

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



Signature

W.K. Kellogg

Is your eye on the trade, Mr. Dealer?

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

Genuine—Original

Toasted Corn Flakes

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

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

Toasted Corn Flake Co. = Battle Creek, Mich.

Every Cake



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

The Fleischmann Co.,

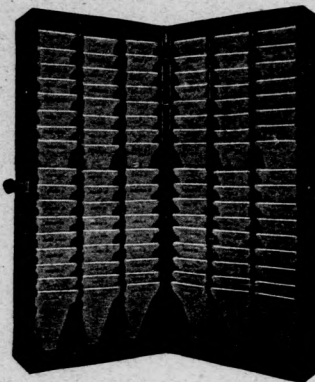
of Michigan

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

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts



It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Michigan

Bell Phone 87 Citizens Phone 5087

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

Pure Cider Vinegar

There will be a great demand for

PURE CIDER VINEGAR

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

Sold Through the Wholesale Grocery Trade

The Williams Bros. Co., Manufacturers

Picklers and Preservers

Detroit, Michigan

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 21, 1907

Number 1248

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 Advances and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids
Majestic Building, Detroit

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

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

The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

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

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

GOOD BUT IMPRACTICABLE.

Mayor McClellan, of New York, has taken a step in municipal government which is unique and which, seemingly, is a wise one, by the creation of a commission for the purpose of ascertaining and publishing facts concerning city needs and governmental means of meeting them and to provide information upon which the public may base sound judgment regarding problems of municipal government and so to increase the number of citizens who reason from fact to policy.

The reason for creating this Commission is the conviction on the part of a very large number of the most influential citizens residing in New York that not only are the higher authorities ignorant of the details of governmental service in the various departments but that the chiefs of departments are ignorant of the details of their own departments. This is believed to be because there has been no mechanism for learning and publishing the facts of municipal life and administration. Without such facts upon which to base judgment the public can not intelligently direct and control the city government. Without intelligent control by the public, efficient and progressive municipal administration is not possible.

This new factor in New York's plan of salvation is called the Bureau of Municipal Research and the members not only serve without pay, but contribute toward paying the cost of its operation, and in theory they expect to demonstrate that there are a technique of intelligence and a technique of efficiency as far beyond the reach of mere goodness as is business efficiency beyond the reach of mere good intention.

To illustrate revelations that have been made as to the superiority of special workers over the average official work of the city departments, it is stated that the Tenement House Committee of 1899 was able to present to the Park Department of the city a more complete and accurate map of the city parks than the department itself possessed. And when the Mayor and the City Controller, separately but coincidentally, made estimates as to the extent of the city's borrowing power not yet used, there was a difference of \$50,000,000 between the two estimates. Reports are prepared and published but are beyond the comprehension of the average citizen.

Thus ten men are commissioned to enlighten a community of practically four million people, and in theory the idea seems to be a good one. When ten men tackle a polling list of over 700,000 names with a view to educating a majority of the voters bearing those names how to obtain facts

through analysis and interpretation and cast their votes in accordance therewith the picture faces a different aspect. To prevail upon 51 per cent. of 700,000 voters to make a scientific study of the framework of government and minute analyses of facts as to organization of departments, expense, results obtained and methods of presenting results is an undertaking fit for the gods, and this Bureau of Municipal Research will have acquired a very advanced age before its final victory is recorded.

YELLOW PUBLISHERS AGAIN.

Another tragedy in Grand Rapids. Another woman kills a man and the daily papers devote columns to "playing the event up" to the dignity of the most important news item of the time.

In doing this they give the name of the woman, about whose history they have but the merest fragments; they go into a mass of details as to the happening, all taken by hearsay; they quote frenzied neighbors whose imaginations are at white heat and include hastily-taken photographs of scenes having no meaning whatever, to at last begin the trial with themselves acting as judge and jury.

And why? Because the public demands all the news. That is the chronic excuse of the publishers, and it is not true. Sensationalism in presenting current happenings is a device of the counting room. The forms for this evening's edition are nearly ready to go to press at 3 o'clock and at noon there is an accident, a fire, a scandal, a robbery or other crime. A dozen lines of type will tell all that is known of the matter and a display-head of four or five lines can be set up while that other dozen of lines are being put in type. This matter can go on the first column, first page, and in a few minutes a score or more of boys may be howling: "All 'bout the murder. Extry, extry," and the thing is done which will add 500 or a thousand copies to that day's circulation of the paper.

The additional thousand of circulation three or four times a week fifty-two weeks in a year shows up so well on the year's average daily circulation that advertising rates may be raised, and that is the sole end aimed at. Practically the extras cost nothing and so the gain thereby is "all velvet."

Rev. C. R. Henderson, of the Chicago University, makes a good recommendation as to newspaper practices, and as he is one of the most eminent of sociologists his opinion has weight. It is that the names of chronic offenders of the law—pickpockets, prize fighters, thieves, chronic drunkards, and the like—shall be designated by numbers rather than by their names in the public prints,

because they are proud of and enjoy the notorious distinction of seeing their names in the papers.

Would it not be better still to leave all mention of such characters exclusively to the police officials and the courts?

Beyond all question the publication of all conceivable details as to criminal events constitutes an offense against public decency, and as has been demonstrated time and again has often been the initial cause of wrong doing on the part of young persons of weak minds and weaker morals.

"What's the matter with the Tradesman?" asked a member of the staff of a daily paper. "Is it grouchy because it isn't a daily?"

Not at all. The Tradesman is proud of its standing as a weekly publication and jealous of its record as a clean and wholesome journal. And as such it is pleased to protest against unwholesome, unwarranted sensationalism on the part of many daily newspapers. Moreover, it is emphatic in its contradiction of the claim that the reading public demands sensationalism in its daily ration of news.

Yellow journalism is born of cupidity and an absolute disregard of those conditions which make for healthy public sentiment, and it is a standing and very serious menace to the stability of our government and the prosperity of private and public enterprises.

PARCELS POST AGAIN.

Postmaster General Meyer, on his return from a conference with President Roosevelt at Oyster Bay, declared that he would recommend to Congress in his next annual report the establishment of a parcels post, which will probably be limited to ten pounds. Mr. Meyer expects to have the details of this plan complete by the time Congress meets. The Postmaster General is also considering the recommendation of a postal savings bank similar to those in Europe. The purpose of the bank will be to encourage and insure the safety of small savings, so individual deposits will be restricted to small amounts. In addition Mr. Meyer said he had in view a plan for reducing postal rates between the United States and countries in direct steamship communication, such as England, France and Germany. The parcels post has been advocated by the grangers and mail order houses for many years, but the proposed action of the Postmaster General will meet with the determined opposition of retail merchants in every part of the country.

The beautiful life wastes no time looking for a mirror.

Every life may be known by the way it leads.

THE WALKING DELEGATE.

Why He Made Trouble for Lichter & Co.

"What makes this business really interesting," said John Ford, "is the uncertainty of it. Once you begin to dig into a case and you never know what you are going to find. And that—the constant uncertainty, the possibility that the unknown may hold something exciting and interesting, the 'pull' of to-morrow and the next move—is worth more than the gold that men get as their pay for the day's work. That is what gets into the blood of men in this business, what keeps them at it long after they should drop it, and what makes them willing to offer up body and soul on the altar of the game.

"It's nothing but a game, after all, when you get down to points. The whole thing is a game—life is a game—and the detective plays one of the most exciting and interesting parts. Here is the layout: One man does something that another has tried to prevent him from doing, and a third man steps in and runs down the fellow who's turned the trick. Like checkers, it is, only different.

"Which will be enough of that.

"But the point I wanted to make was the chance that you run of uncovering something that you're not looking for when you begin to take the covers off things. There was the case of Lichter's and the walking delegate, Warren.

"If there ever was a yarn that better illustrated the maze and mixings of modern business life, the strange and devious ways of modern commercial warfare, and the general way of the day in the industrial world I never knew it. This case was one of those that I speak of—the kind that start out looking like one thing and wind up in a big surprise, one of the kind that make a real workman in this line forget that he is being paid for his work and make him think only of the case.

"Lichter & Co., manufacturers of tinware, were the people. That is, they were the people that the case started with. It ended elsewhere, but that doesn't come until later. You've heard of Lichter & Co. Their name appeared in the papers a lot a little while ago, during the last labor disturbances, you remember.

"It was then that I came into connection with them, and for that reason. And because of it I had one of the most interesting times—to say the least—that I ever had in all my life.

"Labor trouble at Lichter & Co.'s plant was a matter of common, everyday occurrence, for it seems that for the last year and a half, before the time I speak of, there always was more or less disturbance among the working forces of the company. Because of the varied nature of their product this firm employed lots of different kinds of workmen, skilled and otherwise, union and non-union, and while the union men received the same pay as free workmen, they spent their money on beer and cigarettes and fast women and kept up a continual turmoil. When it happened that there was a lull between times and peace actually reigned in the plant—as it did once in awhile—it was

a good sign that somebody was getting ready for a fresh outbreak.

"Nobody could say that Lichter & Co. deserved all the trouble that they had, because they didn't. They paid as high wages as anybody employing the same class of labor, and the working conditions of the plant, while not model, were far from being intolerable. But here was the rub: they had to have so many different kinds of people in their plant that they thought they must run closed shop in some of the departments; and there never existed a closed shop yet that wasn't a hotbed for labor trouble. You bet! There always was the chance for one class to kick about how another class was working. And they did this—when they didn't have anything to kick about their own conditions.

"As I say, it had run on for a year and a half—possibly more—and it certainly did play the Dickens with the firm's business. They were the leaders in their line, with the next firm, the Brooks Company, running them a poor second, but through all their labor trouble the producing end of their business had been hampered so that they'd suffered a bad setback and were losing ground every day.

"It was a small union that made most of the trouble. Their President was Warren, and it was Warren who led them in their fight on Lichter's. The original strike was a long, hard battle—but a straight battle—for a closed shop in all the departments. This was ridiculous on the face of it, because it would have made necessary the organization of a union especially for this one plant—some of its workmen being employed in special lines not represented in any sort of trade union. Of course the firm refused to grant the union's demands and the fight was on.

"That fight took three months to settle, and the union men slunk back to work completely beaten. But they didn't come back to work peaceably, for Warren was at their head, and Warren's specialty at once began to be to make trouble for Lichter & Co. And he certainly made it. He had them up in the air all the time. One day it was a strike because of inadequate protection against accidents. In that strike—started to protect the poor workingman from danger—one man was killed and two more maimed for life. Fine! And all Warren's doings.

"Next it would be a strike of the unskilled laborers. Warren would organize them and get them to walk out in a body, and they, being of a class that didn't have much to lose, started riots and fights and all that sort of thing. And it was managed so that the strikes always were pulled off at a psychological moment, when there was a big order on hand and the quitting of the men would throw the works completely out of kilter.

"Yes, Warren certainly managed to make life a burden for this firm, and they sent for me and said: "There's only one way that we can get this thing stopped without buying Warren off, and we won't do that. We know the man is a crook—but we can not prove it. Ford, you look up

his actions and connect him with something that he can be arrested and sent over the road for."

"Now, that was a pretty stiff sort of an assignment—that is, it wasn't exactly what you would call 'nice work'—but I investigated the trouble and assured myself that Warren was a curse not only to the firm but to his deluded followers as well, and I went to work. I expected to find him coming around to Lichter's with a blackmailing proposition or something like that. At all events, I had no doubt that there was something that he could be nailed with as he should be, for the man was a crook, and you always can get a crook out of the way—if you know how. It was a straight case to me then—and that's why I say that the beauty of this game lies in its surprises.

"I began to work up Warren systematically. There was no particular hurry, for this was in a period of peace at the plant, and I proceeded to do a good thorough job. I traced his career backwards, way back to his tough kid days, but at the first haul the worst I could put up against him was the regular thing for his type of union official—slugging and rioting, and the like. That was nothing, for our purposes, and I started to shadow the man himself.

"Three days of this without anything developing—and then the surprise came off. I was following Warren downtown and he got into a cab. I took another and followed him. He drove about a block, then the cab stopped in front of the Behemoth office building. I alighted, thinking Warren was going to enter, but instead he remained in the vehicle, sitting far back against the back of it, so it was hard to see him. A couple of minutes of this, then out from the building came a man and got into the cab, and away they went. Wasn't anything exciting in that, only—the man was J. K. Brooks, President of the Brooks Company, Lichter & Co.'s nearest competitor.

"It took my breath away, and I'm used to surprises. But I saw the whole thing then in a flash. Brooks was Lichter's competitor, and Warren was hampering Lichter. The connection was obvious.

"Next evening the same thing happened. Warren got into a cab, drove to the same building, waited a few minutes, Brooks came out and got in, and away they went again. As soon as Brooks got in they began to talk. They had to stir up some more trouble, said Brooks; things had been allowed to get too quiet. Warren said: 'Fine; give me the hundred you promised me and I'll get some machine man to go out for a week, at least.'

"And Brooks passed him over five \$20 bills.

"How did I know? Well, I was up on the box behind and I took good care to know and hear all that was going on inside.

"And instead of going where Brooks and Warren wanted to go, I put the gad to the horse and drove 'em straight to Lichter's offices. We had it all fixed; all the officers of Lichter & Co. were there, and a couple of lawyers. It was kidnapping, because

they all but fought when we got to the office door, but they went in.

"That was about all I had to do with the case. I showed my proofs, including a pal of Warren's, to whom the latter had confided in a drunken moment, and sat back. Then Lichter spoke up:

"'Mr. Brooks,' he said, 'considering everything carefully, don't you think it would be advisable for you to sell out to us?'

"Brooks, scared stiff at the prospect of going down for conspiracy, allowed that he long had wanted to do just that.

"'And Warren,' continued Lichter to the other half of the sketch, 'considering everything, how long will it take you to put some of that last hundred you got of Brooks into a railroad ticket and use it? Conspiracy, you know, and your name is not any too good as it is. What do you say?'

"And Mr. Warren allowed that his health demanded that he travel. And that was the end of it. Which was not the end I expected to wind up with when I started on the case."

James Kells.

Another Automobile Factory.

Pontiac, Aug. 20—A deal has been closed here which means the establishment of a large automobile factory in this city. E. M. Murphy, head of the Pontiac Buggy Co., is to be President and General Manager of the new company, which will incorporate at \$200,000. Associated with him will be Frank E. Kirby and Allison P. Brush, of Detroit; R. F. Monroe, M. J. Hallinan and G. J. Cram, of this city, and James Dempsey, of Manistee. The company will manufacture a medium priced automobile, the feature of which will be the engine, designed by Mr. Brush, the inventor of the Cadillac "fool proof" engine. The car will be manufactured in runabout and touring car designs and will sell from \$1,000 to \$1,500. The company will begin business at once in the plant of the Crescent Carriage Co., but plan to provide the needed additional space before January 1. Several cars are now in course of construction and samples will be out in ample time for next winter's auto shows. The engine is an entirely new and different design from those now in use.

Many Tons Carried Across Town.

Battle Creek, Aug. 20—The largest job of its kind ever performed in this section of the country was done in this city last week when the 100-foot smokestack of the old Toasted Corn Flake factory was taken down all in one piece by the Emmerson Truck Co. Scores of interested people watched the operation, one of the neatest occurrences ever recorded here. The stack is 100 feet in height, with a diameter of 56 inches, and weighs seven to eight tons. Using "jim-poles" the Emmerson workmen lowered it carefully to the ground without removing a section. It was placed on wagons and moved to the new factory of the Toasted Corn Flakes Co., east of the city limits.

The poverty of life is due to the things we miss.

GOOD TALKING.

Urgent Plea for a Neglected Accomplishment.

Written for the Tradesman.

When a child has acquired a vocabulary embracing the most common words, and a sufficient knowledge of the construction of the language that he can use these words so as to express himself with a fair degree of clearness and accuracy, we say he has learned to talk. Every normal child gets this rudimentary knowledge in his earliest years. Any further effort, any systematic attempt to acquire skill and grace in speech, is commonly supposed to be unnecessary unless a person wishes to become some sort of professional talker, as a lawyer, preacher or elocutionist. Most people learn to talk when very young and talk on as long as they live, giving little or no conscious direction either to the matter or the manner of their conversation.

Of late years educators have laid much stress on the study of language and English has become one of the main subjects in the curriculums of even the primary schools; but the training seems to make for readiness in written composition rather than in spoken discourse.

Some of the finishing schools whose business it is to fit the daughters of wealthy families for fashionable society give some instruction in conversation, for a woman who could not talk would be but poorly equipped for a social career; but in most colleges other subjects regarded as more important fill up the entire course. A movement to throw out a few hours' science or classics each week and teach the students to talk would be regarded with disfavor by the hard-headed fathers and mothers who want their sons and daughters to learn things that are solid and substantial.

Some people are good talkers by natural gift. The paddy working with his shovel, perhaps unable to sign his name, may have it and be a delightful companion; the dean of a university, lacking it, may be a clam or a bore.

Where a person who has never studied the subject is an especially good conversationalist observation will reveal the fact that such an one has a somewhat unusual mental endowment which enables him to follow unconsciously certain laws which most of us are too dull to apprehend by intuition. Just as a person with a good ear for music may sing or play charmingly without having an intellectual knowledge of harmony. But most people who would talk well must learn to do so by conscious effort.

There is a fallacy having a strong hold on the popular mind, the idea that the tongue not only needs to be curbed, but would better be kept entirely motionless; that it is wiser to keep still than to talk, and that if all mankind were to join in a Silent Brotherhood, most of the troubles of this mortal life would cease. This mistaken view is embodied in the epigrammatic dictum that while speech may be silver, silence is gold-

en, which is usually accepted without qualification.

There are, of course, times and places when this apothegm is true; but the implication so often made that silence is invariably deserving of praise and speech always to be looked upon with some disapproval is false and should be exploded at once.

After the fundamental traits that go to make up good moral character, there is hardly a personal attribute more valuable as a social and business asset than the ability to talk well and entertainingly.

Of all accomplishments, skill in conversation is the most readily available for instant use and appropriation. The musician may lack his notes or his instrument and commonly has a temperament if not a temper that must be reckoned with; the artist must have brush or pencil; the actor a stage; but the good talker is independent of apparatus and location and can charm us always and anywhere.

Viewed in the light of an accomplishment the art of talking is worthy of most careful study and attention. It will be found useful to all, high and low, rich and poor. The king can not afford to despise it, yet the peasant may take it up with profit and pleasure.

Especially do we commend its cultivation to the middle-aged and the elderly, to invalids and non-athletic persons, to the great host of busy people whose time is too fully occupied to permit them to indulge in the popular sports and recreations or in literary or artistic pursuits involving much labor. The homely woman whom nature has seemed to slight when portioning out her gifts of attractiveness should not settle down into an ugly and silent wallflower. If she have brains she may become a good, perhaps even a brilliant talker, a delight to all who know her.

While years might be spent in an exhaustive study of the art of conversation still, a few minutes at a time, snatched now and then from the daily routine and devoted to it, will not fail of beneficial results.

Whatever qualifications of natural ability, of education, of wide and varied experience in life, one can bring to this study, all can be utilized. Let no one scorn to undertake it thinking he already knows enough. On the other hand, however meager have been the opportunities and education, let no one hesitate because he thinks he knows too little. Everyone talks unless prevented from so doing by natural defect or some serious affliction. Since one must talk in some manner, whatever improvement can be made is surely worth the required effort.

In the short series of papers which is to follow on this subject, no attempt will be made to give directions for platform or pulpit speaking. The articles will deal, not with oratory, but with conversation. They are not intended as a guide to the attainment of facility in the airy small-talk of ultra-fashionable society, but are for common people in the ordinary social intercourse of life, any man or wom-

an chatting with friend or guest or neighbor.

It is hoped that many of the hints will prove of value to the salesman talking with his customer, the doctor visiting with his patient, the minister calling upon his charges, the lawyer, not in his plea before the jury, but in conversation with his client in the office. For there is a borderland between society and business where the arts and customs of the one may be made to serve admirably the purposes of the other.

Quillo.

Three Good Reports from Marshall.

Marshall, Aug. 20—Stock in the New Process Steel Co., organized one year ago, now sells for \$20 per share or just 100 per cent. more than par. In fact none can be bought, but the last sale was made at that price. The big addition which was built to duplicate the first building erected has been completed and is now in use. Oil tanks to convey the fuel used have been erected to carry a three weeks' supply.

The Page Bros. Buggy Co. having

plans drawn for a four-story addition to the present building, which will give 25,000 more feet of floor space, a thing that has been badly needed for the last two years. Buggies are being shipped all over the world and so large has the business become that traveling salesmen had to be called in. The B. & B. Buggy Co. has just shipped a consignment of buggies to Denmark that will be used in the government service of that country.

The C. F. Hardy Co., which manufactures Hardyfood, has placed a new food on the market, a corn flake, in addition to the wheat flake which has been manufactured exclusively heretofore. The farmers in this vicinity have a ready market for all the corn they can draw this fall to fill the big storage bins of this company. A lot of new machines have had to be installed, but the wheat flake will also be manufactured the same as before.

The love of truth goes before likeness to truth.

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

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

Klingman's

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

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

Klingman's Sample Furniture Company

Grand Rapids

Ionis, Fountain and Division Streets.

Opposite Morton House

AROUND THE STATE

Movements of Merchants.

Fremont—Peter Oosting has sold his stock of groceries to J. W. Oosting.

Sault Ste. Marie—A new grocery store has been opened by Frank White.

Oxford—A new grocery store has been opened by Frank Bentley, formerly of Bentley.

Detroit—The capital stock of the Palace Laundry Co. has been increased from \$50,000 to \$75,000.

Marion—P. J. Wangen, who formerly conducted a grocery store here, has re-engaged in the same line of trade.

Springport—The store building occupied by Wellington & Smith, general merchants, has been badly damaged by fire.

Pellston—A. C. Tiffany, formerly engaged in the drug business at Boyne Falls, has purchased the drug stock of O. A. Eaton.

Boyne City—J. E. Miller has removed his grocery stock from his old stand to the new store which he has recently purchased.

Hartford—Arthur W. Olds has sold his grocery stock to Munson & Kernan, who will continue the business at the same location.

Sturgis—Louis F. Loetz and Arthur E. Gilhams have purchased the grocery and bakery stock of Oliver Moore and will continue the business.

Port Huron—Clarence Smith has retired from the grocery trade and taken a position with A. C. Colver, of Port Huron, with whom he was formerly employed as book-keeper.

Sault Ste. Marie—Wardell & Son, who have occasionally sold portions of their grocery stock preparatory to retiring from trade, have sold the remainder to the Rolland Sisters, who will engage in business on the corner of Portage and Johnstone streets.

Detroit—The Ferrin Bros. Co., of Detroit, has merged its produce business into a stock company under the same style, with an authorized capital stock of \$10,000 preferred and \$15,000 common, all of which has been subscribed, \$8,000 being paid in in cash and \$17,000 in property.

Sandusky—F. A. Corbishley, the clothing merchant of this city, has purchased the clothing and furnishing stock of E. P. Carman at Decker-ville, and will conduct it as a branch to his store in this city. Grover Whaling, Mr. Corbishley's assistant at his store in this city, has been promoted to the position of manager of the branch.

Detroit—Indications are that the Michigan Retail Lumber Dealers' Mutual Fire Insurance Association will be doing business by Sept. 1. The articles of association are nearly ready, and the organization will have no trouble in convincing the Insurance Commissioner that it can secure the \$150,000 worth of business required by law before it is entitled to its certificate of authority, for the amount of business already pledged exceeds that figure.

Bay City—Frank Buell asserts that the labor congestion is not so acute as it has been all the year. Men are coming back from the West and he has nearly all the men needed, with eight logging camps in operation. Next month operators in the woods will strengthen their forces and many small jobbers who log only in the winter will start camps. There is some speculation as to the extent of operations in the woods this fall and winter. It is thought that lumbermen will go somewhat slow. Wages are high and supplies for the woods are excessively costly. Mr. Buell is getting out this year about 200,000 telephone poles, 300,000 railway ties and a number of hundred thousand fence posts. There has been a good demand for ties, which bring 45 to 50 cents, and poles, which range from \$3 to \$30 each, according to length.

Manufacturing Matters.

Detroit—The Belknap Motor Co. has changed its name to the Michigan Steam Motor Co.

Detroit—The capital stock of the Detroit Roofing Tile Co. has been increased from \$20,000 to \$40,000.

Saginaw—The Germain & Boyd Lumber Co. has increased its capital stock from \$500,000 to \$600,000.

Bay City—N. Howell, who operates a skewer factory here, is filling an order for 2,500,000 of the little maple skewers for London, England.

Hillsdale—The Alamo Manufacturing Co., which makes gas and gasoline engines, has increased its capital stock from \$500,000 to \$600,000.

Bay City—The Merzhon-Bacon plant is having a good run manufacturing box material, the firm having some large orders, one single order being for 5,000,000 feet of box material.

Uby—A corporation has been formed under the style of the Uby Lumber Co. to deal in lumber and other building supplies, with an authorized capital stock of \$6,000, all of which has been subscribed and paid in in cash.

Battle Creek—A corporation has been formed under the style of the E. M. McConnell Co. to manufacture roofing materials. The authorized capital stock of the company is \$3,500, all of which amount has been subscribed, \$2,000 being paid in in cash and \$1,500 in property.

Detroit—The skirt manufacturing business formerly conducted by Jacob Fellman has been merged into a stock company under the style of J. Fellman & Co., who will also manufacture cloaks. The company has an authorized capital stock of \$3,000, of which amount \$1,500 has been subscribed, \$1,100 being paid in in cash and \$400 in property.

Johannesburg—The Johannesburg Manufacturing Co. has secured the lead of the country in the manufacture of trunk slats. The company owns a large body of fine elm timber and has installed machinery especially adapted for this commodity. The company is shipping consignments to San Francisco, Minneapolis, Philadelphia, Boston and other points and is filling orders for all the large trunk manufacturers in the United States.

In connection with the general hardwood manufactures of the company this feature is proving a good investment. It is said this concern has timber to keep the entire plant in operation nearly twenty years.

Battle Creek—John Watkins has renewed a contract by which he is to furnish the Advance Thresher Company, of this city, 2,000,000 feet of lumber the ensuing year, principally oak, elm and basswood. Strange as it may seem, the larger quantity of his timber is obtained in this vicinity and yet he has filled contracts for the same company sixteen years. He has 5,000,000 feet of standing hardwood timber within twenty miles of this place. He operates a small sawmill here and will put up another at Bellevue in September and still another near Honor. He is furnishing the Michigan Central Railroad with 10,000 ties, the South Bend Railway Company with 50,000 and the Michigan United Railway with a still larger number. Nearly all of the farmers in this portion of the State own small tracts of standing timber and all the merchantable hardwood is picked up in this way and taken off.

Saginaw—The Kneeland-Bigelow Company has closed a deal for the purchase from Wm. H. White & Co., of Boyne City, of 2,600 acres of heavily mixed timber lands in Montmorency county, estimated to contain between 25,000,000 and 30,000,000 feet. The terms were cash, but the consideration is not given out. This timber is contiguous to a large body in the same county owned by the purchasers. It will come to the mill at Bay City to be manufactured. The mill, which has been operated steadily day and night a year, will be shut down August 31 for ten days for an overhaul and minor repairs and then will resume sawing for another year day and night. White & Co. owned 43,000 acres of timber land east of Gaylord. When they put the Boyne City Railroad through to Gaylord a year ago it was intended to construct it through from Gaylord to Alpena, and as it would traverse this body of timber it was expected the greater portion of the timber would be railed to Alpena and be manufactured there. This project was abandoned, as White & Co. are curtailing further extensions in lumbering in Michigan, having invested heavily in Oregon, and the 43,000 acres in question were placed on the market. Several other Saginaw Valley people are negotiating for other blocks of it.

President Reinhardt and Secretary Clark, of the Michigan Retail Shoe Dealers' Association, were in the city last week completing arrangements for the annual convention of the Association, which will be held here August 26, 27 and 28. They were tendered the use of the Board of Trade auditorium for holding the meetings, but concluded to lease space in the Klingman building, so that the exhibits and the meetings can be held conveniently to each other.

A. J. Tiffany has engaged in the grocery business at Chippewa Lake, the Musselman Grocer Co. furnishing the stock.

Unbiased Opinion of the Primary Law.

What a change, my countrymen, has taken place in recent years. Formerly a political party stood for certain things, it made platforms and nominated men to stand upon them and defend them before the people. But now things are different. If a man has ambitions to hold an office he must first go out and find one hundred others who will give their written endorsement to his ambitions. Then he must report to Dr. A. M. Webster, the Civic News and the Evening Press what his views are upon grasshoppers in August, perpetual motion, the endless chain, brown gravy, legislative appendicitis, Grand River water, Peruna pellets, porous plasters, flood protection, the unwritten law, rebates on garbage, "next friends," kilowatts and kimono, and non-resident cats, after which, if he has the price, he may be elected.—Grand Rapids Chronicle.

Succeeded by Means of Primary Reform.

The Liberal League, an organization of Grand Rapids saloonkeepers, bartenders and gamblers, having for its purpose the making of Grand Rapids into a "wide open" city, with practically no restraint upon drunkenness and kindred depravities, had the brazen nerve to send out circulars demanding that the voters cast their ballots for the League's candidates for the Constitutional Convention, who were elected. Many of the League's most conspicuous members are now awaiting trial for flagrant violations of law, and their raw audacity in attempting to force their corrupt interests upon the attention of the voters at this time is utterly shameless, and ought to be instructive to the citizens.—Cedar Springs Liberal.

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

Buffalo, Aug. 21—Creamery, fresh, 22@25c; dairy, fresh, 18@23c; poor to common, 17@20c.

