, had distrusted the new cook ever since her arrival three months before, about which time her mistress had begun to complain of the meat and poultry

served on the table, and she noticed that the cook had a long call more than once from a butcher in the neighborhood.

One day a spoiled chicken was served on the dinner table and that ended it. Orders were given not to buy another ounce of meat at the old place.

It was the trusted employe who got at the secret of the chicken. It had been sent by the rival butcher together with a \$5 bill and the request to serve the chicken in place of a chicken from the usual place.

In a similar case a cook was asked to substitute two old fowls for two fine young roasting chickens, and she was promised a big commission if she diverted her employer's trade.—Grocery World.

No Money But Plenty Sheep.

Way back in the sixties, when sheep were so awfully cheap, a shipper out West shipped a carload of sheep to a commission firm in the Chicago Stock Yards. After the commission firm figured out all the costs of commissions, yardage, etc., the sheep did not bring as much as what the costs amounted to, so they mailed the shipper a statement as well as a bill for the difference. The shipper replied that he did not have any money, but could ship them some more sheep.

There is something wrong when approach to the Almighty brings only the realization of our miserable weakness.



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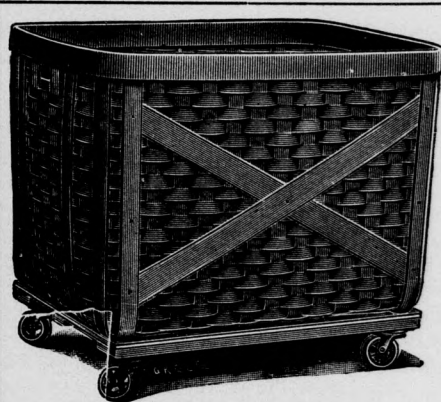
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Made from Pounded Ash, with strong cross braces on either side, this Truck will stand up under the hardest kind of usage. It is very convenient in stores, warehouses and factories. Let us quote you prices on this or any other basket for which you may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

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STORIES OF HUMAN NATURE.

The Woman and the Railway Corporation.

Written for the Tradesman.

Mrs. Jack Amesby is a small woman of no great intellectuality that anyone has ever noticed. She does not read Browning, nor does she belong to an Ibsen Club. When she picks up a newspaper she turns to the story page first. Having finished this to her satisfaction, she reads the news and fashion items, commonly skipping scientific articles and serious editorials. She does not try to solve the "problems of the universe." In fact, she doesn't know there are any problems more weighty than those which daily confront her.

How to make Jack's wages maintain the family in comfort and leave enough to pay his insurance premiums; how to keep the conduct of Jimmy, their 8-year-old son and a child of very willful and audacious propensities, within the bounds of maternal control; how to break 3-year-old Tommy of being left-handed as Nature plainly intended he should be; how to bring the rather delicate baby successfully through the teething period; how to force enough arithmetic into the brain of 11-year-old Carrie for her to make her grade at school, for Carrie is very dull in figures and in consequence has sometimes failed to get the regular annual promotion—her mind grapples daily with such matters as these. Large and abstract themes she knows and cares nothing about. A fifth child, Lola, gives her no trouble at all.

Her brain is undoubtedly smaller and lighter than the brain of the average man, but I wish to give a little specimen of what it has been able to accomplish, leaving it to the fair-mindedness of the reader to decide whether the lighter avoirdupois of the feminine gray matter justifies the hasty conclusion that its workings are therefore inferior.

Mrs. Amesby lives at Barlow. She has a sister at Milestone, twenty-five miles away. One day she determined to visit her sister and got herself and the children ready for the trip, and they all went to the depot to take the train.

With children one has to take extra clothing even for a short visit, so they had with them a large valise and a larger telescope, besides the shawl strap. There was also the baby's cab, an umbrella, the lunch basket and a box containing the children's Sunday hats, for they wore their everyday headgear on the train. The kitten could not well be left behind and so must be taken. Mrs. Amesby had been rooting some slip for her sister. These had to go, the little jars being placed in a box. The boy had by correspondence arranged a trade with his cousin Johnny—two Belgian hares for a pet owl. The hares were carried in a cage of Jimmy's own make. Of course there was the baby's bottle and a two quart fruit jar filled with sweet milk to sustain the child until a further supply could be gotten. They didn't check any baggage. With the aid of the conductor and brakeman and two or three benevolent bystanders the mother, the

five children and all the luggage were gotten aboard the train.

That they filled up three seats and all the rack room above; that they took almost the entire attention of both the conductor and the brakeman from the time the train pulled up at Barlow until they were all safely deposited at Milestone; that the children got at the lunch basket as soon as they got into the car and washed down what food they did not scatter on the seats and the floor with water which the railroad company is compelled to furnish for passengers; that securing this aqueous supply from the little fount at the end of the coach kept the whole flock on the go continually; that all the railroad company got for the whole service was a fare for Mrs. Amesby and two half fares, one for the oldest girl and the other for the boy with the hares; that the little girl Lola, of nearly 5, the left-handed toddler of 3 and the baby went absolutely scot free—all these things, even taken in combination, are not put down as my marked instance of triumph of the feminine mind over the extortionate business methods of soulless corporations. They are merely mentioned incidentally. Such scenes as I have described are often witnessed by any observer who takes note of women traveling with children. Not infrequently an even larger number are transported with fewer tickets.

But our Mrs. Amesby, who, by the way, is an honest little soul with no thought of defrauding anybody of a single cent, did get ahead of the railway company, as I shall tell.

The visit was over, the hares had been swapped for the owl, and the mother and her little brood were ready to return. There was more luggage than when coming down. The sister had given her a large geranium in full blossom in exchange for the rooted slips. There was a grain sack filled with pieplant and two whole years of magazines which contained some good continued stories.

The train was flagged, the baby cab put into the baggage car, and the lively party got aboard. Not until the train was well under motion did the good woman discover by a hasty mental checking of the items of her baggage that she was shy the telescope. This had been left on Aunt Clemmie's front porch. She was thoroughly dismayed, for this telescope, crammed almost to bursting, contained clothing for everyone of the children and many of the garments would be needed. To have it come by express or freight would involve billing it out at the regular station some three miles from Milestone. This would make a lot of bother for the sister and cost a quarter besides. Mrs. Jack Amesby has better uses for all of her quarters than dropping them unnecessarily into the insatiable maws of express and freight companies. She went on home and before night evolved a plan:

She wrote her sister to be sure to meet the train Thursday morning for Lola would come for the telescope. This Lola was a very sweet and winsome child, not quite 5, but rather "old for her years."

On Thursday morning Mrs. Ames-

by took her little darling to the depot, found a lady who was going considerably farther and arranged with her to ask the conductor to stop the train, for Milestone is only a flag-station and no halt is made unless some one is to get on or off.

Of course no fare was demanded for so small a child. The conductor stopped the train and the brakeman carried the little girl down the steps to her Aunt Clemmie, who was waiting.

That afternoon the returning train was flagged and took on a solitary passenger, the small but charming Lola. The aunt handed up the big telescope and explained that the child would be met at Barlow by her mother.

It happened that the President of

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Arbuckle Brothers
NEW YORK

the road was going over the line and not in his private car but in a regular passenger coach and he noticed the tiny figure slip into the seat in front of him beside the big telescope. His curiosity was aroused by the child's getting on entirely alone at this forlorn little sidetrack and he asked her a few questions. She was ready enough to talk and he reached over, took her in his arms and placed her in the seat beside him. Soon she was telling him the whole story of how the telescope came to be left behind and of her journey to get it.

"Carrie and Jimmy, they're both too old, ma'd have to pay for either of them; and the baby and Tommy they ain't big enough to go and get it. I'm big enough to go and not big enough to have to pay. I'm just right."

The President of the road looked into the sweet little face and agreed to this.

"Was there any one else to get off at Milestone when you came down?" he asked.

"Nobody but just me. A lady asked the conductor to stop and the brakeman carried me down," she replied.

"And no one else got on there this afternoon," he mused to himself.

Then he took a pencil and note book and tried to figure what was the loss in coal in bringing a train twice to a full stop. He could not tell exactly. This man had a sense of humor and he knew when he was beaten. As he tried to write his large frame shook with laughter.

"Now, good-bye, little one," he said as the brakeman came for her at Barlow. "You be sure to give your ma my very best respects." And again he laughed.

From the car window his kindly eyes watched a comely little woman take eager possession of the charming child and the old, well-filled telescope. Quillo.

Waiter Knew His Business.

Guest (in restaurant)—Bring me a Welsh rarebit, a broiled lobster, a bottle of imported ale and a piece of mince pie.

Waiter—Will you please write out that order and sign it, sir?

Guest—What for?

Waiter—As a sort of alibi for the house to show the coroner, sir.

Permanency of the Jobber.

Jobbers or wholesale grocers have always been conspicuous figures in the commercial affairs of the civilized world, and so far as it is possible to look into the future, we may still see them important factors in commerce so long as civilization shall last.

In the earliest times as recorded in both sacred and profane history we find the wholesale grocer suiting himself to the conditions of the period. In Genesis it is recorded that a company of Ishmaelites came from Gilead with their camels bearing spicery and other articles. These goods, carried across the desert sands, were distributed among the retailers. The early Egyptian civilization had its jobbers, who were men of mark in their community. Later in Greece, in Rome and Carthage, and all other civilized countries the wholesale dealer in domestic and imported food products appears as a historical figure of great commercial importance. He was a distributor. He was something more than this, for it was a part of his business duty to seek out from all quarters of the civilized and known barbaric world goods for domestic and export distribution.

What the wholesale grocer of history was doing in the long ago the wholesale grocer of to-day is doing. He was a necessity in the days of the earliest known civilization just as he is a necessity at the present time, and in view of the fact that he has endured through the ages it is safe to suspect he will hold his conspicuous place secure so long as civilization shall last.

Times have changed. So has the jobber. Instead of sending his men over the hot desert sands on the back of camels to distribute goods, he sends his men out to-day in luxurious sleeping cars to take orders for goods that follow in fast freight trains or go by faster express. He touches the telegraph wire in Chicago for a train load of goods to be loaded at the factory a thousand miles or more away. He does not have to go on long and tedious journeys to look for goods to distribute. He may sit in his office and order from every quarter of the globe. The fast mails, the telegraph and the telephone, together with fast trains and fast boats to all parts of the world, have had their influence on the business of the jobber.

No class of business men at any time in the world's history have been quicker to seize upon improved methods and appropriate them to their use than the jobber. It has ever been their plan to get goods at first hands, in large quantities, in the quickest time possible. To do this it has been necessary to anticipate values months beforehand; to anticipate demand and general conditions. Because his margin of profit is small, he must needs judge accurately and avoid waste of energy or loss of goods. To get goods on time, to get them at the lowest market price and to get them moved from distant points at the smallest possible cost is an important part of the jobber's business. It is his trade to know when and how to do these things economically. The machinery for this branch of his business changes from time to time, and he finds it necessary to keep everlastingly at it in order that it shall always be in good repair and work smoothly.

In the matter of distribution, the jobber must create and maintain a most complicated and expensive machine, of which all the parts must move in harmony. To sell and distribute his goods at the least possible cost, and to deliver them in the quickest possible time and in the best condition is the work of this machine. Opportunity for small leaks and losses mount into sums representing a handsome profit. These must be saved, and in order to save them the jobber must keep a constant and watchful eye on his business affairs.

In short, because the jobber has created and maintains a perfect business machine for receiving, selling and distributing goods economically he has such a firm place in the commercial world that he can not be disturbed by those who have not a jobbers' organization.—Retailers' Journal.

Overheard in a Restaurant.

"Confound you, waiter!" said a patron. "Here's a fly in this soup."

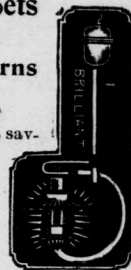
"The waiter bent over the soup and examined it.

"Why, bless yer heart, sir," he said, "that ain't a fly—it's only a bit o' dirt."

Many think they can overcome sin by shooting glittering generalities at the devil.

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And No Other Light HALF SO GOOD OR CHEAP
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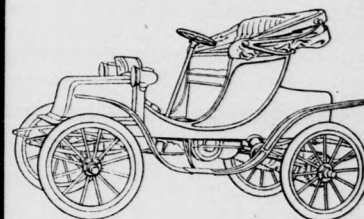
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TRADESMAN COMPANY, Grand Rapids, Mich.



Advantages in Looking Before You Leap.

An interesting divorce case is at present engaging the attention of the New York courts, in which the wife alleges cruelty on the part of her husband as a reason why she should be freed from her marital bonds, and cites as a proof of his inhuman conduct that he tried to force her to read the "Decline and Fall of the Roman Empire." The husband retorts that the wife had an undue fondness for French novels, which he was trying to correct by a course in serious reading, but from this difference in literary tastes date the decline and fall of their domestic peace and happiness.

The decision of the judge in this case will be awaited with great interest, for in a way it settles the questions as to a man's right to choose the family reading, and whether a wife shall have the privilege of perusing what she likes, or shall be forced to read what her husband thinks good for her. It is another stumbling block on the way to the altar, for sentimental maidens may well shrink from matrimony if it is to mean dull history, or dry as dust science, instead of Laura Jean Libbey and Richard Harding Davis, or even if they are expected to pour over the sporting columns in the papers, instead of reveling in the alluring account of bargain sales and "Daily hints from Paris."

The real interest in this case, however, to the outside world is that it calls attention once more to the strange and fatal perversity with which people go out of their way to select a life partner whose tastes and habits and thoughts are diametrically opposite to their own. The inevitable result is that, instead of matrimony being one grand, sweet song in the average family, it is a daily scrapping match, where two people get the fur rubbed the wrong way continually, and extract every bit of unpleasantness possible out of the situation.

Nor does this mean anything wrong with either the husband or the wife. It is not even anybody's fault in particular. It is merely the old case of Jack Spratt and his wife, of oil and water, or of any other two other un-congenial and unmixable qualities you can think of.

It has often seemed to me that the real panacea for domestic unhappiness lies in finding out what you want in a husband or a wife, and then picking out something that answers to your specifications, instead of rushing in and taking the first thing you see, and then go howling to the divorce court because it does not suit you.

Why, for instance, does not the man who enjoys reading the "Decline and Fall of the Roman Empire" marry a woman who has a graveyard taste in literature? What nice, long winter evenings they might have

dallying with Gibbon, and rolling out the majestic periods of Macaulay! But he never does it. He invariably marries a frivolous young thing who belongs to the Booth Tarkington and caramel cult, and then he bores the poor, helpless little thing to death with the classics, and bemoans himself because she is not congenial. Why on earth did he not marry somebody who was already congenial in the first place? Not all the school-ma'ams are married yet, thank goodness.

Then there is the domestic man—the man who loves his own fireside, and who likes to dress the salad at dinner, and thinks he can make a Welsh rarebit. Alas, we know his fate, and have shed barrels of sympathetic tears over it, for he always goes and espouses the literary woman, who believes in plain living and high thinking, and never sweeps under the bed. Yet what a dream existence might have been to him if he had only married a domestic woman who knew how to manage a house, and who took a real heart-interest in cooking.

Who does not know some young preacher or leader in the Y. M. C. A., or some other altruistic alphabetic society, whom we all speak of as a victim to his worldly wife? Probably we are right enough. Probably they are both miserable. He, because she has no sympathy with his exalted spiritual aims. She, because she is denied the gayety, the brightness, the light that her pleasure-loving nature craves. Whose fault is it? His, because he deliberately passed up all the good, pious young sisters who would have made him such admirable wives, to marry a little butterfly that Nature never intended to do anything but flit about in the sunshine among the flowers.

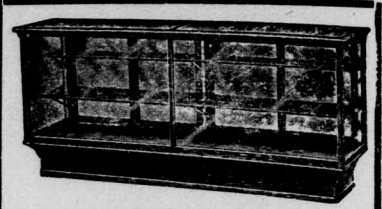
In the same way the gay man of the world, the man who likes show and glitter and brightness, is dead certain to marry some little brown wren of a woman who only asks to be allowed to stay at home quietly in her own nest. For a while her husband drags her around with him to balls and parties, where she sits about looking sleepy, and then he gets to leaving her at home, and in a little while we hear everybody beginning to say, "poor Mr. Clubman," and pity him for having thrown himself away on such a home body. It is wasted sympathy. He knew what he was getting, and the only wonder is that if he wanted a running mate he did not pick out someone in his own class.

Women are not so much to be blamed for making mistakes in marriage as men are, because they have no choice. They have to take what is offered, instead of being free to pick and choose, and many a woman marries her possibility, instead of her preference. Still, there are a good many points it is well for a woman to bear in mind.

One of these is that a man is not going to change his nature because he is married, and that it is a deal safer in committing matrimony to get what you want in the first place than it is to run the risk of altering it after you have gotten it. If you want a sober husband for goodness'

sake do not be goose enough to marry a drunkard on the off-chance that you can sober him up. If you want a domestic husband, who won't be running out at nights, marry the prop and stay of the prayer meeting, in place of a confirmed clubman. If you want a husband who is a good provider do not marry the man who has never even been able to support himself, and then weep and wail because he can not take care of a wife.

The most mischievous theory that has ever been advanced and the one that has done most harm is the attraction of opposites. What we want in a good, comfortable companion is not somebody to dispute us, but somebody to agree with us—a poultice, instead of a mustard plaster. Two people who have the same likes



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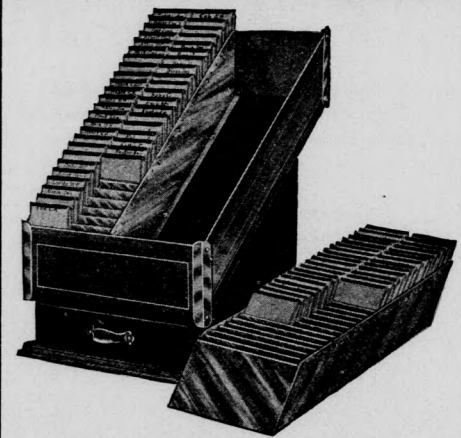
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You can settle with a customer without a moment's notice. Credits are handled as easily and quickly as cash.

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and dislikes, who vote the same ticket, and belong to the same church, and use the same amount of seasoning in their food are reasonably sure of a happy and placid life together. If, to add to this, they have a mutual passion for some particular fad, their felicity is assured. On the contrary, if they have entirely different tastes, no matter how good and worthy nor how detemined they are to do their duty as husband and wife, they will be continually irritating each other. I have known a family that was in a constant state of bickering over even the amusements. The wife had a grand opera taste, and the husband adored ragtime. She sniffed when he took her to see a comedy, and he went to sleep over Wagner, and they turned every treat into a spat that they both remembered with shame and remorse.

When men learn to consider the party of the other part's taste, instead of her eyes, before they ask her to marry them, and when women finally make up their minds that they can not rip up a husband's character and make it over to suit themselves as they do an old frock, we shall be on the way to the domestic millennium. Then we will marry what we like in tastes, and not expect miracles to happen. The real congenial life partner is the one whose ideas are an indorsement of our own, who rides the same hobby we do, and is content to canter along at our side.

Dorothy Dix.

Teach Children To Use Both Hands.

Many reasons have been advanced for the prevalence of righthandedness. It is by some said to be the result of nursing and infantile treatment, to be due to early practice in writing and drawing, to be the outcome of warfare, education and heredity, the result of mechanical law, the effect of visceral distribution, and other remote causes. Sir James Sawyer declares that the preferential use of the right hand is due to the fact that in primitive days man used the right hand for the purpose of offense, so as to keep the heart—the vital spot—as far away as possible from the assault of an adversary. Recent experiments and observations, however, prove that singlehandedness merely is the result of faulty or restricted education.

Careful observations show that out of every hundred persons born into the world eighty are congenitally ambidextrous—that is to say, they will instinctively reach for an object with either hand—and only require proper instruction and training to develop both hands and arms to an equal degree of strength and skill. Of the remaining twenty, seventeen will be righthanded, while the other three will show a natural bias toward the left hand. The cultivation, therefore, of ambidexterity offers no insuperable difficulties, and the economical, physiological and psychological advantages are enormous.

Many famous physicians and surgeons have found this double-handed condition of the utmost utility. Mr. Simeon Snell, F. R. C. S., the celebrated oculist, is proud of the fact that he can use one hand with just as much facility as the other in opera-

tions. "The first time I operated," he says, "for the removal of a cataract I used the right hand for the right eye, and the left hand for the left eye. I was successful in both, and since that time I have invariably continued to use the left hand for the left eye and the right hand for the right eye."

Many famous painters have possessed wonderful skill in this direction, and Mr. Solomon Hart, R. A., has left on record an interesting instance of Sir Edwin Landseer's power of simultaneous work. The incident was the outcome of a debate in a fashionable drawing room at which were present many famous artists, which a bored lady tried to close by emphatically declaring that no one could draw two pictures at the same time. This Sir Edwin Landseer politely denied, and to prove it he there and then drew a stag's head with his right hand and the head of a dog with his left. The versatile Leonardo da Vinci also possessed this faculty, and it was said of him that "he could draw with that ineffable left hand a line firmer, finer, truer than has been drawn by the hand of any other man."

The very wonderful results of persistent ambidextral culture never, perhaps, have been more clearly and completely demonstrated than in the case of the great juggler, Cinquevalli. He can play an accompaniment with the left hand to his own whistling of various tunes dictated to him by a person standing on his left. At the same time he is writing a letter with his right hand dictated by another person standing on his right. He also can follow a conversation between two people, juggle two or three objects with his right hand, and all the time follow on the piano, with his left hand, a third person who is trying to puzzle him by rushing from one tune to another.

From the purely educational point of view, however, perhaps the most important result of the cultivation of bimanual skill is its healthful and strengthening action directly upon the brain itself. The brain centers which control and direct the right side of the body are located in the left lobe of the brain, and vice versa. The preferential cultivation of the right hand, therefore, implies that the left lobe of the brain must, through the more frequent employment, be developed to a greater degree than the right, and thus not only is there unequal manual but also unequal mental development. The better and firmer the union of each hand with its proper cerebral hemisphere, and the more the two hands are worked together, the better will be the brain and mind, the better also will be the thought, the reason and the imagination. The recognition of this physiological fact has enabled many physicians to strengthen weak intellects and correct mental deficiencies in children, merely inculcating the practice of using both hands to an equal extent.

E. C. Minnick.

Never rest satisfied with the belief that your competitor does not know his business better than you; master it so thoroughly yourself that you'll know, to a moral certainty, that you understand it better than he.

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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

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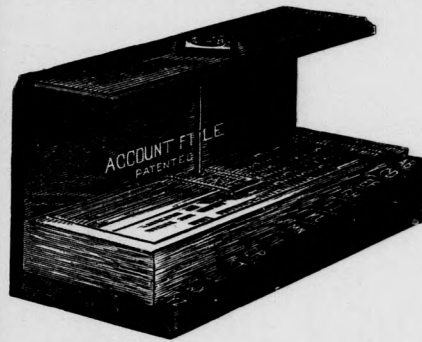
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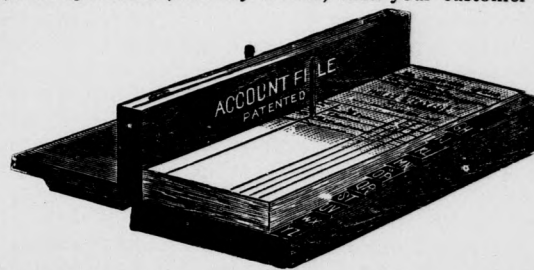
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TRADESMAN COMPANY, Grand Rapids

OUR WATERWAYS.

Inadequate Transportation Facilities Necessitate Improvement.

The National Association of Manufacturers at its recent meeting having adopted resolutions relative to the improvement of the waterways throughout the country, I feel that some expression on my part as special director of the organization which is striving to bring about the adoption of a better waterway policy would not be amiss at this juncture.

The manufacturers are, perhaps, more deeply concerned in matters of transportation than any other set of business men in the country, and being thus interested it is proper that they should know something of the possible future congestion of traffic, and of the great question of efficient and economic water transportation in order that they may lend their aid in making suitable preparation to avoid such a crisis as may ensue unless arrangements are now made to provide for the future.

We are fast approaching a time when our transportation facilities will be wholly inadequate to serve us in an easy and rapid manner. The magnificent prosperity which we now enjoy must be maintained by careful and deliberate preparation for the future. Transportation is the backbone of commerce, and commerce is the life and blood of business. Without cheap or adequate transportation for the products of our mines, our forests or our fields, our factories would lie idle and stagnation and bankruptcy ensue. A slight promise of what this might be was suggested last year by the universal freight congestion throughout this country. Wheat, rye, barley, corn and cotton lay rotting in the fields for months because of lack of cars to transport it, and a coal famine was nearly precipitated in the regions of the Far West because there were not sufficient railroad facilities to supply the demand.

Our railroad development, notwithstanding, has been most phenomenal during the century just closed. The cornerstone of our railroad system may be said to have been laid on July 4, 1828, in Baltimore, Md., and to-day more than 223,000 miles of line are in operation, traversing every habitable portion of the country, binding it with sinews of iron into one great republic, and serving to largely eliminate State boundaries, and yet so much more phenomenal have been the growth and development of our country that the products to be hauled last year exceeded the capacity of the railroads to haul them by more than 75 per cent.

Statistics show that things to be carried have increased on an average of 46 6-10 per cent. during the last six years, while provision for carrying them has only increased on an average of 7 6-10 per cent. These figures tell a remarkable story and warn us to provide for the future. The railroads can not provide additional trackage and equipment unless they can be supplied with the money by investors, and from present indications investors will not be over eager to invest in railroad securities. James J. Hill estimates that fully \$5,000,000,000 will be required to provide such

additional track and equipment, and that it will take at least ten years to adequately equip the road to overcome the present handicap.

At such a critical time careful business judgment must prevail. Public confidence in railroad securities and in honest railroad management must be restored. We must not allow the record of a few high-handed, unscrupulous stock manipulators of Wall street to bias us in our estimates of those who have the great commercial responsibility in their keeping. The railroads belong to the people and must be guarded by them and for them from criticism and abuse to the end that they may be equitably and justly managed to serve our best ends.

In the meantime to further provide against freight congestion and in order that rates may be regulated by natural competition, there is open to use at the beginning of this century the undertaking of a long neglected national duty, viz., the wholesome and systematic improvement and development of our great waterways. The Government owns the waterways and before we begin to talk about Government ownership of railroads let us demonstrate what can be achieved by the Government ownership of waterways. Had the National policy been carried out as outlined by Washington, DeWitt Clinton and other far-sighted founders, our great rivers would to-day be actual carriers of freights and efficient regulators of rates. There would have been no car famine and no need for a rate commission.

Our waterways have been neglected without doubt in our great rush to develop the country in the most rapid manner, and we have had a century of railroad building; now, however, we should turn back to our neglected waterways and this should be a century of waterway building.

There are nearly 40,000 miles of water-course in the United States traversing almost every State that can be made navigable by canalization and improvement to carry the low class freights such as coal, ore, grain and lumber, leaving to the railroads the high class or manufactured article. There are some 3,800 miles of waterway on the Great Lakes and nearly 6,000 miles of coast line which could be made available in addition by intercoastal canals. In our entire history as a nation we have expended on this majestic system of inland waterways on our Great Lakes and on our sea coast harbors but \$523,330,232, compared with more than \$14,765,178,704 which has been spent on our railroads, to say nothing of Federal, State and municipal land grants and bonuses and \$1,000 per mile for maintenance each year. As a result our harbors are not complete and few of our rivers furnish safe and reliable transportation at all seasons of the year. The great Mississippi River, traversing 2,200 miles from Minneapolis to New Orleans, has been practically abandoned as a means of transporting freight; the mighty Missouri, reaching 2,400 miles into Montana and Dakota, is robbed of its usefulness; and the beautiful Ohio, extending 1,000 miles east

to Pittsburg, is only available during a few months of flood tide. There are numerous rivers along the Atlantic seaboard penetrating from 50 to 300 miles inland that are in practically the same condition that Nature gave them to us. The money expended upon these arteries of trade has not been expended in such a manner as would make them really efficient carriers of freight because of a lack of systematic and comprehensive undertaking. In such examples as we have where complete systematic work has been done the results both as to cheapening freights and increasing tonnage have been most remarkable. On the Great Lakes we have expended a little more than \$68,000,000 in preparing a universal depth of 21 feet on all of the routes and in all of the harbors. A thousand

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BOOK OF PRESERVING RECIPES—FREE

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All good Merchants sell them.

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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.

and-mile route has been opened from Duluth to Buffalo that may be plied by vessels of 10,000 tons capacity. St. Marie Locks have been built and the St. Croix River has been deepened. As a result the cost of transportation on the Great Lakes route has been reduced to 85-100 of one mill per ton per mile as against an average of 7 76-100 mills per ton mile charged by the railroads in the United States; and the commerce on the Great Lakes, by reason of this expenditure, has grown from 6,411,423 tons in 1888 to a total of 75,610,690 tons in 1906, saving more than \$140,000,000 annually to the whole people of this country in freight charges as the difference between rail and water rates.

Another striking example of the result of complete and systematic work is found on the Monongahela River above Pittsburg. Here the river is canalized for a distance of fifty miles, affording all-the-year navigation with a six-foot depth for bringing out coal where there previously existed only a shallow river with occasional floods to serve navigation. About \$6,900,000 has been expended on this entire project and as a result there was last year a total of 9,755,769 tons of freight brought out at a saving of nearly \$4,000,000 as the difference between the old railroad charges previous to the improvement of the river and those by water.

In its present unimproved condition the great Ohio River carries out more than 30,000,000 tons of freight a year at an average cost of 76-100 of 1 mill per ton mile as against the average railroad rate of 7 76-100 mills, earning in its 1,000 miles of route more than \$100,000,000 annually for producer and consumer. It will cost about \$63,000,000 to improve this river in like manner as the Monongahela is improved, but it is estimated that with such an improvement the immense tonnage may be brought out at a cost of hardly more than 35-100 of 1 mill per ton mile with the additional advantage that freight may be moved during the entire year instead of only three months in the year as at present.

I could enumerate many more instances where the results of improvement are so marked when work has been done in a systematic and complete manner, but I hope that these will suffice to show the advantage of waterway improvements. I could also enumerate many instances where some of this \$523,000,000 has been absolutely wasted under the river and harbor appropriation policy of the past; but I shall refrain from doing so as the splendid record made by the present chairman of the Rivers and Harbors Committee, Hon. Theodore E. Burton, has done much to eliminate needless and wasteful expenditure, and now with a Board of River and Harbor Engineers to pass upon all projects and with the present Inland Waterway Commission there should be no possibility of funds being wasted on these appropriations in the future.

With the above lessons of past experience before us, therefore, we should now enter upon this great work with understanding, force and energy. We should have an estimate

of the entire cost of efficiently improving all of our worthy rivers and deepening our needed harbors, and then we should ask Congress to provide the means in order that we may speedily and vigorously complete the plan. About \$500,000,000 will be needed. Let Congress therefore set aside at least \$50,000,000 each year for such work during the next ten years and we will find that this investment will have proven even more profitable than that of building the Panama Canal. With this amount we will be able to regulate the floods and rectify the channel of the mighty Missouri; we will be able to secure a depth of 9 feet of water for the beautiful Ohio at all seasons of the year throughout its 1,000 miles of route so that deep draft barges may pass out laden with ore and coal and steel products in uninterrupted traffic; we will be able to open the Great Lakes into the valley of the majestic Mississippi so that lumber and grain and manufactured goods may find their way into twenty-four states through the 16,000 miles of its tributaries.

Fifty-six rivers leading into the Atlantic through sixteen states will be made to afford means of transportation as well as electro-motive power for factories by reason of canalization. Our seaports will enjoy a uniform depth of harbor and ready relief will be given to the freight that is brought to these terminals. Deeper harbors mean greater tonnage vessels and greater tonnage vessels mean cheaper freight rates to the markets of the world.

Nor would we be setting the example should we undertake this great National work. On the other hand we would but be keeping pace with the progress of the other great countries of the globe. Great Britain is just now entering upon such a policy. Germany has pursued it for the last thirty years and is now spending more than \$250,000,000 on additional work. As a result her inland water commerce has exceeded her maritime commerce, great as that is, by 150 per cent. The Rhine is now being made navigable for large vessels as far up as Strassburg at a cost of more than \$3,200,000; the Weser has been made navigable for 279 miles, the Elbe for 509 miles, the Oder for 385 miles and the Weischel for 155 miles.

France has an area less than that of the State of Texas and yet she has expended \$155,000,000 upon her harbors alone. Italy has just undertaken to spend \$87,000,000 on her waterways and Consul Dunning, writing from Milan in April, tells us that a project is now under way to improve the Po and the old canals above Milan so that it will be made a seaport town. Consul Haynes, writing from China in January, tells us of the magnificent Yangtse River and its 4,000 miles of commercial highway and what it is doing for that Empire. Consul Culver, writing from Canada, tells of the magnificent waterway system to be improved there and of the great Georgian Bay ship canal estimated to cost \$25,000,000, that is to be constructed to connect the Great Lakes with the St. Lawrence River.

Shall we continue to pursue our old policy in waterway development while these advances are going on about us; when freights are congested and rates can not be regulated! No, this nation must lead the world in all things and most of all in its commercial supremacy, and by no means can this supremacy be so easily attained as by cheap water transportation.

Can we afford it? Listen to this. Our total revenue from all sources last year amounted to \$1,056,297,396, of which amount \$293,910,396 were derived from our import duties. Our rivers and harbors earned this—do they not deserve a little more for their improvement than the paltry \$23,425,121 which has been the average amount allotted them during the past five years? Meanwhile, the army has received annually \$80,509,481, the navy has received \$98,039,942 annually and pensions have received \$140,857,836 annually, and this in times of peace and commercial development.

Now, in conclusion, I wish to ask the hearty support of the National Association of Manufacturers and of its members individually in bringing about the policy of waterway development. Speak of it wherever you go, write to your Congressmen and tell them your views, study it, investigate it and you are bound to endorse it as the solution of one of our greatest economic questions. The National Rivers and Harbors Congress will appreciate your endorsement and assistance in aiding it to secure the adoption of this policy.

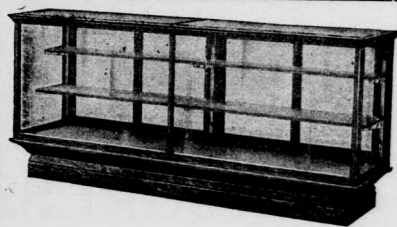
John A. Fox.



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Grand Rapids, Mich.

PANTHER SCARE.

Incident of Early Days on the Muskegon River.

Written for the Tradesman.

In ante-bellum days the people of the backwoods had to rely on something besides war scares for excitement. That was before the days of the irrepressible commercial traveler; before the days of department stores and big mercantile concerns which now dominate the trade of the world.

One man did the merchandising for a large scope of thinly populated country. The nearest postoffice was twenty miles away. Postage on ordinary letters was three cents up to 400 miles, after which the Government tacked on ten cents. It was not necessary to prepay postage and letters have remained weeks without a claimant, simply from the fact that the recipient had not the cash wherewith to make good.

Those were the "good old times" old folks tell about. And yet there were many social enjoyments even here. The numerous raisings, barn dances, straw rides, bear hunts and the like brought neighbors into contact and enlivened the otherwise monotonous life of the woods.

The early settlers on the Muskegon and Grand were not farmers but rather lumbermen. Small mills sprang up as by magic and the product of the pine forest was cut into lumber for the Chicago market. The best of white pine fetched but \$7 after shipment, so it will readily be seen that there was no opportunity to grow millionaires and bloated barons in the lumber woods at that time. Choppers, skidders and sawyers were content to earn their \$12 per month, live on pork and beans and house themselves under the eaves of humble log cabins.

Strikes and lockouts were unknown. No labor unions contended for the mastery over employers; nobody thought himself wronged or that his boss was a tyrant, anxious to grind him into the earth. Employer and employe met on a common level; the hired girl ate with the family and enjoyed the society of her mistress and daughters with never a bitter thought of envy or jealousy.

Those were good times in this respect that everybody belonged to the same social class. Some there were, working at \$12 per month and board, who in after years became the millionaire barons of the lumber business. Not one of them laid the foundation of his fortune as the walking boss of a labor union or found profit in snarling and berating his neighbor who had more of this world's goods than himself. Socialism as advocated by the Debs and Haywoods was an unknown quantity.

The big panther scare of 1857 excited the settlements along the Muskegon for several weeks. Joe Daniels lived in a small house at the edge of the woods on the river bluff at Sand Creek. One evening late he heard a human screech, accompanied by the sound of galloping horses and the rattle of wheels. He ran out to see a wagon dash up, the horses panting and nearly winded, while the

three men occupying the seats were badly wrecked from fear. A fourth man lay groaning and bleeding in the bottom of the wagon.

"A painter's killed John!" explained the driver.

Daniels held his lantern high and saw a man whose head was a mass of blood. He recognized the fellow as a notorious character named Shearns, who had the reputation of being a blackleg and gambler.

"Fetch him in," said Joe, "and we will see how bad he is hurt."

"No; got to git to Bill's tavern," returned the driver, starting the horses.

"What hurt him, Jake?" called Joe Daniels.

"A panther, up yon a ways, the biggest critter you ever seen—all mouth and eyes. Better look out fur him, Joe."

The team went on to the tavern, eighty rods down the hill. Joe was curious. He had no superstitious fears, was a stalwart young tree-cutter, and, without returning to the house, made his way into the woods along the road followed by the wagon. He had not gone far when a pair of glistening balls of fire halted him.

"I stood still in my tracks," said Daniels, in telling of it afterward, "and faced them gleaming eyeballs. I thought I wasn't a coward, but, by gum, I shook in my boots, and my hat went up two inches, my hair stood that straight on my head. Scart? Wal, say, that's no name for it. I jest shook in my boots, jest like a feller with fever'n ager."

A growl from the animal broke the spell; Daniels turned and fled down the road. The next day he went down to the tavern to see Shearns. He was there in the bar-room with his head tied up and a large story on tap.

His head had been wounded. The scalp was torn and the skull pricked

with sharp claws. A panther sure enough. Great excitement prevailed. A party of men, armed with guns, went at once in search of the wild beast. Boys, among them the writer, kept close at home, not daring to venture to the woods. The hunters ranged about for several days, but found no panther.

Many wild stories were afloat about the wild animal's depredations. Several Indians down below Muskegon had been killed; one lumberman's horse was found torn and bleeding, having escaped from the stable and wandered in the woods at night.

That panther scare served to keep the settlements in a stew for several weeks and the wildest stories were afloat. The yarn about the Indians proved to be a myth, and some there were who doubted the story told by Shearns and his companions. The wise ones said that the men had been on a drinking bout at one of the whisky joints at Newaygo and that, loading up with several flasks of poor whisky, they had driven through the woods, got into a fight and Shearns had been cut with a knife. However this may be, the story Daniels told could not be sniffed away. Joe Daniels was a man whose veracity had never been called in question.

Anent the story of the panther scare comes in a little incident which happened late in the fall in which we boys enacted the principals in a humorous backwoods drama.

School was in session, held in a small board building on the bluff. The teacher was having an evening rehearsal, preparatory to a grand exhibition to come off at Christmas time. One of the dialogues, selected from that ever memorable compilation, Fowle's Hundred Dialogues, was on the boards for the occasion, a piece in which Columbus and the egg were very much in evidence. At former rehearsals we had not used

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HAND SAPOLIO

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

the egg, but that night the teacher wished to act the piece to a verity and summoning two boys, the writer being one, asked them to go to a neighboring settler and procure the necessary hen fruit.

It was half a mile to the house, part of the way through a dense cedar swamp. Although there was a moon, in the swamp it was of little service. The ground was frozen and rough. We made our way to the house and got two eggs, with which we set out on the return. Jack, being three years my senior, carried the precious goods.

When directly in the center of the black swamp a screech arose that split the heavens and made the hemlock foliage dance. "What's that?" cried Jack, halting. Again the screech, wilder, more weird than before. It came now to the left and some rods in advance. I felt goose pimples raise all along my spine. I simply articulated "Panthers!" and turned back. Jack was ahead of me. Back over the road to the settler's house we scampered. I brought up the rear. Jack, however, caught his toe and plunged headlong, smashing the eggs and bloodying his nose. I went past at a wild leap. Up and on again came my companion. We got to the house, panting like frightened deer, and told our story.

"It's a panther, for that's jest the way they screech," declared Jack.

"Undoubtedly," agreed the man of the house with a smile. He returned with us, having produced another brace of eggs. We heard no more of the panther, got to school safely, and went through with the rehearsal very creditably, the man declared who had escorted us through the swamp, and who remained to see the play.

Of course, a little reflection by the broad light of day convinced us that we had been made victims of a joke. Two of our school fellows, one a brother of the writer, had followed us and, hiding in the swamp, gave utterance to the screeches that so frightened Jack and his companion.

This incident, simple in itself, remains indelibly marked on the brain. How simple yet wholesome were the lessons we learned in the primitive days of old. The pine woods graduated some men of sterling character, however, as the history of the State amply attests. In politics, religion and schooling the pine woods of Muskegon and the Grand were not far behind the remainder of the world.

Old Timer.

Proof of His Innocence.

A Southern negro was brought into the court room, accused of stealing a neighbor's chickens.

"Mister George Washington Shintopp, did you steal those chickens?" asked the judge, pointedly.

"No, sah, jedge; Ah is toe 'spectable fo' dat."

"But it is stated on good authority that a bundle of feathers was found in your back yard the day before Christmas."

"Dat 'sinneration, jedge, des proves mah innocence, coz how could de feddere be found in mah back yahd de day befo' Chris'mus when mah wife didn't pluck dose chickens until de day after Chris'mus?"

Trade Cliques Rule Towns.

In a small town there is a strange system in buying. It consists of "I buy of you; you buy of me." The merchant feels that he should get the trade of the men he buys of. If he buys groceries of Kahlenberg then Kahlenberg ought to buy dry goods of him. This may sound all right in theory, but it does not work out well in actual practice. It limits a man's field. He can not buy where goods are cheapest nor where they are best. If John Smith is having a bargain sale of good articles, then Brown can not take advantage of it because Jones, the rival of Smith, buys goods of Brown.