Eggs—Choice, 17@19c; candled, 19@21c; fancy, 22c.

Live Poultry—Broilers, 13½@15c; fowls, 13c; ducks, 12@13c; old cox, 9@10c.

Dressed Poultry—Iced fowls, 13½@14½c; old cox, 10c; springs, 16@18c.

Beans—Pea, hand-picked, \$1.65@1.70; marrow, \$2.15@2.25; medium, \$1.65; red kidney, \$2.40@2.50; white kidney, \$2.25@2.40.

Potatoes—White, \$2.40@2.50 per bbl; mixed and red, \$2.25.

Rea & Witzig.

A corporation has been formed under the style of the Vulcan Foundry Company, which will continue the business formerly conducted by the Vulcan Iron Works. The company has an authorized capital stock of \$50,000, of which amount \$44,340 has been subscribed, \$18,304.48 being paid in in cash. The stockholders are as follows: Lewis T. Peck, 567 shares; J. E. Peck, 1,600 shares; C. E. Peck, 566 shares; Wm. H. Jones, 567 shares.



The Produce Market.

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

Blackberries—\$1.75 per 16 qt. crate.

Butter—The market is active, both by way of consumptive and speculative demand. The receipts are normal and the quality good for the season. The present receipts are fully up to a year ago, while the price is 10 to 15 per cent. higher. No change seems likely in the near future, but if any comes it will probably be a slight decline. The make of near-by butter is falling off. Creamery is held at 25c for No. 1 and 26c for extras. Dairy grades command 22c for No. 1 and 17c for packing stock.

Cabbage—55c per doz. for home grown.

Cantaloupes—California Rockfords fetch \$5@5.50 per crate; Indiana Gems command \$1 per basket; Osage, \$2@2.50 per crate.

Celery—20c per bunch.

Cocoanuts—\$4 per bag of 90.

Cucumbers—15c per doz. for hot house.

Eggs—The market is not yet high enough to bring out fancy eggs from cold storage, and conditions will therefore be firm until further advances come. The weather has grown somewhat cooler and the current receipts are showing less effects of the heat. The present outlook is for a firm market and possibly unchanged prices for the next few days. Dealers pay 16c for case count, holding cancelled at 18@19c.

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 \$5.50 per box. The demand is very large and sales are heavy. Shipments from California are none too heavy and there is plenty of the imported stock.

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 \$1.40 per crate. Louisville fetch \$1.75 per sack of 65 lbs.

Oranges—The demand for shipment into the country is unusually good, but the city trade is quiet during the hot weather. Late Valencias are the only variety in market, commanding \$5.75@6 per box.

Parsley—20c per doz. bunches.

Peaches—Triumphs are now in sole possession of the market, commanding \$1.50@2 per bu. Hale's Early will begin to come in by the end of the week.

Peppers—\$1 per bu. for green.

Pickles—20c per 100 for cucumbers.

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

Poultry—Local dealers pay 10½c for live hens and 12½c for dressed; 9½c for live ducks and 11½c for dressed;

14c for live turkeys and 16@20c for dressed; live broilers, 12c.

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

Summer Squash—50c per bu.

Tomatoes—Home grown command \$1.50@1.75 per bu. The price will recede rapidly from now on.

Veal—Dealers pay 7@8c for poor and thin; 9@10c for fair to good; 10@10½c for good white kidney from 90 lbs. up. Receipts are nowhere near enough to meet 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.

The time for holding the regular meetings of the Grand Rapids Retail Grocers' Association has been changed from the first and third Thursdays of the month to the second and fourth Tuesdays of each month. For the present it has been deemed wise to hold the meetings at the stores of different merchants in various parts of the city, with a view to increasing the attendance at the meetings and augmenting the membership of the organization. President Fuller has invited the grocers to hold a basket picnic on his lawn at Spring Lake tomorrow afternoon. Special cars will be provided at 1:30, but regular cars can be taken if it is not convenient to reach the special. Mr. and Mrs. Fuller will provide coffee and lemonade for the crowd and it is understood that the President has some other features up his sleeve which will add to the pleasure of the occasion.

Petoskey Independent Democrat: Lorne R. Bain, who has been in the employ of the Reynolds & Bain hardware firm for the past five years, has resigned and left one night last week for Bay City to accept a position as traveling salesman for the Jennison Hardware Company. Lorne's many friends in Petoskey are pleased to know of his advancement in the business and are confident that he will make good.

The dental supply business conducted by C. A. Rogers at 64 Monroe street under the style of the Grand Rapids Dental Supply Co. has been merged into a stock company under the same style, with an authorized capital stock of \$7,500 common and \$6,500 preferred, of which amount \$10,000 has been subscribed, \$6,243.04 being paid in in cash and \$3,756.96 in property.

The Hobart Co., which recently took over the retail business of H. Leonard & Sons, has merged the same into a stock company under the style of the Leonard-Hobart Co. The authorized capital stock of the company is \$30,000 common and \$30,000 preferred, all of which has been subscribed, \$8,000 being paid in in cash and \$52,000 in property.

Some think they are full of faith because they turn their backs on the facts.

If you have faith you will see something glorious in every face.

The Grocery Market.

Sugar—Refined is unchanged and in fair demand. The great scarcity of peaches has cut down the August demand very materially. No change in refined sugar is in sight.

Tea—The market is stronger and higher and nearly all lines are now firm and active. There has been an excellent demand during the week and lowest grades of Young Hysons, Hysons, Formosa Oolongs, Foochow Oolongs and Pingsuey Gunpowders all show about 1c advance. The cause is the fact that stocks are so small and the market in the East is higher.

Coffee—Rio and Santos grades are dull, with a weak undertone, although prices have been fairly steady. Mild grades are steady to firm and in moderate demand. Java and Mocha are firm and unchanged.

Canned Goods—The tomato market shows quite a wide range of prices; packers have varying ideas about what their goods are worth. Some jobbers have cut out Maryland standards on the present price basis and are using Indiana extra standards almost entirely. Corn continues firm and there seems to be more confidence in the situation among jobbing buyers. Talk of short pack is frequently heard, based on the fact that crops are late and frost may catch them. Minnesota packers say they will be late in arriving on the market with their product this year. Canned peas are very strong; it is a question of quality rather than price. Wisconsin pack is short; all kinds of beans are very strong; this also includes baked beans. Such items as spinach, squash, succotash, pumpkins and asparagus are in short supply and prices rule quite high. Everything in gallons is decidedly scarce. Enough is now known to make sure that Eastern peaches of every grade will be scarce and high during the coming year. Pineapples all sizes and kinds are firm. New pack small fruits show a tendency to advance. Quotations on Michigan gallons packed in water were published this week. These are much higher than last year and will undoubtedly advance. Everything in California canned fruits is strong and advancing; early reports of short pack are thoroughly supported by later returns. Spot stocks of nearly everything are badly broken, and buyers are already looking forward anxiously to the arrivals of the new goods. Salmon pack is way short. Market on all kinds is stout, and tendency is upward. Sardines are very strong. Cove oysters are in short supply and market is strong.

Dried Fruits—There is no demand for prunes at present, and no advance will occur until the business comes. Prices are, therefore, unchanged, both on spot and futures. Peaches are unchanged and seem likely to be scarce this season, since considerable sulphur is used in their bleaching and the trade is uneasy about taking them. Since growers who use the sulphur are also uneasy, they have increased their sales of fresh peaches to canners, rather than to evaporators, thus avoiding the sul-

phur problem absolutely. Apricots are unimproved and very dull. Currants are in fair demand and unchanged in price. Raisins show no change for the week. The spot stock is still very small.

Rice—There is much difference of opinion about the future of the rice market. The demand is good and the present price situation is steady.

Syrups and Molasses—Glucose is unchanged. Compound syrup is dull at ruling prices. Sugar syrup is wanted for export at the same prices ruling for some time. Molasses is unchanged and dull.

Cheese—The market remains unchanged, so far as the city markets are concerned, but the country markets have advanced ¼@½c, which will probably be communicated to the secondary markets within a week or so. The consumptive demand for cheese is very good and is absorbing the receipts as fast as they arrive. We will have a speculative demand as soon as September comes, after which there may be a sharp advance. Stocks of cheese in storage are lower than a year ago.

Provisions — The consumptive demand for smoked meats is very good, but the supply is equal to the demand, and the market is only steady at prevailing prices. Pure lard is unchanged and stocks are satisfactorily cleaning up. Compound lard is firm and unchanged and is selling within ¼c per pound of pure. No change in either grade seems likely within the next week. Barrel pork is unchanged with prices firm.

Fish—Cod, hake and haddock are exceedingly dull on spot, although some business is doing for future delivery. Prices are unchanged throughout. New prices on sockeye and red Alaska salmon have not yet been named, but will be within a short time. The sockeye prices will be forthcoming first. On both grades the price will probably be somewhat higher than a year ago, owing to general firmness of the salmon market. The pack of red Alaska is expected to be particularly short. There has been no change in sardines during the week, either foreign or domestic, but the Maine packers announce an advance of 10c in quarter oils to take place August 24. This was to give buyers a chance to get in at the old price, which some few are doing. The demand for domestic sardines is good.

Enquiries Come from All Directions.

The Hurd Company had an extended notice of their new manufacturing departure, in the Michigan Tradesman, a trade paper which keeps ever on the alert for any new business. Since the article was published last week the company has received enquiries for the plaster board from as far north as Winnipeg, as far west as Washington, and in the Middle West from St. Louis to Duluth. The plaster board is not an experiment and there is a great demand for it. The Hurd Company has all the orders booked that it can handle for the present time.—Monroe Record-Commercial.

COLLEGE TRAINING.

Wherein It Is a Business Handicap.

That young man who is just entering his college fraternity, or who is just emerging from it into the world at this time, has particular need for taking a personal invoice of himself. Sizing himself up as mere John Jones or William Black, who is or who is to be an economic factor in an unfried world, he needs to take a doubly careful measurement of those influences which fraternity fellowships are likely to exert upon his individuality.

For expressing the bluntly bald fact as it has come to me from present day men of affairs to whom the young man must look for preferment the atmosphere of the college fraternity in the businesses of the time is a distinct handicap to the young man.

"What is the matter with the college man?" I asked of one of the great heads of a great business when he had expressed to me his dissatisfaction with the college man as he came to his notice.

"Lack of training," he said, quick as a shot. "The average young man out of college not only is not trained in material conditions of life, but his whole college experience has been untraining him. He knows too much of academic life to be willing to undertake the primary grades of experience in business, without which he can not hope to lay the foundation of his opportunity. He does not like to take the crisp order, 'Do this.' The position in which he finds himself in a great business is by comparison so much below his place of the day before in college that he is ashamed of it, ordinarily. His pride is hurt. And no great business has time or inclination to nurse this form of soreness."

As I have measured those college influences leading to this condition of the college man I know of nothing which has profounder significance than the atmosphere of the fraternity. There are reasons for it.

At the best, in these days of the great colleges and universities, each school, with its school spirit that must permeate it, tends to provincialism. Any young man fights for his school. It is better than another, or at least as good as the best. At least he is satisfied.

This is a form of concrete provincialism which needs to be reckoned with. But within the school itself another form of provincialism develops in the Greek letter fraternity, still more narrowing to the young mind in its formative period. So insidious may be this fraternity spirit as to be carried for years and years into mature lives of men as one of the chief detrimental agencies against individual progress.

The young man needs to study the provincialism of his school life in the light of the growing spirit of metropolitanism and cosmopolitanism that are just outside of the school walls. Time was when the small merchant in the city neighborhood decided that he had custom enough. His customers were "A1." He was doing well enough. To do a greater business would mean enlarging his store, hiring more men, and investing in more

delivery wagons. He couldn't do it. Which at once was a vital impetus toward the great department store, against which that particular type of small merchant inveighs and whose wagons lead and trail and cross and recross the tracks of his drivers in every direction.

To-day in the great businesses of the country there are employees who speak and write every language of the civilized world—to the end of business necessities. Every employee in a mercantile establishment dealing with the individual customer finds impressed upon him the necessity for being a "mixer." He can not be too tolerant—too broad in his general views. He must deal with the lettered and the unlettered. He must study and master virtually every type of man if he shall find success.

Before that provincial young man from the university atmosphere may have even an opportunity to prove himself, imagine the inspection he must undergo at the hands of this liberalized man of worldly affairs.

To the extent that this man of business scrutinizes this provincialism of the college man of fraternity bent and discovers the imprint of that provincialism he realizes that the young man's training not only has been a lack of training to business purpose but has been a subtle training which he must force that young man to unlearn.

Cliques formed in the machinery of a great business house may be taken as the worst manifestation possible in organization. In a house where a competent head of the business should find heads of departments separating even into social cliques, there would be investigation of the condition. As I have felt the pulse of the business world, I doubt if there is a head of any great establishment in the world who would trust a single fraternity pin to be worn upon the lapel of every head of every department under him, no matter how effectively his organization were working.

Men of affairs on large scale must study conditions in general. Principles must be dealt with to the exclusion of much detail. It may be easier to sacrifice a man than to attempt to train him. "Don't fool with him any longer," is an easy decision in a population of 80,000,000.

With the exception of the man who is trained to a special work in the world of business there is a certain degree of prejudice against the college man in business. Taken as a type, he doesn't mix well in the organization of men who have come up in the university of hard knocks and experience. Even in the medical society and in the bar association, where ethics are preached, the novice must undergo the cynical smile of indulgence; he expects a certain hazing process at the hands of the ripened ones of his own trained profession.

How much more difficult in the hard school of business if he shall "untrain" himself for its demands?

John A. Howland.

Some think they are wonderfully brave because they screw up enough courage to give poor old Jonah a lambasting.

How Women Spy on Girls in Big Stores.

Women detectives are numerous and successful in Chicago. Petticoated Sherlock Holmeses to the number of perhaps 100 follow their calling in that city with varying degrees of success. The woman detective is an extremely necessary adjunct to the working force of any organization devoted to the capture of criminals or the unraveling of mysteries. And the expert woman detective is as scarce as she is necessary.

The woman detective finds a profitable field for employment in the big department stores and in the jewelry houses. In order to do her work successfully she must assume various disguises, and this she does, in the department store, at least, by acting as a saleswoman of the firm. The department stores, sad to relate, are concerned more with the thievery that goes on among their own working force than they are with outside shoplifters, and for this reason they have to devise ways to safeguard their property against those who work for them as well as those from the outer world who constantly are trying to get their fingers on something that does not belong to them.

It is the duty of the woman detective in the department stores to act as one of the working force which she is set to watch. At her post in the lace department or at the counters where valuable and portable goods are displayed she has an excellent opportunity to keep her eye on her fellow workers, and if anything is taken away she is apt to know about it almost as soon as the thief does.

Detective agencies do not like to talk about their work or those who work for them. They will admit that women are employed as detectives, and that is about as far as they will go. Occasionally an incident develops that proves the presence of women detectives, however, in spite of denials from the agencies. Frequently a woman detective is used to secure evidence in the event of a divorce case, and more than one married man and woman learned to their sorrow, when their divorce case came to a hearing, that the silent, unobtrusive maid or seamstress that formerly was employed in their household was a detective in disguise, and that she was there for the purpose of securing the evidence to be used later.

The detective agencies often are called upon to unravel a mystery that makes the service of a woman detective absolutely necessary. Where it is required to gain the acquaintance or confidence of a woman the woman detective is much more able to perform that often difficult task than a man would be. Sometimes a male criminal can be tricked and captured by a woman detective where all other means to land him have failed.

In a celebrated diamond robbery case in Philadelphia a few years ago a young woman detective was met, wooed and won, apparently, by the man she wanted to turn over to the police. On the day that she, with her lover, started in a carriage to secure a wedding license, another carriage followed, filled with police officers, and when the young man asked

his bride-to-be where she thought they could find somebody to witness their wedding she turned to the group of officers who were waiting just outside the door. The head of the agency by whom the woman detective was employed had exhausted every effort to land his man, and without success, before the woman detective was called upon. She made short work of the diamond thief.

The trouble with women detectives, according to a male member of that profession in Chicago, is that they are unable to control their own feelings. When some one yells in the vicinity of a woman she assumes at once that it is up to her to scream, and she screams, nine times out of ten. Above all things the detective must remain cool and collected under all circumstances, and this is hard for women to do, say those who are supposed to know something about detectives and their work. Women also lack the physical strength required to grapple with desperate criminals, and this detracts greatly from their value as sleuths.

That women are quick to learn the methods of criminals is proved by the fact that many young women who hold the position of matrons in the various Chicago police stations have been able to give material assistance to the police officers. Sometimes a suggestion from them, based more on their intuition than anything else, has led to the discovery of a clew, and sometimes to the capture of the criminal wanted. As yet the Chicago police department has not seen fit to employ a woman detective regularly, although such a thing has been suggested several times.

The various detective agencies in Chicago employ about a dozen women to do work of this kind, although they are reticent about the fact, for the value of a detective, in most instances, lies in his or her ability to keep the identity secret. The managers admitted, however, that good women detective could earn as high as \$300 a month, and that it would be impossible to get information on some things without their help.

August Niemann.

Will Save Swearing.

Midland, Aug. 20—Ernest Cullen and Dr. Gustave Sjolander, of this place, have devised a simple sheet metal shoe lace holder and bow retainer which fastens on the shoe and prevents the strings from untying. A patent has been granted them and a large Boston shoe firm is negotiating with them and will purchase the patent or secure the use of the device.

Pontiac Factory Enlarges.

Pontiac, Aug. 20—The Hess Pontiac Spring & Axle Works has just let a contract for the erection of a one-story brick addition to their plant which will be 60 feet square. This will make room for enough more machinery to increase their force of men by 100. Increased demand for automobile springs has been a great factor in the continued growth of the business.

Ornamental piety usually adorns an empty heart.

PEANUT POLITICS.

Partisan Rancor in the Days of Buchanan.
Written for the Tradesman.

Queer how stiff was partisan rancor in the good old ante-bellum days. I am reminded of an incident that occurred a short time before the Civil War. President Buchanan was even then playing into the hands of the Secessionists of the South. A small burg on the Muskegon had been granted a weekly mail service and the backwoodsmen who had been going twenty miles for their letters were very much elated.

A tall, swarthy son of Indiana was the carrier. Dan Hagan was a raw-boned, loose-jointed specimen of Hoosierdom and a rank Democrat. This fact goes without saying, however, since none but Democrats were put on guard in those days.

The man appointed postmaster was a sturdy upholder of his party, yet an inveterate reader of the New York Tribune. People sometimes quizzed the old man because, being a stiff Democrat, he found such enjoyment in reading the fulminations of Horace Greeley.

"I allow," said Uncle Si, "that Horace is the only honest one in your black Republican party. He speaks right out in meetin', calls a spade a spade, while you fellers talk all around the bush. No, I like Greeley for being honest in his opinions if he s a d—d rascal."

Uncle Si held the postoffice for a year, when he removed from town and turned the outfit over to his deputy, who chanced to be a Republican, although one of Si's staunchest personal friends. The deputy ran the office in the name of the postmaster and several months passed without trouble or comment.

Dan Hagan was something of a politician in his way. He and the deputy often argued the point, Dan, getting the worst of the argument, flew mad and said he'd fix the flint of the other. How he did this was to report the exact situation of affairs to an administration lawyer resident at Grand Haven. Hagan met the lawyer at Muskegon on one of his weekly trips and mentioned the name of the man who was holding down a valuable position under the Government.

"But I thought Si Stanton held the postoffice at that place," said the lawyer. "The man you speak of is not one of us."

"You bet he ain't; he's the blackest Republican on the Muskegon."

"Well, well, this'll never do," said the attorney, swelling with dignity. "I'll see that this is looked into."

"That's right, Sam," chuckled big Dan. "You want to put a flea in somebody's ear right away."

The Grand Haven attorney communicated with the authorities at Washington and the postoffice on the Muskegon known as Bridgeton was at once investigated. Some time was used up in an attempt to secure a Democrat to hold the office. None could be found to take Uncle Si's place, however. The country was sparsely settled, and as it happened those capable of doing the business

at this point were not of the administration party.

The upshot of it was the Bridgeton postoffice was discontinued and the residents of the place and vicinity were thrown back to the old condition, the nearest postoffice being at Newaygo, twelve miles away.

Such petty peanut politics would not be countenanced at the present day. The men on the river "cussed" old Buchanan, while the women remarked that he was "A horrid, mean old granny."

The deputy postmaster came in for some guying because of the loss of so valuable a perquisite. "Since the office brought in about \$20 per year I think I missed it in not flopping in time to save my bacon," laughingly returned the deputy.

Dan Hagan continued to carry the mail between Muskegon and Newaygo, drawing his salary for the same with not a postoffice between the two points to receive the benefit. The discontinuance of the Bridgeton office was a piece of small partisan spite that was not forgotten a year or so later when the citizens of the river country rolled up a handsome majority for the railsplitter candidate. The postoffice at Bridgeton was resumed soon after the inauguration of Abraham Lincoln, with the one time deputy as postmaster, and the office is still in existence.

Dan Hagan had his revenge for being out-argued in politics, but he lost the few friends he possessed, since the Democrats were as angry over the loss of postal facilities as were the Republicans.

Affairs of state were rather loosely administered in those days. Thoughts of them now serve to bring a smile. On one occasion Hagan took passage from Newaygo on a lumber raft, his usual method of locomotion being on foot with the canvas mailbag flung over his shoulder. He never slighted a chance to ride, however.

Two hours after schedule time the lumber raft passed Bridgeton. It was too far to the shore to think of landing.

"I'll call to-morrow," yelled the carrier to a man who stood on the bridge as the raft swept under on its way to Muskegon, thirty miles away.

And so the patrons of the office, some of whom came many miles after mail, were obliged to return home disappointed. The public were completely at the mercy of their officials and grumbling and growling had no effect whatever.

When the first notes of Beauregard's guns echoed across Charleston harbor old Dan Hagan threw up his hat and shouted "Glory hallelujah!" He was a delighted old rebel and soon after quitted Michigan with the avowed intention of "going with his Southern brethren."

The picnic parade to Washington soon after began. Recruiting officers rode through the north woods seeking men for the army. Even the first call for 75,000 men met with a hearty response from the mills and lumber camps of Central and Northern Michigan.

The times were exciting and altogether brimming with patriotism. One

family sent four stalwart boys to fight for the flag—one only returned. One newly married fellow, in the very prime of healthful young manhood, with a pretty wife and all the world opening for their future happiness, pushed aside everything but honor and joined the army. He fell mortally wounded at Mill Springs. His wife never got over her loss. She lived her after life unwed and passed to the Beyond a few years ago, firmly in the belief that she was soon to meet her Harry in another world.

Old Timer.

Flint Secures a Branch Foundry.

Flint, Aug. 20—The Michigan Motor Castings Co. has been organized to do business in this city as a branch of the Detroit Stoker & Foundry Co. Plans are being prepared for a white sandstone brick building to be 75x300 feet in ground dimensions, and it is expected that the structure will be finished and ready for occupancy by the first of the new year. The company will make a specialty of castings for automobiles, and will start out with a force of from seventy-five to 100 hands. The details of the organization of the company will be completed and articles of association filed with the Secretary of State in a short time.

Use Female Labor at Home.

Traverse City, Aug. 20—So rushed with work is the local canning factory and so scarce is help that the company now delivers beans to private houses about the city for stringing, the housewife being given a chance to earn pin money without leaving her home. The company sends for them when done.

Will Manufacture Lightning Arresters.

Traverse City, Aug. 20—David Willard and Wallie Campbell have bought the United States rights to the Gifford lightning arrester for power plants and all places where electrical machinery is used and will start a plant here to manufacture the device on a large scale.

Lansing Secures Another Factory.

Lansing, Aug. 20—Arrangements have been made for the removal to this city of the plant of the Sanilac, Center Manufacturing Co., which manufactures bridges and culverts of corrugated iron and steel. The removal of the concern to this city is for the purpose of securing better shipping facilities.

A good deal of piety is only a game of trying to dodge the Almighty.

Apples

Fall and Winter Fruit

We want to hear from every carlot owner of apples as we will want a much larger supply this season than ever before. We are especially desirous of getting in immediate wire touch with shippers of early fancy varieties. * * * * *

We invite enquiries by wire and will answer all wires promptly wanting market information. We have an extensive trade all over the country, which enables us to pay you good prices for your fruit, or will handle carlots or less for you. If you have not enough for carlot send us what you have and we can make up cars here, or can always use small lots to ship in vegetable cars. * * * * *

We also want potatoes, cabbage, onions in carlots, in fact all goods grown in orchard or on farm. * * * * *

Yuille-Miller Co.

Grand Rapids, Mich.

Citizens Phone 5166

Bell Phone 2167



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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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 21, 1907

NO POSTPONEMENT.

That lugubrious lot of blank verse entitled "Young's Night Thoughts" possesses many good recommendations, not the least among them being: "Procrastination is the thief of time." For an Oxford man of 200 years ago Mr. Young was most decidedly not a failure and yet his epigram, as quoted, is incomplete for present use because it lacks the addendum: "and many other things."

Last spring the people of Grand Rapids, called upon to express by ballot their preference as to the source of the water supply for the city, voted by a large majority in favor of going to Lake Michigan as that source. And that verdict is the last, most direct and convincing expression by the people of Grand Rapids that has been given during the thirty-five-year discussion of the water supply question.

Since 1872 our citizens have felt the need of a water supply dependable at all times for culinary purposes, laundry uses and for drinking, and that need has developed steadily until now the demand is imperative.

Basing his opinion upon careful study of data secured by the Commission appointed for the purpose an eminent civil and hydraulic engineer tells us that an abundant supply of pure water, fit to drink at all times, well adapted for laundry uses and for all culinary requisites, can be brought from Lake Michigan to this city at a cost of about \$2,500,000.

Grand Rapids, already a city of 110,000 people and growing steadily and surely, is perfectly able to make such an investment self-sustaining, so that it would, in addition to taking care of the cost of operation, meet all interest charges and ultimately retire the bonds issued for its construction. And this will be done at an added tax of approximately 34 cents per \$1,000 assessed valuation.

No question has been raised as to the accuracy and correctness of the engineer's report, and, as the parliamentary people put it, the only question "now before the house" is as to voting the necessary bonds for carrying out the recommendations of the Commission and the engineer.

It is just here that the opponents of Lake Michigan have interpolated the objection that it is too sudden,

too soon for the people of the city to vote on so expensive a problem. Just here, also, those opponents, insidiously and with mock protest against extravagance, declare that they are not going to vote two or three million dollars to bring water from Lake Michigan with which to put out fires, sprinkle lawns and lay the dust on our streets.

With equal fairness and honesty might they protest to the Omnipotent against His reckless extravagance in permitting the rain to fall on our lawns and streets because rain water is a decided and expensive luxury in this city under present conditions.

Any recognition whatever of such an argument is bound to bring about further and indefinite postponement of the settlement of the water question, not even plausible because it is insincere and would not have been thought of except as an obstacle to the carrying out of the Lake Michigan plan.

As to the other and more honest objection, that the people are not sufficiently well informed on the subject to vote intelligently on the bonding question, the Tradesman holds to the opinion it expressed immediately after the vote last spring, that he subject has been so thoroughly discussed, and the verdict of a majority of our voters was so strong and free from qualification, that when the proposal to bond is voted upon it will be an expression by people abundantly qualified to render a fair and correct opinion.

It is a moral certainty that the vote at the coming fall election will be a light one; but that will be the fault of voters rather than evidence of ignorance as to men and measures to be voted upon. And whether the vote be light or heavy the majority vote will constitute a fair and legal declaration of preferences. And so our old friend, Rev. Dr. Edward Young, and his "Night Thoughts" come again to our mind when he says: "Be wise to-day; 'tis madness to defer."

The announcement that ex-Judge Rollin H. Person, of Lansing, is to be the Democratic member of the State Railroad Commission causes the Detroit Free Press to bewail the fact that the claims of Detroit are utterly ignored in making up the Commission. The claim is well founded, but those familiar with the enactment of the law creating the State Railroad Commission will naturally enquire what right Detroit has to claim recognition in this connection. She did absolutely nothing to assist in securing the enactment of the law. Her Board of Commerce, under the complete domination of the railway interests, took no stand whatever on this important question and rendered the Grand Rapids Board of Trade and the other commercial bodies of the State no assistance in the energetic effort they made to obtain this law at the hands of the last Legislature. Under the circumstances it would require an imagination of great magnifying power to understand why Detroit should ask for representation on the Commission.

THE CANAL ERA COMING.

Lyman E. Cooley, civil engineer, in his report on protection against floods in Grand Rapids, expressed his professional opinion that proposed protection will not be adequate and permanent until Grand River is widened and deepened from Fulton street to deep water below Bass River. Incidentally, he predicted that a ship canal from Lake Michigan to Saginaw Bay via Grand Rapids is a possibility quite likely to be realized in the not far distant future.

The problem of a ship canal across the southern portion of the Lower Peninsula of Michigan is as old as is the commonwealth itself. Surveys and estimates for such a canal were made forty years ago and one of the very first internal improvements undertaken by the State was the building of such a canal via Grand River, Maple River, across the northern part of Oakland county to the Clinton River and so on to Lake St. Claire. Relics of this enterprise are still visible at Rochester and Utica, telling the story of how the new State went ahead without counting the cost, to meet, of course, only dire failure. The later and more thoroughly digested proposition to utilize Kalamazoo River, Portage Creek, St. Joseph River and the River Raisin for a canal from Lake Michigan at Saugatuck to Lake Erie at Monroe was accepted as feasible, but only at a tremendous outlay of money, and so never got beyond the levels and the mathematical calculations of the civil engineers.