Thus a small town is divided up into little circles, each clique buying from the members of that crowd. This circle generally surrounds a bank. Suppose the First National and the Farmers' State are rivals. The President of the First National buys his meats of a butcher who keeps his account at that bank. In fact, he buys everything, if possible, from customers of his bank. All his employes do likewise. The same thing is true of the Farmers' State Bank. The President of that bank would not think of buying 5 cents' worth of crackers from the First National's grocer. Thus two rival circles are formed. As a rule, the grocer of the First National Bank crowd will trade with the dry goods man of the same crowd.

This limits a man's buying field. Suppose you are a book-keeper in the First National Bank. You want to take your girl buggy riding. Old Phil Ransom, the livery man, has the only swell rig in the town. But old Phil does not keep his account at your bank. Therefore, rather than be called down by the boss for giving trade to a man who does not trade with you, you take your girl out in a ramshackle phaeton from the rival stable.

Next Sunday your girl gayly sallies forth with that young snip Flannigan, the messenger at the Farmers' State Bank. He has the swell rig, for old Phil keeps his account in that bank, and it is all right for him to deal with that gentleman. Then you bitterly bewail your hard luck as you watch your hated rival.

Then, again, suppose on a Saturday evening you are walking up the street with Alonzo, the tonsorial artist. You suddenly are assailed with a burning thirst at sight of the sign of Roache's thirst parlor. But Alonzo spurns the proffered drink. "Let's go to Schanber's. Yes, I know he hasn't as good hops, but he gets his curls trimmed at our place."

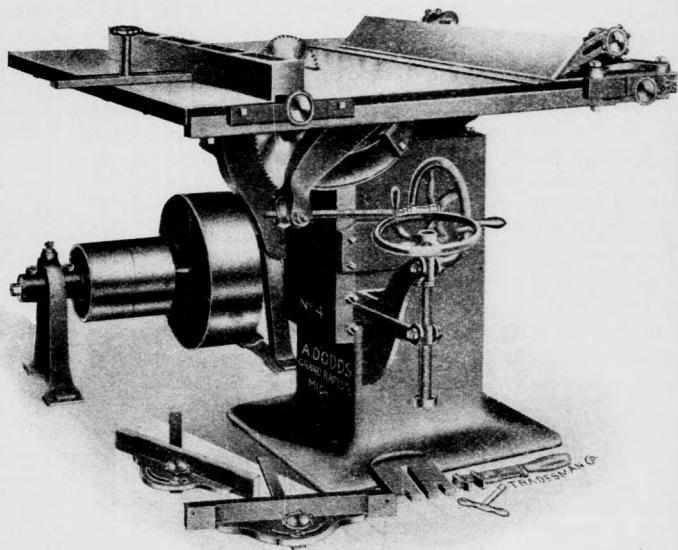
One of the strangest results of this system is that one man may buy cigars for 5 cents from a certain cigar store and expect the cigar man to buy a \$5 drug from him. It is not so much the amount, but the system is to give all your trade to the man that gives his trade to you.

This is really a pernicious system, for, granting that the salesman does not put up the price when you come in, still you can not buy to the best advantage.

John D. Smith.

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Grand Rapids, Mich.

SHORT WEIGHTS.

How They Are Operated in the Hay Trade.*

The question of short weights is a matter in which all hay shippers are interested, but few care to hear discussed, for when the subject comes up, as a rule, it means a loss on the shipment. Who is the loser? The shipper, of course. This subject is of much more importance than most dealers realize and is worthy of the attention of every person in the hay business.

Let us first look for the cause and we will find it either carelessness or dishonesty, or both. Carelessness on the part of the balers consists in not seeing that the scales are in balance and kept that way. There are very few men running hay presses who take proper care of their scales. They perhaps move from one job to another, unload their scales and they are ready for business, without first seeing that the scales are in balance, and a very strange part of the matter is that if the scales are out of balance they weigh too much in nine cases out of ten. You are always sure to hear of a shortage, but it is a rare thing that an over would be reported.

Then there are balers who are anxious to get out all the tons possible, and a few pounds, or even a pound, on each bale makes a good many tons in the course of a season. They do not stop to realize where they are getting \$1.50 more than they should for baling that the farmer gets the price of a ton of hay that he never owned and either the shipper or the consumer must lose this.

Then, again, there are farmers who are afraid that they are getting the worst of it and so to be sure and keep even they go out with a pencil and protect themselves. I have heard of many instances and seen a few where a bale weighing 110 pounds was remarked 140 pounds, a 130 pound bale marked 150 pounds. There is nothing to some people like the first laws of nature. It is always uppermost in their minds and when the product brings the highest price then is the time the farmer is the most greedy. He either doesn't stop to think or does not care about the consequence. What does he care whether you are the loser or whether the consumer who pays per ton perhaps double the amount he is getting. Now do not understand me that all farmers, or a majority, are this kind, for they are not, but we all have them, you as well as the rest, and the only way to check this kind of work is to make an example; watch them all and when we catch one get him right, for there is a law covering short weights. Once let them know it is to be enforced and the farmer will protect you against the baler and the baler against the farmer. If a baler knowingly over-marks a bale of hay he is criminally liable. If the farmer raises the mark on a tag or markets a bale of hay, knowing it is short weight, he is criminally liable; and if you make a shipment, knowing that it is short weight, you are equally guilty of crime and subject

*Paper read at annual convention Michigan Hay Association by A. H. Northway, of Owosso.

to punishment. To protect yourselves every case of this kind should be prosecuted.

Then, again, you are dishonest with yourself. Oftentimes you have the opportunity to re-weigh a bunch of hay without trouble or expense to yourself or the farmer, and how many of you do it and why don't you? Simply because your competitors don't and you dare not, for you think the farmer will not stand for it, but will draw to your neighbor. You will go ahead and take this hay when you practically know it will not hold out weight, load it up and ship to your customer, hoping he will take your word for it, and the poor consumer who is paying double what it costs you per ton is standing the loss. Now is this right? I say, No. It is neither right nor is it business. You are either a moral coward or you are dishonest.

We have noted a few causes. Now let us watch the effect. First, a shipper can never build up a trade and hold it who does not protect his weights. By this I mean within a certain per cent. When he does this he must know when he loads a car that he is delivering the goods or, if it is short, just how much, in order to know whether he is being taken advantage of at the other end. If you know the weight in a car and know it is correct you have some nerve to make a fight for your rights, but if you have a feeling that perhaps the man at the other end is right you may make a big bluff, but you will settle in the end, as he says, pocket your loss and swear you will not ship any more to this party because he is dishonest, when you know, deep down in your heart, that he is just as likely to be right—and probably is nearer right—than yourself. Did you ever figure what your loss from shortages will average per car on all cars shipped? I venture to say from \$1 to \$3 per car. Can you afford to stand this loss? I think there are very few of you who can, and while you, perhaps, think my estimate large, I venture to say if you have kept account you will find it very low; and remember you are the one who is paying the fiddlers, while the farmer is doing the dancing and, as a rule, does not know it. While there are a few who wish to see you do business at a loss, if they are the gainers they are not in the majority and either the baler or yourself are to blame.

The Remedy.

First, when you send out a baler be sure you have a good honest man at the head. Pay him enough so he can afford to be honest. Impress on his mind that you are paying himself and the farmer for 30 pounds on each ton which neither furnishes or a ton and one-half on each 100 tons baled. Impress on his mind that his scales must be kept in balance and then mark actual weight on each bale. This is of more importance than most of us realize, as when the bales are marked up and down a large majority are marked up.

Second, when you have an opportunity of running a load over a large scale, do so and see for yourself whether it holds out in weight. If you have no large scale weigh a few

bales on each load. It takes only a short time and the farmer then knows, as well as yourself, whether he is getting what belongs to him or not, and not one in ten will object. Then the farmer, yourself and the consumer are all protected and confidence prevails.

Third, have your balers always keep their scales leveled up. No scales will weigh correctly when propped up on bales of hay, perhaps one end or one side first up and then down or perhaps standing at an angle of from 20 to 45 degrees. I am not so sure but it is a mistake to mark weight at all on each bale. Why wouldn't it be better to market it the same as oats, beans or wheat? When a load comes in weigh it up and pay for just what it weighs. Then the farmer gets pay for what he sells and the dealer loses in shrinkage simply what it dries out and naturally wastes.

Fourth, another remedy is for some reputable party to establish a transfer house at a terminal point and

transfer, re-weigh and re-grade each car, giving a certificate of grade and weight and have same absolute; both the shipper and receiver to accept same as final, making a nominal charge for same. Then there would be pleasure as well as profit in the hay business.

He Was a Butcher.

"Oh, the dear little lamb," ejaculated the enraptured visitor when the nurse brought in the swathed bundle.

"Yes, it's a spring lamb, and that's what makes it dear," murmured the proud father, for the baby was born in May, and he was a butcher.



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

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MODERN RIVALRY.

It Is Too Keen For Some of the Old Folks.

"Great reduction sale; going out of business."

A man about 50 was adjusting this sign over the entrance of his little store, located on a side street on the northwest side of Chicago. His wife, who was of about the same age, was holding the ladder upon which he stood, and constantly admonished him to be careful not to lose his balance and fall off the ladder.

When the sign was adjusted properly the couple entered the store with an air which seemed to tell that they are ready for business. It was a small place and greatly resembled a country general store, although a few articles unmistakably told that it was in a metropolitan city. One side of the store was occupied with groceries and similar provisions, while the other had a little of almost everything from dry goods to glassware.

"No room for old people in business," said the proprietor. "Business to-day needs young people; it needs a company, a corporation. When I started in here thirty years ago, soon after I came over from Germany, a man with a few hundred dollars could do business here. To-day the rent alone of a halfway decent store in this place will be close to \$200 a month. One man alone is powerless here; it is a company that can do business and make money. See the store across the street? It is they who caused me to hang up the sign. They started here only about five years ago, and this was the first knock I received since I have been in this country. They fixed up the place in accordance with modern ideas, they made everything attractive, and got a great many customers.

"I struggled for five years until today. Some of the old residents here, all Germans, would not go into the other place even if you paid them. They would not desert me. And so we lived. But great changes have taken place in five years. Many of the older people who were my steady customers died. Some now are living with a son or daughter, and this son or daughter would rather buy at the place across the street than from me.

"Why? For the same reason that their parents would buy from me only. The storekeeper across the street is in the business with two of his sons. The sons are acquainted with everybody around here now just as I was twenty years ago. The children of those who once were my friends are to-day their friends, and naturally patronize them.

"Besides," added the storekeeper thoughtfully, "everything in their store is better arranged; more attractive. And so it is, one thing helps the other. Bigger sales means a fresh lot of goods every few days, and fresh goods make bigger sales.

"I don't blame the people for buying there. I would have done the same thing. Only what should the small storekeeper do for a living?"

The writer enquired why he did not do the same; why he did not have his children boost the business.

"That was not in my power," the

German answered, gravely. "Children usually dislike the occupation of their parents, and, unless the occupation happens to be profitable and congenial, parents will not force it upon their children, either. My eldest son took it into his head to become a minister. He learned well at school, and his schoolmaster, who clung to his German ideas, could see nothing better and higher in life for one than to be an expounder of the Lord's teachings. Well, he was my oldest son, so we let him have his way. We sent him to schools and seminaries and expended all the money we had on his education. We thought we did him great good; thought we did ourselves good and the whole world. But—"

A neighbor came in for a piece of chewing tobacco. Upon noticing the sign of a reduction on tinware he left the store saying that he would send his wife to look it over.

"What has become of your son who was studying for the ministry?"

"He is a minister now in a German locality in Wisconsin and is pressing out of it a scant existence."

"And the other?"

"Well, if the first one goes wrong the others are apt to follow. Of my two other sons the older disliked the city and went out West, where he has been working for a railroad company for some time. He is married, and, as near as I can see it from his letters, he finds it none too easy to keep his family in meager comfort."

"As for the younger he is about 20 years old now and evidently will follow the eldest brother into the fields of intellectuality for his profession. He is studying at some college out West, hoping to become a teacher.

"Unlike the oldest brother, however," the old man added with a sigh, "he is not getting any assistance from me. I simply can not afford it and he has to make his way for himself.

"As for the girls, well, they were strangers to me as soon as they were married."

The old man was asked what his plans were for a living now that he is going out of business. This question evidently touched a sore spot in the man's heart.

"I have not really thought of it," he said. "But you see the house is my own. That saves rent. In addition I can rent the store for some sort of a shop and for the rest I will have to rely upon an odd job. I have been a carpenter; maybe I can turn this to some use. Of course, it is bad to have to give up a business for this. But then business is not for old people nowadays."

Elias Tobenkin.

The Cast Off Baby.

The stock had been a recent visitor to the home of Mrs. Smith, who already was the mother of a year-old baby boy. A chance meeting in the corner market was the opportunity for Mrs. Smith's neighbor, Mrs. Jones, to break the news to her friend, Mrs. Brown.

Dorothy Jones, 5 years old, paused in her task of arranging the covers about her new doll. She had experienced difficulty recently in finding in the person of a less fortunate neighbor girl a mother for a doll with a

broken nose and one arm, that had been her former favorite, and for which there was no room in her diminutive domestic establishment when the new doll came. She pulled at her mother's skirts, enquiringly:

"Mamma," she asked, "did you say Mrs. Smith had a new baby?"

"Yes, dearie, a brand new baby," answered the mother.

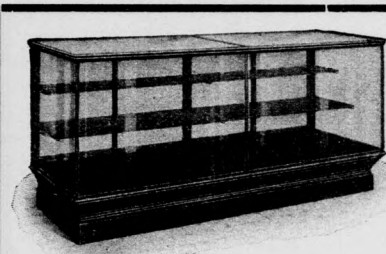
"Well, mamma," came the unsatisfied query, "what's she going to do with her old one?"

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PAPER BAGS, CORDAGE AND WOODEN WARE

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

Jennings' Extracts

A woman wants an absolutely pure, all flavored, full strength flavoring extract when she makes a cake or a pudding. She does not want to spoil it all by using a cheap insipid extract.

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Jennings Flavoring Extract Co.

C. W. Jennings, Mgr. Grand Rapids, Mich.



WHAT IS HAY?

Interesting Information Gained by Practical Experience.*

Hay is properly cured leaves, stems and flowers of either grasses or certain legumes, cut while immature.

Before discussing what hay really is it may be well to note what hay is not. In the first place, hay is not weeds, but grass or legumes properly cured. Among the weeds which infest our Michigan hay and which are easily preventable should be named, first, the fleabane (*erigeron philadelphicus*, if the blossoms are pink or annus if the blossoms are white). I assume that all of you know this weed at sight. In some specimens of timothy sent from this State 10 per cent. by weight have been this weed. It seeds abundantly and propagates itself with somewhat startling rapidity. It should be eliminated by plowing and by a rotation of crops for three or four years and reseeding. By subsequent applications of commercial fertilizer or manure the fleabane ought not be a pestiferous factor in hay. I am showing you both the weed itself and the weed seed. I assume that this is a needless waste of time for some of the more experienced hay buyers here, but perhaps it is just as well that some of the younger ones should recognize these seeds when they see them in timothy seed or elsewhere. A second weed that is coming into the State is the black-eyed Susan (*rudbeckia hirta*). This weed has come from the West in timothy seed. It is not a desirable addition to hay and ought to be excluded. You will note the stiff stem and bright yellow flower with black center. My suggestion is that your patrons are encouraged to pull out this weed and burn it. The flower does not have to ripen in order to have seeds grow. The third weed is the common ox-eyed daisy (*chrysanthemum leucanthemum*). This weed I noted through a host of meadows in Western New York and I also note that it is spreading widely in Michigan. Our experiments this year go to show that it may be held in check by spraying with a 20 per cent. solution of sulphate of iron. Hay is not this weed properly cured no matter how green it is cut. It is true, of course, that the weed is fairly nourishing and it contains a good high percentage of protein, but it is not a desirable mixture with hay. It is not hay. It is an adulterant. Another weed is our ordinary mustard (*brassica sp.*). This weed we have killed readily in oats this year with a 20 per cent. solution of sulphate of iron, one treatment being sufficient. You gentlemen should co-operate with the farmers in retarding the spreading of this vile weed. Unless there be concerted action on the part of the men interested in agriculture mustard is going to spread until it causes a great increase in cost of our Michigan crops. The same is true of the dandelion. This weed is easily held in check with sulphate of iron, which I have mentioned. I do not know that even two sprayings with the sulphate

*Address delivered at Saginaw, Aug. 7, before the Michigan Hay Association.

of iron will kill it, but it will certainly hold it in check and prevent its seeding.

The Canada thistle and the quack-grass have come into Michigan to stay. In order to encourage their destruction I should cut the price of hay offered for sale containing either of these weeds. I used to believe that Canada thistle seed would not germinate and grow. I know better now. It will. Fully 33 per cent. of the thistle seed will grow into thistle plants. Quack-grass spreads mostly by the roots, but it will spread also by seed. These two are, in my estimation, the most dangerous weeds in the State, and as Director of the Experiment Station I beg your co-operation in discouraging their growth. Farmers ought to find that it pays to kill them. They will not destroy them until they find that it does pay to do so.

In each case I am showing you the weeds themselves and the seeds. I have purposely reserved to the last a rather new weed and a rather new crop. I refer to dodder in alfalfa. I ask your close scrutiny and the exertion of your best recollection that every one of you may recognize dodder seed in alfalfa when you see it. East of Adrian certain alfalfa fields were absolutely ruined by dodder. This dodder is of two or three species it is true, but if you recognize the seed of one the similarity will point out the others. My mission here will largely have failed unless you gentlemen take time enough from your other arduous duties to note in your mind the characteristics of the seeds of these weeds, if, indeed, you do not remember the weeds themselves, which I assume all of you will do.

In the second place, hay is not the leaves, stems and flowers of grasses or certain legumes properly cured, but cut when mature. It is not these plants cut too young. Some ten years ago Professor Crozier and myself became interested and noted the difference in yields of two equal areas growing orchard grass, one pastured and the other cut for hay. The pasture was imitated by frequent mowing with a lawn mower provided with the proper sack for catching the clippings. Between the 26th of April and the 8th of June the pastured area gave us twenty-nine pounds, while the equal area was cut on the 8th and yielded just 100 pounds of cured hay. In 1896 the two plots were reversed, the one heretofore pastured was cut for hay and the one heretofore cut for hay was pastured. Four cuttings were made yielding 60.9 pounds of dried clippings, while the area cut for hay on the 26th of May gave us 112½ pounds of cured hay.

In another field the same experiment was performed with timothy. The "pasture" plot was cut eight times and yielded 15.76 pounds of dried clippings. On the date of the last clipping the equal area was cut for hay, the product being 172 pounds of cured hay. Combining the results of the three trials we have from the frequent clippings in imitation of pasture 95 pounds of hay; from the same area at a single cutting 384 pounds, or almost exactly four times

as much. You say at once the young grass is much more nutritious. To determine how far this fact might offset the greater gain in weight chemical analyses were made. The dried clippings contained 22.62 per cent. crude protein, while the timothy contained 7.81 per cent. When this crude protein was examined, however, it was found that the timothy hay contained 1.05 per cent. of albuminoids or true proteids, while the eight cuttings of timothy contained but 1.45 per cent. of albuminoid nitrogen. Now it is generally agreed among scientists that amid nitrogen is not as valuable as the protein nitrogen, and this large amount of amid nitrogen in young grass ought not be reckoned of equal value with the true protein in comparing it with the hay. Carbohydrates are about

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the same in each. The crude fiber is much greater in the hay. On the whole, therefore, I must admit that the young grass is much richer in food value than the hay, but, acre for acre, the hay gives two or three times as much nutrients as the pasture. As a business proposition a man can scarcely afford to pasture his high priced lands. Better, by far, allow the grasses to grow to the right size to cut for hay.

On the other hand, over-ripe grasses do not make hay. They make grain and straw. Oats, a true grass, may be cut for hay, or for grain and straw, as the farmer may choose.

Some experiments going forward at the College convince me that if all the owner is after is the greatest yield of protein per acre he would better cut his oats in the milk and cure them as hay, rather than allow the seed to ripen. Timothy should not be allowed to mature before cutting. Some experiments at another station do not indicate but demonstrate that the time in the life of the timothy field when it will give the greatest yield or best hay is just as the plants are coming into bloom, not after the seed is formed. Your further attention is called to the fact that maturing the seed is the exhausting effort of the timothy, and if it is desired to maintain the meadows the timothy must be cut much greener than some of our farmers have been in the habit of cutting it. What is said of timothy is also true of clover. You will get a greater yield per acre, weight alone considered, if you will allow one-eighth of the blossoms to turn brown, and it is far wiser to mow just after the bulk of the plants are in full bloom.

I deem it safe at this point to urge the use of orchard grass as a crop for hay. It requires more intelligence to properly handle it than timothy because orchard grass will not permit the beginning even of the ripening process. The straw becomes very woody directly after the heads are formed so orchard grass must be cut very young. You can not mix orchard grass with timothy for hay. You may mix it with alfalfa and very properly so, but it matures much too quickly to be mixed with timothy. Orchard grass is rather early for clover, as timothy is late for it. The second proposition in this paper is that hay includes alone the grasses and legumes properly cured but not cut when immature. The third proposition is that in order to make hay the leaves as well as the stems and flowers must be retained. This means methods of curing must be selected with this end in view. Alfalfa makes an excellent hay if the leaves are left on it. It is a far different hay if cut so late as to cause the loss of the bulk of leaves. The same thing is true of clover and of timothy. This means that hay must be properly cured. Except in one case I do not know that the loss from improper curing has ever been estimated, but reason teaches that drenching with rain with alternate exposure to the blistering sun must cause not only loss of palatability but of sugar and other soluble ingredients.

This brings up the question of the

wide use of the side delivery rake and hay loader. Without going into the details of the discussion I think it is fair to admit that where hay is raked as soon as wilted and put in the cock, there to cure for at least twenty-four hours before upsetting, further drying and hauling, we get a better product than where the hay is allowed to lie in the swath direct from the mower, after tedding, and then haul direct to the barn. It is evident that drying out in the sun more slowly is more effective so far as palatability is concerned than quick drying in the intense heat of the summer sun. On the other hand, considering the scarcity of labor and the consequent high price I feel justified in urging the use of the hay loader. Otherwise, hay is going to be allowed to stand until too ripe before cutting.

Some recent experiments carried forward at the Agricultural College indicate that the continuous growing of grass is not as exhaustive to the soil as we have been led to believe by theorists. Two adjacent fields were treated differently for ten years. One was kept continuously in grass, the hay being removed; the other was kept continuously cultivated without any crop whatever, simply kept free from weeds, plowed each spring and thereafter kept fallowed. In 1906 both fields were planted to corn, when we found at harvest time that the field which had borne grass continuously gave a great deal larger yield than the field which had lain fallow all these years. This does not show a very rapid exhaustion of the soil's fertility. The crop of oats on the two fields this year indicates a better crop from the meadow than from the fallow field. Clinton D. Smith.

Learn Manners of Newsboy.

A diminutive newsboy, ragged cap jauntily perched on a shock of reddish hair, came whistling cheerily into a downtown cigar store the other day. A black browed clerk gruffly asked him what he wanted.

"I want a match, if you please, sir."
"We don't give matches away here."
"Oh, I thought you did. Well, here's a penny. Give me a penny box, please."

The box was handed to the child and the penny was flung into the cash drawer.

"Wait a minute," called the youngster, as the clerk turned to a waiting customer. He opened the box, took out a match, and lighted the butt of a cigar, probably picked up in the gutter, puffing and drawing until it was going well. Then he closed the lid of the box and handed it to the clerk.

"Here," he said, "take this box and put it up on the shelf and when a gentleman comes in and asks for a match just give him one out of my box."

Hitching his bundle of papers up snugly under his arm, he turned nonchalantly and walked out, puffing at his "snipe." Grace L. Brown.

The safety of a little religion lies in the fact that if it is real it will take root and grow.



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

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The people WILL drink coffee—there's no doubt about it; and our idea is to give them the BEST WE CAN OBTAIN, roasted in the best possible way, and packed securely to preserve ALL of its NATURAL elements intact—which is, in brief, our specification for "WHITE HOUSE COFFEE"—"the peer of them all." * * * * *

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PERSONAL HOBBIES.

Best Mood in Which To Send Customer Home.

The various personal hobbies of our customers, although they may be made of frequent aid to the observing salesman, seem not to be generally turned to the commercial advantage that they ought to be. Nearly every person is assailed by various hobbies of a more or less developed state; with most people one of the most aggravated expressions of hobbyism is noticeable in the selection of some article or machine intended for every-day use. To notice where this opening to a man's inclinations is and then approach him through that channel is like finding the victorious wooden horse upon which to ride through his Trojan defences; for nearly every man's vanity is tickled by his favorite hobby is ridden by the salesman. Besides, he is at once impressed by the good judgment of the salesman who applies his own standards of merit and he is satisfied that the article which has passed inspection under the rules that are considered the most accurate in the world is all right.

A half dozen men examining even so common an article as a scythe will develop about as many standards of judgment as there are men, each of which is, in the mind of its possessor, the one and only correct way to arrive at the real merits of the implement. One looks closely to the grain texture, the ring and color of the steel in the blade. The second searches it for bunches and evidences of uneven temper. A third will first of all try the hang to see if it is to his liking. A fourth looks to the fastenings at the heel. A fifth is more interested in the convenient adjustment of the handles; while the sixth man, after having given passing attention to all these points, permits the matter of price to govern his decision.

Perhaps each of the six men will have given some attention to all the characteristics that should be regarded in the selection of a good scythe, but each will be so much concerned about some one feature, in the judgment of which he considers himself an expert, that all the rest are almost a dead letter to him; each of the six will have a different determining feature; each a different list of dead letters.

It is not the highest type of salesmanship to annoy the first man with a long talk about the merits that appeal only to the third man, even although it really is of more importance than the one that he selected. To tell him so is to say to him that he does not know how to select a scythe or else to tell him that you propose to side track him and put off upon him some inferior substitute; something that has not been subjected to and presumably will not stand the test. It is far wiser to fall in line at once, give him a little talk upon the proper sort of steel for scythes and the distinguishing features of that steel. Let the talk be simple and let it be truthful, which means that first of all the salesman must know before he can tell. It will please the customer, this seem-

ing endorsement of his own vital point, and he will have greater faith in both the salesman and the article he is inspecting.

In the same manner the clerk should follow out with each of the six men this plan of laying special stress upon the point that each regards as the vital point. All of these men selected some one of the various features that should be considered in the selection of a good scythe, but each of them got switched off without knowing it into some special side-track, some hobby, and so failed to complete the examination at all points. It is necessary for the salesman to be prepared at all points, though, in order that he may be ready to consider any one.

Such a difference of judgment will be noticed to a greater or a less extent in nearly all people, but is more noticeable in the consideration of more complicated machinery, a mower, binder or an engine bringing out almost as many view-points as there are parts to the machine. What the special hobby of each customer is can be gathered by the expert salesman from his first glance at the machine, as the first examination is almost invariably directed toward that point which is regarded as of supreme importance. Other parts will be looked after, to be sure, but the eye will revert again and again to the one spot and will soon render it evident beyond a doubt which part of the machine is regarded above every other. Upon this part, then, should the salesman train his vocal guns, for what he has to say about it will have far greater weight with the customer than anything that he can possibly say about any part in which less interest is felt.

A salesman who is specially gifted may sometimes talk a customer into buying a machine upon the strength of some other feature than the one his own judgment sanctions. This may require skillful salesmanship, but it is seldom good salesmanship, for it is always better to accompany a customer than it is to drag him. When the forced customer reaches home with his purchase and falls back into his accustomed lines of thought it occurs to him that he has been talked into buying something that he did not want, an article that has not been tested by the standard of judgment that he thinks an article of that kind ought to be judged by. He has been side-tracked, swindled in a mild way, and he begins the use of the article with a good deal of prejudice against it. If it makes good that is set down as his own good luck and is by no means credited to the judgment of the soft-voiced scamp who fooled him into buying it. If it disappoints in any way at the start, the sleek-tongued salesman is declared to blame for it and is denounced with more or less bitterness. In either case he has no specially friendly feeling for the man who talked him into buying something contrary to his own judgment, and ever afterwards considers him a person of sleek speech rather than of safe opinion.

The salesman who can send his customer home with the feeling that his

own method of judging the purchased article has been vindicated as the proper one to use will have secured a staunch friend for himself and probably a steady customer for his house. And the best way in the world to send him home with that sort of feeling is to sell him a machine that will make good and that has really been selected with appropriate consideration of the purchaser's special personal hobby—Hardware.

Rustic Curiosity.

"You must write me lots of postal cards while I am away for the summer," said one young woman.

"Why postal cards!" enquired the other.

"Oh, to make it more pleasant and sociable. The postmaster takes an interest in you and everybody is willing to go after your mail if you have plenty of postal cards in it."

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

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For this reason, among others, the stock of

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Tradesman Company - - - Grand Rapids, Mich.

"BOSSY" EMPLOYEES**Should Place Themselves Less in the Limelight.**

Written for the Tradesman.

It may be a case of "Much Ado About Nothing," but, really, when it comes right down to the facts in the case don't you think that the "Boss" has just a glimmer of a show of rights in the matter of being allowed to express his opinion—not to mention wishes—as to how affairs of the store should be managed?

In various places where merchandise is vended, to judge by the high-handed manner evidenced by some of the force, it would be rather difficult to select the one on whose shoulders rests the weal or woe of the business.

I well recollect a photograph I once saw where this idea was strikingly exemplified. A camera man happened along just as the noon whistles were sounding and, as the twenty or so employes filed out of the door of a certain tailor shop, offered to take a group picture.

A clamor arose, each of the help vociferating that he or she would buy one.

It promised a good haul for the man of the three-legged instrument and the tripod was soon set up across the street. Then the photographer advanced to the crowd and began to suggest where different members of it should stand. Of course, as is generally the way with these occurrences, each one of the twenty wanted to be the center of attraction and slyly strove to accomplish a prominent position.

Result, as shown by the finished picture: All the supes and other cheap help were in the foreground, completely overshadowing the man who employed them.

Commercial boys and girls, are you not aware that you don't gain anything by assertiveness of your personality over that of your employer? Why, one man of many enterprises, among them a clothing establishment, told me that he actually had to suggest to his head stenographer in the store that she place a little less importance on herself than was her habit. It had gotten so that she was the figurehead; she was so pushing him aside that he was fast becoming a nonentity about the office.

"Why," he exclaimed to me, disgustedly, "the girl was so thrusting herself into prominence that I, the sole owner of the place, was rapidly becoming a mere underling. To see the way she lorded it over me you would have imagined that she footed all the bills and supplied the wad for the weekly payroll, and that I stood any old place in the line on Saturday nights! It wasn't so bad to begin with—just a little hauteur here and a little of the overbearing there, these to be gradually superseded by glaring insurrection. When this sort of doings began to be manifest I passed it off to myself as the foolishness of youth that loves to imagine itself the 'whole thing,' and thought that good sense would soon come to the rescue and cause the girl to see how very silly she was along this way; that the old routine would again prevail; that the girl would become

as she was when she entered my shop: gentle, amiable of disposition, a competent good worker. To my surprise and regret she did nothing of the sort. She kept getting more and more 'bossy' until finally I had to discharge her. I hated to let the girl go, too, for, until this failing, she was a fine employe."

Some clerks get this characteristic oftener than is comfortable for the rest of the selling force. Sometimes a single member of the help, sometimes several, will contribute more than their share in this regard. How they can think it improves their usefulness is more than I am able to fathom.

J. J.

The Ability To Systematize.

Success in business nowadays turns on your ability to systematize. John Wanamaker, one of the most successful merchants the world has ever known, knows every night just what department of his vast business is paying and what not.

The business of John Wanamaker owes its success to system. No business long remains greater than the man who runs it. And the size of the business is limited only by the size of the man. Our limitations say to our business, "Thus far and no farther." We ourselves fix the limit. Without system the most solid commercial structure will dissipate into thin air.

The measure of your success is your ability to organize, and if you can not bring system to bear your very success will work your ruin. "The average life of a successful gen-

eral store is twenty years—then it fails." And it fails through its lack of system—the man does not grow with his business. An army unorganized is a mob.

The character of the man at the head mirrors itself in every department of every enterprise.

The measure of a man's success in literature is to organize his ideas and reduce the use of the twenty-six letters of the alphabet to a system so as to express the most in the least space. The writer does not necessarily know more than the reader, but he must organize his facts and march truth in a phalanx.

In painting your success hinges on your ability to organize colors and place them in the right relation to give a picture of the scene that is in your mind.

Oratory demands an orderly procession of words, phrases and sentences to present an argument that can be understood by an average person.

Music is the selection and systematization of the sounds of nature.

Science is the organization of the common knowledge of the common people.

In life everything lies in a mass—materials are a mob—a man's measure is his ability to select, reject and organize.—Philistine.

You will never persuade the world to accept your religion when you look as though it made you sick.

Self is the only thing that really can break love ties.

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?



Practical and Profitable Methods of Securing Trade.

Advertising is the long pole that knocks the apples of trade. The shoe merchant who has learned the art of advertising his shoes has mastered the problem of successful retailing.

How to advertise (the matter and the manner of the advertisement), when to advertise (the occasion of the advertisement), and where to advertise (the medium of the advertisement)—these are the divisions into which the subject naturally divides itself. Each of these important divisions of a big and fruitful subject must be wrought out in the light of local conditions, but there are some general principles that apply most any old place. And it is with these, in their application to the task of prosperous retailing, that we are at present concerned.

How shall I advertise my shoes is a question that has come home to the heart and bosom of many a shoe retailer—and well it may. Sales wait on publicity. Your location may be good, your store inviting as far as general appearances go; your goods may have been selected with wisdom—and all your clerks may be up on the principles of salesmanship—but if you don't advertise in a winning way trade is going to come your way exceedingly gingerly and tardily. This is an age when the people buy from the man who is long on persuasion. In order to create enthusiasm about your shoes you yourself must be powerfully enthusiastic over them. To get people to talking about them you must wax eloquent in your own talk concerning them. Couple your name with the word shoes so persistently and artfully that the one will suggest the other—that is the ideal toward which you should aim. And it takes an "aim" to hit that bull's eye of a target. No hap-hazard, sporadic, pop-gun advertising shots will do it.

Tell facts about your shoes—but tell these facts in a fresh, original and interesting way. So many shoe advertisements which come to my notice from time to time appear to be so turgid, stilted and conventional—absolutely washed and wrung dry of the personal element. Be yourself in your advertisement. Seize upon salient, interesting features about your shoes—the materials in them and the process of their manufacture. Are they well made? Tell the public how and why. Prove it. Are they modish, swell, right up to the minute in last? Illustrate by half tone or line illustration that fact also. Are they comfortable shoes? Do they fit the feet—or merely the fancy? Explain to the public why your shoes fit. Do these shoes of yours retain their present graceful shape? Acquaint the public with solid reasons therefor. Build your advertising superstructure upon the foundation of argument and adorn it with the creations of your fancy. Be witty, unstilted—slangy if you like—but, by all means, be to the

point—and quick. Remember that the average reader has a thousand and one things tugging at his attention—if you hold him for a full minute you've achieved quite a notable task. Therefore pointedness is a merit par excellence.

And vary the diet. I like chicken fine. Indeed I think there is nothing superior to the flesh of a young and unsophisticated chicken in the early spring; but I once struck a section of the country where they overworked the chicken diet. They had fried chicken for breakfast, fried chicken for lunch, and fried chicken for dinner, fried chicken twenty-one times per week, fried chicken ninety times per month. Eventually fried chicken got on my nerves. Appeal to a variety of motives in working out your advertisements—and there are plenty of legitimate motives. Work out your advertisements in different ways—ingenuity hath no bounds. Attract attention somehow even if you have to resort to the sensational. If the dear public is densely and profoundly indifferent to the goodness of your shoes; if it just will not get in the least excited over them—resort to spectacular methods. There may be cases in which it is almost justifiable for a dealer to hire some prudent clerk to break into his store in the middle of the night and make off with a couple of dozen of fine shoes. That would give you a cue for a corking advertisement—maybe it would get you quite a news item. I state this extreme view somewhat tentatively, to be sure, and wouldn't be understood as prescribing it for general use; it might lead to complications. But my main point is, Be out of the ordinary—and right there, Johnny-on-the-spot with something new each time.

Logic is good and arguments convince; but you've got to spike your logic and ginger your arguments, if you want to metamorphose latent shoe needs into active shoe wants. An unusual word, a clever expression, a suggestive illustration; a little by-play of fancy, a little touch of drollery, a little pinch of quaintness—many are the devices by means of which the attention of the reader is caught.

And keep at it. Bull-dog tenacity, sheer unwillingness to let go—even in the face of rank discouragement—is an inalienable constituent of the winner. It has come to pass with our present industrial conditions that it takes unmitigated pluck to make gated sort is quite adequate to present trade conditions. Competition is devilish. (That word "devilish" means much or little, according to your theological notions; but I've always had a notion the devil is quite a fierce sort of an individual—and I think you'll agree with me that competition is fierce enough for anybody.) If you and your competition start out about even, and run neck-and-neck, obviously it is only a question of wind as to which one will reach the wire first. "Know ye not that they which run in a race run all, but one receiveth the prize? So run that ye may obtain." Pretty good advice from one who was quite a runner in his day.

The trouble with so many retailers

is that they get panicky and think they are beaten before they are. Or they get quite a distance ahead, and sit down to rest—which is quite as disastrous as far as actual results are concerned. Or they get foolishly economical and cut the tap-root of trade in order to stop a leak! In short, the whole business of advertising, as it relates to the question of successful shoe retailing, needs to be wrought out on modern lines. Some retailers are doing it—and they are the ones who are dislocating the big, fat plums of trade. But many merchants seem to be unaware of the needs for methods in modern trade-pulling. They do the thing so badly one wonders that they get any results whatsoever.

Instead of plodding around the store superintending the dusting of cartons, or pow-wowing over a two-penny waste of time or material on the part of some employe, the boss could spend his time more profitably thinking up new advertising ideas. Let him search the trade journals diligently. Let him fertilize the idea-sprouting soil of his clerks. Let him compass heaven and earth for an apt expression, a fetching conceit, a striking and spectacular method of boosting the wares. Think over your proposition? Think through it! Write ads. by daylight, gaslight, lamp-light, or any other light; but write them with a swing and a dash and a convincing power. Build them out of facts and gild them with fancy—and then put them on to simmer. And keep at it.

When should a man advertise? Whenever he feels that he could, by a little extra hustling, sell a few more shoes than he is selling. When his trade gets so big that he can not care for it, when his volume of business is large enough to satisfy all of his desires—then he can ease up on his advertising; otherwise he had better keep at it.

But the individual advertisement may be—and should be—put out in harmony with the principle of timeliness. At certain times public thought may be switched to the subject of footgear more readily than at other times. Aaid it may, for obvious reasons, be switched to particular kinds of footgear. Seize such times by the forelock—and seize them good and hard. Of course you will talk about the seasonable sort. Special days and seasons, holiday occasions, events big with local interest—these are fruitful times whose importance should not be overlooked. Count So-and-So has gone somewhere, or contemplates going somewhere; display a certain kind of stylish looking shoes in your window or your advertisement, and suggest that these would be appropriate for the Count to wear on the occasion of his momentous visit. The President has gone to Oyster Bay; display in your window or your advertisement a dapper pair of white canvas shoes, or a stunning pair of tan oxfords, and suggest that the President will likely wear something like this on his summer outing. Hitch your shoe advertisement to the prevailing, dominating topic, or theme, or event of the day. Begin it by some clever reference to the

all-absorbing theme of the hour. Focus attention by timeliness. This is good advertising; this is the kind of shoe talk that hits the public fancy smack-dab in the eye.

Where should a shoe merchant advertise? Everywhere—but chiefly in his window and in his daily papers. (If there are no daily papers in his town, the weekly papers.) A dodger may conceivably pull some trade, but its advertising value is generally slight; an insert may help some; but a booklet is far better. Souvenirs, hangers, novelties for the home, for little folks, and for special occasions, have their value. But the newspaper and the window are the chief media of publicity. The people read the paper because it is an indispensable clearing-house for news items. It is there we learn what is doing here, everywhere. It is (generally) flavored with the spice of scandal. It illustrates to the eye things which it pictures to the imagination. Its stories are written by expert story-tellers. It goes in primarily for interesting data—and we never quite lose sight of the suspicion that this interest may be sustained at the expense of strict accuracy or statement—but we read the story just the same; read of these intensely human happenings of everyday life—tense, complex, terribly interesting life as we moderns live it. For these considerations people read the newspapers who read little or nothing else. Be there with your advertisement.

From the records of the day's events to the story of your shoe bargains is but a glance. Some may fail to take the glance—but many will take it. Upon these you will make an impression slight or deep as the case may be. But at all events you have had your opportunity. That much the medium has done for you.

Some newspapers are better than others. Some newspapers are more productive of results in the matter of advertising than others. If there are several newspapers in your town you ought to determine pretty closely the relative merits of each. You can easily do this. Suppose you publish the same advertisement simultaneously or at intervals in two or more of these papers; suppose you offer in these similar or identical advertisements to allow a discount of 10 per cent. to any one cutting out the advertisement and calling for a pair of shoes within a certain stipulated time. You can collect these advertisements and keep tab on them so as to determine exactly how many were cut out of the "Herald," how many out of the "Post," how many out of the "Times," etc. Use most frequently and most extensively those newspapers which bring the most results. And go into the business of advertising your shoes with all your might and main!—Cid McKay in Boot and Shoe Recorder.

Hide and Seek.

"John," said a butcher to his clerk, "I miss one of the hides that I left in the back yard this morning. I wish you would look for it."

"This job," soliloquized John, "is dead easy. It's just like playing hide and seek."

WATCH YOUR MAIL

FALL AND WINTER
1907-1908

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

"ON THE SQUARE"

OUR Fall and Winter Catalogue has just been sent out to the trade. Should you fail to receive a copy, drop us a card and we shall be pleased to forward one to you.

We desire to call your attention to the complete line now carried by our house. Never before has such a varied and up-to-date display of footwear been shown by any jobbing house in the State of Michigan.

Everything that is worth carrying will be found on our floors.

The jobber is your nearest friend when in need—of shoes. He carries the stock for you—order as you are in need of certain styles. You don't have to wait a month to have your order made up. We ship the same day orders are received. Bear this in mind and remember us.

Our prices are lowest. Our goods the best.

A Few Styles From Our New Fall and Winter Stock Arriving Daily



WE ARE AGENTS FOR
HOOD RUBBER COMPANY
BOSTON

Manufacturers of the best rubber boots and shoes in the world and—NOT IN ANY TRUST



You may need this style now, men's S. A. "PRINCETON." Made for style, wear and fit. If you handle HOOD rubbers you are making money. Satisfaction in every pair. Complete rubber catalogue sent on request. Get the best.