The plan suggested so recently by Mr. Cooley not only avoids the great elevations of Calhoun, Hillsdale and Lenawee counties, necessitating very large investments in locks, but it follows natural water channels except over a distance of about fifteen miles in Gratiot and Saginaw counties, utilizing Grand River, Maple River, Shiawassee River and Saginaw River to Saginaw Bay. Moreover, long before such a canal across our State could be completed—even although the work should be begun within the next four or five years—the Canadian government will have built its deep waterway from Lake Huron by way of Georgian Bay, French River and the Ottawa River to the ocean steamship wharfs at Montreal—the shortest possible all-water route from the Great Lakes to European ports.

Contemplation of these facts recalls the situation in this country half a century ago when the Ohio, Mississippi, Tennessee, Cumberland, Missouri and Red Rivers, as well as their chief tributaries, were fairly alive with steamboats. It was before the days of railways this side of the Alleghanies and when the Central West was so sparsely settled that, at the time, it seemed impossible that the day would come when, as during the past two decades, inland river steamboat traffic would be practically annihilated by the railways.

Our country has had phenomenal development as to population and business during the two decades last passed, and last season when it came to the moving of the crops from those great districts drained by the natural navigable waterways, and at the same

time handling ordinary all-the-year-round freight business, the railways were utterly unable to meet the emergency. More than that, the railways, by their arrogant impositions, had set the people of those districts hard against them, so that, naturally and simultaneously, wherever a natural waterway could be counted upon as a factor there was a strong movement in favor of river transportation. River improvement associations were formed all over the country and this cry of the people for the development of the natural transportation resources within their reach was heeded by the Fifty-Ninth Congress to the extent of \$86,000,000—the largest aggregate of appropriations for such improvements made by any Congress since the birth of our Nation. It has been said by commercial prophets that while the Nineteenth Century saw the era of railway building, the present century is certain to give birth to an era of canal building which will include not only the widening, deepening and damming of rivers, but the dredging of harbors and seaboard approaches.

As an illustration of the manner in which the United States, which has the most extensive and complete system of natural inland waterways for commerce of any great trading nation on the globe, has neglected this equipment the following exhibit is of deep interest:

France, with an area equivalent to about two of our ordinary states, has quadrupled her inland waterways, while we have practically abandoned ours, and now has 3,000 miles of canal; Germany has 3,000 miles of canal carefully maintained, besides 7,000 miles of other waterways; the British Isles have 8,000 miles of canal which do not antedate the railways, the Manchester Canal alone costing \$75,000,000 and built for and successfully reducing freight rates over a distance of thirty-five miles. Moreover, the indirect and permanent benefits from this latter enterprise more than warrant the immense investment. And all of these miles of modern canalways have been built since the railways were built. The most interesting fact in this connection is that wherever the canals compete successfully with the railways the latter are more prosperous than before the coming of competition, and general business conditions are largely improved.

The awakening has begun in our own country. The building of the Panama Canal will provide all-water routes from the Great Lakes to the Pacific coast and the Orient—a new and permanent way out from under the domination of the railways and a natural, rational utilization of resources the value of which it is beyond human ken to estimate.

J. H. Kinnane, the Dowagiac attorney, who betrayed the people and misrepresented his constituents on the Railway Commission bill in the Michigan Senate at the last session, is an active candidate for Congress to succeed Representative Hamilton. If the voters of his district are looking for a corporation tool Kinnane is just the man they want.

THE STATE CONSTITUTION.

How It Has Been Tinkered in the Past.

Written for the Tradesman.

The Constitutional Convention will meet at Lansing October 22, and as the per diem is good until January 31, it is reasonable to expect that the convention will last at least three months, and probably the full 100 days. The State's first Constitutional Convention, that of 1835, completed its business in forty-four days. The convention of 1850, which framed the present constitution, was in session seventy-three days. The convention of 1867 lasted ninety-nine days and the Constitutional Commission of 1873 was in session fifty days. The constitutions framed by the convention of 1867 and the Commission of 1873 both failed of ratification when submitted to the people.

What the convention soon to meet will try to do, what its ideas will be and what its tendencies, whether liberal or conservative, will not be known until the delegates are actually elected and meet at Lansing. The general impression, however, is that the inclination will be to remove or at least lighten many of the restrictions contained in the present constitution. The demand appears to be for a broader gauge fundamental law, one that allows of greater latitude for legislative discretion. It may not be generally known, but nevertheless it is a fact that the State's first constitution was distinctly broad gauge and a very little study of State history will show that experience under it furnished the reasons for imposing most of the restrictions which are now found fault with.

Under the first constitution there were but two elective State officials, Governor and Lieutenant-Governor. All the others were appointive by the Governor, some with and some without confirmation by the Senate. Even the Justices of the Supreme Court were appointive, with terms of seven years. This plan gave the Governor entirely too much power and lead to abuses and the convention of '50 made all the heads of departments and the justices elective. The coming convention will not interfere with this plan, but, on the contrary, may extend it to include the Railroad Commission and the Tax Commission.

The first constitution left the fixing of official salaries to the Legislature, the only exception being a limitation of \$3 a day for members of the Legislature. It was the experience that the State officials were constantly bringing pressure to bear for increases in their compensation. In some instances the Legislatures succumbed to the pressure; in others it worked the other way. Governor Mason was allowed a salary of \$2,000 a year and \$500 a year for house rent. The rent was first cut off and then the salary reduced to \$1,500, and the constitution of '50 made it \$1,000. The Secretary of State was first paid \$1,000 and fees, and this was later reduced to \$800. The State Treasurer advanced from \$500 to \$800 and then to \$1,000, the Auditor General from \$500 to \$1,000 and the Attorney General from \$400 to \$500. The convention of '50 placed them all on a \$800 or

\$1,000 basis, and in most instances these salaries obtain to-day, while the salaries paid to deputies, which are fixed by the Legislature, have mounted to \$2,000 and \$2,500. The salaries of Justices of the Supreme Court were left to legislative judgment and are now \$7,000 a year, although there was a strong sentiment in the convention of '50 in favor of paying the Justices not to exceed \$1,200. One of the delegates argued that farmers working every day in the year and long hours were able to earn but \$1 a day and he thought \$1,200 a liberal allowance for a man working only part of the time and short hours. In the new constitution it is likely the salary question will be left to legislative action. If this is not done there will be several State officials who will believe the convention was in vain.

The first constitution provided that "internal improvement shall be encouraged by the government of this State; and it shall be the duty of the Legislature, as soon as may be, to make provision by law for ascertaining the proper objects of improvement in relation to roads, canals and navigable water." Under this provision the State floated a loan of \$5,000,000, and entered upon an extensive plan of railroad and canal building. Three railroads and as many canals were projected across the State and work upon them was begun. The loan went wrong, by which the State received only part of the money expected. The hard times came. Work on the canals was first stopped and then railroad construction was suspended. The State had the railroads on its hands, however, and continued to operate them with a regular annual deficit until 1847, when private corporations took them off the hands of the State under perpetual charters and at bargain prices. In addition to this the State advanced money to various railroads and took stock in others. When the collapse came the State lost. The convention of '50 sought to protect succeeding generations from the folly of the fathers by inserting that provision which forbids the State being interested or a party to any works of internal improvement.

The provision in the present constitution making the Governor and Lieutenant-Governor ineligible during their terms to election to the United States Senate grew out of the fact that Governors Woodbridge and Felch were elected during their terms to the Senate, and there may be a suspicion that they used the patronage at their command to help along their ambitions.

The constitution of '50 provides that the "Legislature shall not establish a State paper," which recalls an old scandal of State patronage being used to bolster up various party organs.

The Legislature used to meet annually with no time limit on its sessions. The House members were elected each year, while the Senators were elected for two year terms, half the membership retiring each year. The constitution of 1850 changed this to biennial sessions, the members of both houses being elected for two

years and a time limit was placed on the session. This time limit was lifted by amendment in 1860, and in its place a limit of fifty days was fixed for the introduction of bills. This latter limit was removed by amendment four years ago. The new constitution may provide for annual sessions with time limit, and a fixed salary for the members covering the two year term instead of per diem.

Under the first constitution the Governor had the power to adjourn the Legislature if the two houses could not agree. This power was not perpetuated in the constitution of '50 nor is it likely it will be revived in the new constitution.

Amending the constitution was not easy under the old constitution. Proposed changes had to be approved by two successive Legislatures before being submitted to the people for ratification. The approval of one Legislature is now sufficient and will probably so remain.

The matter of corporations was disposed of in short order by the framers of the first constitution. All that is said on this subject is that "the Legislature shall pass no act of incorporation, unless with the assent of two-thirds of each house." The article on corporations in the '50 constitution fills two pages and contains ten sections. The perpetual charters possible under the first constitution were changed to a thirty year limit and many safeguards and precautions were thrown about their organization and their methods of doing business. This article has been amended in four of its sections since its adoption fifty-seven years ago and in the coming convention few articles in the whole instrument will be so subject to change.

The '50 constitution devotes a page and a half to the subject of taxation, while the first constitution does not even mention it. This will be another important chapter in the new constitution with some radical changes probable.

The constitution of '35 was patterned largely after the constitution of New York at that time, and in most respects was certainly broad gauge enough to satisfy anybody. The constitution of 1850 was framed when the State was still suffering from a prolonged business and industrial depression and from various scandals in the administration of State affairs. That the convention of '50 should

have been critical and restrictive is not at all strange when the circumstances of the times are considered. Even though the present constitution is not all that it should be the fact may be worth remembering that the State has lived under it for fifty-seven years and prospered.

He Did Things.

He was a cynic, and when a young man with the country sunburn on his cheek and a dress suit case in his hand boarded the car at the depot the other said:

"You've had your two weeks off."

"Yes."

"You've been out in the country."

"Yes."

"You've stopped at some farmhouse at several dollars a week."

"So I did."

"And you slept on a straw bed and were bitten by mosquitoes all night."

"Positive fact, sir."

"And the fresh milk was sour and the butter rancid."

"Tasted that way to me."

"And it was durned bad cooking."

"Durned bad."

"And the weather was hotter than in town."

"Ten degrees better."

"And you'd have done a blamed sight better to stay right at home."

"No disputing that, sir."

"And—and—" said the cynic, trying to get off something more, but he was interrupted with:

"But I got even with 'em. I killed the farmer and his wife, set the house on fire, slaughtered all the live stock, broke down a mill dam and threw a train off the track. I shall go again next summer. I like it."

Her Simple Request.

"I am going to ask a great favor of you," she said hesitatingly.

"It is already granted," he answered devotedly.

"A very great favor," she repeated, as if doubtful of the propriety of stating it. "You're sure you won't think it presumptuous or forward in me?"

"Never," he answered. "I glory in this evidence of your trust and confidence. Only tell me what I can do for you."

"Well," she replied with evident reluctance, "would you mind getting up off that rustic bench? Papa painted it this afternoon, and he will be awfully provoked if he has to do it over again."

WHERE THE WIND, WATER AND WEATHER GET IN THEIR WORK

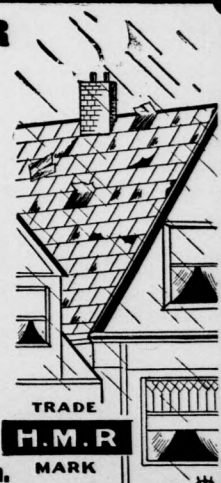
The roof is the first place the elements attack a building—sun, rain and wind bring rust, rot and decay to wood and metal roofs.

H. M. R. Roofing—the Granite Coated Kind—resists all these destroying agents.

The dealer who sells it is building up a big business for the future. Every roll sold sells many others.

Proof and prices will get you in line. Write today.

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





Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Aug. 17—The jobbers generally speak of the coffee trade this week as of about the smallest proportions of the year. The supply, of course, is ample and the general range of values is practically without change. Rio No. 7 in an invoice way is held at 63½c. In store and afloat there are 3,925,333 bags, against 3,801,218 bags at the same time last year. Mild grades have been in better request and seem to tend to a higher level. Bogotas are in light supply and goods to arrive are taken before they get here. Washed Bogotas are worth 10@12½c; Good Cucutas, 9½c; East Indias are steady; Mocha, 17@19c; Padang Interiors, 18@18½c.

There is not an item of interest in sugar. Refined is wonderfully dull and new business is practically at a standstill, and the withdrawals under previous contract are very light. It is apparent that dealers in the country are well stocked up, and until supplies are lessened the markets here will be quiet. Granulated, 4.80c, less 1 per cent. cash.

The whole situation in teas is most encouraging and there is said to be a better midsummer trade than has been the case for years. Old crop Formosas and Foochows have been trotted out after sleeping a long time and are said to have been worked off at full rates. Despatches from abroad indicate higher markets, and upon the whole sellers are rejoicing in the outlook.

Rice is very firm. The demand is good and supplies are moderate. Some fancy new stock has sold readily at about 6¾c and some sales are reported at 7½c, although this is exceptional; good, 5¼@5½c.

The advancing season brings more strength to the spice market and every article is held at full rate. Sales, individually, are not large, but the aggregate is very satisfactory.

Molasses remains quiet, but holders are confident of a good fall trade. The supply is sufficiently large to meet requirements and quotations are well sustained, although unchanged. Good centrifugal, 22@26c; prime, 26@33c. Syrups are steady.

In the canned goods trade most interest is centered in salmon and there seems to be no end to the "possibilities" of this article, as spot red Alaska is quoted at \$1.20 and the chances are mighty good for the \$1.25 mark being reached within a short time. Supplies are so light that within a short time the market will be entirely cleared, and there are those who think the \$1.25 rate will soon prevail on the coast. Spot sockeye is valued at whatever can be agreed upon between buyer and seller. In canned vegetables most activity is shown in peas. It seems quite evident that the pack of the large sizes will be of moderate proportions and prices are subject to negotiation. Some Southern standard

3s are quoted at 95c@\$1. Differences of opinion between buyer and seller as to the value of tomatoes have led to a rather quiet week. The former look for a big pack, while sellers, whatever may be their opinion as to the magnitude of the output, are not inclined to talk of less than 82½c, while quite a number insist on 85c. Corn is firm on prospects of a light pack, but dealers do not look for any substantial advance—at least not in the near future. Other goods are doing fairly well. Fruits are well sustained and there is an average amount of business.

Special grade of creamery butter is worth 25c. Conditions of the market are quite satisfactory. The demand is sufficient to prevent any undue accumulation, and yet there seems little prospect of any pronounced advance. Extra creamery, 24½c; firsts, 23½@24c; factory, extras, 21½c; firsts, 20½@21½c; process, 20@22½c.

Cheese is doing fairly well, although the transactions are not very large. Full cream is held at 12¼c for small sizes and 12c for large. A good deal of stock still shows the effects of heat and must be sold for what it will bring.

Eggs are firm, especially for stock that will stand the test, and it must be "recently picked fruit" that brings top figures. Western, extra firsts, 20@20½c; firsts, 18½@19½c and down to 13@14c.

Business Men Observe Boys.

It is a good thing for a young man to know how to act while in the presence of business men. One man tells how three Chicago boys gained materially by having the correct ideas about such matters. All of these men now are well along in a promising business life. One of them is in the office of a well known traction manager, another is in one of the best known banks in Chicago, and the third sits at the cashier's desk of a Denver bank.

All of these men, when boys, belonged to the special delivery service of the Chicago postoffice. They were boy carriers and began at the lowest round of the ladder. One of them was accustomed to deliver letters to a traction man. One day the superintendent of the special delivery got a note from the traction man. He said he had noticed the businesslike manner of the boy and his general deportment, and he wanted a good young man for his office. The boy got the place, and to-day he is well along in a business in which he found a place by his own unconscious behavior while a carrier boy.

A Chicago banker got a boy from the same bureau. He had been attracted in the same way that the traction man had been, and by a similar circumstance a third boy got a start in the banking business. Not long ago a Denver bank asked a Chicago banker to send him a good cashier, and this third boy was sent to answer the call. He now is a prominent official in one of the best financial institutions of the Centennial State.

In neither case did the seeker for help ask the head of the postoffice bureau to pick out a boy. In each case the man who wanted a boy had seen him and noticed his general

get-up. In each of the three cases it was the businesslike air that the young messenger carried along with him that impressed the man who wanted his help. J. L. Graff.

Wisdom of the Serpent.

Snake sense waxes with snake knowledge. Those who know say that snakes do not sting with their tongues, that snakes do not charm birds and people, that the green serpents are not venomous, that there is no such creature as a hoop snake, which rolls like a hoop, that there is no horn snake with a venomous horn at the tip of its tail, that snakes are not blind once a month and regularly during dog days, that snakes do not molt or shed their skins each month, that serpents can not blow out or spit out poison, that snakes do not chase and attack people without provocation, that serpents and other reptiles are not slimy, that certain kinds of snakes do not milk or suck cows, that when snakes are killed the tails may die before it thunders or before the sun goes down. Kill a snake and turn it over and it will not bring rain. Snakes do not spring or jump from the ground at their victims. Snakes do not lose their venom by being deprived of water for six days or more. Snakes do not have medicinal properties.

Equal To the Emergency.

Customer—Have you any tartar emetic?

Druggist's Boy (rummaging over the shelves)—No, sir, but we've got something just as bad.



Dairy Feeds

are wanted by dairy-men and stockfeeders because of their milk producing value. We make these a specialty:

Cotton Seed Meal
O. P. Linseed Meal
Gluten Feed
Dried Brewers' Grains
Malt Sprouts Molasses Feed
Dried Beef Pulp
(See quotations on page 44 of this paper)

Straight car loads; mixed cars with flour and feed, or local shipments. Samples if you want them.

Don't forget
We Are Quick Shippers

Established 1883

WYKES & CO.

FEED MILLERS

Wealthy Ave. and Ionia St.

GRAND RAPIDS, MICH

We Sell

Ben-Hur
(In Seven Sizes)

Famabellas
(In Six Sizes)

Red Roosters

Mr. Quaker

Hemmeter Champions

S. C. W.

Iroquois

Almovar

Royal Major

Cremo

And many other

Cigars

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

Advertising Which Shows on Right Side of Ledger.

Written for the Tradesman.

Bradstreet's reports show that 80 per cent. of the business failures are firms that do not advertise. To the merchant who would be progressive this is quite significant.

While we do not mean to say that you will fail if you do not advertise, we do mean that you can do more business by advertising.

This is not theory but fact, backed up by the success of the greatest merchants of the day. Most of them started in a small way and by good business methods, together with the advertising, have achieved success.

There are some who, we will admit, are a success that do not advertise, but this does not prove that their success would not have been greater had they advertised.

We have in mind a merchant in one of our nearby cities who does no advertising. He has a large trade and might be called successful, and yet there are other firms who have not been in business so long who are doing a much greater business than he; business that might have been his—or at least a goodly amount of it anyway—for he has the reputation of carrying good, dependable merchandise and selling it at a fair price, and people have the utmost confidence in him.

But people went to the other stores, because they told them of what they had to sell. This is only one instance. It could be multiplied many times.

A great many merchants look at advertising as so much money wasted; so much given to the newspapers. We will admit that much is wasted, but because it is not spent judiciously. This is the advertisers' fault, not the newspapers; a merchant will contract for so much space in his local paper, place his first advertisement, then allow it to stand without a change until the newspaper man gets tired of seeing it and asks for a change. Without any previous thought the merchant sits down and in a few minutes the advertisement is ready. I had a merchant tell me once that he could write a page advertisement in fifteen minutes.

The majority seem to think that if their name is before the people that is enough.

If you, Mr. Merchant, will give the advertising the same thought and care that you do to every other important item of your business, systematically planning your advertising for several weeks ahead, using space enough to tell what you have to tell in plain English and have something definite to talk on, not try to tell all your story in one advertisement, but giving them something different each time—and let that time be every issue of the paper, whether it be daily or weekly—you will find your business increasing.

A merchant should have faith enough in his goods to tell people about them—not only once, but all the time, keeping everlastingly at it.

If you can not write your own advertisements—and a good many merchants are not adapted to this kind of work—and you can not afford to hire an advertising man, you can most always find a man in your own town

who is especially fitted for this work who will gladly do it for you for a small sum per month.

You can make your store the greatest in your town by advertising—provided you have the goods, sell them right and live up to everything you advertise. I think another proviso belongs in here, too; that is, if your help is right: almost as much depends on your sales force as on your advertising; many a time is the effect of a good advertisement spoiled by some cheap clerk.

Your sales force should be posted on what is being advertised. It often happens that a customer sees your advertisement, is impressed by it, comes to your store to do some shopping. The goods advertised are not displayed where customers can not help but see them. Clerks should be posted on how good the values are; whether they are purchased for this occasion or not; in fact, should be given any and all information that will tend to help them talk intelligently to customers.

Many times have I seen clerks stand up before customers like dummies with no knowledge of the goods other than that they are there and there are the prices. This will kill the effect of any advertising. Keep faith with the people, always giving them all you promise and a little more if possible; and when they find it out—and depend on it they will—then, and then only, will your advertising expenditure be on the right side of the ledger.

Homer Howard.

The New Ten Commandments.

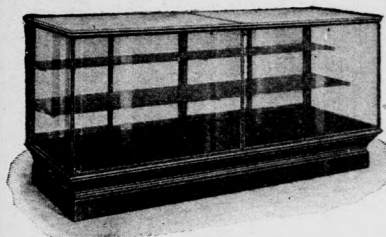
1. Thou shalt not go away from home to do thy trading, thou nor thy wife, nor thy sons nor daughters.
2. Thou shalt patronize thine own merchants, also the printer, and they shall patronize thee.
3. Thou shalt patronize thine own merchants that they may not be driven from their homes to find food for their little ones.
4. Thou shalt pay thy bills promptly that thy credit may be good in the land where thou dwellest, and thy neighbor shall greet thee gladly.
5. Thou shalt not knock props from under thine own town in order to be avenged on thine enemy, lest thou perish with him.
6. Thou shalt not incline thine ear to the voice of pride nor permit vanity to overcome thine heart.
7. Thou shalt spend thine earnings at home, that they may return whence they came and give nourishment to such as come after thee.
8. Thou shalt not bear false witness against thy town wherein thou dwellest, but shall speak well of it in the ears of all men.
9. Thou shalt not covet thy neighbor's seed wheat, nor stove wood, nor his coal, nor his yearling, nor his meat hog, nor the corn that is in his crib, but whatsoever thou desirest thou shalt buy from him that hath to sell and thou shalt pay the price in the coin of the realm.
10. Thou shalt keep these ten commandments and teach them to thy children, to thy children's children, unto the third and fourth generation, that they may be made to flourish and wax rich when thou art laid to rest with thy fathers.

Sherwood Hall Co., Ltd.

Iron and Steel

Horseshoers' and Blacksmiths' supplies at lowest market prices

26 North Ionia St., Grand Rapids, Mich.



No. 600
Display Case

We Can Give You Prompt Shipments

We carry at all times 1,000 cases in stock, all styles, all sizes. Our fixtures excel in style, construction and finish. No other factory sells as many or can quote you as low prices, quality considered. Send for our catalog G.

GRAND RAPIDS SHOW CASE CO.
GRAND RAPIDS, MICH.
The Largest Show Case Plant in the World



The
Ben-Hur
Is a Safe
Foundation
Upon Which
To
Build

a new business and equally as good for an old one that needs new life injected into it. There's no trick about the way the Ben-Hur builds and holds trade. Being made on honor and sold on merit, it outclasses any five center on the market. Be

On the Safe Side

Mr. Dealer. Fill your case daily with cigars that are on the go all the time. Harness your confidence on the Ben-Hur and ride to your goal. A progressive man like yourself is satisfied with nothing but a racy business; that's why we want you to start off now in the Ben-Hur direction of progress.

GUSTAV A. MOEBS & CO., Makers

Detroit, Mich., U. S. A.

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

Four Kinds of Coupon Books

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

Tradesman Company - - - Grand Rapids, Mich.

PEACE IN THE RANKS.**The Hardest Task Improved on the Chief.**

"What is the hardest single classification of work which comes to you day after day?" I asked of the President of one of the greatest mercantile corporations in America.

"Keeping down the friction which arises in a great business having its scores of assistant chiefs and department heads and foremen and on down to the thousands of the rank and file of employees! There is a chance for all that is politic, philosophic and judgmatic in man."

This answer came to me with a shock, especially in view of the fact that I had asked the question of one of the accredited greatest organizers in the country.

In the organization of a great business which must take into itself individual men of individual likes, dislikes, prejudices, ideals, or lack of ideals, the organizer of such a working force has a complicated mechanism under his hand. In the structure of a great inanimate engine the engineer in its construction knows at once the points of possible friction. He knows where oil inevitably and without fail always will be needed. He knows, too, that as long as he maintains a careful scrutiny of the engine, keeping its parts in order, no portion of the engine anywhere possibly can clash with another part of the same machine.

But in the machine of human structure that shall have driving force no organizer knows at what point and when and how the working of the whole machinery may be blocked by the most unexpected clashing among its parts. That one part of the machine must be higher than all others in authority and that other parts must be higher than most of its parts, with the stimulus of individual preference and promotion held out virtually to all employees, this necessity for preventing disorganizing frictions must be appreciated to the fullest.

It borders upon the impossible that any great departmental business should be organized so accurately that one department's work does not infringe upon the work of another department. With two department heads feeling called upon to decide the same question which may have been brought to both of them by the machinery of their several departments, the position of these men at once calls for an arbiter who, in the judgment rendered, shall not needlessly provoke protest in the decision.

For in this intricate machine of individual human parts it is not enough—as in the case of the engine driver—that friction shall be stopped summarily by the most available immediate means. The head of a great organization of men must have an eye to the condition in which he leaves those frictional parts when he has ended the friction.

"Go downstairs!" to one man and a smiling "All right, Smith" to the other will not do in the organization of business. Jones and Smith are

equally valuable to the institution if friction can be avoided. They are the best choice of the organizer for their several duties. He doesn't know where to go for better prospects in his service. At the same time Smith and Jones are equally valueless to him unless this friction can be avoided. The position of the organizer with regard to smoothing the friction, and at the same time leaving the two conflicting parts less likely to friction thereafter, is a work worthy of the high salaried place of the President of a great organization.

The element of friction in a great business always must remain at least a dormant possibility. Men in an inferior position always are likely to be found with ideas and executive capacities that are in advance of a superior officer. This always is inevitable, unless the organizer shall have superhuman faculties in organization. The inferior man must have time in which to show his inferiority over the man in the inferior position, as the man in the inferior place must have time in which to prove his capacity for the place higher up. Especially in the ways and means to this end the man underclass is likely to cause friction with the incompetent higher up. Yet the organizer in the end may discover that if only he can effect this simple change of place for these two men, leaving the deposed man in good temper and loyal to him, he has worked to the best results for his organization. Can one fail to see the tactfulness that is necessary in the organizer?

In that person of the most democratic tendencies in all his individual relations you may discover a martinet when he is placed in a position of authority in a prescribed territory where a fellow employe would "meddle." His democracy itself makes him intolerant. "Who is ruining this department? Who is he to butt in?"

Frequently the organizer of a business is responsible for many of the frictions which arise for his adjudication. No one cause for such frictions is more prolific of trouble than is the clear mapping out of the privileges and also the restrictions of departments. Always there will be a type of man who is inclined to assume an authority which he does not have, and accordingly as he succeeds at it the greater will be his assumptions and the less inclined many heads of other departments will be to attempt to combat them through the head of the organization. In this manner a hidden friction arises as the most menacing of all forms of friction. Before it is discovered a whole section of a great business may be involved and stirred to a point of hidden hatreds and disloyalty which may threaten ruin to the establishment.

Perhaps no one employe in any organization can make himself more generally objectionable and more thoroughly an element of disloyalty and secret discord than can the private secretary to the head of an establishment. Most frequently this private secretary represents the personal shield which his employer needs against his privacy in his office.

Grand Rapids

Grand Rapids is the greatest food market in Michigan. It is in the center of the fruit and vegetable producing belt of the State.

The State

Grand Rapids is to Michigan what London is to the British Empire.

Population

Grand Rapids is the second city in population in Michigan. It is the **FIRST CITY** in business hustle and wide-awakeness.

Judson Grocer Co.

Our big Wholesale Grocery business with fine **NEW STORE** is worthy of Grand Rapids. We cordially invite you to visit us and we solicit your valued patronage.

JUDSON GROCER CO.

GRAND RAPIDS

WM. JUDSON, Prest. EDWARD FRICK, V. Prest. O. A. BALL, V. Prest.
H. G. BARLOW, Sec'y H. T. STANTON, Treas.
E. A. Gregory, Notion Department W. F. Blake, Tea Department
W. S. Canfield, Flour Department

Through the secretary the official does or does not see the public.

But in the absence of the chief executive of the organization there is need of a semblance of his personality and his authority in minor matters. No word ever has been given out that the secretary is more than secretary to the president. But in that absence of the superior, and without the stated delegation of authority from the chief, the private secretary may become the tactless bull in a shop of chinaware. He, above almost any other employe, is immune from complaint to his chief. He is the choice of the chief as a personal employe.

"That highest point in business organization has been reached when literally the head of every department may rise and say: 'Come on, boys,'" declares my organizer authority. "Militarism in business is obsolete. You can not drive men—you must ask them to follow you, and the more earnest and loyal the following the greater the success of the organization." Hollis W. Field.

Five and Ten Cent Stores Delusion and Snare.

Written for the Tradesman.

"The Five and Ten Cent Store," remarked the Manager of one of them in—well, say Michigan, "is a delusion and a snare. Either condition is bad enough in itself, but take the two in conjunction and they will beat the band for wheedling money out of stockings and old teapots.

"A woman of the middle class—or perhaps with less money to spend than have even they—thinks, for instance, in her own home that a hammer is about the nicest household utensil for a woman to have handy. John has his fine one always out in the tool shed, necessitating the special trip of some one to get it transferred to the house for every little job. Suddenly a thought strikes Mrs. Mary and, as she is a proud soul and an excellent housekeeper withal, she says that one day she will fare forth and acquire a hammer for her very, very own.