GRAND RAPIDS SHOE AND RUBBER CO.

28-30 SOUTH IONIA ST. GRAND RAPIDS, MICH.

THE HOME OF GOOD SHOES

Be sure and attend the annual convention of the Michigan Retail Shoe Dealers' Association at Grand Rapids Aug. 26, 27 and 28

Some Serious Problems Side-Tracked at Summer Session.

I opened the door of the directors' room of the shoe factory office and went in. The room had been unused and dark all day, with the curtains closely drawn, and the outside air hadn't entered.

It was cool, that is, cooler than outside, although a trifle close and with just the reminiscence of a high-priced cigar which had been offered up possibly two days before lingering in the air.

I sank into one of the leather seats and waited, turning on the lights as a signal to whoever should come after.

I doubted whether anybody would come.

My, but it was sizzling outside, and the park cars are running away through to the lake now, and—well, it's hard to remember business.

Some way, though, I am attached to the Club, and I didn't have the heart to sidestep.

I had just about made up my mind to turn out the lights and duck when there was a heavy step outside, and old Mr. Ball wheezed his way in and dropped into a chair. He looked warm, and he grabbed up a copy of a trade journal to fan himself with, but it was too big a book to wave easily, so he laid it down, patting it in a gentle and commendatory way as he did so, picked up another publication, tore off half a dozen of the pages without apparent compunction, and began to wave them frantically in front of his red face.

Mr. Ball is an elderly man and has not ever gotten quite used to modern comforts, so I took it upon myself to get the electric fan from the shelf, attach it and start it going full speed at just the proper distance away.

"I tell you, young man," he said, "this has been a red-hot day."

"I believe you," I replied.

"I didn't have much of an idea that we could get a quorum together, but I thought I'd drop in, anyway, on my way home."

"I'm glad you did," I ventured, "for I have a subject that I think is of prime importance, and if nobody else comes you and I can talk it over, and bring it up at a meeting when the Club has a good representation here."

"All right. That's the idea. But to-day has been awful hot. Don't seem to me that I remember a hotter day since thirty-two years ago yesterday, when Barnum's circus was in Chalesus, and Old Man Krouse, a girl named Victoria Harding, and I—well he had a boy there, his name was—em—his name was—er—we called him Shorty. What was his name? I can not remember. Anyway he wasn't any account especially, only to do up bundles and leg it around generally."

"What was it about that day, Mr. Ball?"

"What was it? Oh, yes. Well, sir, Old Man Krouse, that Harding girl and I—and this boy—what was his name now? I know we called him Shorty, but he had another name. Nice little fellow, too. Willing and good natured. He got to be a big salesman. Old Krouse used to deal with Clafin a good deal in those days, and he got the boy a job down in the

wholesale house in New York, and he made a specialty of silks until he got to be an expert. Regular expert. They used to send him all over, placing big orders. Last I heard of him he was drawing something like \$7,000 a year, but I don't remember who he was working for. We got to think a good deal of him in Krouse's store."

"But about the circus day, Mr. Ball?"

"O, yes. Well, sir, I've had people doubt it, but Old Man Krouse and I and this Harding girl, Victoria Harding, her name was. Sweet, pretty girl and business from the big bunch of hair on the top of her head down past her black snapping eyes away to the floor. It was a pity about her. She might have had almost anybody she wanted. The fellows in Chalesus were all crazy about her, but she married a worthless fellow who clerked over in Chalmer's drug store. He never half supported her, but she wouldn't leave him on account of the children. I don't know what did become of her finally. Krouse took a deep interest in her. He and his wife both did, and they tried to get her to leave the worthless critter she'd married. Neither Krouse nor his wife had any children, and they told her she could come right up to their house and live, and she could have a place in the store at a good salary, but she wouldn't do it. Said 'twould disgrace the children. Awful nice girl. After I moved away from Chalesus I never heard any more about her."

"That's the way it is sometimes," I ventured. "But, as I was saying, I've been giving a good deal of thought to this shoe store subject, and when I bring it up at a regular meeting I believe—"

"Oh, but I didn't finish telling you about that circus day. Old Krouse had just opened his store in Chalesus, only a few days before. I remember I had been working in a general store out at Lestra Four Corners for Giles Griswold, who did a whale of a business there. You know Giles is a German name, and means 'A kid,' but Giles was no kid, I can tell you that, and it was no kid to work for him, as boys say, either. We sold about everything that any store ever did, and it kept Giles and me on the hop from morning until night. I slept in the store and got my meals at Giles'. I used to hop out at 5 o'clock or half past and sweep the store out, and Giles would get his breakfast before he came down, and then I would go and get mine. Well, sir, I've got out of bed at 5:30 and got nicely started sweeping when some dratted customer would come in and take me away from my work,

and then another one, and another, with the little piles of dirt all over the store. Then Giles would come in and scowl to see that the sweeping wasn't finished. Many a day I've had it run on until noon before I'd get a bite to eat, the trade would come in so."

"I should think you'd have been starved."

"Was, pretty near. Of course, when I say a bite, I mean regularly. In a place like that where they keep groceries when a fellow is half starved he will pop a bit of cracker into his mouth, or a flick of cheese, or something like that. That was how I came to get into the habit of chewing tobacco. Fearful mean habit. Especially for a man who works in a modern shoe store, which is kept more like a parlor than a place of business."

"Yes, that's so. But this shoe store problem which I have in mind has this argument. I wish to show—"

"Oh, but just a moment, Mr. Fitem. Excuse me. Speaking of shows, I beat around the bush so much that I never got to tell you about that day Barnum's show was in Chalesus, just after Krouse opened up his store. It was one of the first general stores in that part of the country which did not keep a general stock. The groceries were cut out, and the hardware, the tobacco and cigars and the candy and paints and oils and all that sort of truck. We did carry some crockery, but for the rest of it we had only boots and shoes, dry goods and notions. That was a long time before the village stores divorced shoes from dry goods. Even back in the old Giles Griswold store I got quite a reputation as a salesman on boots and shoes. Funny, while I was getting my shoe experience there Old Man Laster was getting his—but, then, I want to tell you about that circus day. I think that it was the fourth day after he opened the doors, and the stock wasn't really well arranged at all. I forgot to tell you that we had some ready-made clothing. A little, not much of a variety. Krouse and the girl had been running the new store for two days before he heard of me and came after me. Business had really started up better than he had any idea of, and Barnum's circus coming, in only two days, he saw he had to have more help quick. The Harding girl, Victoria, her name was, dug the boy up from somewhere. Now, what was that boy's name? Shorty, of course, but he had another name. It's odd how an old fellow—"

"It doesn't really matter, does it?"

"Why, no. Of course not. You wouldn't know him any better if I



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



STILL HOT

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

Michigan Shoe Company, - Detroit, Mich.

could think of his name. Well, Krouse heard about me somewhere, and he and his wife and this Harding girl drive out to Lestra Four Corners one evening, and got there just as I was getting ready to close up. Giles had gone home, and I was all alone, but Krouse was foxy, and he didn't get out himself but sent the Harding girl in. I remember just how she looked as she came in the door. Awful pretty girl. Sweet face. Her smile seemed to win you right on the start. And her eyes, they were so deep and intelligent, and—Oh, well. Awful pity she married the way she did. We didn't any of us realize. Krouse said he didn't and I, well—I had a great sympathy for that girl."

"They engaged you, did they, at that time?"

"Yes, yes. I hired out to him."

"Shoe problems differ, as you were saying, all of the time. Now, this one that I was speaking of has to do with the record of sales, as—"

"Oh, yes. Excuse me. Sales. Yes, I'd forgotten. Speaking of sales, that was what I was going to speak about. I've heard about a good many record sales, but that Barnum day, in that store, Krouse and that girl, Harding, her name was then, Victoria, we all used to call her, and that boy who wasn't much use, you understand any more than any boy we might have picked up, that is, he didn't know anything about a store especially, and I, between 7 o'clock in the morning and 11 o'clock at night, sold \$800 worth of goods. Of course, it wasn't exactly \$800. It was a little more than that. I don't remember just the odd dollars over. Somewhere between—well, over \$800."

"Over—\$800!"

"Yes, sir. I don't blame you for being sceptical. It hardly seems possible to me now, but that's exactly what we did."

"Fitting the shoes on and everything?"

"Fitting nothing. It was something fearful. People came in and traded bills in those days. The daughter didn't come in and buy for her mother, but mother came in and bought for the whole family. The modern clerk doesn't actually realize how that used to be. A nice lady would come in. 'How do you do, Mrs. Jones, what will you have first?' Out would come the little list: 'A pair of kip boots for John, No. 9.

"Two pairs of lace polish for Mary and Sue, 4 and 5.

"Boots for the twins with copper toes, the length of this stick.

"A pair of these soft wide slippers for mother, size 6.

"Grain boots for the hired man, 9s.

"A bolt of factory.

"Calico dresses for each of the girls, ma and me,' and that was only the beginning of the usual list. Could we sell them? Lead a woman up to a pile of shoes and leave her to pick out the sizes while we started somebody else at some other place. I tell you goods sold easy in those days. Many a time I've not bothered to do up separate purchases. Just got out a wooden box and piled the stuff in, with layers of paper between the

clean stuff and the stuff that was likely to rub off, like boots. Fill a box right up and load it into the wagon. Well, sir, that day we didn't even bother to go to the money drawer. Tucked the money right into our pockets, and when we happened to be around by the desk just opened a big drawer and chucked it in, silver, gold, bills and all. It was midnight that night before we got the money straightened out. Goods sold easily in those days. People bought bigger bills."

"That was a great day's trade for four people," I ventured. "You must have been tired."

"Well, we were, I tell you. Dead tired, but it was wonderful how that girl, Victoria, Victoria Harding her name was then—it was wonderful how she stood it," and the old man and I, despairing of a quorum at that late hour, turned out the lights, locked the door and went around the corner to a place where there was another electric fan running."—Ike N. Fitem in *Boot and Shoe Recorder*.

Short Skirts and High Shoes.

The growing preference for short skirts for women has brought about a revival of the old high topped boot and they will undoubtedly be seen in fashionable society in great quantities during the coming season. Many of us can remember having such things on our shelves some fifteen or twenty years ago, but even at that time they were in their wane. It seems as though Dame Fashion were constantly seeking to dig up some old style and rejuvenate it, as it were, and this last fad is no exception. We firmly believe it is a fad and will exist as such about the same length of time that the gaiter shoe did. It is very true that the feminine class do not care to walk around with a feeling of nakedness between the bottom of the skirt and the top of the low shoe, especially as short skirts must be worn for one to be called stylish. The new high topped boots are very handsome in design and in many cases are real works of art. They will undoubtedly be finished to match the gown worn with them, and will form at least a variation from the college cut boot for fall.

Cuban heels seem to have taken preference over French heels and these latter are only found on slippers and pumps. The public have learned that the dainty Cuban heel gives equally as great neatness to the foot as does the old-time French heel and is far more comfortable.

Wanted His Name Changed.

A petition was recently filed in a Tennessee court by a man named Damm praying that he be allowed to change his name to that of Hamm. The petitioner, who is a native of Denmark, set forth in his petition to the court that his name had caused him considerable annoyance on more than a thousand occasions. His feelings had been particularly hurt since the souvenir postcard bearing portraits of "The Whole Damm Family" had been placed on the market. The court granted the prayer of the petitioner, and his name was changed to Hamm.



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.

We are making Shoes for the Coming man, the Boy of to-day

Get on the right side of him with a

ROUGE REX SHOE



School will
Soon open and
You will need
Boys' shoes of
Quality

6532 Kangaroo Bal 1/2 D. S. and Tip	- - -	Boys'	\$1.70	Youths'	\$1.50
6538 Kangaroo Extra High Cut D. S. Tip	- - -		1.90		1.60

Write us

HIRTH-KRAUSE CO.
Shoe Manufacturers Grand Rapids, Mich.

WATER IN BUTTER.

Aluminum Beaker Method of Determining Moisture.

The aluminum beaker method of quickly determining the percentage of water in butter, which I developed in 1906 and the early part of the present year and which has been described in two contributions to the Journal of the American Chemical Society, Vol. 28, p. 1611, and Vol. 29, p. — (still in press), has been tried sufficiently under conditions easily attainable in the average creamery to justify me, I think, in bringing it to the attention of practical dairy and creamery people.

In the first stage of development of this method a wide mouthed test tube was used to hold the weighed portion of butter while its water was being driven off by the heat of an alcohol lamp, the tube being held by the hand, in a wire clamp or tube holder, and kept in constant rotation to prevent charring or decomposition of the contents. In this form it was first published (first reference above). But before that article was in print I was experimenting with the aluminum beaker in place of the glass tube; and with such favorable results that since November practically all of my work along this line has been with the aluminum beaker, because of the obvious advantages it offers.

After fully satisfying myself, by a large number of comparative trials, that the method itself was enough reliable for use in creameries, provided it could be adapted to creamery conditions and requirements, I set myself to the problem of adaptation. The only difficulty was in finding a weighing apparatus sufficiently accurate and at the same time not requiring too much skill in operating, and not too expensive. In seeking the right balance I searched through all the catalogues and purchased (for the department of course), and submitted to careful trial, three different instruments. First a "sugar balance," in glass case, costing \$22.50. This was very accurate, but rather delicate for an unskilled operator, and too expensive. For my own use this balance was entirely satisfactory, and with it I studied for a long time the best ways of working the aluminum beaker test, spending a week at a nearby creamery trying not only the method itself but also a practical way of taking a true sample, of only two or three ounces, from a worker full of butter—but this is quite another subject, which I must not wander into here.

Realizing that I must find a cheaper and more "practical" balance I next tried a \$12 instrument of a make which shall be nameless here because it proved quite worthless for this particular purpose. I next turned to the cream testing scales already on the market and in use at creameries. I wished to find an instrument sensitive to 1-100 of a gram (i. e., a centigram), but was told that I could find nothing so fine as that among the existing cream scales, and I rather believed it; but, with a chemist's habit of trying, I tried—hoping, if I should find one giving only a fair approach to the desired accuracy, to

make it answer by using an increased charge of butter, say 30 or 40 grams. I searched the catalogues for the one of lightest build, with small scale pans or platforms, and good bearings of course, and finally ordered a Troemner's Cream Testing Scale, No. 60—list price \$10—and set myself to adapting the aluminum beaker method to that scale. At first I tried as high as 40 grams of butter (in a double sized beaker) but found the drying of this amount too slow to be compensated for by any advantage gained; reduced the charge to 20 grams and commenced to study the balance to learn how to secure the greatest possible accuracy in weighing. I soon found it must be shielded from air currents, even in a room apparently free from draughts. This I did by placing it in an open packing case standing on end upon a table, and stretching across the lower part of the box a curtain of doubled Manila paper with its upper edge about 2½ inches above the level of the scale platforms, thus excluding under currents of air, which always perturb an unshrouded scale. When not in use a cloth curtain hung from the upper edge of the box excluded dust. The scale was thus housed nearly as well as if in a costly glass case. Then for the first time was it possible to even learn how to weigh accurately. In the course of time I learned two things: first that the index needle must be lengthened about ½ inch with a fine wire, to enable one to read the swing accurately; and second, that the only method of weighing accurately with this scale is to read only the single swing, i. e., to gently hold down (with the weight forceps) the platforms in turn, and after releasing read only the first swing to the other side.

All these details are excusable here only from the fact that before learning them, accurate weighing I could not do, while since learning them I can weigh to within a centigram of the truth. Whether every scale of this make is as good as the one we have I, of course, do not know. Nor do I even know it to be the best make on the market for this purpose; but it is the best one I could find. Certainly a better one could easily be made—lighter, with a beam support, and therefore more sure in its action.

Having learned how to weigh accurately, I found that just as good results in testing butter were obtained with 10 grams for a charge as with 20, and of course more quickly; so the 10 gram charge was permanently adopted.

Another improvement that came with experience is the cone-shaped chimney for the alcohol lamp, to keep the flame steady, concentrate the heat and prevent deposition of soot.

It has taken a long time, working at intervals as other duties have permitted, to learn all of these facts and make the needed improvements; and I have not wished to address the public until I had exact and useful information to impart.

Any creamery already possessing the cream scale above described, or any other suitable weighing apparatus, can adopt the aluminum beaker

method after providing itself with the following articles:

A set of weights—a good set being Troemner's metric weights, 20 grams to 1 centigram, list price 65 cents.

A pair of brass weight forceps, list price 15 cents.

An aluminum beaker, ordinary form, 300 c. c. capacity, list price 35 cents. It should weigh but a trifle over 30 grams, the lighter the better. It is convenient to have two of them.

A Chaddock's clamp, size to fit the A1 beaker, no rubber covering, list price 25 cents.

An alcohol lamp giving a flame 2½ inches high. A good one is the 250 c. c. brass lamp, list price 55 cents.

A cone-shaped asbestos chimney, 5½ to 6 inches tall, diameter at top 1 inch, at base 2½ inches; well ventilated by holes around the base. Anyone can make it by rolling up asbestos paper into a cone, pinning it into permanent shape, cutting off top and bottom and punching plenty of holes around the base (with a sharp punch.) That is the way I made it. (Perhaps it would better be made of very thin metal, covered with asbestos).

A small steel spatula, 4-inch blade (or a small table knife), for weighing out the charge of butter; list price 26 cents.

The beaker is counterpoised on the balance conveniently with small bird-shot (No. 12 or smaller) and bits of paper. Ten grams of the soft, freshly prepared sample of butter are weighed into it. A variation of not more than 2 or 3 centigrams from the desired 10 grams is evidently of no importance, but it is imperative that the balance with its load be brought to exact equipoise (by means of small bits of paper). The beaker is then grasped with the clamp just below its rim and heated over the alcohol lamp—surmounted by the asbestos chimney—with constant rotation, until most of the water has been boiled away and the final foaming has occurred. Up to this point in the process overheating, which would be shown by darkening of color, is easily avoided; the sides of the beaker are not allowed to reach the temperature at which sizzling occurs when they are touched with the moistened finger (moistened in a cup of water hard by), although the bottom is necessarily at such a temperature to effect the boiling off of the water. During the period of active boiling the rotation should be rather lively, as this not only aids in liberating the water from the fat, but also prevents danger of loss by spattering. After the final foaming has occurred the danger of overheating is much greater, and the mode of treatment is therefore changed. The sides of the beaker are now heated, repeatedly, just to the sizzling temperature, and immediately after each heating the foam is thrown against them by a lively rotation. This treatment is continued until the amount of foam ceases to sensibly diminish—one or two minutes usually; the small amount that persists in remaining holds no more than a trace of water, if any. Toward the end of this treatment the bottom of the beaker is

again heated once or twice just to the sizzling temperature—always with constant rotation—to make sure that no more foam can be developed under these conditions and therefore that all water has been expelled. The charge should show no more than the very slightest darkening in color, if any at all.

The beaker is now cooled by sinking it nearly to the rim in cold water at 50 to 60 deg. Fahrenheit, wiped dry, replaced upon the balance, and the latter again brought to equipoise by placing weights upon the side with the beaker, to replace the water lost. The weight required, in grams, multiplied by 10 gives the percentage of water. The final weight can safely be taken two minutes after wiping the beaker and placing it on the balance.

Results seldom differ more than .2 per cent. from those by the official method, and often less than .1 per cent. Scores of results could be given—got with the 10 gram charge, the cream testing balance and all details as given here—but space does not permit.

So far as known to me, the aluminum beaker method has been submitted to critical trial in only one other laboratory, at a dairy school, where it has given "very satisfactory results." I make this statement with caution, for it may have been tried more widely than I know, and possibly with less favorable conclusions, as I made the method known to a number of agricultural and dairy chemists attending the Agricultural Chemists' convention and to other visitors interested in dairy matters, at various times.

The method is not an ideal one, as it requires some little skill and takes a longer time for a single test than is desirable. It is not suitable for the making of a large number of tests in a day; but where only a few tests are required, at intervals, and each of them quickly, I think it will prove useful.

For testing renovated butters the details of manipulation are a little different, involving the use of a stirring rod, and the time consumed is a trifle longer, but the results are equally good. These details I will not give here, but will send them by mail to anyone sufficiently interested to write me for them. Address Dairy Laboratory, Bureau of Chemistry, Department of Agriculture, Washington, D. C. G. E. Patrick.

Got the Cow by Accident.

A certain lawyer was retained to defend a man accused of the larceny of a cow and received the following letter from his client:

"Dere Sir—I am in Jale and the man says I am likely to goe to the pen. I did not steel the cowe and I am purfectly innercent. Please gete me oud, if it are the last act of yure life. This is not a nice place. Please do get oud. I think I can pay you sum day. I did not steel thes cow. Te'l the Judge that. And If You get me oud free I am villing to do all I Can for you. If you do I vill gif you the cowe.

"Yours in troubles,
"Hans Schmitt."



Changed Conditions in the Production of Butter.

I had a talk the other day with a butter merchant who is thoroughly conversant with buttermaking and the dairy industry in general, and the conversation drifted onto the quality of the butter product. Some interesting facts were brought out which I think will be of interest to the readers of this column.

Speaking about some of the changed conditions he remarked: "We got to the turning point in the quality of our butter last year. I felt then that we had struck bottom, and after going through this much of the season of 1907 I think I can safely say there is some improvement. New methods, the starters that are used, better care of the cream as well as the hand separators have all combined to make a better grade of butter. Then the agitation of the subject at conventions, farmers' institutes and dairy meetings has had some effect. A good deal of missionary work has also been done and dairy literature is being sown broadcast. The result is that farmers are keeping their separators and utensils cleaner, and the cream comes to the creamery in better shape. The main defects that we notice this season are from old cream, that which has been held too long. We don't see so much of the pronounced unclean flavor—that nasty, dish-rag flavor, which was due to unwashed separators. When farmers first began using the hand machines they were told that it was not necessary to wash them very often, and after they had been used awhile they got foul and spoiled the cream that came from them. This is being corrected as farmers are shown the necessity of washing and keeping them clean. Why, do you know we are getting some fine hand separator butter—not up to the best of the whole milk, but very much better than it used to be? Our trade is running more and more to fancy butter, and even with the improvement that we note this year we are not gaining in proportion to the increased demand. I think in a year or two very few of the creameries that run in here will have so low a score as 87 or 88 points, and those will come from the more remote points."

In discussing the scores on the fine creameries received this season he said their house had one shipment from a whole milk plant that scored 96 points, but that was when the butter was at the finest point. I enquired of Inspector Barrett what was the highest official score this year, and he said it was 95 points.—The inspector admitted, however, that he might not have been shown the best lots that came here.

"We are in fly time, and it is certainly time that the buttermakers got busy and put up screens," said a well-informed receiver. "Last year we had shipment after shipment of fine goods

with flies in the butter. We had the worst trouble in our print room—that is the place to catch flies, mice or anything else that gets into the butter. A good many of the creameries are not provided with screens for the windows and doors, and that is where the flies swarm inside. In all such factories the cream vats should be covered tightly. The new vats that are now being installed have heavy covers which largely obviate the trouble. In the morning before the cream is put into the churn water should be run into it and then revolved a few times, after which the water should be run out at the churn door. A good many buttermakers have a cover made of cheesecloth on a frame to fit in the door. This permits the churn to be open all day so that it can air. Every possible effort should be made to keep flies out of the cream and butter as they cause a world of trouble and sometimes serious loss."—N. Y. Produce Review.

Plants Enrich the Soil.

It was not a power plant but plant power that has made an island of the sea off Australia one of the most valuable grazing districts. It is King island. Many years ago a Dutch ship was wrecked off the island coast, and some of the sailors' mattresses were washed ashore. These were stuffed with what is known as Melilot grass, which, however, is really not a grass but a yellow flowered clover, known botanically as *Melilotus officinalis*. The plants thus washed ashore contained a fair amount of seed, and in the course of years these seeds took root and threw up tufts which gradually spread on the beach and inland. And now the result is that the fertilizing power of this little plant has transformed King island from a region of useless sand dunes into one of the best grazing districts of the Australian commonwealth. This wonderful grass, sown on raw white beach sand, in the course of five years has changed the character of the sand until at the end of that time it has become a dark brown color, in some places almost black. Every year it is improving the value of the land. As is well known, the capacity of clover and other leguminous plants to enrich the soil is due to the presence of bacteria, which enables the plants to take nitrogen directly from the atmosphere.

Can Use Cereals in Sausage.

That cereals will continue to be used in New York State in the making of sausages is assured by the quietus given by a committee of the State Legislature to a proposed law forbidding the practice. The Committee were convinced that the bill was neither just nor necessary, and that its enactment would work hardship to the trade without in any way serving the interests of the consumer. Under the circumstances the fact that the measure is defunct, for a time at least, is cause for congratulation.

No great deeds are done without the doing of many little details.

A cross disposition is no evidence of bearing the divine cross.

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 are in the market every day in the year for Packing Stock Butter. Write or wire us for prices, or let your shipments come along direct to the factory and get outside prices at all times.

We are also manufacturers of fancy Renovated and Creamery Butter, and can supply the trade at all times in any quantity, 60 pound and 30 pound tubs or 1 pound prints. Write for prices.

American Farm Products Co.

Owosso, 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.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Aug. 10.—The week has seen a fairly steady coffee market so far as jobbing trade is concerned. Buyers in the country have been taking only small lots, as they prefer to let the other fellow hold the umbrella. Rio No. 7 is quoted at 63½¢ in an invoice way. In store and afloat are 3,898,688 bags, against 3,147,314 bags at the same time a year ago. Mild at the same time a year ago. Mild coffees are quiet and practically without change either for Central American or East Indian.

At the moment the country trade is so well supplied with sugar that brokers here might as well go fishing. It has been an extremely quiet week and hardly an atom of new business is recorded, while withdrawals under previous contract have been very light. Granulated, 4.70c, less 1 per cent. cash.

Teas are unmistakably in better shape week by week. Supplies are light, demand is good and holders are not at all inclined to make any concession. It is hard to obtain really good Japs for less than 20¢@22c. Old Congous are about gone and for forthcoming arrivals the demand is comparatively active.

Sales of rice while not very large individually have yet been quite numerous and the total is satisfactory. The situation is somewhat of a waiting one, as the new crop is not certain yet. Good to prime domestic, 5¢@5¼c.

There are some lots of spices soon due here in which it is said the Government will be interested. If the goods are not allowed entry under the food law it will make quite a difference in the "available supply," and there may be a decided strengthening of the market. Demand during the week has been light and quotations are without change in any respect.

Molasses is dull, but this is to be expected while the thermometer is in the nineties. Sellers, however, are confident their turn will come within six weeks. No change is to be noted in the range of values.

In canned goods the question is, How will tomatoes open? It is reported that one broker is taking orders for new stock at 80c. But 85¢@87½c seems to be the usual quotations. Reports continue very favorable for a big crop in the Peninsula. The demand for cheap peas has again been quite well developed and at the close Early Junes are worth 95¢@\$1. We are promised a big pack of Maine blueberries, and these are mighty good "pie fodder." Baltimore string beans are selling at 56 cents for No. 2s. Canned peaches of Maryland growth will be high, and everything in ains from California is worth quite a bit of fine gold. At least the consumer finds it so.

Butter has been rather quiet for

the past three or four days, and closes at about 25½¢ as top figure for special grades of Western creamery; extras, 24¾¢@25c; extras, factory, 21½¢; firsts, 20½¢@21c; seconds, 20c; "process" or renovated ranges from 20¢@22c.

Cheese is dull and lower. Stocks show some accumulation, and with decreasing demand in the country the tendency is to a lower range here. Not over 12c can be quoted, even for top grades of full cream, and this is about right for either white or colored in small sizes, while large sizes are ¼c less.

The arrivals of eggs consist largely of medium and low grades, which show the effects of heat, and such stock must work off for a widely varying range, the highest of which can not be over 14c. Goods that will be classed as extra firsts are worth 19¢@19½¢; firsts, 17½¢@18c.

Formula for Preparing Pigs' Feet.

Pigs' feet are one of the by-products which by proper handling are converted into a very palatable diet. In preparing them, generally speaking, only the forward foot is used, as it is a better shaped foot to prepare than the hind foot, and, besides, the hind feet are more or less disfigured and out of condition by having the gam strings opened in order to hang the hog on the gam sticks. So that in general practice only the forward foot is used for edible purposes, the hind foot being used largely for making a low grade of glue. The method of preparing pigs' feet is as follows: The feet are first scalded, after which the hoofs are removed and the feet are shaved and cleaned. After this process they should be put into a plain salt pickle, 90-degree strong by salometer test, and to this pickle should be added six ounces of saltpetre to each 100 pounds of feet. The feet should be left in this curing pickle for from six to eight days, or until they show a bright red appearance when cooked. If this red appearance does not extend clear through the feet after being cooked it shows that they are not fully cured. They should not be left in the pickle longer than necessary to fully cure them, for when they are too heavily salted before cooking it has the effect of making them break up in the cooking water. After the feet are properly cured in the salt pickle they should be cooked in a wooden vat (an iron vat discoloring them) which is provided with a false bottom of about six inches above the bottom, so that the direct heat from the steam pipe does not come in contact with the feet. The water should be brought to a temperature of 200 to 206 deg. Fahrenheit and held at this temperature until the feet are sufficiently cooked. The water should never be brought to the boiling point, as the feet will become badly broken, which greatly injures their appearance. After they are cooked they should be split through the center. After the feet are sufficiently cooked and thoroughly chilled in cold water, they should be put into a white wine vinegar pickle 45 degrees strong, it being preferable to pack feet

which are to be used at once in open vats in a refrigerated room held at a temperature of 38 to 40 deg. Fahrenheit. Where feet are to be held for some months before using it is advisable to put them into barrels or tierces after filling the tierces with vinegar of a 45-degree strength. The packages should be stored in a temperature 45 to 50 deg. Fahrenheit. When held this way it will be found that the feet have absorbed a great deal of vinegar and a very marked increase in weight is obtained. There

should be a gain of from 10 to 15 per cent. in weight at the end of three months.—Butchers' Advocate.

The religion that does not work for sanitation has little hope of realizing salvation.

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.

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.

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.

Announcement

Grand Rapids, Mich., Aug. 12, 1907.

F. E. Stroup, of the firm of Stroup & Carmer, has purchased the interest of his partner, Mrs. Jennie Carmer, and will continue the wholesale produce business in the same location. Mr. Stroup has always had the entire management of the business since its establishment in 1894.

Stroup & Carmer have always enjoyed the confidence of their business associates and the produce shippers and the methods and policies of the firm will not be changed. Write or phone the undersigned whenever you have any butter or eggs to offer.

F. E. STROUP, Grand Rapids, Mich.

Seals--Stamps--Stencils

WE MAKE THEM



91 Griswold St
Detroit



How To Insure an Effective Approach.

"In order to present my case properly I must ask Your Honor's undivided attention," said a young attorney, who was delivering a long drawn out argument on a trivial point before a yawning judge.

"Very true, Mr. Blank," said the jurist. "But you are not presenting your case properly. You are only wasting the time of this court. You are not getting anywhere; you are not presenting evidence that proves anything. Besides you are saying over and over again rambling generalities that you have stated before. Will you not at least tell me what you are trying to prove?"

There is a big point in this story for salesmen. Orders and customers are lost every day by salesmen who fail to strike directly at the prospect's interest in the first moments of the approach. Instead of fixing his attention at the outset by telling him in a few crisp, concise sentences the vital point of the proposition they have come to present to him—instead of focusing the whole strength of their approach upon such a statement of their object in calling that it will touch the prospect's interests, they ramble off into a lot of meaningless, tiresome, loose talk that has no particular point. The prospect may assume an appearance of listening out of courtesy, but he will soon interrupt the salesman and dismiss him without giving him a real hearing. At any rate he will not order goods.

If the lawyer mentioned above had told in a few words what he intended to prove, he would have made an impression on the judge's mind. A concise statement would have fixed the judge's attention for at least a few moments and would have shed light on all the further statements that the lawyer had to make.

The same tactics will help a salesman in making an approach.

A man approached me the other day to sell me a book. Now, I read books. I buy them. Possibly I might have bought this salesman's book, but he didn't give me a chance. He started in on a long, rambling string of talk that had no interest for me. "Hold on," I said. "What's your proposition?" "Just a minute," he replied, "I will come to it shortly." Then he started in again. "Stop!" said I. "What's your proposition?" He didn't answer my question. He began again with his parrot-like rigmorole. I cut off his long winded talk and dismissed him.

I might have bought that book if the solicitor had been willing to present the essential point of his proposition, stating it briefly and concisely. But I could not wait for him to arrive at his point after a long string of discursive rambling remarks. I would at least have made him an answer that would have given him a chance to gauge me as a prospect—to size me up and find out where I

was open to attack. But he didn't make any attempt to sound me or size me up. He was a book "agent" and not a book salesman.

A salesman must never be persistent when he has failed to interest. The only way to get the customer's attention is to interest him, and the only way to interest him is to tell him concisely and explicitly what you are trying to interest him in. And if you have failed to interest him with your opening remarks, you should make a rapid size-up of your man and strike at some other point for his interest, not merely continue to bore him with talk which he has already shown does not affect him. I do not mean by this that a salesman should not tell at the proper time the details in regard to his goods; I do not mean that he should not go minutely into explanations before he gets through. What I do mean is that he should so arrange his selling talk that all this detail and minute explanation will begin after the approach—not during its first moments. At the beginning of the interview the salesman should endeavor to tell the prospect, in the briefest manner possible, those vital facts about his proposition that are most likely to attract him.

That brevity and conciseness in presenting facts is essential in selling goods is witnessed by daily newspapers—by show windows—by all good advertising.

The newspaper gives you in large type in a few sentences at the head of each article the main points or attention-getting facts in that article. Below are the details. You do not have to read the entire article to find its main or essential point. If you did you wouldn't buy a newspaper. The headlines present the main points of the story in an alluring form and your interest in these main points makes you willing—after you have read them—to go on and read the details that follow.

The clever advertising writer knows this truth in regard to getting attention and interest. He is able to tell the story of certain goods in a manner most likely to attract the buyer's attention and create a desire. He understands human nature. He knows the art of writing catchy headlines. He realizes, for instance, that a man who is open to the purchase of a suit of clothes will have his attention caught by a headline reading, "All wool suits, \$20."

The fact that the suits only cost \$20 apiece and are all wool are the essential facts in regard to the proposition. It is far better to state these first than to begin with a long description of the way the button holes are made or the manner in which the lining is put in, and work up to your main point later. Put the vital point in the foreground.

Another clever salesmanship method of writing an advertisement is to put at the top of the advertisement in bold type a question that strikes directly at the prospect's interest. Below this catchy question or interest-awakener, in carefully worded terms, the question is answered. All unnecessary and absurd statements are eliminated from the advertisement.

Every word is made to count. The brief specific statements give in substance those merits of the goods that are most likely to catch and hold the prospect's attention.

The opening talk of the salesman should be, so to speak, made up of headlines.

What to say in this opening talk is governed by the business of the prospective customer—the kind of man he is and the conditions surrounding him at the time of the approach.

The salesman should decide what one point in his opinion will be most likely to interest the customer and should give him that point. His cue for further talk will come from the customer's reception of this opening statement. The slightest change in the expression on the prospect's face will be a cue to the salesman. If the prospect is not interested in this point the salesman must present another or still another until he arouses the prospect's interest. There is no use in his beginning a long string of talk until he has secured that interest. This is as senseless a proceeding as it would be for a man on one side of the city street to deliver a long speech to a man on the other side of the street before he had gotten the other man to look at him.

Seventy-five per cent. of the salesman's chance of making a sale lies in the approach he makes. If he does not make a good approach he will never get a chance to do anything further toward closing the customer. It is for this reason that he should make a careful study of the art of getting the customer's attention and interest in the first few moments of the interview. When you go fishing be sure that you get the hook into the fish before you try to pull him in, and when you are fishing for orders be sure to get a hook firmly fixed in the prospect's attention and interest before you make any further move.—W. B. Alden in Salesmanship.

A Smart Dog.

A butcher in Grand Rapids has a customer who owns a fine collie. The dog arrived one day at the market with a slip of paper in his mouth. The dog dropped the piece of paper, which proved to be an order from the collie's master for a small piece of meat. He gave the dog the meat. Day after day the dog came with like

orders, until at last the butcher took them for granted, and each time sent the animal home with a piece of meat. After two months the butcher sent his customer a bill for the meat which he had supplied the dog. But the collie's master informed the butcher that he had given the dog only a dozen orders, whereas the animal had received at least fifty pieces of meat. The dog was carefully watched, and it was discovered that the cunning beast, when he was hungry, would lay hold of any piece of white paper he could find and run off with it to the meat market, obtaining for each bogus "order" a hearty meal.

A Toast To Laughter.

Here's to laughter, the sunshine of the soul, the happiness of the heart, the leaven of youth, the privilege of purity, the echo of innocence, the treasure of the humble, the wealth of the poor, the bead of the cup of pleasure; it dispels indigestion, banishes blues and mangles melancholy; for it is the foe of woe, the destroyer of depression, the enemy of grief; it is what kings envy peasants, plutocrats envy the poor, the guilty envy the innocent; it's the sheen on the silver of smiles, the ripple on the water's delight, the glint of gold of gladness; without it humor would be dumb, wit would wither, dimples would disappear, and smiles would shrivel, for it is the glow of a clean conscience, the voice of a pure soul, the birth-cry of mirth, the swan-song of sadness. Laughter!

It takes more than soft solder to cement souls together.

It takes more than headache cures to set the heart aright.

"There was an inn whose
landlord had a smile
For every traveler; bade
them stay awhile.
And he who ever dined at
this famed inn
Had plenty smiles without
and food within.
—OLD BALLADE.

**Hotel
Livingston
Grand Rapids**

One Hundred Dollars in Gold

The Michigan Tradesman proposes to distribute \$100 among the traveling men who secure the most new subscriptions for the Michigan Tradesman during the present calendar year, as follows:

- \$50 For the Largest List
- \$25 For the Second Largest List
- \$15 For the Third Largest List
- \$10 For the Fourth Largest List

Subscriptions must be taken on the regular order blanks of the company, accompanied by a remittance of not less than \$2 in each case. For full particulars regarding this contest and a full supply of order blanks address this office. This contest is open to all traveling salesmen, without regard to line, location or territory.

TRAMPS AND LOAFERS.

Those worthless and often criminal vagrants known as tramps, who wander at will from place to place through the United States according to the changes of the seasons, living on the country as they go, begging when it suits them and stealing what they want wherever opportunity offers, constitute an army to be numbered by the hundred thousand.

These people are not included in the census enumerations, nor do they ever appear in any sort of records except those of the police courts and the prisons when they happen to be arrested. These tramps belong exclusively to the white race, they travel in small groups and infest every part of the country, riding, when they travel, on the roofs of railroad cars, on the wheel trucks, or the platforms of the "blind baggage" and express cars, and on the "bunters" of freight trains.

There is no punishment for tramps unless caught in the commission of some crime. They spend their time in complete idleness as far as any good purpose is subserved, and they live on the labors of others. A railroad writer on the subject says that these tramps not only commit depredations upon property, but expose human lives to danger and death. As is well known, vagrants interfere with signals on the New York Central Railroad, place obstructions on tracks and stone trains. On the Chicago & Northwestern the tracks are lined with vagrants who refuse to leave the cars. Frequently train crews are assaulted by these vagrants. A number of suits have been successfully brought against the Illinois Central by trespassers, who claim that they were pushed or kicked from the train while in motion, thus sustaining injuries through the illegal acts of trainmen. The conviction of an ejected vagrant depends upon testimony of the trainmen; their presence at court for this purpose would involve a change of crews, loss of time and no little expense. Therefore, many prosecutions are dropped.

On the Norfolk & Western Railroad train employes have been killed or injured by assaults from trespassing vagrants. On the Cumberland Valley Railroad vagrants occasionally give outlying telegraphers some annoyance, which at train time might lead to serious accident. Without doubt many fatal railroad casualties are chargeable to these people, although they seldom are brought to punishment.

There is no remedy against tramps, since they enjoy the right not to work and to wander at will, and these are guaranteed to them by American custom if not by the Constitution. This seems to be the reason why there is no law to restrain and stop this wholesale vagrancy. The right to be idle has become in recent years one of the most sacred and carefully cherished immunities and prerogatives possessed by the American people. The day will come, as it did in ancient Rome, that the multitudes of idlers who lived on the communities where they choose to reside, or were fed by the

demagogues who used their votes to get into power, will grow into millions. There are already a hundred thousand or more, but nobody has yet undertaken to use them for political purposes.

OUR DAY.

There is an old song in which life is described as a long day. The question of length, of course, is always relative. Busy and happy people are seriously impressed, if not alarmed, by the rapidity with which time takes its flight. The man who measures his own strength and the opportunities of his earthly existence by great undertakings treasures and counts his hours and his minutes as a miser treasures and counts his gold and silver coins. Carlyle complained that a certain man had visited him and deprived him of an hour which he could never get back in all eternity. Agassiz declared that he had no time to make money. Money is a medium of exchange and a means to many ends, but that ardent student of Nature felt that its acquisition would cost him more than it was worth. And, indeed, it is now impossible to estimate the value of his time to him and to the world. He was occupied with the pursuit to which he was best adapted, and which gave him his most delightful hours. But such a man would not, even in old age, call his life a long day. It would seem to him, perhaps, that it had been an eventful day, a day worth while, but certainly not a long day. For it is a paradox that holds good that the more capacious we make our lives, and the more we put into them, the shorter they seem to be.

It is only gradually that one discovers the actual brevity of human life. If you tell a child that you are more than half a hundred years old, he will stare at you with amazement, if not with evident incredulity, although he may have heard of Methuselah. You can see that for his part he has never expected to meet a fellow-mortal whose existence on this planet had been so wonderfully prolonged. And when you assure him that he himself may live to a still riper age he will suspect that the moralists have been mistaken, since it is still possible for a single human being to preserve in his own memory so long a course of time. For the century is the unit of history, and three generations are ordinarily reckoned for each hundred years. But by and by the child will grow wiser and sadder, and there will come a day when he will understand how insignificant a thing is the life of a man if it is to be measured by the term of his existence in this world. There are those who are overwhelmed by this discovery, but the wise, occupied with their studies and their duties, give their thoughts to the possibilities of life and not to its limitations. They do not spend their lives in dying, but live as deeply as they can while yet they are alive. They have their days of trouble and anxiety, days of disappointment and affliction, but they never know a dull day. They are never found looking for a way to kill time. They understand that there is a vast difference between sensation

and excitement on the one hand and a true interest in life on the other.