"So the hammer is put on her shopping list and the next time Mrs. Mary goes downtown she drops into the Five and Ten Cent Store.

"Before she has gone two steps inside, staring her in the face right at the entrance is a pile of sadirons.

"The very things she needs! And so cheap—only 10c apiece. Of course, she must have three as her old flatirons seem to have gotten rather rough, somehow.

"Three for a quarter?"

"No, 10c straight."

"Well, all right—I have to have 'em anyway, so I better get 'em now an' be done with it."

"Almost third of a dollar gone at once.

"If she hadn't needed them it would have been different."

"Why, of course—whoever said she didn't need them?"

"She now meanders from counter to counter, looking at the signs to see whether the goods are 10c or only 5c, selecting here a jimcrack and there a little household convenience, until, before she actually knows it, the

dribblets total a sum that causes surprise on the part of the shopper.

"That's just where lies the strength of the Five and Ten Cent Stores—in the inclination of the women not to count the cost of goods of small moment. The amount spent accumulates so imperceptibly that its growth passes unnoticed, and when the woman has bought about all the articles that she fancies and is ready to gather up her tiny purchases, it is too late to retract—she pays the bill and leaves, a 'good shopper,' as the term goes, but slightly crestfallen as to the cash she is out, without exact intention as far as she is concerned."

J. Jodelle.

He Bided His Time.

Passengers who arrived in San Francisco a few days ago on the steamship Korea are telling with glee how Wong Kwong, a Chinese engineer, also a passenger, silenced a very pompous Britisher who joined the liner at Yokohama. Wong, who is only 32 years old, belongs to one of the best families in the Chinese Empire. He is an educated gentleman of considerable polish and stands high in his profession. He has a brother attending Yale University and is himself a college man. He is now General Manager of what is probably the most important engineering concern in China and is going to Europe on a wholesale purchasing tour.

The pompous Britisher was introduced to Wong and from the first patronized the little Celestial in a most demonstrative way. Wong openly resented the Britisher's attitude, but did nothing in retaliation until one day in the smoking-room just after Wong had told a very good story. The silence that followed the laugh with which the yarn was greeted was broken by the Britisher:

"I say, me man," he said, "you speak English very well for a Chinese."

"Yes," replied Wong, "I have a great many Englishmen in my employ."

Following Directions.

A Philadelphia physician says that not long ago he was called to see an Irishman, and among other directions told him to take an ounce of whisky three times a day. A day or so later he made another visit and found the man, while not so sick, undeniably drunk.

"How did this happen?" the physician demanded of Pat's wife, who was hovering about solicitously.

"Sure, dochter, an' 'tis just what you ordered, an' no more, that he had," she protested.

"I said one ounce of whisky three times a day; that could not make him drunk," the physician said. "He has had much more than that."

"Divil a drop more, dochter, dear," she declared. "Sure an' oi didn't know just how much an ounce was, so oi went to the drug store an' asked, an' the lad—he's a broth of a boy, too—told me that an ounce was sixteen drams, and Pat has had thim regular, an' no more!"

This world only becomes beautiful as we tackle its unpleasant problems.

Make Up Your Mind

to get all the good business in sight this fall and winter and go after it hard and the chances are you'll succeed beyond your most sanguine expectations.

Pick out a good flour to push like

Lily White

"The flour the best cooks use"

And get started right away on your fall and winter campaign.

Don't wait for cool weather.

Do it now and you'll reap the benefit at the first possible chance.

The fellow who waits won't be ready when the opportunity for business presents itself, but the one who is always prepared will get everything in sight.

Be ready.

Be right.

Buy LILY WHITE flour and buy it—NOW!

Valley City Milling Company
Grand Rapids, Michigan

SARCASTIC CUSTOMERS.

Salesmen Explain Three Methods of Handling Them.

Written for the Tradesman.

Three salesmen were in executive session in a little square room, the smooth and shining wooden walls of which did not quite reach the ceiling. There was a round table with an iron standard in the middle of this square room, and the three salesmen sat at this table with the product of the vineyard before them.

"Speaking of sarcastic customers," said the young man who sells groceries, "you take a woman who runs a boarding house and is in hard luck and she'll give cards and spades to any other form of animal life. A tall lady with white curls came into the store the other day and asked for a soap box. She said she wanted to make a little flower garden out of the sand she found at the bottom of the coffee cups after her boarders had used our sugar."

"Did you give her the soap box?" asked the salesman who goes abroad in the State and sells leather goods.

"You bet I did," was the reply, "and I advised her to wait a week or two before laying the foundation of her flower garden, as the new grade of sugar we were getting in would contain a richer soil. She tilted her chin and went off grinning. I guess she wanted the box for one of those cozy-corner things women leave around for men to fall over when they come in late at night."

"Oh, I don't know," cut in the salesman who presides at the meat counter, "I guess there are others besides the boarding house woman. A man who is in business here, and is bald enough to know better, came to my counter the other day and asked for some of our best porterhouse. He said he had a dog that was leading a double life, and he wanted him to reform or go to the bad altogether. Thought if he fed him some of our steak he'd go away and never come back. Didn't like to kill the brute, and yet he couldn't stand for his lack of stability."

"Did you charge him extra for his little joke?" asked the traveling salesman.

"Of course I did," replied the other. "I advised him to take the steak off the little end and have it fried in lard. I explained that I once drove a mother-in-law out of my humble home in that way. This same business man gets a grouch about once a week, and then whoever he does business with is in for a few ugly ones. I was in a barber shop one day when he was getting out of a chair. Just then a man came in with one cheek swollen with the toothache. Said he had been to a dentist, and that the dentist couldn't get the tooth out. What do you think that fool of a business man said? He told the sufferer to get into the chair he had just left. 'If he used the same razor on you that he did on me,' he said, 'he'll pull the tooth out through your cheek.' What do you think of that for a break?"

"Not long ago," said the grocer clerk, "a man came in and asked for a can of peas. I noticed that he had a gun with him, and a game bag. I asked if he was going hunting, and he

said he was. Explained that he had been trying experiments with our canned goods, and had discovered that they were harder than lead, and would probably prove more fatal if their consumption became a habit. He was going out after rabbit that morning, and was going to use the peas in the gun. What can a poor salesman do with a guy like that?"

"Get back at him," said the traveler.

"Oh, I got back at him, all right," said the grocer clerk. "I told him that the last man who had used our peas for ammunition had been arrested for cruelty to animals. The rabbit had been struck, had escaped, and the peas had begun to grow. The man was arrested for making a common carrier of a poor brute that couldn't give rebates. He was also charged with overloading the rabbit. I think customers lie awake nights trying to make trouble for salesmen."

"Only last week," said the meat salesman, "a pretty young lady came into the store early in the morning with a package under her arm—a pretty arm at that. I had had a little dispute over a bill with her only the day before, and I knew from the look of determination in her Irish blue eyes that I was in for it. She waited until the counter was lined with buyers, and then cut in. She opened her package and disclosed a lot of sausage. There you are."

"Explanation us, please."

"Oh, it is an old one, of course, but it made a hit there. I guess you can imagine what it was."

"Something about dog, of course?"

"Talked about it keeping her awake barking?"

"No, she didn't say that it barked, but she did say that it chased the cat up the wall, and would I please leave it in our ice box until she wanted to use it? This was all old, but when you talk, in a meat market, about a sausage chasing a cat you make a hit with the multitude. I don't think I'll hear the last of that for a year."

"What did you say to her?"

"Oh, I think I told her that we had another kind of sausage made of puddle, which not only would not chase cats but would cuddle the kittens when the mamma cat went out for a stroll. But, after all, there is nothing one can say to offset the effect of a break like the one she made. When you get up against a smart Aleck like that you've got to do one of three things: Look dignified and make no reply at all, come back with a jolly, or get up on your ear and make a kick. Whichever one you do, you'll wish you had done one of the others."

"Out on the road, last week," said the leather salesman, "I came upon the champion heavyweight crank of the State. I was handling some extra fine calfskin goods, and hoped to make a good sale to him. I left samples for him to look over and went on to the other places of business. I was a fool to do that, but I thought he would buy anyway, and I could save time. When I got back to his store in the afternoon I saw that he had a grouch on. Then I wished that I had remained and urged the deal in the morning. My sons," continued the leather salesman, looking paternal and wise, "never let a possible cus-

We extend to the merchants of the state who visit the State Fair in Detroit Aug. 29 to Sept. 6 a cordial invitation to call on us. * * * * *

Edson,
Moore & Co.

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 placing 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.

tomers get out of your clutches. Stay right there if you have to sit on the edge of his bed and listen to his bad dreams, but don't go away and leave him when he is in a buying mood.

"Well, I saw that something was amiss, and I trembled for the sale. At last the old fellow came down from his desk and handed out my samples. 'I don't think I can do business with you on the basis of calfskin,' he said. 'Just after you left here I had to go out into the country, and inadvertently I carried a couple of your bags with me. There is a sheep pasture a few miles out, and the sheep broke through the fence and followed the carriage about a mile. I dropped one of the bags, just to see what they would do. Now, it is my private opinion that the sheepskin from which that bag was made was shipped from this part of the country, for the sheep certainly recognized a friend's remains. I thought I saw tears running down their faces.'"

"That wasn't very bright," said the grocer clerk.

"It was bright enough to spoil the sale. Of course he couldn't have said that he was suspicious of the material, or anything like that. He had to get up a cheap fairy tale which I couldn't very well reply to. It is these sarcastic cusses that make Heaven look good to the salesman."

"Were the bags made of calfskin?"

"Well, you see—"

"That's all right," said the meat salesman. "Never mind the rest. I think I'll just look dignified the next time a customer talks about a sausage chasing a cat up a wall. It is of no use trying to be funny when the other party gets in the first blow."

"If a customer ever asks me for a soap box for a flower garden again," said the grocer clerk, "there will be something doing. I'll come back hard."

"Come back with a jolly," said the leather salesman. "Let the customers say what they please, so long as they pay cash. We are on earth to make money, and not to make enemies."

And there are the three proposed methods of dealing with sarcastic customers.

Alfred B. Tozer.

Coffee on a Shovel.

"I was passing a grocery store a few days ago in company with a well dressed wholesaler," writes a friend of The Grocery World. "It was one of the first warm days of the season and the store door was wide open, and coming through it was a rich odor."

"My," I said to the wholesaler, "isn't that a delightful odor? It is true grocery store odor and almost tempts one to enter to buy something. It is not every grocery store that smells like that, is it?"

"No, it is not; but every grocery store should have that odor," replied the wholesaler, "and it is a very easy thing to get it. All that is necessary is to make a shovel hot and sprinkle half an ounce or an ounce of coffee on it every morning, and that odor will stay with the store nearly all day. It is an old trick that we often did when I was a young man in a retail grocery store."

Flower Garden Fad Becomes a Business.

Bell was a book-keeper and a good one, too.

He was all the better book-keeper because of his love of flowers, which kept him until dark on spring and summer evenings, pottering on the outside of the little flat building in a West Side neighborhood, where most of the flat residents ignored flowers.

It was the merest strip of yard in which Bell gardened. It had been an unsightly waste that first day of May on which Bell had moved in and some of the neighbors smiled when he began raking off the rubbish and sinking a spade fork into the black soil.

Perennials were Bell's hobby and in that first season his geraniums were the envy of the neighborhood, not a few of which were stolen before the season ended. But Bell never lost heart. He gardened for the love of it and when it came time to house that first season's crop Bell made quite a nice thing of it on the side, selling off his surplus.

The second season Bell had a neighborhood reputation for flowers. He had a few imitators here and there and in general it might have been remarked that back yards in that section, even where flowers were not attempted, were kept tidier and in better shape.

But there was trouble for Bell early in the third spring. The landlord made it for him.

"I shall have to raise your rent, Mr. Bell," declared that arbiter of tenant life.

Bell protested naturally.

"I don't know why it is, but every applicant seems to want your flat," was the landlord's answer to Bell's question why he of all others should be singled out. His was a first flat on the southeast corner, but it had one small bedroom less than the two flats just above him.

Bell began to see a great light. They wanted his flat because of the little strip of gardening which he had been indulging in for two seasons. Bell began to think.

"I've raised the rent on myself," he thought. "Why can't I raise rent on somebody else?"

Before he signed another year's lease Bell went out prospecting in a West Side suburb. He found a cottage, a little run down, but in a good location, raised a little money, put a

mortgage on the place, and bought it. Then Bell went to gardening in earnest. He was going to get all the pleasure of his garden and he was going to make some one pay for it, too. He had the house decorated and painted and moved out the last of April.

October 1 following Bell closed a sale of the little place at a net profit of \$1,000.

Bell's next move was up the north shore, where he bought another house in a growing neighborhood and went through the same general process. When he sold out again his gardening on these two premises had cleared him \$1,500, with which Bell decided upon going into gardening as a distinct side line to book-keeping. When he bought again it was with a view to a small conservatory on the grounds.

This third move of Bell's was last fall. He had a larger house and larger grounds. He had sold out about the first of September and was anticipating the spring market for perennial flowers.

He was scarcely ready for the news when a paragraph in the newspapers told him that a pinch of cold weather had slaughtered geraniums all along the north shore. Bell raised every dollar he could and made a trip down South, where he bought a consignment of 22,000 geraniums, which he accommodated and set about bringing up to the Bell standard. The winter and the unfavorable spring everywhere were inviting to the venture, and when the Chicago season for geraniums opened Bell sold 5,000 of

these plants to one of the largest florists in Chicago in order that the house could meet the demand. The rest of the geraniums he sold to marked advantage.

The result is that Bell's name is painted on a signboard designating the Bell greenhouses on the north shore. Bell has a foreman and several expert gardeners in his employ; Bradstreet's has rated him away up among Chicago gardeners and florists; and while Bell still keeps the books of his house, he does not need to do so a day longer than it pleases him to hold the place.

All because of the fact that when Bell's love of flowers had cost him a \$5 raise in rent he had the business tact and judgment to take advantage of something which to most men would have been a misfortune and to turn that misfortune to profit.

George B. Carter.

No Trouble at All.

Mrs. Brown—It be very kind of you, Doctor, comin' so far to see my husband.

Doctor—Not at all. I have a patient on the way, so I can kill two birds with one stone.

Preach the pleasures of piety and people willingly will bear its pains.

HATS At Wholesale

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

Fall Hats and Caps

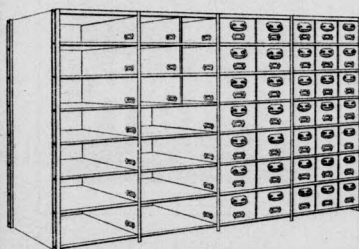
Men's, women's and children's
fall hats now ready to show. Full
line from \$2.25 to \$18.00 per dozen.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

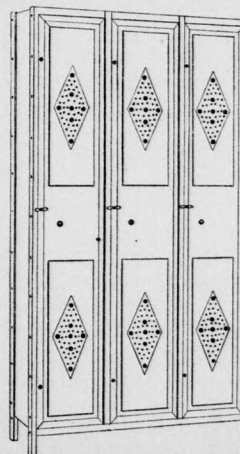
You Save Money When You Invest In Metal Fixtures and Equipment



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SETTLERS FOR MICHIGAN.

They Are To Be Secured Through Federal Assistance.

Written for the Tradesman.

The establishment at Detroit of a branch of the Federal Bureau of Immigration for the purpose of bringing a desirable class of immigrants to Michigan marks another mile stone on the onward journey of the State, and its influence on business and social conditions will be closely watched.

Michigan already owes much to the people of the northern part of Europe. It was the Hollanders who built up the cities of Holland and Grand Haven, and whose force has been felt in the growth of Grand Rapids, Muskegon and other Western Michigan cities.

To the French and English the State owes Detroit and neighboring cities. The Swedes and Norwegians formed the backbone of the movement which settled the district around Manistee and Ludington and the counties of the Northern Peninsula.

Of course, the quick-witted Irish, the sturdy Scot and the patient Englishman have made their influence felt from one end of the State to the other.

For years back there has been little immigration to Michigan, except to the far north. In so far as the bulk of the State is concerned, an occasional family, brought here because of relatives already settled, or a single rover merely drifting with the tide, has marked the sum total of our added population, so far as foreign lands are concerned.

The time is ripe for a change. For years the urban movement has steadily divested the small cities and towns, to say nothing of the farms, of the younger generation. The greater advantages offered by the city for pleasure and advancement have proven irresistible. Proof of that is easily found in the daily and weekly papers of the State. Pick them up, look over their personal columns and you will find that half the items have to do with the flight of the young men and women to other climes.

Naturally, this has resulted in a scarcity of home labor and in many cases has worked hardship on whole communities. Up in the Oceana fruit belt the farmers are required to depend almost entirely on floating help to aid them in picking the crops each year and conditions are even worse in the Southwestern counties. In the inland towns labor to-day commands a price that was unheard of a few years ago, and there seems to be no relief to the pressure in sight.

It is these conditions that the Government, working through the Free State Employment Bureaus, hopes to change. The heavy tide of immigration pouring into a few Eastern seaports has caused a state of affairs which can no longer be tolerated. The slums of the big Eastern cities are overrun with foreigners. Some cities now have a greater population of one nationality than the capital of the country from which they came.

This has led the National Government to seek a method for distributing the immigrants and stopping them from hording in the East. At the

last session of Congress a new department was created, to be known as the Department of Information of the Immigration Bureau. The basic work of the department is the collection of information relative to opportunities for work and the gaining of riches and to place it before new arrivals for the purpose of winning them to localities where they are needed.

In the furtherance of this plan branches are to be established within the next few years in all of the principal cities and earnest efforts will be made to split up the incoming streams to the states of the West which are crying for labor.

Michigan is to be one of the states first favored and the branch is now being established in Detroit. It will work in connection with the Free State Employment Bureaus, which have already proven their worth.

May they bring within the boundaries more of those sturdy, hardworking settlers of the kind on which a large measure of the prosperity of the State already rests!

J. F. Cremer.

Greatness of Central America.

Central America is neither so little nor so lonely as the people who don't know think it is. If Central America were lifted up bodily and laid down on our Atlantic coast it would hide all New England, New York, Pennsylvania and New Jersey. Honduras is about as big as Pennsylvania, Guatemala about as big as Mississippi, Nicaragua about as large as New York, Costa Rica about as large as Vermont and New Hampshire combined. There is a grand total in population of 3,671,807. Too strong emphasis scarcely can be laid on the varied riches and possibilities of these five republics. Taken as a whole they possess more agricultural and timber wealth than mining potentialities, and they are developing all three in a way that proves they have not been appreciated heretofore either in Europe or the United States. If any one assumes that because there are occasional revolutions in Central America and the climate is tropical there is not a considerable element of highly educated and refined men and women in the chief cities and towns he labors under great error. A large proportion of the well to do people have traveled abroad and send their sons and daughters to the United States and Europe for educational advantages in addition to their home schools. Each country has produced writers, historians, poets, novelists, jurists, doctors, and surgeons, as well as statesmen who are well known throughout all Latin American, and who are becoming better known in the United States. The society found by the visitor in the Central American capitals always is more interesting and cultured than he expects to meet before he has acquired familiarity with actual conditions. Guatemala City is a remarkable capital, with nearly 100,000 people, which will become a popular point for tourists when the Pan-American railroad or the new line from the Caribbean shore is completed. For 300 years Central

America was under Spanish authority, beginning with the invasion of Pedro Jorge de Alvarado on the north and Gil Gonzales de Avila on the South. The former came down from Mexico just before the latter came up from Panama and took possession of what now is Guatemala and Costa Rica. For long years Central America was known as the kingdom of Guatemala, with governors appointed by the Spanish government. After their independence was consummated, in the year 1821, these countries remained one republic. Since they separated, in 1847, there have been various efforts to reunite them into a single nation.

A Leak.

By the yellow light of a lantern, the tired picnickers were packing up to go home.

Suddenly a young girl stepped into the illumination, and instantly a loud outcry arose.

"What is the idea," they demanded, "in blacking up for a Fourth of July picnic?"

The young girl whipped out a pocket mirror, and saw that one cheek was quite black. Then, turning reproachfully to the young man at her side, she said: "Clarence, your fountain pen has been leaking again."

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SMALL STARTS.

Men Who Took Advantage of Their Opportunities.

"Speaking of being alive to opportunities," said "Philosopher Phil" to a crowd of loungers in Grant Park, "reminds me of how a Chicago boy got a job in that city several years ago. He had applied at many places where he thought boys might be wanted, but 'No' always had been the answer. On his way home he stopped on a side street where a crowd was trying to look into the window of a gayly decorated store. Happening to gaze upward he saw a boy about his own age and size leaning far out of a fifth story window curiously inspecting the crowd below and trying to see what was going on.

"Look out dere, you!" he shouted, quickly, "you'll fall out!"

"He had scarcely finished speaking when the boy above lost his hold on the windowsill and fell to the sidewalk below.

"Without waiting to view the mangled remains, this Chicago 'kid' marked the place with his eye, took the elevator, and was soon on the fifth floor.

"Arriving at the proper place, he enquired for the manager. Being told the manager was busy, the boy said he'd wait awhile.

"After a few minutes the manager came out of an inside office and Jimmy struck him for a job.

"The gentleman smiled pleasantly.

"No," he said, "we have one office boy, and that is all we need at present."

"Yep!" said Jimmy, not dazed in the least, "but it seems to me I ought to be it. The boy wot you had fell outer der winder a few minnits ago. He's dead, an' I cum to get der sit."

"As investigation proved the truth of his words, he was hired.

"Now," went on the philosopher, looking at his finger nails attentively, "this story may sound heartless, but that boy was alive to opportunities. The first boy was dead and some one had to have the job, and if Jimmy had waited for the firm to ascertain its loss and advertise for another office boy and then applied he might not have obtained the situation."

"Heaven helps those who help themselves," is a saying old and true," ventured another man. "For instance, there was Plautus, the Greek poet, who at one time, being reduced from competency to the bitterest and most degraded poverty, at last hired himself out to a baker as a common laborer and while grinding corn exercised his mind in study. The same may be said of Menedemus and Asclepiades, two Grecian philosophers, who were both so poor that at one time they hired themselves out as bricklayers' laborers and were employed in carrying mortar to the tops of buildings. The common class of day laborers have given us 'Bobbie' Burns, the poet, Cook, the navigator, and Brindley, the engineer."

"Yes," said a small and daintily dressed man, the historian of the group, "great men of science, art and literature have often come from the poorest classes, nor have difficulties apparently insurmountable proved too hard to be overcome by them.

"Cleanthes, a native of Lydia, went to Athens as a wrestler about 300 B. C., and acquiring a taste for philosophy he put himself under the tuition of Zeno, although he had only 62 cents. Unable to attend the schools of philosophy in the daytime he drew water at night as a common laborer in the public gardens. For many years he was so poor he wrote the heads of his master's lectures on bones and shells, as he had no money to buy better materials. At last, however, some Athenian citizens, observing that although he appeared healthy and strong, he had no visible means of subsistence, had him summoned before the Areopagus (according to a law borrowed from the Egyptians) to account for his manner of living. Thereupon he produced the gardener for whom he drew water and the woman for whom he ground meal as witnesses to prove that he lived through the actual labor of his hands. It is said that the judges so admired his conduct that they ordered ten minae (about \$160 in our money) to be paid him out of the public treasury.

"Masons and bricklayers can boast of Ben Jonson, who worked at the building of Lincoln's Inn with a trowel in his hand and a book in his pocket. Hugh Miller, the geologist, Allan Cunningham, the sculptor and writer, and Edwards and Telford, the engineers, were all originally masons and bricklayers. Among distinguished carpenters might be mentioned Inigo Jones, the architect, Harrison, the chronometer maker, John Hunter, the physiologist, Prof. Lee, the orientalist, John Gibson, the sculptor, and Romney and Opie, the painters.

"From the barber shop came Jeremy Taylor, the most poetical of divines; Sir Richard Akwright, the inventor of the spinning jenny and founder of cotton manufacture, and Turner, the greatest among landscape painters.

"Abraham Lincoln, as you probably know, was a rail splitter and Gen. U. S. Grant was a tanner. Andrew Johnson, one of the Presidents of the United States, was a tailor, and so ignorant was he that he did not know how to read or write until after he reached manhood, when he was taught by the woman who afterward became his wife. One of the prominent members of the English Parliament at one time was a bootblack in London.

"John Bunyan, the author of 'Pilgrim's Progress,' was a tinker; Watt was a maker of mathematical instruments, and Stephenson was an engine fireman. Bewick, the father of wood engraving, was a coal miner, and Herschel, the astronomer, played the oboe in a military band. Michael Faraday was the son of a blacksmith and earned his living as a bookbinder until he was 21 years old. Copernicus was the son of a Polish baker, Kepler of a German public house keeper. Laplace was the son of a poor peasant of Beaumont-en-Auge, near Honfleur; while the father of Sir Isaac Newton was a small freeholder near Grant-ham.

"Collis P. Huntington first started out in life as a peddler of butter and eggs, selling them for whatever he could get. John Wanamaker's first salary was \$1.25 a week as errand boy

in a store, while George W. Child, the well known proprietor of the Public Ledger of Philadelphia, started in life as errand boy for a Philadelphia bookseller at \$4 a month. Andrew Carnegie did his first work in a Pittsburgh telegraph office at \$3 a week. A. T. Stewart made his start in life as a school teacher. 'Lucky' Baldwin's father was an Indiana farmer; and here was where the boy first learned the value of work. Whitelaw Reid's first wages were as correspondent on a Cincinnati newspaper at \$5 a week. Richard Harding Davis, the story-writer, started as a reporter on the Philadelphia Press at \$7 a week, and John D. Rockefeller, the richest man in the world to-day, was a farmer's son in Tioga county, N. Y."

John A. Morris.

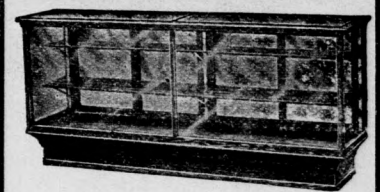
Out of Her Class.

A member of the School Board of a certain Pennsylvania town relates the sad case of a young woman who failed to pass her examination for appointment as teacher in the public school of that place.

The mother of that disappointed young woman was asked by a friend whether the daughter had succeeded in running the gauntlet of the examiners.

"No," was the reply in mournful tone, "Jinny didn't pass at all. Maybe you won't believe, sir, but them examiners asked the poor girl about things that happened years and years before she was born."

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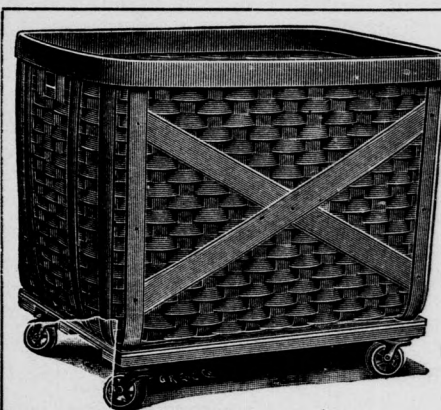
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Reconciling One's Ideals To the Exigencies of Life.

Chief among the charms of my friend, Mrs. Horton, is her versatility. She is never twice alike, and never holds the same opinion two days in succession. This is what makes visiting her as exciting as buying a lottery ticket. You never know what you are going to get. Spiritually she is either always on the mountain tops of joy or sounding the lowest depths of the abysses of gloom, but, as in one case she is as exhilarating as champagne, and in the other as productive of thrills as a ghost story, it is merely a matter of taste in which state of mind she is the more interesting.

She has also a way of reaching strange conclusions along devious and intricate paths of logic no other mind may hope to follow, and so the other day I listened with attention while she explained to me her latest bit of philosophy. It was, in effect, that it was impossible to reconcile one's ideals to the exigencies of life, and that you couldn't do your duty by your fellow creatures and maintain their respect.

I smiled.

"Oh, you needn't laugh," she said, warmly, "because I've tried it, and I am giving you the result of my experience. I know people think I'm frivolous, but I'm not. There isn't a person in town that has a better lot of theories and ideals about the higher life and telling the truth, and the common brotherhood of man and all that kind of thing, than I have, and just because I'm too humane to inflict them on every weary and depressed individual I meet is no reason for my being accused of being light-minded. However, that is neither here nor there. What I started out to tell you was how one's ideals work out in real life, and some of the discouragements of being good.

"Well, you know in the spring, when everything looks so pure and innocent and tender, how you feel as if you would like to get away from the sham and hypocrisy of society and just go off somewhere and live on Nature's heart. This year I had it pretty bad, and while it lasted I got to thinking what a beautiful world this would be if we would all just do as we would be done by instead of doing the other person as he would like to do us, and then it occurred to me that I would inaugurate a kind of personally-conducted campaign of sweetness and light. I pictured myself as a great reformer and saw a long and beautiful future stretching before me in which I would spend my time reading Browning instead of curling my hair, and when I should be so superior to frivolities I would not care whether my frock fitted in the back or not.

"You understand my programme, do you not? I did not explain it to anybody at the time, because I knew I would be laughed at, but I resolved

to try for a week just to be absolutely simple and truthful and consider other people—just to do some of the things that we are always talking about doing and never do.

"First thing I started out on was telling the truth, because that is about the hardest and the least paying thing I know. As ill luck would have it, the very first thing that cropped up was a letter from Archie's maiden aunt, Susannah, from whom he has expectations, saying she would like to come and spend a month with us if it was convenient. Now a visit from Aunt Susannah is about as trying an ordeal as I know. She always comes bag and baggage, with a parrot that yells murder half the day and has to be coddled like a sick baby. Moreover, Aunt Susannah is a health food crank and has to have all kinds of dinky little messes prepared for her, and as she eats them she tells us how we are digging our graves with our teeth.