One is tempted to say sometimes that only a fool can suffer from chronic ennui. Life is intensely interesting in its every manifestation in nature and in human history; and it grows more interesting with the discoveries of modern science and historical research. The student finds himself in contemplation of one mighty drama, a connected story not yet completed. In the middle ages even to the learned the world had but an imperfect conception of the unity of nature under the reign of universal law. Science, lacking instruments and an adequate appreciation of the importance of careful experimentation and inductive reasoning, made a few fruitful discoveries and worked out a few useful inventions, but, upon the whole, its most famous professors worked without concert of effort, without continuity of theory and consistency in reasoning, and its results were meager and for the most part uneventful. A like condition of uncertainty and narrowness of view obtained in the sphere of social organization, civil government and economic development. But the unconquerable human spirit was even then struggling upward to a fuller life of light and liberty. And now at last the years no longer creep slowly by. Never was the truth of that ancient text more manifest: "Day unto day uttereth speech, and night unto night showeth knowledge." As yet unrest, agitation, disorder, prevail in many quarters, and it is impossible even in the most enlightened countries to foresee how the present conflict of interests and prejudices will be ultimately composed, but the interest of the drama is none the less engrossing for that reason. The plot thickens, the contending forces are concentrating for a final effort, and no man knows the end. It is good to be alive nowadays.

President Roosevelt went to Oyster Bay a short time ago for a rest, but the daily reports of what he is doing and what he is going to do indicate that he is about the busiest man in the Nation. The programme made for him to-day is likely to be contradicted to-morrow, but that does not discourage the reporters from making another. Official acts of the President are public affairs and constitute legitimate news of interest to the people. If Mr. and Mrs. Roosevelt go up to Intervale, N. H., as guests of Ambassador Bryce, or cross over to Newport to call on Commodore and Mrs. Vanderbilt, it is their personal affair and it is mighty poor judgment to spread it over the country as important news. Roosevelt likes publicity, but it is doubtful if he enjoys much of it that the reporters make for him.

It may be better to mark time than to stand still, but it is a great sin to do either when battle or work awaits us.

If you cannot find God in folks on the street you will not find him on the golden streets.

He is lifted in blessing who lifts another's burden.

MILLIONAIRE AND BARN DOOR

It is a pretty story auyhow and perhaps it is true. It tells of how a boy born in Indiana went to New York and made his fortune. Some years after he had become a millionaire, one of the captains of industry and colonels of finance, he went back to his old home, the farm house in the country where he lived when a youngster. He found a good many changes in the neighborhood, but very few on the farm itself, which had passed into other hands. He could have bought it all many times over and never missed the money, but what he did was simply to buy the barn door behind which his father had astonished him frequently with a hickory stick and on which his own initials were cut in boyish carving. He had that old barn door crated and sent to New York, where perhaps he will have it set up as a souvenir in his elegant mansion. A barn door is a pretty big souvenir even for a millionaire's mansion, but not to have it there would spoil the story.

It is a noticeable and notable fact that men and women as they grow older grow fonder of their old time associates and associations, the old home, its scenes and surroundings. When they first go out, their time and attention are entirely taken up with the struggle to get ahead, to support themselves and their families, to make money and to secure a position of importance and influence for themselves. This strenuous fight leaves little leisure to think about things in the past, demanding all one's thought to settle the problems of the present; but when in moderate or large measure the fight has been won there comes with that accomplishment a little more opportunity to think about and visit the old farm house or the village cottage. It is this notion or sentiment which is at the bottom of the old home week celebrations which in later years have been so common and so successful. Childhood's days come but once and usually are more appreciated long afterward than when they are passing. The story of the millionaire who bought the barn door may or may not be true, but it represents a very prevalent sentiment.

There is an ancient story, well authenticated, of turning water into wine, but out in Indianapolis by some mysterious process whisky is turned into water. The stock of a saloon had been confiscated for violation of the law. When the day came for it to be destroyed it was noticed that many bottles showed some shrinkage. A wise patrolman said this was caused by evaporation through the corks. When the officer came to empty the jugs it was found that many of them contained pure water. The men who made the raid were willing to take oath that they contained a good brand of whisky at the time it was confiscated. No one seemed able to explain the mysterious action that changed the whisky to water. Some one suggested that it was a chemical action, but it remains a mystery for the experts to explain.

Conscience is a good cure for undue conceit.



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Some Harmless Colorings for Soda Syrups and Confectionery.

The regulations for the enforcement of the food and drugs law are not very specific as to what agents may be employed for coloring foods, etc. Regulation 12 says that "only harmless colors may be used in food products," and Regulation 15 states that the names of those substances which are permitted or inhibited in food products are to be later determined, etc. In flavoring extracts (F. I. D. No. 47) it is stated that "artificial colors should be declared whenever present." However, the common coloring agents which are rated as "harmless" are cochineal color, solution of carmine, tincture or compound tincture of cudbear, N. F., for red. Other natural organic colors are annatto and indigo.

For a yellow coloring sugar may be saturated with tincture of turmeric. The tincture must be made with alcohol alone; it is poured over the sugar in small portions, stirring, and allowing the alcohol to evaporate before adding another portion.

A strong aqueous infusion of safflower may also be used to produce a yellow color for confectionery. The manipulation will be similar to that directed for the cochineal mixture.

Green may be obtained in a similar manner by the use of chlorophyll. Aqueous solutions of this substance are obtainable in the market, but if our correspondent prefers to experiment in making it, we suggest a trial of the process of Guillemare, as quoted by Hager. He directs that spinach be macerated with water containing one-half of 1 per cent. of caustic soda, and the chlorophyll precipitated by neutralizing the liquid with hydrochloric acid. The chlorophyll may then be redissolved in strong alcohol if desired for use in that menstruum; or redissolved in water with the aid of the smallest amount of soda that will serve to effect solution. Of course the original solution might be available; but precipitation and re-solution perhaps gives a purer preparation, and apparently a more concentrated one can be obtained in this way.

Spinach appears to be commonly used as a source of chlorophyll, and experience has probably shown that extraction from it is easy; but as grass is usually at hand we recommend a trial of the process on that.

Various other leaves might of course be utilized, but in making a selection one must be careful to take only those known to be fit for food.

For a brown color caramel is used. These afford variety enough for the usual demands. Most pigments are inadmissible; all anilin dyes should be avoided, as they are often poisonous in themselves, and in other cases are rendered so by the presence of impurities introduced in their manufacture. Thos. Willets.

What Is Meant by the Opsonic Theory.

The opsonic theory is just now the great subject of comment among physicians everywhere. It seems that there are "opsonins" in the blood which, acting as sauces or relishes, prepare disease germs for digestion by the leucocytes or white blood-corpules, thus destroying the capacity of these germs to provoke disease. It follows that if the amount of opsonins be increased, the resistance of the body to disease will be enhanced in like measure. This increase of opsonic power has been effected by indirection; sterilized cultures of the germs themselves (called "bacterial vaccines") are injected in small amounts at first, and then in larger quantities, until the body, following the well-known physiological law of supply and demand, develops an increasing resistance. In other words, the supply of opsonins is augmented, with the result that a much larger quantity of disease germs in the blood can be digested, consumed and put out of harm's way. This, in a word, is an outline of the opsonic treatment, regarding which much is expected by the medical profession in the cure of various diseases. R. E. Johnson.

The Drug Market.

Opium—Is very firm at unchanged prices.

Morphine—Is steady.

Codeine—Is firm at the last advance.

Quinine—Is dull but unchanged.

Cocoa Butter—Has advanced on account of higher primary market.

Cuttle Bone—Has advanced and is tending higher.

Glycerine—Continues very firm. Another advance is looked for.

Guarana—Has declined on account of better supply.

Juniper Berries—Are very firm and an advance is probable.

Oil Spearmint—Has declined.

Oil Peppermint—Is now being distilled and it is believed there will be a full crop.

Oil Anise—Has advanced.

Oil Pennyroyal—Is in better supply and has declined.

Arnica Flowers—Have advanced and are very firm on account of short crop.

German Chamomile Flowers—Are advancing.

Jamaica Ginger Root and Powder—Have both advanced again and are tending higher.

Our own lives are robbed of sweetness by bitter thoughts of others.

A man often finds himself when he looks misfortune in the face.

The Best Way.

"Lots of talk around about the next candidates for the presidency, aren't there?" queried the old farmer of the grocer as he was unloading potatoes at the door.

"Well, I haven't heard much," was the reply.

"It's all the talk in our family. Don't hear nothing else. There's my old woman—she's for Root. She's found out that he is a red-headed man with a Roman nose, and she's willing to bet the shoes on her feet that he'll be elected if nominated."

"Mebbe he will," was the indifferent reply of the grocer as he watched to see that he wasn't cheated in the measure.

"There's my son Joe—he's for Taft. He's found out that Taft is a great coon hunter, and he'll bet two to one on him. Do you think it a safe bet?"

"You can't tell anything about it."

"No, I suppose not. There's my gal Susan—she's for Bryan. She got one of his photographs, and it's colored so nicely that she is sure he's going to be nominated and elected. Gals are sometimes right about such things."

"Yes."

"There's my son Sam—he's for Roosevelt. He's read about Roosevelt knocking blazes out of wolves and b'ars, and he's willing to bet a steer agin a lamb that no such man can be defeated. What d'you think?"

"How do you stand in the matter?" asked the grocer.

"Oh, think I'm taking the best way. When they get to pulling hair over it I go out to the barn and rub liniment on our sore-backed cow and wait for them to settle."

How Champagne Cider Is Prepared.

To convert ordinary cider into champagne cider proceed as follows: To 100 gallons of good cider add 3 gallons of strained honey (or 24 pounds of white sugar will answer), stir in well, tightly bung and let alone for a week. Clarify the cider by adding a half gallon of skimmed milk, or 4 ounces of gelatin dissolved in sufficient hot water, and add 4 gallons of proof spirit. Let stand three days longer, then syphon off, bottle, cork and tie or wire down. Bunging the cask tightly is in order to induce a slow fermentation, and thus retain in the cider as much carbonic acid as possible.

Another formula is as follows: Put 10 gallons of old and clean cider in a strong iron-bound cask, pitched within (a sound beer cask is the very thing) and add and stir in well 40 ounces of simple syrup. Add 5 ounces of tartaric acid, let dissolve, then add 7½ ounces sodium bicarbonate in powder. Have the bung ready and the moment the soda is added put it in and drive it home. The cider will be ready for use in a few hours. J. Morley.

Common Flowers Have Eyes.

The night hath a thousand eyes, but a nasturtium leaf has more. Holding up his hand in front of a desert shrub, an experimenter recently has taken a microphotograph showing half a dozen distinct images of his fingers formed by the eyes of the plant. Many common garden and

wild flowers—the nasturtium, begonia, clover, wood sorrel and bluebell among others—possess eyes situated on their leaves. They are minute protuberances filled with a transparent gummy matter which focuses the rays of light on to a sensitive patch of tissues at the back of it in a similar manner to that in which the eyes of an animal do their work. A common nasturtium plant has thousands of such eyelets on its leaves, forming thousands of minute images of the objects around them. But although a plant may have eyes it does not follow that it sees. It is not yet known if the sense impressions are telegraphed to some central nerve exchange corresponding to the brain of the animal. In addition to these light sense organs many plants possess a touch sensitiveness and a response to electric stimuli that show further resemblances to the animal world, while ferns, mosses and seaweeds in an early stage of their existence are capable of actually swimming through water.

The Druggist's Daughter.

She is the druggist's daughter
 And she is wondrous fair;
 She stands beneath the mistletoe,
 A vision rapt and rare.
 The young men crowd about her,
 They elbow through the crush,
 And underneath the mistletoe
 They see her shyly blush.

She is the druggist's daughter,
 A radiant belle is she,
 Unconscious of the mistletoe,
 It seems, as she can be,
 With modesty becoming,
 Her lovely head she dips,
 But there beneath the mistletoe
 The swains all find her lips.

She is the druggist's daughter;
 The Christmas guests have sped.
 She now takes down the mistletoe
 That hung above her head.
 "It worked," she softly whispers,
 "It worked; I knew it would—
 It's imitation mistletoe,
 But it is just as good!"

Difficult To Procure Pure Turpentine.

There has been much complaint among druggists in Georgia and throughout the South recently about the difficulty of securing pure turpentine for medicinal purposes. Nearly all the turpentine on the market fails to come up to pharmacopoeial requirements, and is labeled "For mechanical uses."

Removing Water Marks from Paper.

It depends on what is meant by water marks. The appearance of paper discolored by water may be improved by a hot iron. The marks woven in the body of the paper by the manufacturers are put in to stay, and can not be removed.

P. H. Quinley.

Strange "Can't's."

You can not cure hams with a hammer.
 You can't weigh a gram with a grammar.
 Mend socks with a socket,
 Build docks with a docket,
 Nor gather up clams with a clamor.

You can't pick holes with a pickle.
 You can't cure the sick with a sickle.
 Pick figs from a figment,
 Drive pigs with a pigment.
 Nor make your watch tick with a tickle.

When a man boasts of his courage
 he is giving it absent treatment.

W. J. NELSON

Expert Auctioneer

Closing out and reducing stocks of merchandise a specialty. Address
 215 Butterworth Ave. Grand Rapids, Mich

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

Table listing various grocery items such as Ammonia, Axle Grease, Baked Beans, Bath Brick, Bluing, Brooms, Brushes, Butter Color, Candles, Canned Goods, Carbon Oils, Catsup, Cereals, Cheese, Chewing Gum, Chicory, Chocolate, Clothes Lines, Cocoa, Cocoa Nut, Cocoa Shells, Coffee, Confections, Crackers, Cream Tartar, Dried Fruits, Farinaceous Goods, Fish and Oysters, Fishing Tackle, Flavoring Extracts, Fresh Meats, Gelatine, Grain Bags, Grains and Flour, Herbs, Hides and Felts, Jelly, Licorice, Matches, Meat Extracts, Mince Meat, Molasses, Mustard, Nuts, Olives, Pipes, Pickles, Playing Cards, Potash, Provisions, Rice, Salad Dressing, Saleratus, Sal Soda, Salt, Salt Fish, Seeds, Shoe Blacking, Snuff, Soap, Soda, Soups, Spices, Starch, Syrups, Tea, Tobacco, Twine, Vinegar, Wicking, Woodenware, Wrapping Paper, and Yeast Cake.

Table 1: ARCTIC AMMONIA, A/3 LE GREASE, FRAZER'S, BAKED BEANS, BATH BRICK, AMERICAN, ENGLISH, BLUING, Arctic, Sawyer's Pepper Box, BROOMS, No. 1, 2, 3, 4, 5, BUTTER COLOR, W. R. & Co.'s, CANDLES, Paraffine, WICKING, CANNED GOODS, Apples, Blackberries, Beans, Baked, Red Kidney, String, Wax, Blueberries, Brook Trout, Clams, Ciam Bouillon, Burnham's, Quaker, Cherry, Red Standards, White, Corn, French Peas, Gooseberries, Hominy, Lobster, Mackerel, Mustard, Soused, Tomato, Mushrooms, Hotels, Buttons.

Table 2: OYSTERS, Cove, Plum, Marrowfat, Early June, Peaches, Pineapple, Grated, Sliced, Pumpkin, Fair, Good, Fancy, Gallon, Raspberries, Russian Caviar, Salmon, Col'a River, Col'a River flats, Red Alaska, Pink Alaska, Sardines, Domestic, Must'd, California, French, Shrimps, Standard, Succotash, Fair, Good, Fancy, Gallons, Strawberries, Tomatoes, CARBON OILS, Perfection, Water White, D. S. Gasoline, Gas Machine, Deodor'd Nap'a, Cylinder, Engine, Black, winter, CEREALS, Breakfast Foods, Bordeau Flakes, Cream of Wheat, Egg-O-See, Evcello Flakes, Excello, large pkgs., Force, Grape Nuts, Malta Ceres, Malta Vita, Mapi-Flake, Pillsbury's Vitos, Ralston, Sunlight Flakes, Vigor, Volt Cream Flakes, Zest, Zest, small pkgs., Crescent Flakes, One case, Five cases, One-half case, One-fourth case, Freight allowed, Rolled C's, Rolled Avena, Steel Cut, Monarch, Quaker, Cracked Wheat, Bulk, CATSUP, Columbia, Snider's, Snider's pints, Snider's 1/2 pints, CHEESE, Acme, Climax, Elise.

Table 3: Emblem, Gem, Ideal, Jersey, Riverside, Springdale, Warner's, Brick, Leiden, Limburger, Pineapple, Sap Sago, Swiss, domestic, Swiss, imported, CHEWING GUM, American Flag Spruce, Beeman's Pepsin, Adams Pepsin, Best Pepsin, N. B. C. 7, Best Pepsin, 5 boxes, 2.00, Black Jack, Largest Gum Made, Sen Sen, Sen Sen Breath Perf, Sugar Loaf, Yucatan, BULK, Red, Eagle, Franck's, Schener's, CHOCOLATE, Waiter Baker & Co.'s, German Sweet, Premium, Caracas, Waiter M. Lowney Co., Premium, Premium, Baker's, Cleveland, Colonial, Colonial, Epps, Huyler, Lowney, Lowney, Lowney, Van Houten, Van Houten, Van Houten, Van Houten, Webb, Wilbur, Wilbur, COCOANUT, Dunham's, Dunham's, Dunham's, Bulk, COCOA SHELLS, 20lb. bags, Less quantity, Pound packages, COFFEE, Rio, Common, Fair, Choice, Fancy, Santos, Common, Fair, Choice, Fancy, Maracaibo, Mexican, Guatemala, Java, African, Fancy African, O. G., P. G., Arabian, Mocha, Package, New York Basis, Arbuckle, Dilworth, Jersey, Lion, McLaughlin's XXXX, McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract, Holland, Felix, Hummel's, National Biscuit Company, Seymour, N. B. C., Soda, Select Soda, Saratoga Flakes, Zephyrette, Oyster, N. B. C., Gem, Faust, Shell, Sweet Goods, Animals, Atlantic, Brittle, Cartwheels, Currant Fruit Biscuit.

Table 4: Cracknels, Coffee Cake, Coconut Taffy, Coconut Bar, Coconut Drops, Coconut Honey Cake, Coconut Hon. Fingers, Coconut Macaroons, Dandelion, Dixie Cookie, Frosted Cream, Frosted Honey Cake, Fluted Coconut, Fruit Tarts, Ginger Gems, Graham Crackers, Ginger Nuts, Ginger Snaps, Hippodrome, Honey Cake, Honey Fingers, Honey Jumbles, Household Cookies, Household Cookies Iced, Iced Honey Crumpets, Imperial, Iced Honey Flake, Iced Honey Jumbles, Island Picnic, Jersey Lunch, Kream Klips, Lem Yem, Lemon Gems, Lemon Biscuit, Square 8, Lemon Wafer, Lemon Cookie, Mary Ann, Marshmallow Walnuts, Mariner, Molasses Cakes, Mohican, Mixed Picnic, Nabob Jumble, Newton, Nic Nacs, Orange Crackers, Orange Gems, Oval Sugar Cakes, Penny Cakes, Assorted, Pretzels, Hand Md., Pretzellets, Hand Md., Pretzellets, Mac. Md., Raisin Cookies, Revere, Assorted, Rube, Scotch Style Cookies, Snow Creams, Sugar Fingers, Sugar Gems, Sultana Fruit Biscuit, Spiced Gingers, Spiced Gingers Iced, Sugar Cakes, Sugar Squares, large or small, Superba, Sponge Lady Fingers, Sugar Crimp, Vanilla Wafers, Waverly, Zanzibar, In-er Seal Goods, Albert Biscuit, Animals, Butter Thin Biscuit, Butter Wafers, Cheese Sandwich, Coconut Dainties, Faust Oyster, Fig Newton, Five O'clock Tea, Frotana, Ginger Snaps, N. B. C., Graham Crackers, Lemon Snap, Oatmeal Crackers, Oysterettes, Red Time Sugar Cook, Pretzellets, Hd Md., Royal Toast, Saltine, Saratoga Flakes, Social Tea Biscuit, Soda, N. B. C., Soda, Select, Sultana Fruit Biscuit, Uneeda Biscuit, Uneeda Jinjer Wayfar, Uneeda Milk Biscuit, Vanilla Wafers, Water Thin, Zu Zu Ginger Snaps, Zwieback, CREAM TARTAR, Barrels or drums, Boxes, Square cans, Fancy caddies, DRIED FRUITS, Sundry Apples, Evaporated, Apricots, California, California Prunes, 100-125 25lb. boxes, 80-90 25lb. boxes, 70-80 25lb. boxes, 60-70 25lb. boxes, 50-60 25lb. boxes, 40-50 25lb. boxes, 30-40 25lb. boxes, 1/2 c less in 50lb. cases, Citron, Corsican, Currants, Imp'd 1 lb. pkg., Imported bulk, Peel, Lemon American, Orange American.

Table 5: Raisins, London Layers, Cluster, Loose Muscatels, Loose Muscatels, L. M. Seeded, Sultanas, bulk, Sultanas, package, FARINACEOUS GOODS, Beans, Dried Lima, Med. Hd. Pk'd., Brown Holland, Farina, 24 lb. packages, Bulk, per 100 lbs., Hominy, Flake, 50lb. sack, Pearl, 200lb. sack, Pearl, 100lb. sack, Maccaroni and Vermicelli, Domestic, Imported, Pearl Barley, Common, Chester, Empire, Peas, Green, Wisconsin, Green, Scotch, Split, Idaho, East India, German, broken pkg., Tapioca, Flake, 110 lb. sacks, Pearl, 130 lb. sacks, Pearl, 24 lb. pkgs., FLAVORING EXTRACTS, Foote & Jenks, Coleman's Van. Lem., 2 oz. Panel, 3 oz. Taper, No. 4 Rich. Blake, Jennings D. C. Brand, Terpeness Ext. Lemon, No. 2 Panel, No. 4 Panel, No. 6 Panel, Taper Panel, Topper Panel, 2 oz. Full Meas., 4 oz. Full Meas., Jennings D C Brand, Extract Vanilla, No. 2 Panel, No. 4 Panel, No. 6 Panel, Taper Panel, 1 oz. Full Meas., 2 oz. Full Meas., 4 oz. Full Meas., No. 2 Assorted Flavors, GRAIN BAGS, Amoskeag, 100 in bale, Amoskeag, less than bl 19 1/2, GRAINS AND FLOUR, Wheat, New No. 1 White, New No. 2 Red, Winter Wheat Flour, Local Brands, Patents, Second Patents, Straight, Second Straight, Clear, Subject to usual cash discount, Flour in barrels, 25c per barrel additional, Worden Grocer Co.'s Brand, Quaker, paper, Quaker, cloth, Wykes & Co., Eclipse, Kansas Hard Wheat Flour, Judson Grocer Co., Fanchon, 1/4s cloth, Grand Rapids Grain & Milling Co. Brands, Wizard, assorted, Braham, Buckwheat, Rye, Spring Wheat Flour, Roy Baker's Brand, Golden Horn, family, Golden Horn, baker's, Calumet, Wisconsin Rye, Judson Grocer Co.'s Brand, Ceresota, 1/4s, Ceresota, 1/2s, Ceresota, 3/4s, Lemon & Wheeler's Brand, Wingold, 1/4s, Wingold, 1/2s, Wingold, 3/4s, Pillsbury's Brand, Best, 1/4s cloth, Best, 1/2s cloth, Best, 3/4s cloth, Best, 1/4s paper, Best, 1/2s paper, Best, 3/4s paper, Best, wood, Worden Grocer Co.'s Brand, Laurel, 1/4s cloth, Laurel, 1/2s cloth, Laurel, 1/4s & 1/2s paper, Laurel, 3/4s & 1/2s paper, Wykes & Co., Sleepy Eye 1/4s cloth, Sleepy Eye, 1/2s cloth, Sleepy Eye, 3/4s cloth, Sleepy Eye, 1/4s paper, Sleepy Eye, 1/2s paper, Sleepy Eye, 3/4s paper.

Table 6: Meat, Dairy Feeds, Hay, Herbs, Horse Radish, Jelly, Licorice, Matches, Meat Extracts, Molasses, Mustard, Olives, Pipers, Pickles, Playing Cards, Potash, Provisions, Smoked Meats, Lard.

Table 7: Sausages, Beef, Pig's Feet, Tripe, Casings, Butterline, Canned Meats, Soap Powders, Soap Compounds, Scouring, Soda, Soups, Spices, Whole Spices, SALT FISH, Trout, Mackerel, Common Corn, Syrups, Whitefish, SEEDS, SHOE BLACKING.

Table 8: SNUFF, SOAP, American Family, J. S. Kirk & Co., LAUTZ BROS. & CO., Soap Powders, Soap Compounds, Scouring, Soda, SOUPS, SPICES, Whole Spices, SALT FISH, Trout, Mackerel, Common Corn, Syrups, Whitefish, SEEDS, SHOE BLACKING.

Table 9: Gunpowder, Young Hyson, Oolong, English Breakfast, India, TOBACCO, Plug, Smoking, WINE, VINEGAR, WICKING, WOODENWARE, Baskets, HIDES AND PELTS, Pelts, Tallow, Wool.

Table 10: Clothes Pins, Egg Crates and Fillers, Mop Sticks, Pails, Toothpicks, Traps, Wash Boards, Window Cleaners, Wood Bowls, WRAPPING PAPER, FRESH FISH, YEAST CAKE.

Table 11: CONFECTIONS, Stick Candy, Special, Competition, Mop Sticks, Pails, Toothpicks, Traps, Wash Boards, Window Cleaners, Wood Bowls, WRAPPING PAPER, FRESH FISH, YEAST CAKE, Cough Drops, NUTS-Whole, Shelled, Peanuts.

Special Price Current

AXLE GREASE



Mica, tin boxes... 75 9 00
Paragon 55 6 00

BAKING POWDER

Royal
10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50



BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box.. 40
Large size, 1 doz. box.. 75

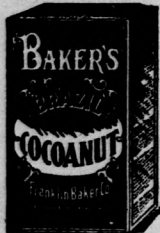
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G J Johnson Cigar Co.'s bd.
Less than 500 33
500 or more 32
1,000 or more 31
Worden Grocer Co. brand
Ben Hur
Perfection 35
Perfection Extras 35
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Londres Grand 35
Standard 35
Puritanos 35
Panatellas, Finas 35
Panatellas, Book 35
Jockey Club 35

COCOANUT

Baker's Brazil Shredded



70 1/2 lb. pkg. per case 2 60
85 1/2 lb. pkg. per case 2 60
88 1/2 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass 5 1/2 @ 9
Hindquarters 7 1/4 @ 10
Loins 8 @ 14
Rounds 7 @ 8
Chucks 5 @ 6 1/2
Plates 5 @ 5
Liver 3 @ 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
Lambs 13 1/2
Spring Lambs @ 14

Veal

Carcass 6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra.. 1 00
72ft. 3 thread, extra.. 1 40
90ft. 3 thread, extra.. 1 70
60ft. 6 thread, extra.. 1 29
72ft. 6 thread, extra..

Jute

60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
60ft. 1 35
70ft. 1 60

Cotton Windsor

50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided

40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

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Roasted
Dwinell-Wright Co.'s. B'ds.



White House, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in. 6
1/2 to 2 in. 7
1 1/2 to 2 in. 9
1 1/2 to 2 in. 11
2 in. 15
3 in. 20

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 25
Large 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 90

GELATINE

Cox's 1 qt. size 1 15
Cox's 2 qt. size 1 61
Knox's Sparkling, doz. 1 25
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Nelson's 1 50
Oxford 75
Plymouth Rock 1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50
50 cakes, large size.. 3 25
100 cakes, small size.. 3 85
50 cakes, small size.. 1 95
Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

If you want to sell
your business.
If you want to buy
a business.
If you want a
partner.
If you want a sit-
uation.
If you want a good
clerk.
If you want a
tenant for your
empty store-
room.
If you would trade
your stock for
real estate.
If you want at any
time to reach
merchants,
clerks, traveling
salesmen, brok-
ers, traders—
business men
generally

Try a
Michigan Tradesman
Business
Want
Ad

On Opposite Page

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

Best site for grist mill in state on P. M. R. R., center of good farming country. Address H. W. Morley, Grant, Mich. 115.

Wanted—Cash register. Must be in good condition and a bargain. S. S. Burnett, Lake Ann, Mich. 114.

For Sale—Cash grocery in south end. Doing weekly business of \$350. For full particulars call on J. W. Triel, care Lemon & Wheeler Co., or 697 Madison Square, Grand Rapids, Mich. 113.

Coal Property for Sale—Now shipping; has large body of semi-anthracite; market unequaled; tract of 640 acres; title clear; a rare chance. Address Willard W. Hills, Box 343, Boulder Colo. 112.

For Sale—Grain elevator, feed and coal business. Iowa. Big bargain. Box 64, Warren, Ill. 110.

For Sale or Exchange—For desirable real estate, a \$1,500 bazaar stock. A bargain for immediate sale. A. E. Shaddock, Lansing, Mich. 108.

Wanted—Out-of-date ladies' coats, skirts, suits or men's clothing. Address Lock Box 113, Toledo, Iowa. 107.

For Sale—Completely equipped metal working factory, manufacturing patent specialties, with dies, tools, presses, gas engines, etc. Can be bought right, can be moved if desired. This business will make fortune for right man; not seasonal but can be run all year. \$3,500 takes it. Howard, 107 Bethune, East, Detroit, Mich. 106.

For Sale—Exclusive shoe stock, exceptionally clean. Good trade, rent cheap. Address No. 109, care Tradesman. 109.

For Sale—Lumber yard, oldest established in thriving Ohio city of 17,000. Fine farming country surrounding. No real estate. Possession about Nov. 1. Reason, owner must go south. Address Box 44, Chillicothe, Ohio. 105.

For Sale—Small plaining mill. Joliet, Ill. Two-story building, motor and woodworking machinery for custom and general mill work. Centrally located, cheap. Munroe Bros. & Co., Joliet, Ill. 116.

For Sale—Dry goods, furnishings, shoes, also drugs, medicines and soda fountain, with store building in Northern Michigan. Will sell either or both stores. Only drug store and soda fountain in town of 650 population. Good location for doctor and druggist. All a moneymaker. Stock, fixtures and building all up-to-date. Address Merchandise, care Tradesman. 104.

Drug Stock For Sale—One of the best for the money in any Michigan town. Come and see it. Doing splendid business. Oldest established in the village and the finest location. Write for particulars. Hurry. Lock Box 18, Coloma, Mich. 103.

Country store four miles from depot and six miles from bank town, in best of farming country in Central Michigan. Doing good business. Have stock reduced to about \$1,000. Will sell reasonable on account of other business. Building 24 x 50, can be leased reasonable by year or term of years. Address No. 102, care Michigan Tradesman. 102.

Administrator Sale—Half-interest in creamery. Snap for good buttermaker. Robt. Marlatt, Whitewater, Wis. 101.

Business Opportunity—My stock of general merchandise and store building will require from \$3,000 to \$4,000. Will net \$1,200 to \$1,500 annually. Write if you mean business. Address No. 100, care Michigan Tradesman. 100.

For Sale—Span of female burros, three and four years old. Broke single, double and to ride, kind and gentle. Also handmade harness and pony cart. Entire outfit for \$85. Great advertising team for any merchant. Address, No. 99, care Michigan Tradesman. 99.

For Sale—Clean stock of drugs, doing \$30 per day average business. Last year's sales \$10,243. Invoice \$3,500. Centrally located. Fine chance. Address No. 97 care Tradesman. 97.

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. I. Dail, Holt, Mich. 93.

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. Moneymaker. 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 Mus-selman 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 26x35 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.

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 Exchange—80 acres land in Indiana, for stock hardware, shoes or general merchandise. C. V. Harris, Maple Park, Ill. 68.

For Sale—Bazaar stock, invoices better than \$800, at less than 50c on dollar. Address M. L. Blacker, Eaton Rapids, Mich. 58.

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 store, 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.

For Sale—Small stock of general merchandise. Doing good business in country town. Address Box 145, Williamston, Mich. 52.

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—Good meat business. The only market in town. Address No. 19, care Michigan Tradesman. 19.

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—At a bargain, all the drug store furniture now in our store at corner of Canal and Bridge streets, consisting of soda fountain, counters, showcases, wall-cases and prescription case. All beautiful hand-carved golden oak. It will be sold at a sacrifice to make room for new fixtures when store is remodeled. Delivery date about August 1. Schrouder & Stonehouse, Grand Rapids, Mich. 4.

For Sale—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.

For Sale—Small country store, doing strictly cash business. A moneymaker. 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.

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—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 basswood and poplar excelsior bolts, green or dry. Highest market price paid, cash. Excelsior Wrapper Co., Grand Rapids, Mich. 859.

SITUATIONS WANTED

Wanted—Situation as clerk in hardware store, shelf hardware department. Eight years' experience. State wages paid in first letter. Can give best of reference. D. C. McKnight, Alexis, Ill. 111.


HELP WANTED.

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.

Manager—Competent young man for store; salary \$1,000 per year; investment \$700; permanent position. Address Galbreath, Youngstown, Ohio. 70.

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.

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. Collesse 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.

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

TRADESMAN ITEMIZED LEDGERS
SIZE—8 1/2 x 14. THREE COLUMNS.
2 Quires, 160 pages... \$2 00
3 Quires, 240 pages... 2 50
4 Quires, 320 pages... 3 00
5 Quires, 400 pages... 3 50
6 Quires, 480 pages... 4 00
INVOICE RECORD OR BILL BOOK
So double pages, registers 2,880 invoices... \$2 00
Tradesman Company
Grand Rapids, Mich.

THE DIVISION OF WEALTH.

There is a stereotyped expression in common use to the effect that all wealth is the product of labor, and in these latter years socialistic theorists have supplemented it with the statement that since all wealth was created by labor, it therefore follows that labor ought to have all the wealth, whereas labor gets but a pittance, while a comparatively small group of men who represent capital have the greater part of it.

Recently the Engineering News undertook to work out in figures the proposed equal division of private property, leaving the handling of the distribution in the hands of the National Government. The investigator, taking such data as could be got from the census reports, finds that the total wealth, public and private, in the United States is \$107,000,000,000. From this it is necessary to deduct public property (\$7,830,000,000), and clothing, furniture, carriages and miscellaneous personal property not invested, and not yielding any revenue (\$18,462,000,000). This leaves \$80,708,000,000 as the total of income-producing wealth. The News assumes that the average railway dividend is a fair average yield on capital, which would give \$3,534,000,000 as capital's total income in the United States. The annual disbursement of wages is \$10,340,000,000. In other words, capital is now receiving, according to the News' ciphering, one dollar of income to each three dollars received by labor. Curiously enough, this happens to just correspond with the facts in the case of the Pennsylvania Railway, which raised wages \$3 to each \$1 of increase in dividend rate. In the railway industry as an entirety \$480,000,000 is disbursed to security holders against \$840,000,000 to wage earners.

The News next goes into the distribution of wealth, and finds the bulk of it in the small holdings. The average savings bank deposit is \$433. The average farm is worth \$2,920. The enormous assets of the life insurance companies belong to policy holders insured for moderate sums. This accounts for more than a quarter of the total wealth, and proportionately weakens the expectation of wealth for all through the division of the property of the rich. The News, however, makes no such deductions, but assumes that all wealth is divided among all wage earners. The result would be 50 cents daily apiece, making no allowance for destruction in the process of distribution, or for reduction of income through loss of efficiency upon the stopping of individual initiative with the termination of private ownership.

As long as eighty billions of wealth is in the hands of persons who have it invested in lands, railroads, factories and the like, its owners are striving to make it return a profit, and therefore they employ labor to which is paid ten billions of wages, so that they may derive from it a return of three billions. If this capital and its property interests were put in the hands of the Government to administer it would bring in little or no profit, for, as a rule, Government business is run at a greater cost than that of private individuals or corporations. But since

the labor organizations contain only a very small minority of the work people of the United States, the Government would not be permitted to cater only to the unions, but would be compelled to keep open shop and employ all comers who were capable, because in the election of Government officials the entire working population would take part.

But since it is claimed that labor gets only the smallest part of all the wealth it creates, there is being heard a demand, which is constantly growing louder, that there should be such a distribution, that every worker would get his share, and absolute equality of right being the basis upon which all human affairs should be regulated, the division or distribution should give to each member of the community an equal share of the entire aggregate of all property of whatever description.

And since railroads, for instance, and all organized operations for the transportation and production of articles of use or wealth can not be conducted upon any system of individualism, it follows that the business of the world can not be carried on otherwise than through some authorized management or government with power to control all the workers, all the means of production and all the products. It therefore is developed that no system of human society can exist upon any basis of equality of possession and control. There will be governing officials of different grades armed with authority to carry out their several functions, and this authority will be null and void unless backed up with the ability to enforce its regulations.

It is plain that no system of socialistic individualism can be possible unless it might be among savages in a primitive condition, subsisting upon the natural fruits of the earth and the products of the chase, each person for himself, with no joint interests or tribal possessions to be protected. Even then the people would be compelled by their necessities to organize for the common defense against the attacks of enemies, and somebody would have to be in command and control of such joint movement.

Therefore, it is plain that the only socialistic system of organization possible is to put all control of common interests in the hands of some central governing power, and the difficulty would be to get an honest and reliable government. It has been well said that there is very little choice in the forms of government, if only honest, faithful and capable officials can be secured, and the more power over the property of the people that is given to the governing power the more temptation there is for graft and corruption among those who handle it.

The idea of an equal division of all property is so attractive to the ignorant portion of the people, who are unduly influenced by the vicious elements of the trades unions, that sooner or later there may be a violent upheaval of a great body of the population to accomplish it, and it will only be after the attempt at such division shall have proved it to be a deplora-

ble failure, resulting in destroying one group of capitalists to create another, that there will be a return to the condition of peace and public order without which human society can not exist.

THE CUBAN OUTLOOK.

The provisional American Government now controlling affairs in Cuba has decided to spend considerable sums of money on improvements in the Island rather than allow a surplus to accumulate in the Treasury. More reliable routes of communication with the interior of the Island are to be constructed, and other needed public improvements will be made, costing large sums of money.

It has been found that a surplus in the Treasury aroused the cupidity of the office-holding classes and induced those out of office to do everything possible to bring about a fresh revolutionary outbreak. The whole object of political movements in Cuba is for one set of politicians to oust the other so as to be able to get their hands on the Treasury. As long as there is money in sight the office-seekers will endeavor energetically to lay hands on it.

Since it has been determined to restore Cuba to local government as soon as possible it has been wisely determined that when the Island is again turned over to a new Cuban administration there will be no large surplus in sight to tempt the greed of office-seekers.

The fact is gradually being impressed upon the American people that the Cubans are not capable of orderly and intelligent self-government. Such being the case, the second effort at maintaining an independent government is pretty certain to be as great a failure as its predecessor. Should such be the case Cuba would be near to final annexation by the United States.

Cerebro-spinal meningitis has been hitherto and is still regarded as one of the most deadly and dangerous diseases. If experiments which have been for two years carried on by Dr. Flexner, Director of the Rockefeller Institute for Medical Research, ultimately prove a remedy as valuable as prospects indicate, the disease will be taken from this list. Out of 4,000 cases of cerebro-spinal meningitis in New York two or three years ago there were 3,000 deaths. Rockefeller some time before had set aside a large sum of money to pay the expenses of scientific research and as a result Dr. Flexner has been enabled to discover or devise a serum which he and his assistants believe will practically prove a panacea. It has thus far done good work wherever tried. During an epidemic at Castalia in Ohio last spring some of the serum was cabled for and it came in time to be tried upon three cases, one 23, one 16 and one 3 years of age, and a recovery was secured in each instance. The Rockefeller money has done thus much good anyhow and if a way of curing cerebro-spinal meningitis can be secured, it will be a great blessing.

The Ten Commandments give little trouble to people who do not want to get around them.

Echo of the Saginaw Hotel Controversy.

Detroit, Aug. 12—At the last regular meeting of Cadillac Council, No. 143, U. C. T. of A., the following resolutions were unanimously adopted and I was instructed to notify you of the action:

Whereas—At the meeting of the Grand Council of the United Commercial Travelers of America, June 7 and 8, the Vincent Hotel and Bancroft House not only raised their rates but charged us for our wives, something which has never been done by any hotel in the history of our fourteen Grand Council meetings; and

Whereas—In order to show their appreciation of the traveling men on whom they live three hundred sixty-five (365) days out of the year, knowing positively for weeks ahead that our banquet was to be held at 6:30 p. m., they charged us for a dinner which they absolutely knew we could not have with them, and, in fact, neglected no opportunity to overcharge us; and

Whereas—The Everett House was the only first class hotel which did not raise its rates, giving us its regular rates and no charge for ladies; therefore

Resolved—That we most earnestly recommend and urge all traveling men who make Saginaw and whose business allows them to do so to stop at the Everett House as a token of our appreciation of the hotel which did use the boys right.

Joseph G. Gervais, Sec'y.

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

Buffalo, Aug. 14—Creamery, fresh, 22@25c; dairy, fresh, 18@23c; poor to common, 17@20c.

Eggs—Choice, 17@19c; candled, 20@21c; fancy, 22c.

Live Poultry—Broilers. 13½@15c; fowls, 13c; ducks, 12@13c; old cox, 9@10c.

Dressed Poultry—Iced fowls, 13@14c; old cox, 10c; springs, 15@17c.

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, \$2.80@2.90 per bbl; mixed and red, \$2.75.

Rea & Witzig.

Has Been a Member Eighteen Years.

Detroit, Aug. 12—I thank you very much for the notice in your valuable paper of my candidacy for the office of President of the Michigan Knights of the Grip. Either you or myself made a mistake about the time I joined the Michigan Knights of the Grip. I joined in 1889, instead of 1899, as you had it. Please make the correction and oblige.

John W. Schram.

Religion is a plant that soon perishes if you try to sustain it by sticking it into a pious flowerpot about once a week.

BUSINESS CHANCES.

Wanted—A registered druggist or a young man who has had two or three years' experience in a drug store. Good position for an energetic person. Address No. 118, care Michigan Tradesman.

Wanted—Salesman, experienced in general merchandise for country store. Address No. 117, care Tradesman. 117.