"Still, Aunt Susannah's fortune goes up in the six figures and is not a thing to be trifled with, and, ordinarily, I should have written her that I should be perfectly overjoyed to see her and that she must be sure to bring along that darling parrot. As it was, I indicted an epistle to her in which I most veraciously informed her that the house was full and that I was busy getting the spring sewing done, but that still if she wanted to come in spite of those drawbacks, she would be welcome. It made her perfectly furious and I dare say she has added a codicil to her will cutting us off, root and branch. Yet I only told the truth.

"The next person was Maria Wheat. Maria was in the agonies of buying a spring bonnet and she came by and begged me to go down with her and help her select it. You know she always wears something that looks as if her deadliest enemy had picked it out, and I determined that for once she should have something that suited her. The very first thing the shop girl brought out was a little dream in mauve, but that made Maria look like a saleratus biscuit. Nobody could have worn it but a girl with the complexion of an angel, and it was insanity for Maria to even look at it, but I could see that she was considering it. The shop girl pinned it on Maria's wisp of grizzled hair, and fell off and struck an attitude of dumb admiration.

"Do you think it suits me?" asked Maria in the tone of voice that is a perfect plea for somebody to back you up in a piece of folly.

"To perfection," lied the shop girl. "Isn't it a little gay for me?" again asked Maria.

"Gay!" exclaimed the shop girl. "With madame's complexion she can wear anything."

"Maria smirked at this and then she turned to me. 'What do you think?' she asked. Now, in other days, I should have said that that bonnet was a perfect poem, as, indeed, it was, and I shouldn't have committed myself to any personal application to the subject, but in my new role of Truthful James I felt it my duty to say:

"For heaven's sake, don't be such a chump as to buy it. It makes you

look like a figure of fun. Don't you know that anybody as sallow as you are ought not to touch mauve with a forty-foot pole? Besides, it's entirely too young for you. It brings out your wrinkles, and—"

"I guess I'm just about as good a judge of what is proper as you are, Elise Horton," Maria interrupted, and then she turned to the girl. "How much did you say? Twelve dollars? Send it up to my house at once."

"We went out of the shop in silence, and at the door Maria remarked, in a frappe voice, that if I had any errands to do downtown she would not detain me, and she scarcely speaks as we go by now.

"At home the plain, unvarnished truth was no more palatable than it was abroad. Archie, as you know, is

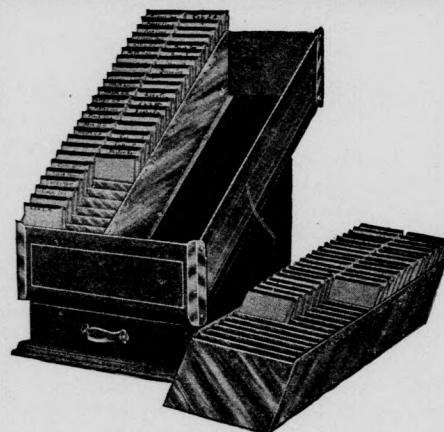
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the best fellow in the world, but he has his little vanities. He likes to be told he's good looking, and to have his stories laughed at and to be deferred to. I've always petted and flattered him to his heart's content, with the happy result that he still thinks me the most fascinating and intelligent woman in the world. But, naturally, as an exponent of the higher life, I felt it my duty to cease praising his virtues and remind him of his faults. At first he looked bewildered. Then he got mad and he finally put the finishing touches to my career as a truth-teller by abandoning my society for that of other people who were less veracious and more agreeable.

"I fared equally badly with my theories about the common brotherhood—or rather sisterhood—of mankind. I began with my servants. You know I have always had the reputation of being a good manager and lucky about keeping servants, but I have always been strict. I have required certain things to be done promptly and to be done well and have kept a keen eye on everything, but my servants have liked me and have stayed on year after year.

"As a sister, of course, I could not be so strict as I was as a mistress. When Jane did not sweep under the bed, instead of making her go right back and do it all over, I merely politely remarked that doubtless she had overlooked the matter, and if she happened to be sweeping that room again in a few days I would be obliged to her if she would remedy the defect. When Sarah had an hour when she was not busy I suggested that she go for a stroll in the sweet evening air and so on. Now, anybody can see that that is the way they would like to be treated themselves if they were servants, but the result was chaos. In less than three weeks Jane had abandoned sweeping under the furniture at all and Sarah was strolling the streets at any and all times of the day and our meals had become such a movable feast that we ate when we could get them. Because I overlooked spots on the tablecloth one time and let the dinner be served higgledy-piggledy, we were ushered into a continual round of that kind of thing, and when I tried to stop it both servants were so impudent I had to dismiss them. It is simply a cold fact that you can not do your duty

by your servants and retain their respect.

"Nor were my experiments any more fortunate with my sisters of the shop and the dressmaking fraternity. Shop girls mistook my politeness for humility and poverty, and my dislike to give them trouble to ignorance of what's what, and tried to palm off last year's styles on me, and invariably finished their private conversations before they deigned to notice me. As for dressmakers, there's just one woman who gets good service, and that's the woman who is as hard as a flint, who raises Cain when things don't come home on time and never pays one cent until the garment is finished just right.

"Those of us who are sympathetic, who know what disadvantages a woman often works under, and who are too kind-hearted to make her take a garment back three times and fix it right before it is paid for, never get good work. We are considered 'easy,' and all the bad jobs—the slap-dashy sewing—are palmed off on us."

Elise reached over and poured herself out another cup of tea.

"This is a topsy-turvy world, my dear," she said, "and the funniest thing in it is our admiration for bullies."

"I have observed myself," I added, "that the kickers get all the plums."

Dorothy Dix.

The Universal Problem.

"Now, John, about our vacation—got your pencil? Now, I shall need two new pairs of shoes, say \$7; no, better say \$10, so I can get one fancy pair for special occasions. It isn't as if we were going up to the farm again this year."

"Ten dollars," said John, putting it down.

"And a hat. I must have a hat. Another \$10."

"Ten dollars."

"And we simply must have a new trunk, John. Those new dresses—"

"Fifteen dollars," said John, putting it down.

"Then I must have some silk stockings, belts, buckles and things like that. Say another \$10."

"Ten dollars."

"And did you find out how much it would be to board the dog?"

"Twelve dollars."

"And the cat?"

"Ten dollars."

"And the canary?"

"Five dollars."

"How they will miss each other—the pets! John, I was adding up the bills for groceries and meat and things that we must pay before we go away, \$92."

"Ninety-two dollars."

"Then there'll be expressage and excess baggage, say \$10—"

"Ten dollars."

"Train fare, \$20."

"Twenty dollars."

"Of course, John, rates have gone up at the resort. Two months at \$15 a week for me. Two weeks for you and Sundays. Say \$200. Gracious!"

"Two hundred dollars."

"John, you'd better add them up." Spoken tremulously, and after a pause, John says:

"Three hundred and ninety-four dollars, say \$400."

"And how much money will you have, John?"

"Um—\$62, \$72, \$82, \$92—um. About \$90, I should judge."

Silence, while darkness covers the world like a shroud and the owls make remarks to each other in the tree tops quite peevishly.

An Angel in Trousers.

Some time ago the papers had a story of a girl's club in South Dakota, twelve in number, who had adopted a little girl and intended to co-operate in her education. James Simpson, a wealthy cattle rancher of Nebraska, wrote the club offering to marry any one of them and adopt their little portege. He has received an answer saying that the oldest one of them will marry him on these conditions: That he prove that he is sincere; that he is qualified in every way to contract marriage; that he is amply able to provide a comfortable home for his bride and is willing to make provision for her every need and comfort; that he abstain from tobacco in every form; that he will not use intoxicating liquors to any extent; that he shall be chaste and pleasant in conversation; use no profane nor improper language, spend his evenings at home, not frequent clubs nor poolrooms, not flirt with any women and attend church every Sunday. Simpson is examining himself to see if he can fill the bill, but he says the specifications seem to call for an angel in trousers instead of a Western rancher.

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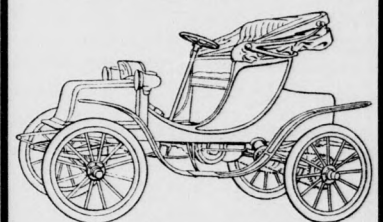
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Model 5 \$1,400

This car is thoroughly dependable, clean, and especially recommended for ladies' use.

We will be glad to give you demonstration on request.

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ADAMS & HART

47-49 No. Division St.

Grand Rapids, Mich.

Are You a Storekeeper?

If so, you will be interested in our **Coupon Book System**, which places your business on a cash basis. We manufacture four kinds, all the same price. We will send you samples and full information free.

TRADESMAN COMPANY, Grand Rapids, Mich.

AMONG THE ROCKIES.

Novelty of a Snow-Balling Contest in Midsummer.

Hell Gate, Colo., Aug. 3.—It was painfully evident that the breathing apparatus adapted by long residence to the level of the plains would not take kindly or rapidly to an atmosphere two miles above sealevel, and the hearty bid from a lower altitude was gratefully received and accepted. After a fortnight of strenuous panting at the slightest exertion, the terror that naturally centers at Hell Gate with an altitude of something like 11,000 feet—the locality of the portal is generally thought of as down—became a choice of evils with all the advantages on the other side of—the gate!

As the two engines, puffing and pulling, approached the summit there was no apparent increase of temperature. On the contrary, the snow, still there in midsummer with every appearance of a lengthened stay, suggested the reverse. There was certainly nothing infernal about the station, lurid in name, in sight or sound. As one passenger expressed it, "While the view from the car window doesn't look like Hell, it does look like the devil!" for the bridge is high and the ravine it spans is correspondingly deep and rocky. Some of the passengers, to whom snow in June in snow-balling quantities is a novelty, betook themselves to the snowdrifts a few feet from the track to be able for the rest of their lives to say that one summer they had a good time snow-balling within half a throw of Hell Gate! I did not blame them. Most people are inclined a little that way. On the slightest provocation I like to tell about an ideal summer not many years ago, when a little 10-year-old, whose flight into womanhood was all too fleet, snow-balled with me on the shore of the Mer de Glace; and when wonder is expressed at the long lingering snow in those high altitudes so much nearer the sun, it is a pleasure to say "Yes; but a wonder which has never lost its strangeness was standing one day in the late July sun at noonday with my shoe-heel resting on the grassy turf, while the sole of that same shoe was on the glacier, the mother of the Alpine River lacing the harvest-flecked valley below."

Naturally, almost necessarily, the mountain railroad follows the stream, first upon one side and then, crossing it, on the other, so that, as the train nears the summit, the car window commands a view of the extended valley, sometimes for miles. From Leadville Junction, where the ascent to the divide begins, such a valley unfolds. The steep grade soon leaves the stream far below, and long before Hell Gate is reached the scene presented is a treeless chaos of barren soil and enormous rocks, brightened here and there by the tumultuous stream that marks the foaming bed. Wild and picturesque beyond expression, the towering mountain summits only added to the picture and easily led to the enthusiasm and the patriotism of an appreciative fellow-traveler.

"See there! See there!" he exclaimed, delirious with delight, as his

eye took in the whole grand view from tumultuous torrent to snow-crested peak, "just look at it! and at this blessed minute Europe is overflowing with American lunatics, hunting at the rate of eight dollars a day after the sublime! Is there to-day in the Eastern continent anything that will equal that! And yet summer after summer they rush over there in crowds!"

Then and there the question was not an easy one to answer; and yet in that mighty presence was the simplest answer to be found. The scenery through which we were passing, picturesque as it undoubtedly is, is easily discounted ten to one not only in that same region but on both sides of the sea; but the American traveler in Europe is not after scenery. commonplace as the Colorado valley is, let it hold the civilization of the centuries as the Old World does, and it could not contain the American tourists crowding into it. They know, none better, that they have not braved the dangers of wind and wave for the sake of seeing with their own eyes the something over 1,300 feet that lifts the snow-cap of Mount Blanc higher into the blue than the snow that crowns Mt. Massive, sitting in majesty upon his throne in Colorado. He who looks through the gateway of the Garden of the Gods upon the crowning glory of Pike's Peak will not find that glory dimmed in comparison with the Jungfrau, even if his eyes have seen her in her royal robes, the idolized queen of the enchanted realm she rules. The crags of the Rhine,

if it were the crags only, would bring to that river no greater crowds than the Colorado mountain stream; but it is the castled crags and the men who have lived and died in them and so made them shrines that bring the tourists there for worship and reflection.

Those who love the mountains for their own sweet sake will find among the Rockies exactly what they want. Have the cares of the world and the deceitfulness of riches forced them to seek somewhere a much needed rest? Do they want to get out of sight and sound of the telephone, that latest contrivance for starting the business world on the road to the mad-house? Are they looking for a spot where stillness reigns and where they can cry, "Peace! Peace!" with the hope of having what they cry for? Has the trickle of the rills—these of the mountains are snow-born—vainly trying to dodge the sunshine, been calling to them across the years to come to be again "a barefoot boy with cheek of tan" and, free as they were decades ago, to breathe the untainted air, to drink from the bubbling springs, to "get good and tired" once more and to sleep, as they have not done for years, the blessed sleep of boyhood? Then let them lift their eyes unto the mountains whence cometh their help and, cooled and sung to by the health-giving winds, go home with strength restored and youth renewed, ready to take up again what were once the burdens of life, but burdens no longer.

There is little fear of contradiction in saying that the healing pow-

er of the highlands is due to the freedom that lives there, and only there is it safe to say that the loss of this freedom at home is due to the other man's wife. "There I can not eat onions, which I profess I love," because Mrs. Next-door-neighbor will be sure to inhale the offensive odor, and the tyranny of the town centralizes upon me just in proportion as my wife is influenced positively or negatively by the other man's wife. Hence the health-seeking Benedict goes to the mountains alone. There, like Tell, he holds up his hands and declares that he is free. He puts on his old shoes, down at the heel and out at the side, with the feeling that he is his own man once more and is going to assert himself. Cuffs? "Nay, nay, Pauline." Collar and tie and vest and coat? Shackles all. He'll none of them. Hail, holes! Welcome barbarism! "Let joy be unconfined!" and for two good months he revels in dirt and degeneracy, to be restored at last to home and friends re-deemed. Richard Malcolm Strong.

He Had a Mission.

A Richmond negro who had done some work for one of the high-toned white families of the city had a hard time to collect his bill. One day he came hobbling up the walk. The master of the house hailed him:

"What's the matter, Pomp, got the gout?"

"No, sah," answered the negro, taking off his hat respectfully; "I've got de bill fo' dat whitewashin'."

All the treasure houses of truth open to the master key of sincerity.



Joy over KAR-A-VAN

"The cup that cheers, but not inebriates."

Bringing health and happiness to the home, satisfaction to the buyer and profit to the retailer.

Every Ounce Guaranteed to Comply with State and National Food Laws

KAR-A-VAN

That Rich Creamy Kind, is packed in six grades under one brand, selling at retail prices ranging from 20 to 40 cents.

The brand is recognized the country over as representing purity, protection, progress.

Imported, Selected, Roasted and Packed by
The Gasser Coffee Company

Home Office and Mills, 113-115-117 Ontario St., Toledo, Ohio

DETROIT BRANCH, 48 Jefferson Ave.

CINCINNATI BRANCH, 11 East 3rd St.

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

CONQUERED FATE

By Building a New Style of Calculator.

The start of Maurice Wolowitch was made in the basement of a Chicago flat building. Rubbing his hands nervously the subject of the underground environment was walking up and down his room, filled with tools and various parts of machinery. His hair was disheveled. His eyes glowed with warm expectations.

Near a little table that was gripped by vises and was piled up with files and hammers was standing a crudely constructed machine. This was the source of hope and joy that filled the dimly lighted room, and radiated from the earnest features of the Hebrew boy. The machine was a calculator which he had just completed after five years of patient work.

It was a piece of mechanism constructed to perform wonders in mathematics under the simple manipulation of levers and a series of buttons. He would press down one lever and the apparatus was adjusted for geometric work. Turning another lever he would have it in position for all the intricacies of algebra. Arranging the fulcrums in the original way, he had a mechanic combination for performing various problems of arithmetic.

"Triumph," he uttered aloud, as he played with the buttons and screws of the machine that obeyed all the fine vibrations of his mind. "I knew I could get it. It's the finest thing I've seen."

This was the happiest moment in the life of the developing scientist. Ever since a boy he had had an ambition to become an engineer, but this was the first real indication of his aptitude and the first gleam of assuring hope. The engineering profession seemed to him to be the only profession worth while striving for, but born in Russia, where an education was denied him, realization of his dreams seemed impossible. Pre-disposed to learn the laws of nature, however, he watched the blacksmith in the village welding stubborn metal into shapes and forms, until he learned to make little contrivances that amused the villagers and interested the smithy. He read all the books that came his way.

One day he decided to go to America. He came across stories of the land of freedom and opportunities, where an education is within the reach of all. At the first opportunity he sailed to the land of enlightenment to become an engineer.

And he lacked no opportunities in this land of resources. The first problem that confronted him was how to bridge over time in a land whose language he did not know and whose people were strangers. Apt with tools, he engaged himself in a machine shop, where he could make the first essentials for his pursuit—board and room rent. Days he worked at the lathe or drill; evenings he browsed in libraries or hammered away in the basement which was his lodging room.

"I knew I could get it," he repeated as he studied the infallible workings of the calculator. He rejoiced over the accomplishment of a me-

chanical feat as well as over the prospect that he would now be enabled to complete his engineering course at college. He would sell the invention and enroll at some school at once.

Fortunately for Wolowitch, circumstances in the family of his employer were of a nature that helped him considerably in disposing of his machine and realizing his dream of years. Fred Huckleberry, Jr., son of the proprietor of the Huckleberry foundry and machine shop, had just graduated from Harvard. He was well versed in the yells of the famous institution. He knew the record of every athlete that ever had his name in the sporting pages. He wore a diamond pin of a Greek fraternity. But his father thought that it was time for Freddie to start out in life and was looking for something to connect him with.

The machine of Wolowitch's invention appealed to the business mind of the manufacturer. It looked to him like a good investment. Calling in his son to his private office, he outlined full plans for establishing him in the manufacture of comptometers and instructed him to purchase the patent of the inventor.

"I know you can get it easy," said the parent to his son after talking over the details of approaching the inventor. "He is dead anxious to enter college, but hasn't the time to look around for a purchaser for his machine. If you will know how to handle him you'll be all right."

Freddie knew how to overcome difficulties. He learned that at college. When the Latin lesson was hard or when there was no time to take to pieces the sentences of Cicero's orations for translation, he knew where to get a book that had the orations in English as well as in Latin. When he did not feel himself quite prepared for an approaching examination, he always found a tutor who could spare for him a few hours a day. Careful approach to Wolowitch that his father cautioned him about was a dead easy problem. With a check-book in his pocket, Fred Huckleberry, Jr., repaired to the offices of his father's attorney. After a short talk with the man of jurisprudence, Fred Huckleberry, Jr., departed to keep an appointment, while the lawyer went into a bank to cash a check into \$20 bills—a big roll of them—with which he visited Wolowitch in the evening.

The next day Wolowitch did not go to work—the attorney promised him in behalf of Huckleberry, Sr., that he would be paid for the week in full—and Fred Huckleberry, Jr., made his start in life as a manufacturer and was advertising for an advertising manager.

This happened several years ago, when Morris Wolowitch was in obscurity and Fred Huckleberry, Jr., was unknown. Time worked changes in the lives of all. The son of the manufacturer has become known as a rich philanthropist.

Morris Wolowitch has completed his course in engineering with a splendid record, and now may be seen engaged in one of the biggest railroad offices in the country, drawing cross sections of I beams, preliminary to entering the strain and stress department. Sam. L. Low.

Mr. Grocer—

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

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

Then Think of Bour's "Quality" Coffees

which have been the

Standard for Over Twenty Years

Don't experiment

Sell the Coffees of Proven Qualities

Sold by

Twelve thousand satisfied grocers

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

Detroit Branch

127 Jefferson Avenue

Simple Account File

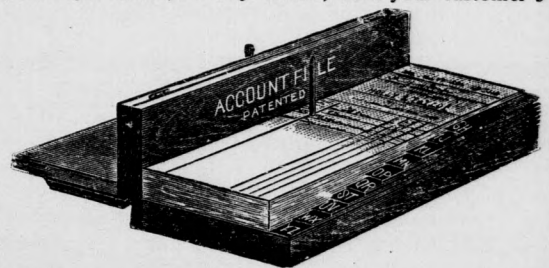


A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping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

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

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

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



TRADESMAN COMPANY, Grand Rapids

CLERKS' CORNER

Rules Issued by Department Store for Its Employees.

Treat all customers courteously, regardless of how they may be dressed; the contrary is inexcusable under any circumstances.

All fixtures and property of the house should be treated with the greatest care; the first scratch paves the way for carelessness.

Each day should find us doing things better and better than previously.

Acquire the habit of promptness in every matter, large or small, which is left to your care.

Know the value of a good personal appearance; do not think that any detail of your attire will escape notice.

Learn to ask such questions as will draw out the most profitable information.

Spend wisely your spare time; count every hour golden, every moment an opportunity; don't waste a minute at any time.

Avoid being influenced for the wrong by other persons; have a purpose of your own; weigh counsel, but act from your own best thought.

Cultivate a good, clear, legible handwriting; many people judge quickly on this point; a good hand always is appreciated.

However attached to your business, do not allow the commercial sense to deaden, but to quicken, the moral, artistic and all wholesome sentiments.

The great majority of errors are made through carelessness; learn to care; be exact; strive to have it absolutely right—making a mistake in business is like falling down in a footrace—it is a setback.

In giving orders give reasons, thus teaching subordinates to think for themselves.

Think to be interested in your work; learn to love it, and you will have the most pleasant of business relations.

Cultivate a happy expression and a happy manner; feel it; mean it; the advantage is wonderful in every way.

Learn to show a thorough interest in a customer or any person approaching you; try to look at the matter from his standpoint as well as your own.

Make memoranda of little points while you think of them; run over the various subdivisions of your work to recall any points you may have forgotten.

Let every effort be toward the idea of permanence; do things to last; make the casual customer a permanent one through satisfaction.

Keep your eyes open for improvements, criticisms and suggestions which will help any part of the business.

Pay strict attention to whatever you have in hand, and let that for the time have your whole thought.

Learn to leave no misunderstanding; settling unsettled to the entire satisfaction of the other party.

Cultivate cleanliness in every spot and corner of the house; see that your own section is perfectly clean.

Know how to write a good business letter, and be sure you are thoroughly understood by the recipient.

Be sensibly economical in large and small matters; save paper, save lights, etc., and treat each privilege as a trust.

Learn to utilize the knowledge of others, and know every man for the best there is in him.

Try continually to set a good example for those around you, whether above you or below you in position; example is the greatest of teachers.

Be careful in all your conversation, cultivating prudence, caution, modesty and, as well, good English.

Know how to listen well; take in all the points you are told, and catch the spirit as well as the letter of the request.

Learn to close an interview diplomatically, and save your time and that of other people as well.

Avoid too much cross examination of customers when goods are returned; this causes needless irritation.

When a commission is placed in your hands to fill, see that you put into it your best judgment and thought.

Learn the great extent to which the Golden Rule may be applied in business matters with the utmost satisfaction to all.

Don't submit a thing for approval until it is your best; otherwise something else than the best may be accepted.

All the time you are forming business habits; take care that these are such habits of progressiveness and worth as you will care to retain and never find occasion to break.

Learn to observe as you go, and draw valuable lessons from the things around you.

Let each of us do his part to make this organization one that will stand out in history for the men it produces.

Think about your work as a whole, not merely about the little pieces of it in hand.

We fool ourselves when we are too well satisfied with our own acts.

Do not allow little differences to shut off profitable connections and associations. Learn absolutely to respect a promise or appointment and keep it faithfully.

Put yourself in other people's places to get proper view of your methods and work.

Let your every dealing with the public be such as will inspire confidence.

See that your work begins promptly in the morning; let the first few minutes find you in full working trim and busy.

Salesmanship may be made a profession, and receive the same degree of respect accorded to an artist of any class.

Be emphatically unwilling to ask or receive favors from any person who expects a return in business favors.

Make friends of visitors to the store, and do not hesitate to call them by name if you know it.

The ability of producing an exquisite combination of colors is a characteristic of high refinement.

Do not allow yourself to become so accustomed to things which are not just right that you finally see no wrong in them.

Strive to understand the idea and standards of the store on every point and work toward them.

Be loyal to every interest of your employer; treat as a trust every bit of inside information which you are made familiar with.

Read the advertisements of the house in the newspapers; become familiar with what is being done throughout the house in this line.

If another is at fault without knowing it, tell him so in the right way, thus enabling him to correct himself and to progress.

People who have sympathy for humanity are not sighing for heaven.

ATLAS MASON JARS

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

BOOK OF PRESERVING RECIPES—FREE

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

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



DON'T FAIL

To send for catalog showing our line of

PEANUT ROASTERS,
CORN POPPERS, &c.

LIBERAL TERMS.

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

W. J. NELSON

Expert Auctioneer

Closing out and reducing stocks of merchandise a specialty. Address

215 Butterworth Ave. Grand Rapids, Mich



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

All good Merchants sell them.

STRAUB BROS. & AMIOTTE

Makers
Traverse City, Mich.

Grand Rapids Safe Co. TRADESMAN BUILDING

Dealers in Fire and Burglar Proof Safes

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.

Spartan Courage Required to Refrain from Wrangling.

Written for the Tradesman.

What a jangle clerks get into who are all the time at variance with their co-laborers. One feels it in the atmosphere. It permeates the whole place. If the day starts out with one clerk snarling at another, that other is pretty apt to make a tart remark to the one treading on her toes and that one, in turn, is predisposed to sharpen the end of her tongue if things do not go quite to her liking.

And so it goes—just like a set-up pile of bricks when a shove is given to the one at the end.

On the other hand, if each clerk were to register a firm resolve at the beginning of the day not to be "sassy"—not to be the least bit ugly to any of the working force all the day long—how joyous life would be for that particular day. I am afraid a good many of us would fall over dead were we to attempt it! The change would be so sudden and so violent that the shock to the nervous system would be too much for weak humanity to bear up under. It takes Spartan fortitude to make such a resolution and two Spartan fortitudes—and then some—to carry it out. It is hard enough, I say, to make the resolve, knowing full well, as we do, the limitations of our temper and how prone we are to overstep these limitations. The more one curbs his natural inclination to "answer back" the easier it is claimed to be; but getting used to being reviled and "reviling not again" is where the shoe pinches.

I know one clerk in a store who actually makes this lapse from rectitude a subject for prayer. She often prays of a morning, before she starts down for work, for strength to get through the day without "scrapping" with a certain fellow clerk who seems possessed with the very Old Nick to ventilate exasperating personal remarks. She finds it helps a lot, too. She says she doesn't see how she could live through some of the scenes if she did not rely on a Higher Power. W. W.

Instructing the Sales Force.

It is remarkable how often employers will hire a new clerk and set him loose in the store without giving him any instructions in regard to the policy of the house. In fact, I may take the stand that it is rarely if ever done. The new clerk is turned over to some clerk who has been there a month or a year, and the new man thus learns all the tricks of the store instead of what the proprietor would have the policy. I recently had an opportunity to place a young man in a position and in asking him of his experiences afterwards, he told me that the first day he was turned over to one of the other clerks, and that about all they did was to pull down a few shoes and tell stories. Now, I don't think for a minute that this is a rule, but I do know that nine times out of ten, the new clerk goes wrong the very first day he enters the establishment simply from the fact that he is not put into proper hands.

I think it sufficiently important a matter to require the services of the

proprietor himself. Even though he may not be familiar with the stock, I think that the young man can be called into the office and fully instructed as to the general principles which the firm wishes him to pursue. Any bright clerk can learn the stock himself by asking a few intelligent questions. There are little points on exchanges, on kicks and on cutting prices, discounts, etc., which every clerk should be thoroughly posted on before attempting to sell any goods for any firm. Some men come into a store and make good, but every dealer knows that for every man that makes good, there are a dozen more that trip up and fail. I believe that the greater percentage of these young men could be made successes and could be made of great advantage to the firm if they were properly handled upon their arrival at the store.

Particularly so is this true where female help is employed. Women have very little appreciation whatever of the fine points of business, and many cases are on record where their judgment has been very bad. Particularly should these points be gone over with this class of help. Then, too, there is another effect upon the clerk so instructed. He feels that in case of any difficulty he can come to the head of the firm, and not to any of the subordinates to see that the matter is adjusted, whereas, if a clerk is turned over to a fellow clerk, he at once gains the idea that there is something lax and loose in the routine conduct of the business, and he is less careful than he might be if he felt that he were constantly under the boss's eye.

The point of this argument really comes down to the question of making your personality felt in your business. One of the biggest assets any firm can have is the personality of the owner, and if that personality is of the right kind, the business cannot help but succeed. If you have been a little lax in attending to your own firm, resolve that now more than ever before you will win the respect and the best efforts of every clerk in your employ, and that you will lay nothing in their way to make them successful sales persons.

The Retail Clerk Has His Faults.

Heads of departments in large retail stores state that the most common fault with their salespeople is a marked want of tact. This, combined with an evident carelessness as to whether the customer buys or not, is said to explain why so many individuals employed in stores earn so little. "Retail salespeople," says one man well up in a big Western establishment, "is a world in itself. To the man or woman who will study retail salesmanship thoroughly, find out what makes the public buy, and how to infuse enthusiasm into the mind of the prospective customer, there is every chance for advancement. Too many clerks get set ideas about it being impossible to make progress. Those who make good selling behind the counter are the ones who take a correct view of retail salesmanship and regard it as a profession."

Nearly all of the greatest retail

merchants in the country have themselves been behind the counter. There is no better training ground on earth for the future owner of a store than to sell merchandise in a big retail store.—New York Commercial.

The Unexpected Happened.

The stout man on the back platform declined to agree with the conductor, who thought he hadn't paid his fare. The stout man was of the contrary opinion.

They exchanged harsh words over the matter.

"I gave you a nickel when I got aboard," said the stout man.

"I haven't taken in a nickel on this trip," said the conductor.

The stout man grew very red. His hair seemed to bristle.

"That's just enough of this," he growled. "I don't want to have any trouble with you. I had trouble with a conductor once. I'd hate to tell you what happened."

The conductor drew back a little and made no further attempt to collect the stout man's fare.

But when the stout man was about to alight from the car at the Pennsylvania crossing the conductor's curiosity was too much for him.

"Say," he asked, "what happened when you had that trouble with the other conductor?"

The stout man looked back.

"I was in the hospital six weeks," he mildly answered.

The man with a hot head evens up on temperature at the other end.



The "Ideal" Girl in Uniform Overalls

All the Improvements

Write for Samples

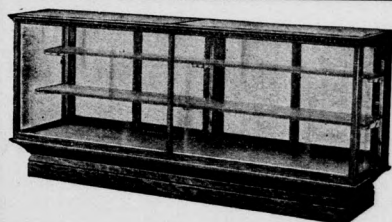
THE IDEAL CLOTHING CO.
TWO FACTORIES.
GRAND RAPIDS, MICH.

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

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Grand Rapids, Mich.



Wolverine
Show Case &
Fixture Co.

47 First Ave.

Grand Rapids, Mich.

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

TYPICAL RAILROAD TOWN.

Strained Relations Between Employer and Employed.

Written for the Tradesman.

My idea of the typical mining town was confirmed by what I saw in Leadville. Gold abounds there by the mountainful; but, to be made available, it must be smelted and coined, and the miner and the smelter are of the earth, earthy. My next ungratified desire was to become acquainted with the railroad town, per se. Its reputation had been of the lurid order. Its middle life was assertive. The youth were of that bumptious race that swagger and wear the cap on the back of the head and—say things! The men of the community, old and young, were employed about the engines and the shops—work which grimes the hands and the face and which tends to a philosophical consideration of a like condition of morals. "The fact is," the man was evidently speaking from experience, "the railroad town is tough. Can't be otherwise. The men come from a rough lot. Brought up anyway, they drift into railroad-ing without any schooling and once in they're in for keeps and that's the last of 'em. In time they marry—some of 'em do—and the next generation is what one would naturally expect. In any town you go into you'll find the homes of the railroad men near the shops in the lowest and the dirtiest part of the city; so that, take it all in all, I believe the railroad men as a class are a little better in a town by themselves. It is all right for those that like it; but for my part it is no life for a man to live 'f he wants to make anything of himself."

With this to think about I left the train at Basalt, Colorado, a railroad town of, perhaps, 500 souls all told.

If my mind had been at all prejudiced by my fellow traveler that prejudice "got it savagely in the neck" the moment my feet touched the ground. When two strong hands, hands that you have had something to do with in getting them ready for manhood, grasp yours with all the old-time fervor and a voice tempered with the old-time regard greets you with an earnestness which time and distance have not been able to lessen, you don't seem to care much for anything which has been said detrimental to the life-calling of those hands. The one thing you are glad to be sure of is that the heart, controlling them, is all right and with that point settled you can afford to look with kindness upon whatever developments take place.

The fact that the men in the railroad town locate their homes near the shops should be looked upon as a matter of course. They do not differ in that respect from their fellows and it is not to be gainsaid that such locations will be dirty just so long as soft coal remains the fuel of the engines. In the railroad town, however, the grime and the soot of the engine are not essentials. They do, indeed, center about the shops and the station shows the absence of anthracite; but the neatly painted cottages of the trainmen are not so disfigured. Once inside one of these

cottages I saw what I expected to see; but the interior did not harmonize at all with what "the other fellow" had suggested. The piano—not the tin-tinkling kind—told its own pleasing story of refinement. The shelves of well chosen books gave evidence enough of the intelligence upon which that refinement is based. The pictures upon the walls and the appointments of the house generally did not confirm the thought of a degenerate "next generation" and during a somewhat lengthened stay I saw neither a drunken man nor any indication whatever of what the world calls tough.

The village itself is a community of one-story dwellings, sparsely sprinkled among the mountain-ridges without much regard for streets. Dropped anywhere the houses, left to themselves, have made up their minds to cling to the hills and there they are with the backyard, in some instances, higher than the front with neither having level ground enough to brag over. They have veiled themselves with vines, and where it was possible they have surrounded themselves with green lawns, bordered with flowers, which neatly painted fences have shut in from the highway. Yes, there is a saloon near the station and not far from the shops; but "The decent church," which Goldsmith describes, while it does not "top" the neighboring hill, has dug away enough of the base for a foundation, and with its spire heavenward-pointed is keeping successful watch and ward over the devil behind the bar, so scoring one in my estimation for the railroad town, and many times one against the statement that a railroad town is necessarily "tough." One can stand a good deal of a saloon if it is in the shadow of a wide-awake church, and a boy from 15 to 21 stands a better chance

ten to one in my estimation of a first-class bringing up in a railroad town than he does in a mining town, a fact—so I consider it—which shows that the railroad man, per se, is not so black as he has been painted and as he is too often considered.

One of the first things to be noticed in this mountain railroad town is its situation. While the village is struggling tooth and nail for building sites, on the other side of the river where the school house stands is a plain, large enough for two such villages as Basalt, lying between two ridges, which would suggest the canon, if the plain between them was narrower. The simple answer furnishes the explanation to the whole question of the railroad town: the indifference of the railroad company for the welfare of its employes. So far as I am able to judge from existing conditions, the convenience of the company is the only feature worth considering, even when this feature is to all intents and purposes a mere whim of the official. The idea seems to be that the railroad town, as such, has no rights which the railroad company owning it—it amounts to that—is bound to respect. The company is not engaged in this kind of traffic for its health. It has invested its money for the gain that is in it, a point which is kept clearly and constantly in view. So the wage-scale is kept at the lowest figure. So all expenses having for their object the betterment of the employe are voted down. So, when a threatened reduction of dividends is traced to some device having for its end and aim the greater safety of the employe, the reduction never takes place.

The railroad that follows the winding stream of the canon is constantly menaced by the landslide, especially in those places where the sides

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of the canon are precipitous and near the track. The jar of the passing train naturally produces the landslide. In one place where the Roaring Fork had crowded the track too close to the side of the canon just that happened. The engineer of a freight train saw the landslide in time to jump from the engine; but the fireman not on the lookout was found dead a few minutes later under the huge machine, which was turned completely upside down; and photographs were taken of it in that position.

On this same road—so runs the story—the track was laid so near a ledge of rock as to endanger the lives of all on board that side of a passing train. Attention was called to the dangerous locality with the suggestion that the thing to be done was to remove the rock by a charge of powder; but the management could see no reason for going to that expense, and later when action was brought against the company for the death of an engineer whose head had come in contact with the projecting rock the plea was sustained that the railroad company was in no way responsible, from the fact that the engineer in question, knowing the dangerous locality, had needlessly exposed himself.

With these conditions to reason from it is not difficult to account for the often strained relations between the railroad and its men. In the railroad town, especially, there is a failure to understand why the trainman should always hold the hot end of the poker. The belief is spreading that, man for man, the fireman with his high school diploma is in no way inferior to the office boy of the same age with his, and this idea of equality is asserting itself more and more. It is cropping out in the strikes, declaring in no uncertain tone that the dollar is not the standard for measuring American manhood; and this same American manhood, educated as it is getting to be, is becoming more and more dissatisfied with a system which pays the official his millions before doling out to the section-hand his hard-earned cents.

I am stating this idea as I find it expressed wherever I have been in Colorado. There is, "something rotten in Denmark," and this something has found its culmination in the trial at Boise, a trial, by the way, which did not show that the Governor was not murdered and that the Western confederation of miners does not exist. Whether this state of affairs is to continue is only another way of asking if the indifference between the man in the office chair and "the paddy on the railroad" is still to go on? My own idea is that the men at both ends of the railroad line must dismount from their high horses and that the snake, scotched at the Boise trial, must meet with the early destruction that it has richly merited so long.

Richard Malcolm Strong.

The heart that feeds on pride must have many an ache inside.

Only a fool takes experience for a road instead of a guide.

He Is Safe.

"I see," said the anxious looking man to his fellow-passenger of the placid countenance, "that the Government is going for the trusts pretty heavily."

"Yes."

"It is tackling the railroads, the sugar trust, the oil trust, the mercantile agency trust and the tobacco trust."

"Yes, I see that."

"And it is getting decisions in its favor right along."

"It certainly is."

"Do you think the Government will keep it up?"

"Bound to, sir—bound to. The people demand it."

"Then it will eventually be good-by to the trusts?"

"It surely will. If you are in a trust, sir, you'd better get out from under before it is too late. There will be a big tumble before another year is over."

"Um. Well, I've got a little trust of my own, and I've been wondering if the Government would interfere with it."

"What is it?"

"I am making corn husk mattresses. There are only seven of us manufacturers in the country, while I am the only one of the seven who puts in the cobs along with the husks and have my own little trust."

"What the devil do you put the cobs in for?" asked the other as he remembered his boyhood days down on the old farm.

"To massage the back while you sleep," replied the other. "Biggest success of the decade. Orders ahead for a year. Can't get half cobs enough and have to put in the butts of cornstalks and cabbage shanks. Do you think the Government will consider me a trust or a sanitarium?"

The other made no reply. He was a man of dignity, and feeling that his dignity had been insulted he arose and dropped off the car.

Not a Profession.

Representative Lorimer, of Chicago, who is a great walker, was recently out for a tramp along the conduit road leading from Washington, when, after going a few miles, he sat down to rest.

"Want a lift, mister?" asked a good-natured Maryland farmer driving that way.

"Thank you," responded Mr. Lorimer, "I will avail myself of your kind offer."

The two rode in silence for a while. Presently the teamster asked: "Professional man?"

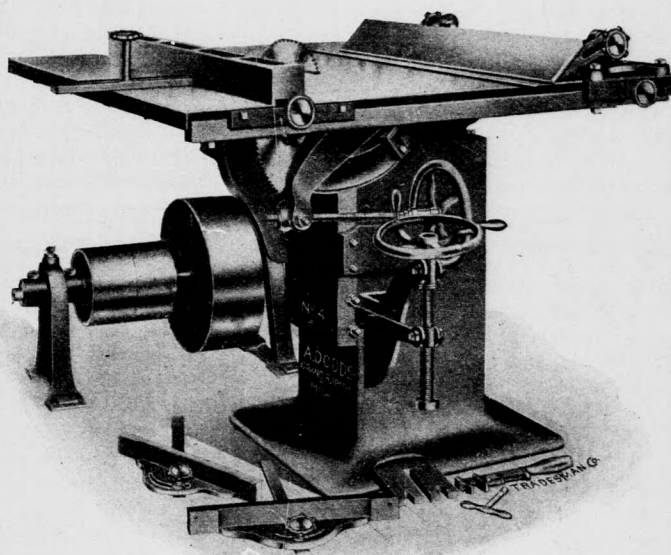
"Yes," answered Lorimer, who was thinking of a bill he had pending before the House.

After another long pause the farmer observed: "Say, you ain't a lawyer or you'd be talkin'; you ain't a doctor cause you ain't got no satchel, and you shore ain't a preacher, from the looks of you. What is your profession, anyhow?"

"I am a politician," replied Lorimer.

The Marylander gave a snort of disgust. "Politics ain't no profession; politics is a disorder."

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WORTHY INVENTIONS.

Difficulties Attending Exploitations of the Bell Telephone.

The early history of the invention, development and promotion of the telephone is a recitation of trials, rebuffs, disappointments and discouragements. Prior to 1876, Alexander Graham Bell was merely an obscure teacher of deaf mutes. He followed this profession in his native land of Scotland, earning only a meagre living from his teaching. He employed a system which he himself had devised and used with success. Seeking a larger sphere of action he emigrated to the United States and continued his work here with varying degrees of success. In his work he employed a device very similar to the modern telephone transmitter. The use of and practical results attained, in the course of his teaching, from his transmitter lead him to study the problem of "sound transmission." In this study he became more and more deeply interested but at great personal sacrifice since his earnings as a teacher of deaf mutes netted him but a scanty living and in order to gain even a scanty living it was necessary for him to devote his entire time to his teaching, and consequently the more time he devoted to the study of sound transmission the more precarious became his income from teaching. Continuing his experiments, however, as best he could, and with the decreasing means at his command, he was at last able to exhibit his first crude model of a speaking telephone at the Centennial Exhibition in Philadelphia in 1876. It attracted a mild degree of interest of scientists but only a passing notice of capitalists. The prediction of the scientists that it had a future before it was given with less enthusiasm or conviction than now given to the future value and importance of telephoning without wires. The prediction of the capitalists, or the few of them who noticed the thing at all, was that it was an interesting toy. While the results of the exhibition were not what the inventor had anticipated, and were almost enough to discourage him in his further work, still he had faith in this child of his brain, and to the utmost extent of his ability and means he continued his work of improvement and development, traveling along the well beaten track of ex-

perience of so many inventors, beset with difficulties on all sides, limited in means, and discouraged by his fellow men. With a foresight which in later years proved a thousand fold its wisdom, he filed application for patents covering the principal features of his ideas, and those principles are embodied in every telephone in use to-day.

The first public exhibition of the improved device over the crude model shown at the Centennial Exhibition was given at Salem, Massachusetts, in February, 1877. This exhibition excited some curiosity but failed to draw financial backing. Two or three months later Bell delivered a lecture before the Boston Academy on the subject without any better results so far as enlisting financial aid in the enterprise is concerned. A company had been formed, but the stock went begging. No one seemed inclined to take hold of it. Financiers said that the idea of transmitting and reproducing the human voice over a copper wire was preposterous and the one who proposed such a thing was a dreamer of dreams. Even though the inventor had by this time been all but reduced to poverty and want through his experimentalism, still his faith in his inventions remained unshaken. He soon realized, however, that "faith without work availeth nought," and so pressing became his needs for funds that he resolved to make personal appeals. The first one to whom he applied was Chauncey M. Depew, to whom he offered a one-sixth interest in his invention for a loan of \$10,000, with which to put the company on its feet. After considering the proposition a month Depew wrote back declining the offer with the statement that he scheme was utterly lacking in commercial possibilities, and \$10,000 was too high a sum to risk in marketing an instrument which at best could never be more than an amusing scientific toy. The interest which Depew thus turned down could not be bought to-day for twenty-five million dollars.

Smarting from the keenness of his disappointment Bell decided to make another desperate effort. He appealed to Senator Don Cameron, of Pennsylvania, who, at that time, was one of the leading figures of the United States Senate. To Senator Cameron the offer was made of a half interest in the invention for nothing if he

would only lend the prestige of his approval and endorsement. It is said that Senator Cameron not only would not entertain the proposition but that he gave orders to his clerk "that Bell and his fool talking machine be throw out," if he again sought to obtain an interview.

At this juncture came a ray of sunshine. When every resource had been exhausted, and there was nothing but oblivion to face, a few men in Boston determined to give the telephone a practical test. A line three miles long was constructed between Boston and Somerville. This, the first practical telephone line in the world, proved so unequivocally the utility of the telephone that immediate success was assured. The pioneer line cost only a few hundred dollars. In less than thirty years the mileage of operating telephone lines has increased to nearly 4,000,000. Last year there were in the United States alone more than 3,200,000,000 telephone calls, and more than 30,000 persons are employed regularly by telephone companies throughout the United States, while the American Bell Telephone Company is capitalized at \$212,000,000, and the total capitalization of the principal telephone companies of the country aggregates nearly \$1,000,000,000.

The demonstration of the success of the instrument over the three mile line at Somerville turned the tide. No longer was capital "shy," but there was a bold rush to secure the talking machine, and the inventor, who had been repeatedly turned down and rebuffed, was offered fabulous prices for part of the invention, but more than this, the welfare of mankind was promoted and advanced, and a modern necessity founded.

Samuel E. Darby.

You never will make much headway going at things with the head alone.

Only those who are not afraid of being poor really become rich.



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

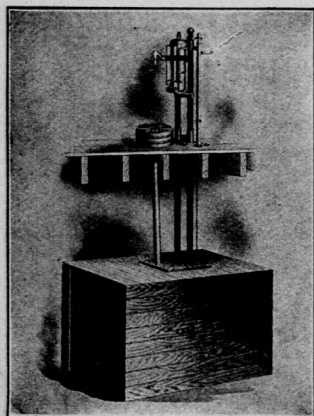
Large, roomy removable box, hard wood gear and steel wheels (Wabash patent). Spokes are drawn tight so there is no bumping or pounding. Front wheels turn to the center, so wagon can turn completely on a narrow walk.

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.

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SWEEPING THE STORE.

Right and Wrong Way in Which To Do It.

The sweeping and dusting are the principal causes of dust damage to stocks; yet there are plenty of merchants who entrust this work entirely to green clerks—ofttimes mere boys, with little or no instructions as to how it should be done. There is no reason why a green clerk, or even a bright boy, should not do the sweeping and dusting, or at least the sweeping, providing he is told how to do it properly. But the average boy little realizes the injury to stocks that can be occasioned by dust, consequently he thinks only of getting the floor in a respectable looking condition and little cares where the dust and dirt go to.

There are various methods employed for sweeping a store floor and keeping the dust well down. Some employ the water sprinkler, merely sprinkling the floor before sweeping. While this will keep the dust down while sweeping, the water causes so much of the dust to adhere to the floor that a good job of sweeping can not be done, and after the water dries the floor is far from clean, and the tramping of clerks and customers over a dry, dusty floor will cause much of the dust to rise and settle on the goods.

Some advise the use of patent preparations which are on the market for holding the dust down while sweeping. But, after all, we doubt if there is anything more efficient and economical than dampened sawdust. The sawdust should not be made so damp as to wet the floor, but merely damp enough to collect and hold the dirt as it is swept along over the floor with the broom. The dampening of the broom is perhaps better than sprinkling the floor; but we do not like this so well as the sawdust, and it requires considerable pains to have the broom dampened just right—neither so wet as to stick the dirt to the floor nor so dry as not to hold the dust down.

The practice that some have of dampening the floor or the broom with kerosene is a nasty one and unfit to contemplate in a decent store. The kerosene odor is very offensive to some, and it is simply an insult to solicit the patronage of women and expect them to drag their skirts about an oily, dirty floor. Moreover, when once the kerosene habit of sweeping has been adopted, there is little use to scrub, as the oiled spots will make the floor look worse than before it was scrubbed.

A store floor really ought to be scrubbed every Saturday night. By frequent scrubbing, if the floor is hardwood, as it should be, the dust is easily gathered up by the daily sweepings with a little dampened sawdust, and very little of it will rise and settle on the goods, whereas an old dirty floor that is seldom scrubbed is always full of dust, and more or less of it will rise when sweeping, no matter how much care is exercised in doing the job. Before leaving the subject of sweeping, let it be remembered that the amount of dust raised depends very largely upon the

manner in which the broom is handled.

Merchants should enjoin their clerks who sweep very particularly regarding this matter. A broom that is flirled about and handled carelessly will always raise a great deal more dust than one that is wielded with care. Much dust damage can be eliminated by covering as many goods as possible with dust cloths while sweeping.

After the sweeping comes the dusting. All the instructions that are necessary in this regard are brief—use a dusting cloth and wipe everything that can be wiped, and use the brush only on cloth goods and things that can not be wiped, and brush very carefully. If anything is very dusty take it outdoors to brush. The habit that some storekeepers have of providing their clerks with a feather duster is a deplorable one.

Dusting with the feather duster is almost worse than useless, as it merely flirts the dust about from one resting place to another, much of it going into the air and finally settling back onto the very things that have been dusted. Keep the dusting cloths clean by frequent washing, otherwise as much dust will be scattered about the store as is wiped up in using them.

It pays to keep the store and stock scrupulously clean at all times, not only to obviate, so far as is possible, losses sustained on the stock by reason of dust and dirt, but it helps business generally. In these days when good advertising is generally conceded to be an essential element to business success, merchants can not afford to ignore the advertising that accrues from a thoroughly clean and neatly arranged store.

It will soon be fly time, if we are to have any such period this year, and we find all thoroughly up-to-date merchants taking precaution to keep their stores free from flies. We understand that it is a somewhat difficult matter to keep the flies out of a store; but by the use of screen doors and a few of our fly killing agencies it can be done. Merchants who are unable to keep the flies out should provide mosquito bar coverings for all goods that could be in any way injured by these insects.

When To Wind a Watch.

"Most people," said the watchmaker, "wind their watches at night, but it would be better to wind them in the morning.

"You see, we are liable to go to bed at different hour, and so to wind our watch at irregular intervals; and it is better to wind it regularly. Then we are more liable to forget to wind our watch at night than in the morning and so may let it run down.

"But we are pretty sure to get up in the morning at our regular hour, whatever the hour at which we went to bed, and so by winding it then we may insure regularity of winding; and the watch is brought to mind then, when we put it on for use, and then we are less likely to forget to wind it.

"So morning is the best time to wind a watch, if you can get yourself into the habit of winding it then."

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A great many grocers have lost not only money but trade of their customers by trying to sell them something in which there is a little bit more profit for them than there was in the real article.

In the 25 years that Jennings' Flavoring Extracts have been on sale in Michigan we think there have been very few cases where grocers have sold the trade something not as good, as they have been very loyal to our product.

We simply want to emphasize the fact that Jennings' Extracts will give satisfaction to all housekeepers and cooks and when you sell them you know they are all right.

A satisfied customer is, of course, the only kind of a customer any one wants.

Jennings Flavoring Extract Co.

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

ESTABLISHED 1872



SELLING EXPERIENCES.

Married Men Who Buy Folderols for "Sweethearts."

Written for the Tradesman.

"Yes, we get the queerest types of women, wanting to buy hats," remarked a milliner who caters to no class of trade in particular, but is as willing to buy bread and butter and replenish stock with Mrs. Back-Alley's money as with that of Mrs. Locust-Hill.

"And," continued the milliner, "half the women who come don't—more's the pity—know what looks well on them. And this ignorance is by no means confined to the woman who takes in washing for a living. Often the one whose husband writes his dollars in six figures—or even more—is no wiser as to what is becoming to her style. Sometimes the latter will say:

"Oh, try on just any hat. Somehow they all look alike to me and I might as well take one as another."

"Now, how utterly simple to make such a statement, for any one with a grain of common sense knows that no other portion of a woman's wardrobe is so responsible for her looks—handsome or ugly, stylish or the reverse—as the hat which she perches on her devoted head.

"Yes, I have many laughable experiences. The funniest times I have are when a man comes along with a lady, to pay her bill, whether he is husband, lover or—one who has no business to be paying her accounts. I can always tell in a few seconds just what his relationship is to her, also what variety of man he is as to money matters.

"I have given considerable attention to physiognomy and palmistry, and I look at physical characteristics the first thing—during the few moments consumed in chatty preliminaries—to discover what sort of people I have to deal with.

"I remember distinctly one couple who came to me years ago for the first time. They were both fat and comfortable looking. They seemed to think a good deal of each other, but I saw, the instant I set eyes on him, that he was inclined to be stingy in some directions, while generous in others, so I knew what to look for. It turned out just as I expected: The man haggled over the price. The couple were not fashionably dressed—that is, as to cut of garments—but their clothes were of fine quality and showed excellent care-taking. The lady deferred to her husband in everything about her hat. They were agreed as to the use it was to be put, but found difficulty in deciding between several hats. Finally their choice narrowed to three, and then to two, and there wasn't much pick between the latter. After a while they simmered it to one, and then came the boxing and paying for it. The price of the hat, which was a tailored one, was \$5.50, but that figure then represented a better hat and better trimmings than the same money buys now. The wife seemed to think the price satisfactory, but the husband evidently said, 'Nay, nay,' in his inner consciousness, for he stated, ostentatiously displaying a shining \$5 gold piece:

"I'll tell you what I'll do: I'll give you this bright new \$5 gold piece for the hat. We like the hat, but we don't like the extra 50 cents that's tacked onto it. Come now,' wheedlingly, 'you take the money and call it a bargain.'

"As they were new customers I thought it the better part of valor to throw off the amount I was requested to; I knew I could make it up on them, if they patronized me at some future time, by anticipating a little 'Jewling down' on the man's part and fixing the price to 'fit the case.'

"So I made a specious excuse and let the hat go for the 'bright new \$5 gold piece.'

"That couple were 'out of town' folks. They've traded with me ever since and have sent me numerous customers from their locality. I may add that I made up the 'extra 50 cents tacked onto' the first hat.

"I'll tell you the stripe of people, though, I despise to wait on, and that is an old married man and a pretty young woman who has supplanted his faithful wife in his affections. He usually introduces this person as 'my cousin, Miss So-and-So, of Pittsburg,' or some other large city where she would be lost in the shuffle. He adroitly takes me aside and explains(?) to me that I 'mustn't let his wife in on the deal, as she is a little "peculiar," don't you know, and might possibly object to his buying a hat even for his own cousin!'

"Just as if I didn't see through his flimsy little ruse! The 'cousin' is no more related to the gay old bird than I am!

"However, I can't refuse to sell him a hat for the girl unless I come right out and say (or infer) that it is my conviction that the 'cousin' in the case is no cousin but a 'sweetheart'—one of those despicable women who ask no better amusement than to get some old fellow infatuated with them by all those wiles in which some women are so devilishly adept. I think there is no crime under Heaven wickedder than for one woman—not content with securing, by charming sweet ways, a lover honestly and legitimately—to set out deliberately, fiendishly, to steal another woman's husband away from her, one who has solemnly promised before man and High Heaven that he will 'keep thee only unto her so long as ye both shall live!'

"Oh, I know these sly little cats that set out to win a married man's affection. They purr around him as if he were their very own property. What have they ever done for him? There's the unsuspecting—perhaps, although not generally—wife sitting at home mending her husband's ragged socks while he is galivantin' around buying a miserable flirt new bunnits, silk stockings and eke silk petticoats, and French lingerie that's a mass of handwork and lace fluffiness, and stuffin' the pert young thing with all sorts of goodies and fillin' her up with highballs, Manhattan cocktails and other festive and hilarious decoctions!

"When the pert young woman enters my store with this fine(?) Lothario in her train—all honeyed

smiles and little love pats and even amorous kisses on the sly—my heart bleeds for the neglected wife behind whose back this sort of thing is going on. Her old duffer of a husband may pride himself on his wise ability to 'pull the wool over' his wife's eyes, but he can rest a thousand times assured that more than one is only too glad to 'give it away' to her about his 'goings on' with this bold young huzzy, who ought to be in better business than thieving her husband.

"You may think I speak strongly on the subject. But I do not speak half so strongly as I feel. I've seen so much of this infernal business that my hand fairly aches to slap these Miss Huzzies in the face when I see what they're up to. Why, an infatuated old married man will spend



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

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The Sanitary Wall Coating

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

Alabastine Co.
Grand Rapids, Mich.
New York City



One Vast Exchange

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

Michigan State Telephone Company

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

For rates, etc., call on local managers everywhere or address

C. E. WILDE, District Manager
Grand Rapids, Mich.

Everything Is Up
Excepting

Mother's Oats

Same good quality

Same old price, but an additional profit for the grocer

Why?

Because of our Profit Sharing Plan
which applies to

MOTHER'S

Oats Twos
Oats, Family Size
Cornmeal

Encourage economy by pushing these brands
and make MORE PROFIT

The Great Western Cereal Co.
Chicago

more money on jewelry for his 'sweetheart' in a month than he will give his wife in a whole year to dress on. Fact! And then he doles it out to the partner of his sorrows but not his pocketbook as if she were a mendicant; some one else has put it, 'as if she were a beggar rattling her cup for pennies on the street corner!'

"Such things are true; but being true does not make them right."

Lucie.

Cultivate Your Brain and Be Good.

Get good and clever by growing the right brain cells in Prof. Gates' human garden. Prof. Elmer Gates says that brain cells can be generated by stimulation of their particular phrenological area. He claims that by this system both the good and the bad may be controlled. His first experiments were with animals, to which he gave extraordinary and excessive training in mental faculty, that is, seeing and hearing, and in depriving other animals identical in age and breed of the opportunity to use that faculty. He then killed both classes of animals and examined their brains and found a marked structural difference had been caused by excessive mental activity as compared with the absence thereof. He says that children ordinarily develop less than 10 per cent. of the cells in their brain area and many more cells can be put into the fallow parts, so improving the brain and increasing the power of the mind. He says he has succeeded in entirely eliminating vicious tendencies from children with dispositions toward cruelty, stealing or anger. This he does by creating a greater number of opposite or moral memories as impressions and keeping them active until the old structures disappear; in fact, crowding them out as the planting of certain kinds of grass in the soil will drive out and supersede the weeds. He says that alcoholism and derangement of the digestive functions may be overcome by his process of creating numerous moral cells which are sensitive and harmonizing. Give people more mind, he says, and all undertakings will be ameliorated and better results accomplished. Give them more moral minds and the evils of society gradually will disappear.

Paid for the Right.

Brander Matthews, who holds the chair of dramatic literature at Columbia University, is a recognized "first-nighter." It would be a daring young playwright who would break the tradition of sending seats to the shrewd but kindly critic of Morningside. Some years ago, when Prof. Matthews was dramatic writer for the Nation, a young acquaintance went to Broadway with a tragedy. Of course, Mr. Matthews was pleased to attend the first performance, and was anxious to see the best in his friend's effort. The next morning he was asked how it took.

"Well," he said, "after the first act I applauded and the audience sat silent, and after the second act I sat silent and the audience hissed."

"And after the third act I went out and bought a ticket and came in and hissed, too."

Signs and Wonders in the Sky.

"Twinkle, twinkle, little star," no one wonders what you are, for the astronomers say you are not. Stars have gone out of fashion. They have no astronomical meaning and should be omitted from astronomical literature. The astronomers have arrived at the conception that all the structure visible in the most powerful telescopes is made of space, suns, planets, moons, nebulae, comets, meteors and cosmic dust. Every star visible in the most penetrating telescope is a hot sun. They are at all degrees of heat, from dull red to the most terrific white heat to which matter can be subject. Leaves in a forest from swelling bud to the "sere and yellow" do not present more stages of evolution. A few suns have been weighed and found to contain less matter than our own, some are of equal mass, others are from ten to twenty and thirty times more massive, while a few are so immensely more massive that all hopes and bases of comparison fail. Every sun is in motion at great speed, due to the attraction of all the others. They go in every direction. Imagine the space occupied by a swarm of bees to be magnified so that the distance between each bee and its neighbor should equal 100 miles. The insects would fly in every possible direction of their own volition. Suns move in every conceivable direction, not as they will but in abject servitude to gravitation. They must obey the omnipresent force, and do so with mathematical accuracy.

Causing the Dead To Live.

The resurrection from the dead is achieved by twentieth century machines. Prof. George Poe has invented an apparatus whereby persons killed by asphyxiation, poison, or drowning can be resuscitated. By this miraculous device the death of persons under the influence of anaesthetics while being operated upon can be prevented; as also can infant asphyxia at birth. A drunken person can be sobered in a few minutes; persons hanged or electrocuted can be revived; and the freezing to death of Arctic explorers can be obviated. The machine which Prof. Poe has modeled copies Nature directly, and has two double larynx tubes, or two tubes to connect with the nostrils, one an inlet for life giving oxygen, the other as an outlet for water or poisonous gases. It is in line with the construction of the heart, and, therefore, has two cylinders, each having an inlet and an outlet valve. A demonstration was made with a rabbit which gave every sign of being dead and no sign of being alive. Within three minutes after the machine was applied the rabbit was running around, apparently as lively and well as ever in his life. A dog also was experimented upon with great success. So far the artificial breathing apparatus has not been tried on a human subject, but it is believed that the results would be the same as shown on the animals.

The striking sermon is the one that hits the other sinner hard.

Few things choke sympathy quicker than cherished sorrows.

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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You Should Handle

the best teas and coffees on the market to keep your customers. Don't let them go to other stores just because you haven't what they want.



Flint Star Brands

have long held the reputation for quality. They are scientifically blended so as to make satisfied customers. Our

Teas and Coffees

are what your customers want.

Write us for prices and samples TO-DAY.

The J. G. Flint Company

110 W. Water St.

6-8-10-12 Claybourn St.

Milwaukee, Wisconsin.



DISPENSING SODA.

How It Can Be Accomplished at a Profit.

There is no branch or side line of the drug business which receives so little attention at the hands of the average druggist as the soda business. It is also true that there is no branch of his business that is more capable of being increased in volume by a little real attention than the sale of soft drinks.

The pharmacist's special training in matters of accuracy, neatness and cleanliness admirably fits him to manage this department of his business. For this reason the public expect to get a soft drink served neater, with a more uniform flavor and by a more competent dispenser at a drug store than at a confectionary store or other place where soft drinks are usually sold, and the druggist who fails to take advantage of this fact is losing a large percentage of his business.

There is no doubt that the soda business can be made to pay in any town of a thousand inhabitants or in almost any location in a city if you go after the business right. The great trouble with so many of our profession is that they hate to see the day in April come warm enough when they have to open the fountain in order to supply the demand for cold drinks, and are much pleased to see a day in September cold enough to give them an excuse for closing for the season.

The fountain should run the year round. Hot drinks will pay in the winter better proportionately than cold ones in the summer and with less work to dispense, and a good business on the ice cream soda can be done in the cold months as well. Neither, in my opinion, is it necessary to have an elaborate fountain to do a good soda business, although it is true that in no other business do a nice appearing store and modern fixtures help more to build up a good business; but in the end it is the drinks you serve and the way you serve them that win or lose at the soda fountain.

Cleanliness is not only the cornerstone but the whole foundation of the soda business. A good dinner well cooked yet served on chipped china with soiled linen and in a smoky restaurant appeals to none of us, neither will a good soda served on a greasy slab with a tarnished spoon by a dispenser in a dirty coat induce us to come again and bring our friends.

The item in your expense account that you get the most value received from is the money you pay a good dispenser. A good dispenser must not only know how to serve drinks but he must be a salesman. He must push the 10 cent drinks and get away from the old 5 cent vanilla soda. When a customer does not know what he wants induce him to try something new, always a 10 cent drink, and make it look and taste so much better than the old fashioned soda that he will forget that he ever had one. With a little education of this kind you will soon see a majority of your customers calling for sundaes and mixed drinks on which there is a good profit.

Always serve a small glass of water with a sundae, whether it is called for or not. It takes but little time, and these small attentions to the wants of your trade are what win for you the reputation that makes a good soda business. Serve fresh fruits as soon as they are in the market. Make a nice display of fruits on your fountain. Remember that a soda tastes a good deal like its surroundings look. Never try to economize on ice. The more ice you try to use the less your ice bill will be and the colder you will draw your drinks.

Let chocolate be your leading flavor. Get the best chocolate, make it the very best you can and push it. Nothing will win you trade and make a reputation for your fountain like the best chocolate in town. We get 10 cents for chocolate soda, while we sell all the other syrup flavors for 5 cents. Yet we sell more chocolate than any other two flavors.

In the soda business I am a great believer in signs. Put up as many nice signs as you have room for. Have your signs neat and plain. If you have no one in the store who can make a good sign, have a sign writer make them for you. Put up a sign for a new drink every day or two. It will surprise you how your customers will enjoy looking for your announcement of new drinks, and if the drinks are what they should be they will get the habit of trying all the new ones and tell their friends. This is the best advertisement for your fountain.

Be liberal with your ice cream, especially in your 10 cent drinks, and, if you use any quantity of cream, manufacture it yourself. This is economy and you will get a better ice cream if you use pure cream and are careful in the process of making.

Start your hot fountain early in the fall, so as to be ready for the first calls for hot drinks. Run the cold fountain all winter. You will find most of your customers like ice cream soda almost as well in cold weather as in the summer.

The serving of lunches at the fountain has caused considerable discussion among the druggists of the country lately. Many of our members contend that we should not degrade the profession by turning our pharmacy into a restaurant, and some of our best druggists in the larger cities appear to have gone to the limit on the lunch question, as they seem to serve everything in the eatable line with the possible exception of mashed potatoes and fried onions.

However, I have found that dainty sandwiches and wafers served at the fountain, especially in cold weather, fill a long felt want and are very popular with the ladies. They evidently expect to get a better sandwich and a richer cup of cocoa at a soda fountain than elsewhere. I do not believe that the lunch business ever hurt anyone's drug trade, and it certainly brings many new customers into the store whose drug business you will get if you treat them right.

What do you do to advertise the soda business? If you are located in a small city and have a good daily paper I think that newspaper advertising is the best way to spend your appropriation. You will get quicker

returns from good newspaper advertising than any other. A neat menu once or twice a year distributed through your town or mailed to your customers will help. Keep up neat new signs in the store. Advertise a formal opening of the fountain when the warm weather starts in the spring and get a crowd in your store to try your new drinks, but do not give away soda. Anyone can give away cold drinks on a hot day, but if your opening advertising is right it should sell all the soda that your help can dispense on such an occasion. If you must give away something let it be samples of your own preparations or flowers. All this is good advertising, but remember that the best advertisement your fountain can have is that your friends and customers shall say that your fountain is perfectly clean, your dispensers competent and courteous, your linen spotless and that you are interested in your own soda business.

E. L. Keyser.

Pontiac, Mich.

Our registered guarantee under National Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa



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

48 HIGHEST AWARDS
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Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

A HOME INVESTMENT

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

HAS REAL ADVANTAGES

For this reason, among others, the stock of

THE CITIZENS TELEPHONE CO.

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

Meek
Reels

Blue Grass
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Complete stock of up-to-date
Fishing Tackle



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Reels

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FOSTER, STEVENS & CO., Grand Rapids, Mich.

Four Kinds of Coupon Books

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

Tradesman Company - - - Grand Rapids, Mich.

Small and Frequent Orders Prevent Overstocking.

The average retailer would be surprised to know the buying methods of successful mail-order houses. How careful most of their buyers are to not overstock. They would rather place several orders for the same class of goods than to order enough to last through an entire season. They find out the lowest price they can buy for, in large quantity, and then do their best to get a small quantity at the same rate. The average retailer wants to order enough goods of a kind to be sure he will not need more for a good long while. He does not want to be bothered about sending a new order every few days, or weeks, as the case may be.

As a result of this little lazy streak he will have a great deal more money lying dead in his stock than should be the case. If he has but little capital, he soon finds that his stock has grown until he is unable to take the cash discounts on goods purchased, and that means everything will cost him more than it should. If he has plenty of capital, he can of course continue to take the cash discounts, but if he buys more than he should at a time his money is not making anything for him. While the goods may be worth the price paid for them, there is no profit being made on them as long as they are in stock, and no man has any business putting more than the proper amount of capital in his business.

Everything you buy is bought to sell again, and if you would handle

your business just right you should always have plenty of goods to supply every demand, and no more. Of course it is impossible to do business quite that close, but most retailers can turn their cash more than they now do, and make more out of it. If a merchant is using \$5,000 to conduct a business which could be handled on \$4,000, he has just \$1,000 of dead capital, which is not earning him a cent, and it is bound up in goods which may deteriorate in value, and thus cut down net profits instead of increasing them. Traveling men always want to sell big bills, so they can make a good showing, and are inclined to load up the retailer, on one pretext or another. Some travelers try to not do this, knowing it is a bad policy in the end, but even these men are liable to overestimate the ability of the retailer to move goods. The traveler who deliberately sells a retailer more than he knows he ought to buy, and insists on making the order a big one, does more to hurt his own house than any one else could possibly do to hurt it, for the retailer is sure to feel sore for a long time.

Retailers can not exercise too much care in buying, and should feel absolutely sure that they can sell the goods within a short time, because they can order again, by mail, if they find the demand better than expected, and will take the trouble to keep in close touch with their stock, so they will be able to tell what the demand is really going to amount to. By all means do not be afraid to send

in small orders often. The wholesalers may not like it, but you are not in business to please them, and, while they would rather have big orders, they will know your stock is clean and will figure you as a good risk as a customer. It is your own business you want to prosper, and this is one way to make it show up right, and keep your stock turning as often as it should. Small orders may cost you a little more freight in the course of a year, but only a little more if you are careful to order everything you need from that particular house every time you send in an order. Do not allow your stock to run too low while waiting to make an order larger, but do not order one thing to-day and another to-morrow from the same house. Keep in close touch with your stock and you need never be short of goods, and still need not have a heavy stock of any one thing.—Stoves and Hardware Reporter.

Cloth of Iron and Limestone.

Cloth of gold the fairy books describe; cloth of iron is a real product of the mills. Iron cloth is used largely to-day by tailors for making the collars of coats set fashionably. It is manufactured from steel wool by a new process, and has the appearance of having been woven from horsehair. Wool which never saw the back of a sheep is being largely utilized on the continent for making men's suits. It is known by the name of limestone wool, and is made in an electric furnace. Powdered limestone,

mixed with a certain chemical, is thrown into the furnace, and after passing under a furious blast of air, is tossed out as fluffy white wool. After coming from the furnace the wool is dyed, and finally made into lengths of cloth. A pair of trousers or a coat made from this material can be burned or damaged by grease and is as flexible as cloth made from the sheep's wool. Some time ago an English clothing manufacturer succeeded in making a fabric from old ropes. He obtained a quantity of old ropes and cordage, unraveled them by a secret process into a kind of rough cloth. A suit of clothes made from it and worn by the manufacturer himself proved strong in the extreme, and kept its color well. It is said that a number of goods sold by some of the best London tailors at low prices are made of old ropes.

She Thought Too Late.

A woman of our acquaintance says that she made the mistake of her life when she did not have a regular wedding and invite everybody she had ever known who had a dollar to spare.

"Here I have been for years buying silverware to present to other people when they married, and never have felt able to buy any real genuine silverware for my own house. I might as well have worked my friends and acquaintances for enough silver and chinaware to fill up a big china closet, which wouldn't have cost me a cent outside of the invitations."

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?

PHRENOLOGY OF SOLES.

Extracts from Diary of an Old Cobbler.

"A man's poise upon his feet is an index to his character. This poise can be more or less altered by cultivation and constant guarding, yet during hours of relaxation nature will assert herself, and the man will stand forth stark and unaided save as he was endowed in the beginning.

"Of all attempts at subduing members of the human body the feet are the least responsive. Heathen will they be although all other members seem civilized and domesticated.

"The poise upon the feet leaves its imprint, its written confession in whet and scar on the heels and soles of shoes.

"Forty-nine years at the cobbler's repair bench have brought me many shoes strangely whetted out in sole and heel, yet each pair was a little history of a portion of life to me. Old shoes have as much individuality as human faces. Some soles awaken sympathy in me, some produce merriment, and others rouse me to resentment.

"It is popularly claimed that a shoe is worn out in such and such a manner through some physical make-up of the foot. To some extent this may seem true; but even these physical features of a human are of psychological origin. A man's face is as much a psychological study as his mind is.

"It takes but a few observations of worn shoes to determine whether the wearer was of a sloven, shuffling manner or not. The sole and heel speak of alertness, modesty or boldness.

"No two persons ever wore their shoes out in exactly the same places to the same depth and extent. The wear is dependent upon the points upon which the body pressure is centered most, and these points are determined by mental projection of the wearer, or the line of thought incident to the character of the man. Here is a pair of shoes worn through at the center of the ball of the foot, and the heels are whetted down evenly and flat. This wearer put his feet to the earth in a fearless, confident manner. He was temperate, reliable, determined and given unto exalted ideals. His head was carried high, the shoulders were thrown back, and the voice was brusque and energetic. The step was quick and decisive. Such soles belong to the leaders of men. They are worn by generals, jurists and great divines. Pessimism never walked in such shoes.

"Another class of shoes shows that the wearer had a tip-toeing manner in his walk. The wear of the sole is from the center of the sole out to the toe. This is the natural sole wear of the sneak thief, the safe-blower, the assassin and the practical detective. This is the sole revealing the tiger in man, the blood stealing sole.

"The sole with the heel worn down evenly, and the sole having but little damage, belongs to a person of a blunt, coarse nature. He is cruel, vindictive, unreliable and solely blatant. His walk is a stab into the earth with each setting forward of the feet. Here is depicted snake-stamping, life-

crushing and death-dealing disposition. This sole belongs to the thick necks and hard skulls of the world.

"A sole with the wear spread evenly from the heel to the toe, the heel but little whetted away, is suggestive of refinement, and natural artistic instincts. The wearer is quiet, responsive in nature, and at all times readily reached by logic and sympathy. The movement is of one who would not be brusque and noisy, but ever gentle and courteous. This sole belongs to the artist, the poet, the musician, the philosopher and the philanthropist.

"The sole with the inner side worn down is incident to the cringing cowardly man. This sole is given to but little activity. It is always found on the side with the rabble, the mob and the lawless. The wearer is easily influenced—he can be lead from pillar to post with ease. The anarchist and the mobber wear such a sole in such a manner.

"The sole worn down on the outer side of the shoe shows carelessness and a don't-care nature! The 'tired' people have such soles in evidence of their actions. The wearer is satisfied with little, asks but little and generally gets but little. Laziness, good nature and a desire for much sleep go with him. Education is always limited in this shoe.

"If the upper spreads out over the sole, and the heel shows but little wear, a jolly easy-going man is present. He is fond of jokes, tales and story telling. He never refuses a pipe and a glass, and a social drunk is common in his functions of life. Such a shoe could know a man who could furnish much good substance for the funny side of a newspaper.

"A peculiar sole is one having a spot about the size of a silver dollar worn through just beneath the ball of the big toe. This spot is usually on soles of office men, the wear being occasioned by the turning of the foot nervously back and forth on this point. It is the spot of indigestion, irritability and uneasiness. This is a female wear of a sole, provided the heel is cut out. This spot is the badge of a gambler, bucket shop man and horse racer. As from the thigh bone of an extinct animal or from a scale of a fish the animal or the fish can be reproduced in outline by the scientist, so is it possible to tell character, disposition and even the most probable profession of a man by the wear and whet shown on his shoe soles.

"The shoe sole can have no hypocrisy. It is a worked out truth. The man natural is shown by it.

"As soon as the character significance of shoe soles is studied more and mapped out definitely, the phrenology of shoe soles and shoe heels will be a branch of popular science, having far more real meaning and human bearing than the present generation has ever dreamed or half thought for it."

A humorist has suggested that the state of finances, as well as the character of the wearer, can be indicated by the shoes. The worn out and shabby shoe often is evidence of a thin pocketbook, while the well-groomed shoe may sometimes denote a prosperous condition or a raise in

pay. A man who gave the matter a great deal of attention is authority for the statement that very few of the really great men of the world have ever worn low shoes or oxfords. Another thing he is claimed to have noticed is that nowhere in the world are low shoes worn as much as they are in Chicago. Whether or not this is meant to indicate that there are no great people in Chicago he did not say.

"If you see a man, in the dead of winter, when the thermometer is at the zero mark, coming along wearing a pair of low shoes, put it down that he is from Chicago," said the shoe studying man. They wear low shoes there no matter what the season or how bad the weather."

A detective of ability once told me that if he had charge of the Bertillon system, he would include in the list of measurements and descriptions full detailed information about all crooks' shoes. A criminal may change his appearance by disguises, he may destroy his thumb print by paring off the skin and burning the tip with acids, he may stretch himself or hunch up, destroying the usefulness of his height measurements, but, according to this detective, he can not help how he wears his shoes. As I have already said, no two people ever wear out their shoes in exactly the same way, and, therefore, an old shoe, kept at police headquarters, would be the surest means of identification. Just what would happen, however, in case two clever crooks should change shoes did not enter the detective's calculations.

It Reminded Him.

He was a man of sixty, and he was walking slowly down the street, when he halted to look into the window of a furniture store. He was about turning away when a salesman came out and asked:

"Can I show you something to-day?"

"I guess not to-day," was the reply.

"Chairs, bureaus, tables, mirrors?"

"Nope."

"We have something new in sideboards."

"Nope."

"Let me show you the best folding bed on the market."

"I feared it—I feared it when I stopped," said the old man, with sudden emotion in his looks and tones. "I ought to have gone right past and never looked into the window at all. Oh, why did I do it?"

"My dear sir," said the salesman, "you seem to be overcome by something."

"I am—of course I am. It's that folding bed. Why did you mention it? Why did you bring it up? You might have known how it would affect me."

"But what is there about a folding bed to affect you?"

"Listen, sir; and let this be a great moral lesson to you. My case is only one in ten thousand. I had a folding bed in my house. I invited my mother-in-law to come and pass a month with us. She was put into that bed. On the very first night of her arriv-

al and while she slept and had her dreams of peace that bed—"

"Yes?"

"That bed folded up on her, and we found her in the morning mashed as flat as a pancake."

"Well, you were rid of her," said the salesman in a heartless way, though smiling over it.

"Yes," replied the other, as he advanced and dropped his voice to a whisper, "but the result, sir; the result. She was worth twenty thousand dollars, and she was going to make a will in my favor, but she was cut off like a withered flower, and every dollar went to my wife, who started divorce proceedings within ten days."

He Was Corroborated.

One of the men in the street car was making a great show of reading a newspaper and commenting thereon to himself, when the man at his right, who had been nervous for the last five minutes, spoke up and said:

"Will you kindly tell me if there is any very startling news to-day?"

"The papers seem determined to force a war with Japan," was the reply. "Here's enough jingo stuff to fill a barrel."

"But is it at all likely that we shall have trouble with Japan?"

"I think it is a good deal more than likely. She has a big chip on her shoulder, and she's bound to see that her subjects in this country get just as fair a show as if they were English or Germans. Oh, yes; you can count on trouble."

"It would be a wicked war, wouldn't it?"

"Thousands would be killed?"

"Yes; tens of thousands."

"Very wicked."

"And tens of thousands of dollars spent?"

"Yes; hundreds of millions."

"And we might see hard times?"

"Not a doubt of it."

"Well," said the questioner, with a sigh, "I should hate to see trouble come, but what you say corroborates me. A man came to me yesterday to borrow five dollars. I turned him down. He wanted to know why. I told him that it seemed to me this country was on the eve of a cataclysm, and that I proposed to keep my money where I could lay hands on it when I made a start for the back countries. Yes, sir—war—awful war—cataclysms—awful cataclysms, and if my own wife was to ask me for fifteen cents to buy a pair of stockings she couldn't have it until the twitter of the dove of peace is once more heard in the land."

She Astonished Him.

A Pontiac cattle dealer sold a cow to a man from Detroit. The latter subsequently sued the dealer for damages on the ground that he had given false information about the cow. The case came before the sheriff.

"I asked him," said the plaintiff, "if the cow was a good milker."

"And what did he say?"

"He said, 'She'll astonish you,' but since I've had her she has not given one drop of milk."

"Then," said the sheriff, "I should say she has astonished you!"

Verdict for defendant.

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



Practical and Profitable Methods of Securing Trade.

I was talking this afternoon with a man who understands the art of conducting a retail shoe store along paying lines. He is the manager of the biggest shoe store in his town, and he lives in a town of about 30,000. He has a big shop—commodious in every respect—and thoroughly up to date.

And the man looks the part, too. At first sight he impresses one as a man who can make good. He fairly exudes an atmosphere of alertness, confidence and optimism; and then one doesn't have to be long in his presence to discover that this man possesses the rare faculty of grasping a proposition, weighing it, and making up his mind with reference to it almost instantly.

It's a queer thing how you can spot the winning man by certain well known ear-marks. But you can—provided, of course, you are wise to these ear-marks aforesaid. To be thrown upon one's own resources; to go up single handed against the real task of delivering the goods—and to win out—endows a man with an element of masterhood that makes itself felt wherever that man goes.

This young manager with whom I had the pleasure of talking upon shoe topics this afternoon is an interesting and instructive study. As I have intimated he is still a young man—less than 35, I should judge—and I am a fairly good authority when it comes to guessing the age of the human animal. But youth is no longer a disgrace, neither does it debar a man from the higher rungs on the ladder of success. In the good, old patriarchal days a man was thought to be a callow and irresponsible youth until he reached something like 40 years of age. He was naturally expected to whine and whimper and play the role of the spoiled child of 35 or 40 years, and even then he cut loose reluctantly from his mother's apron-string. But this is not the patriarchal age; and if a young fellow is ever going to turn up anything at all it behooves him to show some good strong symptoms by the time he has reached his 35th birthday.

Although young in years he is not by any means new to the shoe business. His success is not one of those happy accidents that we now and then read about, and that some young fellows dream about, a la Sleepy Sidney. No; he knows the business from the ground up. Before he became manager of the largest shoe store in his city—and one of the largest in his State—he was head clerk. Before he was clerk he was just an ordinary clerk. No; I'll take it back; he was not "just an ordinary clerk;" for head clerks and managers are not evolved from the mass of "just ordinary clerks." His position was just the ordinary position of a clerk; and his opportunities were not more extensive than those which accrue to all

clerks. Before he was a clerk he was an all-round boy in the store—swept the store, washed the windows, delivered parcels, and did the thousand and one jobs that boys do about a shoe shop. For these services he received, as he told me this afternoon, three dollars and a half a week. As a boy he made his services so valuable to the firm that they raised his salary to four and a half, then five, then six. He began selling shoes when he was 16.

"Will I talk to you on 'How to Make a Retail Shoe Store Pay?'" said my young manager-friend, repeating the enquiry after me. "Well, I should hope so! That's the burden of my song, the goal of my ambition, the object of my wake-day cogitations, and the warp and the woof of my visions of the night! You bet I'll talk on the paying retail shoe store thesis.

"Now, in getting at this problem of conducting a paying retail shoe store, I think matters can be simplified a little if one specifies what size city the shop is in. And perhaps also the section of the country in which the city is located would have some bearing upon the methods to be used. While the underlying principles of successful merchandising are very general in their application, it is true that different sized cities and towns present different problems; and a special sale, or contest, or advertising campaign that met with success in one locality might fall flat in another. Local conditions would have to be considered. The customs and habits of the people should be taken into consideration.

"Suppose we figure on a town, say, of 30,000 to 35,000 inhabitants. I select these figures because they represent the size of this town—and because my experience in shoe retailing in a town of this size qualifies me to speak in a way that I couldn't about cities of the larger class. I wouldn't like to undertake to instruct retailers of New York or Boston on detailed methods of campaigning for business, because I haven't gone up against conditions that they confront daily; it would be better for me to keep silent and let them do the instructing. But I do know out of my own experience some of the things that a retail shoe dealer may count upon in a Southern city of 30,000 inhabitants. And I think I know something about the tactics he must pursue in getting next to the trade in such places.

"Very well, then, we've cleared the ground—delimited the field, as it were—now let us see. First we'll assume that the business is already established. Not necessary to assume

that it has been established very long—in fact, that doesn't enter into the problem at all. The store is established—and it is fair to assume that it has some trade, but not enough trade to justify the capital invested, nor to suit the ambitions of the man who owns it. Our problem, now, is to get into this established business, infuse new life and energy into it, boost it and make it pay big, juicy dividends on the money invested.

"Do you know that sort of a job appeals to me? I sometimes think I would like to be a retail shoe store revivalist?—Not an evangelist—a revivalist! To revive things is to put life into them, remove the ceremonies of the grave, and call them into renewed activity. Now there are just lots and lots of dead shoe shops. Nothing doing there—that is nothing of a striking and spectacular character; just the same old dead level mediocrity year in and year out. Proprietor in a rut. Clerks in a rut. Everything in a rut from the tomat to the boss. Now, as a professional revivalist, expert booster—anything you are in mind to call it—I would like to (in the event I were foot-loose to do it) enter into negotiations with the owner of such an establishment to come in and double the business in twelve months. I would obligate myself to systematize the business, go through the stock and clean it up from a to izzard, and focus the spotlight on the old shop in such a way as to compel the natives of that burg to sit up and observe. I should demand to be given a free hand—and incidentally I'd fix my salary at five thousand per annum, goods guaranteed to be delivered on time.

"There's a big field for men like that. Know it? If you don't, I do. So many folks are satisfied with doing a little business when they might be doing easily twice their present volume. The whole secret of the smallness and meagreness of the business they are doing lies just in the fact that they are so dead easy to please. They need to be stung by the beetle of discontent. Contentment is a good thing theoretically—and in many things, actually. But when it comes to business, not contentment, but discontent, is the thing. I'm contented with my wife and children; but I'm not contented with my business; never was, and never expect to be. Contentment breeds that let-up feeling; and when a man gets the bacteria of the let-up disease in his system it's all off with him. Somebody'll outdistance him and gobble up the trade.

"Yes; there is undoubtedly a big field for the man who would qualify



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.

as shoe store revivalist or professional booster. His services ought to be in demand. In addition to the proneness to be content with small pickings, there is also that unfortunate faculty for running dry, petering, losing one's elasticity and getting a puncture in the reservoir of one's resourcefulness. To catch the full force of this proposition, consider the window trims you are offended by as you travel over the country; sameness, ingrowing dullness, absolute dearth of fresh and original ideas. Why should a window be trimmed twice alike? Why has custom or conventionality decreed that there shall be just about so many pairs of shoes in a window? That they shall rest upon stands of about a certain height? That they shall be turned at a certain angle? And that there shall be about a certain number of men's shoes, a certain number of women's shoes, and a certain number of shoes for little tots? Who is the autocrat back of this conventional and stereotyped arrangement? Has this unknown and unseen autocrat decreed that whosoever departeth from such well-known customs shall be forever lost to wealth and fame? Evidently some such impression has gotten abroad.

"And consider the advertisements which are written from time to time: how like the proverbial peas-in-the-pod they are! Are originality, freshness and down-right brilliancy in a shoe advertisement things to be punished by the judges of our land? Why don't the owners and managers and proprietors of retail shoe stores in the smaller towns write better advertisements? Echo answers, W-h-y? The advertisement-reading public are entitled to better treatment at the hands of their shoe dealers. Wherever you find a lad in the shoe business who wields a facile pen, and turns out some really bright and spicy advertising dope, you'll also find things are doing at his little shoe shop around the corner. But so many dealers seem to overlook the trade-pulling dynamics of freshness; they keep on plodding along the same old lines. They need either a vacation or an intellectual stimulant or a bright young fellow in their employ to suggest things."—Cid McKay in *Boot and Shoe Recorder*.

Giving Him a Pointer.

"Once upon a time, when I was selling lightning rods," began the man whom we had all sized up as a returned missionary from China, "I came across a farmer who had quit the plow for a shady fence corner and was thoroughly out with agriculture. He did not want anything in my line except advice.

"Stranger," says he, 'hard work and me don't agree. I want to strike something easy. I'm thinking of letting it be known that I have struck natural gas on the farm and selling out for a big price.'

"But have you?" I asked.

"No, but I could fool 'em."

"I told him that he couldn't work such a racket—that he would have to show the gas before anyone would buy, and he then said:

"Would it be the same with coal ile?"

"It would."

"I might pretend I had an iron mine in that hill."

"You'd have to show the ore."

"He suggested two or three other impossible schemes on which I had to throw cold water, and finally, in desperation, he said:

"Stranger, if you've got any brains in your head give me a pinter on how to git along without work?"

"Have you any daughters?"

"Four of 'em, b'gosh!"

"Has each one got a beau?"

"Two or three apiece."

"Then let them begin suits for breach of promise and the money will come rolling in faster than you can count it. It's a sure thing with a jury, and any lawyer will take the cases on shares. That's why I am in the lightning rod business—because I have no daughters."

"Shake!" says the man, holding out his paw. 'You are smarter'n chain-lightning, and I'm a fool. That's the way—of course it is—and if you come back this way next week you'll hear that my gals have got four breach-of-promise suits on hand and are lookin' for more!'"

The Button Boot.

A prominent Lynn shoe manufacturer asserts that cloth tops will be prominent in fall goods, and for that reason he believes that button boots will be more popular the latter part of the year than for several years past. Cloth tops will, in his opinion, very largely stimulate the making of button shoes.

It would not be singular if buttons did come along this year, or next, because they have not enjoyed wide popularity for some years. The cycle of fashion is likely to bring buttons back, and whether it will be this year, or next, or later, time alone will best tell.

It is believed to be a fact, however, by the best dressers, that the most stylish shoe for men or women to wear is a button shoe, and this is evidenced when a shoe manufacturer wishes to show a strikingly handsome sample—he will invariably present a button boot to carry out his purpose.

Buttons are now sewed on more easily, carefully and thoroughly than ever before, and when once fitted to the boot, a button shoe holds its shape as well, if not better, than a lace shoe. While there may be some bother in fitting button shoes, when properly done they look well and wear well.—Shoe Retailer.

Grasping the Idea.

Here the haughty, disdainful beauty interrupted him.

"You are wasting your time, Mr. Spoonamore," she said.

"Then you don't care for me, Miss Pinkie?"

"Care for you? Not the least in the world."

"Don't you think that in time—"

"No, you noodle! Not in a thousand years!"

"I'm a noodle, am I?"

"You are."

"I see!" he gasped, reaching for his hat. "I'm in the soup!"

We Are Making Shoes

for the coming man—the boy of today.

Get on the right side of him with a

ROUGE REX SHOE



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

	Boys'	Youths'
6532 Kangaroo Bal ½ D. S. and Tip - - -	\$1.70	\$1.50
6538 Kangaroo Extra High Cut D. S. Tip - -	1.90	1.60

Write us

HIRTH-KRAUSE CO.

Shoe Manufacturers

Grand Rapids, Mich.



Whether You Buy Goods of Us or Not

If you attend the convention of the
Retail Shoe Dealers' Association Aug
26, 27 and 28 we cordially invite you
to visit us and go through our factory
and see how shoes are made. * * *
Our line is exceptionally strong as a
good selling as well as a good wearing
proposition. An inspection of our plant
will show you why. * * * * *

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.



Mutual Relations Sustained by Jobber and Retailer.*

In taking upon myself the responsibility of writing a paper to be read before the members of this Association I find that there is more connected with this duty than one would at first think.

In choosing the subject which I have, I find that there are so many phases of the question and so many different opinions that will be expressed by the different ones who are interested that I am treading upon very dangerous ground and am very liable to be called to account for something which I may say.

In the first place, I wish to remark that anything I may say along the lines which I have outlined will be said in the most friendly spirit, and if I should say anything that might be atken to reflect upon any one I hope that it will be taken in the same friendly spirit in which it has been written.

As to the relation of the retailer to the jobber, I believe that I voice the opinion of a majority of those present that there are no class of merchants that are more closely united to each other than are the retailers and jobbers of this great State of Michigan. We can not afford to be otherwise, as the interests of one are identical with the other and what affects one will affect the other either directly or indirectly. I also think the Michigan Retail Hardware Association has been the direct means of bringing about this pleasant state of affairs and for this reason we should all put our shoulders to the wheel and do everything that we can to encourage the success of the Association by coming to the meetings and attending each one of the sessions, so far as it is possible for us to do so.

By attending these conventions we meet each other face to face and also meet the jobbers at their several places of business, and they are always glad to give us the hand of welcome and do all in their power to see that we have a good time as their guests while we are in the city.

I am sure we will all return to our homes with a feeling that it was good for us to have been here.

In discussing this subject I am aware that one of the most potent factors connected therewith is the salesman, with whom we do the most of our business, and it is along this line that I wish to confine the most of my remarks.

The jobber employs a certain number of salesmen, whom he sends out to call upon the several dealers throughout the State to solicit their trade and sell them as many goods as is possible for him to do, and the success of his labors depends upon two things, his personal adaptability to please his customers and the treatment that his house gives to the customers.

*Paper read at annual convention Michigan Retail Hardware Association by Porter A. Wright, of Holly.

The salesman goes into Mr. A's store with a pleasant good morning, sets his grips down upon the counter, and if the merchant is not busy he proceeds at once to enquire if there is anything he is in need of to-day and, if so, takes his order for such goods as he may need and at the same time calls his attention to several lines of new goods which they have recently added to their stock.

After giving his order for goods he informs the salesman that there is nothing more that he needs, so the salesman proceeds to pack his grips, and taking the hand of his customer he thanks him for the order he has given him and calls upon any other customers that he may have in the same town. When he is through he takes his train for the next town. In case the customer he calls on should be busy waiting on a patron or has other work which needs his immediate attention, the salesman busies himself as best he can until the merchant is ready to give him his attention, when he will take his order and leave.

The next town is soon reached and the salesman calls upon Mr. B. with the same pleasant good morning, but meets with a very different reception than he did with Mr. A., who, with a gruff good morning asks, "Well, what can I do for you?"

The salesman replies by asking if there is anything he needs in his line to-day, and the answer comes, "Don't know, will look it up as soon as I get time to do so." The salesman sits down to wait until the customer is ready to talk with him. Finally, Mr. B. has thought of something that he should have done the day before or goes about doing some work that he might put off just as well to some other time, and all this time the salesman is patiently waiting for him to get through with his work. Finally he looks at his watch and finds that he has just about time to make his train, and says to Mr. B. that his time is limited, and Mr. B. says, "Wait a minute," and by the time he is ready to do business the train has gone and then he informs the salesman he thinks that there is nothing that he needs to-day anyway and so the salesman leaves in disgust and goes to his hotel and waits for the next train, due five or six hours later. In this way he has lost a whole half day's work and has put the jobber to unnecessary expense, besides the annoyance it has occasioned.

Now, what do you think the jobber concludes from such treatment? Do you think he would feel like putting himself out any to accommodate such a customer? I am afraid not. I do not believe there are many such dealers among the members of this Association and I hope there is not one. Such treatment as this does not have a tendency to create a very friendly feeling among the jobbers.

In the experience I have had in the hardware business, covering a period of about fourteen years, I have found that the closer I keep in touch with the jobber and salesman the better it is for me, and we all know that if we meet each other in a friendly spirit we are a good deal less liable to develop a feeling of distrust which

we all want to avoid as much as possible.

There are a great many little favors a salesman can do for us in the way of picking up many small articles they are not in the habit of carrying, and it is our duty to show our appreciation for such favors rendered us.

You will notice that so far I have laid a good deal of stress on the attitude of the retailer, and now I will try to show the other side of the question:

In many of our larger cities and towns there are a great number of manufacturing concerns, both large and small, and many of the jobbers employ special salesmen to call on the manufacturers to sell them such goods as they use in their business, and in many cases these goods are not handled by the dealers, but while they are around the factories they will call upon many of the mechanics employed there and solicit their orders for such goods as they can use in the way of all kinds of tools, and in many cases they will sell them lawn mowers, step ladders and many other things that may be called for, and will ship them along with the manufacturers' goods, thus saving them excessive freights, and will then charge up the whole bill to the manufacturer, who, in turn, settles with his mechanics, which practice works a very great injustice to the home dealer, who is rightfully entitled to this trade and causes him to feel sore at the jobber who does this kind of business.

This is one of the things we should all labor to have discontinued, and I would suggest that we all use our influence to the best advantage to have this practice stopped.

Another matter which should claim our attention is the manner of adjusting the many little differences which arise between the retailer and jobber in the way of rebates, damage to goods in shipping on account of imperfect packing, shortages, etc. Some of the jobbers seem to place confidence in their salesmen to the extent that they will allow them to arrange these matters while on the ground with the dealers, while others seem to think the proper way is by a long correspondence which, in many cases, does not turn out very satisfactory to the dealers.

It has always seemed to me that the salesman is better prepared to do this work than any one else, as he sees and knows all about the circumstances and can do it in a very much more satisfactory manner than by a long correspondence.

I have found, especially in the last few years, the jobbers are complaining through their salesmen that the retailers do not favor them with as large orders as formerly on account of their buying many of their goods direct from the manufacturers, which would necessarily cause their trade to fall off to a very large extent, and that by buying from the manufacturers the merchants would naturally buy in much larger quantities than they would from the jobber in order that they might save a large percentage of the cost in freights, and the jobbers insist that if we would con-

fine more of our trade to them and buy in the same quantities they would sell their goods just as cheaply and in a good many cases for less money and thus save opening so many accounts with the manufacturers.

I think that the jobbers are right in taking this stand, and if we would confine our purchases to them just as far as we can, we would all be much better pleased with this plan of doing business, and they, in turn, would be more anxious to do all they could to hold our trade. By this means we would be brought in closer relations with each other and thus engender a more harmonious feeling between us, all thereby bringing about that harmony for which we are all striving and which is so much desired in all of our business relations.

In many instances when the manufacturer's agent calls upon us he is inclined to stretch the truth in order that he may secure a good order from the dealer, and after he has gone and the goods are received he finds that he has not received what he thought he was buying and that the terms are not what he expected, and he did not examine the order taken as he should have done, and he resolves that in the future he will buy only from those whom he has dealt with before and is well acquainted with.

In conclusion, if I have said anything which will tend to draw us closer to each other as retailers and jobbers, I shall have accomplished all that I intended to do when I started to write this paper, and I trust that I have not created any wrong impressions in any one's mind.

Light Wave New Unit of Measure.

The new yard stick will be as long as a light wave. Maj. McMahon, of England, has indicated the source from which a new standard of length may be forthcoming. The proposal is to take the length of the light wave of some standard light produced under certain defined conditions and make this the standard of length whence all other units should be deducted. It is possible to measure to a nicety the wave length of any particular portion of the spectrum from such a light source as the vapor of metallic calcium rendered in incandescent with the electric spark. The period of vibration of the same wave would form the standard of time. The mass of a molecule of some definite substance would offer a unit of weight.

A Ventilation Test.

It is very hard to make an impression on those people who defend their possessions on all occasions. A woman was explaining to a visitor the many advantages of concrete hollow block construction, of which the walls of her new home was built.

"The air spaces in the walls afford insulation against heat in summer and cold in winter," she explained. "Besides, such wall afford ventilation and insure a more healthful house."

The visitor reflected a moment and replied:

"Our frame house must be quite as well built. Every night we lock the cat in the cellar and have to let her out of the attic in the morning."

He Ran the Other.

There were two summer hotels almost opposite each other on Bass Lake, and I had just got comfortably installed in one of them when a man who didn't look at all like the average kicker began to kick.

He kicked about the lake.
He kicked about the fishing.
He kicked about the boats.
He kicked about his room.
He kicked about the table.
He kicked about the service.
He kicked about the hours for meals.

He kicked about the hill behind the house and the lawn in front of it.

He kicked about the children and the dogs.

He went out of his way to find fault with this or that, and I for one finally became disgusted with him and took him out rowing that I might say to him:

"Isn't there anything at all around this place that you are satisfied with?"

"Not a blamed thing," he replied.

"Then why don't you get out?"

"Where will I go?"

"Across to the other hotel."

"But I own and run that myself, and it's twice as bad as this one!"

He Did Not Drink.

Robert Hyde, the noted vellum illustrator of Santa Barbara's colony of artists, was talking the other day about work.

"A disinclination to work is the artist's great trouble," he said. "A lazy artist will fool even himself about his work. He will say in his journal that he has worked seven hours when he knew well that half of those hours were passed in dreaming."

"Yes, it is a common thing for artists to fool themselves about their work. They are like the man who took the pledge.

"A minister saw this man's daughter hastening homeward with a pail of fresh, foaming beer. He halted her and said:

"My dear child, where are you taking that beer?"

"Home to father, sir."

"But surely your father doesn't drink beer," said the minister, "now that he has signed the pledge?"

"Oh, no, sir," said the girl. "He don't drink it. He only soaks his bread in it."

How a Bequest Was Announced.

During the financial dog-days of a Southern college a wealthy merchant called upon the President to say that he had provided in his will for a rather handsome bequest to the college, to be paid after the death of himself and his wife. The President was overjoyed, and asked permission to announce the gift in the city paper. This request was granted on condition that the donor's name should not be mentioned.

Accordingly the President wrote a eulogistic notice of the donation and hurried to the newspaper office. In his haste he neglected to give his item a title. The editor, hurried and worried, absently clapped on the first words that came to his mind; and the item appeared the next morning with the following caption:

"Two Pair of Shoes To Wait For."

Hardware Price Current

AMMUNITION.				
Caps.				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges.				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers.				
No. 2 U. M. C. boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads.				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells.				
New Rival—For Shotguns.				
Drs. of	oz. of	Size	Gauge	Per
No.	Powder	Shot		100
120	4	1 1/2	10	\$2 90
129	4	1 1/2	9	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	6	2 90
135	4 1/2	1 1/2	5	2 95
154	4 1/2	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/2	1 1/2	6	2 65
265	3 1/2	1 1/2	5	2 70
264	3 1/2	1 1/2	4	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded.				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder.				
Kegs, 25 lbs., per keg	4 75			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 75			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 50			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	2 10			
AUGERS AND BITS				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	25			
AXES				
First Quality, S. B. Bronze	6 00			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS				
Railroad	16 00			
Garden	33 00			
BOLTS				
Stove	80			
Carriage, new list	70			
Plow	50			
BUCKETS				
Well, plain	4 50			
BUTTS, CAST				
Cast Loose, Pin, figured	70			
Wrought, narrow	75			
CHAIN				
1/4 in. 5-16 in. 3/8 in. 1/2 in.				
Common	7 1/2 c.	6 1/2 c.	5 1/2 c.	5 3-10 c.
BB.	8 1/2 c.	7 1/2 c.	7 c.	6 1/2 c.
BBB.	9 c.	8 c.	7 1/2 c.	7 c.
CROWBARS				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS				
Com. 4 piece, 6 in., per doz.	net 65			
Corrugated, per doz.	1 00			
Adjustable	dis. 40 & 10			
EXPANSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED IRON.				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List 12 13 14 15 16 17				
Discount, 70.				
GAUGES				
Stanley Rule and Level Co.'s	60 & 10			
GLASS				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
HINGES				
Gate, Clark's 1, 2, 3	dis. 60 & 10			
Pots	50			
Kettles	50			
Spiders	50			
HOLLOW WARE				
Common	dis. 50			
HORSE NAILS				
Au Sable	dis. 40 & 10			
HOUSE FURNISHING GOODS				
Stamped Tinware, new list	70			
Japanese Tinware	50 & 10			

IRON

Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis. 50
METALS—ZINC	
600 pound casks	9 1/2
Per pound	10
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75
Screws, New list	87 1/2
Casters, Bed and Plate	50 & 10 & 10
Dampers, American	60
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
PANS	
Fry, Acme	50
Common, polished	70 & 10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	3 00
Wire nails, base	2 35
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrell 1/2 advance	85
RIVETS	
Iron and tinned	50
Copper Rivets and Burs	30
ROOFING PLATES	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20, IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	30 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	3 00
Nos. 25 to 26	4 00
No. 27	4 10
All sheets No. 18 and lighter, over	
inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	6 50
Second Grade, Doz.	5 75
SOLDER	
1/4 @ 1/2	30
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade	1 25
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade	1 50
BOILER SIZE TIN PLATE	
14x56 IX, for Nos. 8 & 9 boilers, per lb.	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	12 1/2
Mouse, delusion, per doz.	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 85
Barbed Fence, Painted	2 55
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nicked	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE	
No charge for packing.	
Butters	
1/2 gal. per doz.	52
1 to 6 gal. per doz.	6 1/2
8 gal. each	60
10 gal. each	75
12 gal. each	90
15 gal. meat tubs, each	1 28
20 gal. meat tubs, each	1 70
25 gal. meat tubs, each	2 28
30 gal. meat tubs, each	2 55
Churns	
2 to 6 gal. per gal.	7 1/2
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	52
1 gal. flat or round bottom each..	6 1/2
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each..	7
Stewpans	
1/2 gal. fireproof, bail, per doz.	35
1 gal. fireproof, bail per doz.	1 16
Jugs	
1/2 gal. per doz.	68
3/4 gal. per doz.	51
1 to 5 gal., per gal.	8 1/2
SEALING WAX	
Pontius, each stick in carton.	Per doz. 40
LAMP BURNERS	
No. 0 Sun	33
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	80
MASON FRUIT JARS	
With Porcelain Lined Caps	
Per gross	
Pints	4 45
Quarts	5 80
1/2 gallon	6 70
Caps.	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds.	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 85
No. 2, Crimp top	2 85
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30
Rochester in Cartons	
No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.25 doz.)	7 00
No. 2, Lead Flint, 10 in. (95c doz.)	8 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 90
No. 2, Fine Flint, (85c doz.)	4 00
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 50
OIL CANS	
1 gal. tin cans with spout, per doz.	1 25
1 gal. galv. iron with spout, per doz.	1 60
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	5 25
5 gal. Tilting cans	per doz. 7 00
5 gal. galv. iron Nacetas	per doz. 7 00
LANTERNS	
No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	5 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each.	5 50
No. 0 Tub., cases 2 doz. each.	5 50
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 dx. e.	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 3/8 in. wide, per gross or roll.	2 25
No. 1 1/2 in. wide, per gross or roll.	3 25
No. 2 1 in. wide, per gross or roll.	6 00
No. 3 1 1/4 in. wide, per gross or roll.	9 00
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
COUPON PASS BOOKS	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
CREDIT CHECKS	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00



Proper Preparation of Fruits for the Market.

Three factors determine the selling price of fruit, aside from the market conditions. In the order of their importance they are:

- Uniformity.
- Attractiveness.
- Quality.

1. Uniformity. The first and most lasting impression that a package of fruit or any other produce makes upon the buyer is its uniformity. This includes size, form, color and degree of ripeness. Differences in these points strike the eye quicker than individual imperfections and leave a more unfavorable impression. This brings up the whole question of grading and packing. A large part of the success of Western fruit growers is due to their more general recognition of the supreme importance of uniformity. When Oregon's Head River Spitzenburgs sell for \$2.50 per bushel box and Michigan's Spitzenburgs sell in the same market for \$3 per three bushel barrel, as was the case last year, the lesson is obvious. It is not that Head River apples are superior in attractiveness or in quality to Michigan apples; nor that California peaches are better looking or higher flavored than Michigan peaches, equally well grown. I have made several trips through the fruit sections of the Pacific States as well as the West and South, and must say that well-grown Michigan fruit is the peer of any in the country as regards attractiveness and quality. The only place where we are weak is on that one all-important point of uniformity. The apples, pears, peaches, plums and even the cherries of the West are graded to a uniform size and packed, tier upon tier, in small and attractive boxes. Even small apples or peaches look fairly large if there are no small fruits with them for comparison. I have known commission men to repack ten barrels of second-class apples (which were marked second class solely because they contained medium sized apples as well as large ones) and to get ten barrels of first class apples from the lot, merely by putting the big apples together in one package and the smaller apples in another. The profit in this operation was not inconsiderable and was pocketed by the dealer instead of the grower, who could have had it if he had only known. I have seen a man get 10 cents per quart above the market price for strawberries, merely by making two grades. Many Michigan fruit growers are losing heavily because they do not appreciate fully the money value of careful grading and packing. In the West the growers have been forced to a full appreciation of it, because their great distance from the markets, and the consequent high transportation charges, make it wholly unprofitable to ship any fruit but that which will bring the highest price—and poorly graded fruit, no matter

how fair the individual specimens may be, will never bring top prices.

The co-operative fruit shipping associations which are quite common in the Pacific States have done much to emphasize uniformity, since they establish grades and compel the growers to pack accordingly. For example, the Grand Junction, Colorado, Fruit Growers' Association sends expert packers out among the orchards to instruct the growers in packing; and each load of fruit is inspected before it is received for shipment. Here and there individual fruit growers in the East have come to realize the importance of a uniform pack, but I am convinced that it is only through the medium of shipping associations, which enforce uniformity, that this most important principle in the preparation of fruit for market will ever become generally impressed upon our fruit growers.

2. Attractiveness. This includes blemishes from insects, diseases or careless handling, the color of the fruit and the neatness of the package. Little need be said on these points, because they are so generally recognized as important. Blemishes of all sorts detract from market value, no matter how large and perfect the specimens may have been originally. Carelessness in handling fruit may render of no money value its superior size, color and quality. The market prefers highly colored varieties. Attractively colored fruit will command from 10 to 25 per cent. more money than poorly colored fruit of equal perfections and in equal conditions. Hence the grower should consider the means of producing highly colored fruit, such as selection of varieties, altitude, soils, wide planting, pruning to admit sunlight and possibly potash fertilizers.

3. Quality. The common belief that the market does not appreciate and pay for high quality or flavor in fruit is being disputed by many of our best growers. In the general wholesale market it is still undoubtedly true that appearance, especially size and color, counts more than quality. In the special or local market there never has been a time when high quality did not have money value. The more personal the market the larger the selling price of the quality. There are not wanting evidences, however, that even the general market is beginning to appreciate high flavor, and to be willing to pay for it. Eight years ago apple buyers in Whitman county, Washington, would take a carload of apples, provided it was at least 10 per cent. some other variety besides Ben Davis. Now they insist that at least 75 per cent. is some other variety than Ben Davis. I have had my students compile the market quotations for twenty years, and I find that unquestionably there is an increasing willingness on the part of the general market to pay for quality. The men who are planting orchards to-day, and especially in Michigan where we have so many good local markets with discriminating tastes, should plant the varieties that will be in greatest demand and at highest prices when these trees are in full bearing five, ten or twenty years hence. Quality will bring a

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.

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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 25 will pay 16 cents, delivered in Grand Rapids, for fresh eggs. Write or phone

C. D. CRITTENDEN CO.

41-43 S. Market St.

Grand Rapids, Mich.

higher price than than now, judging by the signs of to-day. Plant quality sorts for the market of the future; not the weakly, slow growing and shy bearing varieties of high quality, but the robust, early bearing sorts which have fruit that is good to eat, and there are many of these.

We have no quarrel with the growers of Kiefer, Ben Davis, Elberta and other low quality varieties provided they restrict these to their legitimate field: as the Kiefer for canning, the Ben Davis for the late winter and early spring trade, and the Elberta for long distance shipping; but when we are asked to eat Kieifers out of the hand in October and Ben Davis are thrust upon us by the train boy in December, when King and Grimes should have been in the basket, and Elbertas are offered to us in the local market of a great peach section, those of us who appreciate quality in fruits—including an increasing proportion of the great mass of buyers—can not help but rebel.

The most important point to this discussion, so far as it affects the profit in Michigan fruit growing, is that of uniformity, or the grading and packing of the fruit. We can afford to copy from the Western man in this one respect. We must get over the habit of looking at fruit as individual specimens when preparing it for market and must consider it only in bulk, in the package. The package of fruit is the unit, not the specimens in that package. Having this point of view the growers will endeavor to make all the fruit in the package as nearly uniform in size, form, color, firmness and degree of ripeness as is practicable. Then they will have corrected the greatest fault in the marketing of Michigan fruit.

S. W. Fletcher,
Professor of Horticulture.

Conscience vs. Steak.

A Moorestown, N. J., butcher cast his bread—or, rather, his steak—on the waters, and it has returned to him after seven years.

A fashionably dressed man came into the shop the other day, threw down a bank-note on the counter and said:

"Please take out what I owe you for the steak I bought seven years ago."

The man was unknown to the butcher, but on enquiry it developed that he was formerly a tramp who had picked berries in the neighborhood seven years ago, and after buying the meat left the town.

Two years later the man settled down in life, and is now a stock broker. He gave his name and office address, and said he had often worried about that steak.

Took Steps To Revenge.

"That young student upstairs must have a tremendous correspondence, postman; you always have letters for him."

"Yes; I quarreled with him once, and ever since he sends himself a post-card every day, so I have to mount five flights of stairs to deliver it."

Society has its temptations, but they are as nothing to those of solitude.

Observations of a Gotham Egg Man.

It is worth noting that egg shippers in some sections who are buying eggs loss off and paying different prices for the different qualities are getting better goods than we have often received at this season of the year; there are not many of these, but they sell like hot cakes and bring relatively good prices—good enough, we should think, to warrant a general extension of that method of country buying and grading.

But it takes more than merely candling and grading to get good eggs at this season; we have seen some lots that are of very uniform quality—free from dead loss but uniformly weak, watery and heat struck; and no amount of candling and grading will make good eggs of these.

The Health Board is making further arrests for the sale of spot eggs and dealers are pretty generally giving up the attempt to sell them except to manufacturers; some can not find any such outlet and throw the spots in with the rots. This is an additional incentive for candling all eggs at shipping stations, for it is getting harder and harder to sell mixtures that contain many of these unsalable rejections and there is no use in paying for packages and freight on eggs that have to be thrown away—especially when their presence in the lot so greatly depreciates the value of the better eggs with which they are mixed.

With a considerable reduction of egg receipts and advices indicating moderate supplies in transit it looks as if we were about at the point where a beginning will be made in the reduction of storage holdings. During the past week at least as many eggs have been taken from the warehouses as have been put away and some reduction would no doubt have been effected if we had not had a considerable accumulation in store and on dock to work out. These outside surplus eggs have now been considerably reduced and we may expect a gradual reduction in storage stocks from this out. Boston—where receipts have been relatively lighter than here for some time past—is now showing quite a reduction in the warehouse holdings for the season of year.

The recent advance in fine to fancy fresh gathered eggs is already inducing more of the dealers to look for prime lots of refrigerators that may be substituted for fresh. We hear of occasional samples of fancy April packings taken as an experiment, but as a rule these goods can not be bought low enough to draw dealers away from the fresh stock, and it can not be expected that any satisfactory outlet for high cost storage stock can be found for some time to come. But there is a liberal quantity of very good May and June storage stock that went in at moderate prices and for which a fair profit can be realized at prices ranging from 18c up to about 19½c for the best of them; these goods are now receiving some attention; dealers who have this class of goods of their own are beginning to use more of them, and we hear of some sales on the open market at the above range of prices.

It is generally believed that the

present prices for prime to choice fresh gathered eggs will divert considerable trade to these moderate priced storage eggs and that this diversion may check any further advance in the market for the time being, because there are a great many of them to be used and owners are all anxious to realize the first possible chance to get a profit on them owing to the excessive holdings.—N. Y. Produce Review.

A Worse Fate.

It is related that a man in a hurry for a train rushed for lunch into the first handy restaurant. It was not a fashionable restaurant. It was not even a good restaurant. To his surprise and horror he recognized in the waiter an old school and college friend.

"Good heavens, my dear fellow!" he cried, "how did you come to this?"

"Oh, it's not so bad as you think," said his friend. "I only wait. I don't dine here."

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.

SELL
Mayer Shoes
And Watch
Your Business Grow

Wanted
SECOND-HAND
SAFES

Grand Rapids Safe Co.
Grand Rapids, Mich.

Established 1894. Always in the market for
Fresh Eggs and All Grades of Dairy Butter
Get prices and mark shipments to
F. E. STROUP, Successor to Stroup & Carmer, Grand Rapids, Mich.

A New Member

Mr. Wilbur S. Burns, State agent for Oak Leaf Soap, 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. **Grand Rapids, Mich.**
7 N. Ionia Street
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.**

WHY THEY FAIL.

Country Boys Who Come To City To Be Sports.

Frequently I hear young men complaining that there is no chance for them in their towns. The complaint is general. Young men in small places are bitter against their own towns, and flock into the large cities looking for employment. That they go to the bad, or become bums, or finally land in some cheap job and become cheap men is due in great part to this feeling.

Their universal cry is that "they want to get somewhere that a lot of busybodies and knockers can not pick at them every time they move." What they want is license to do wrong without being criticised for it. A few days ago I ran into an interesting specimen. He was a nice, clean looking boy, evidently all right morally, but on the verge of ruin. He came from a small city near Chicago into the city, looking for work. He had been deeply wronged and was sore on his town.

"I'm just running up looking for a job," he said.

"That so, what line?"

"I've got a couple of friends with the Adams Express pulling for me. Maybe I'll land there. I was looking for something with the Rock Island, but it's pretty hard to get in there."

"I've got a job," he continued after a time. "Pretty good job and the work isn't hard. I get off any time I want to and they don't dock me. Sometimes I'm gone two or three days, sometimes longer, and come back expecting to be docked, but they never take it out of my pay."

"Pretty easy, eh?"

"Well, I should say. I got off this time, and if I get the job up in Chicago I won't go back at all."

"Will that be treating them right?"

"Sure, they never did anything for me. They wouldn't hesitate to kick me out if some one else they wanted came along. Why should I let them know? Besides I won't change unless I get more money. So I don't tell them I'm looking for another job."

"Say," he remarked after a short silence, "ain't it fierce the way some people knock a young fellow? There ain't any chance in my town. Some-one's always knocking. Fellow can not do anything but they spread it all around. I want to get some place where a fellow can have a little fun without everybody talkin'. Chicago for me."

"But," I remonstrated, "Chicago is not big enough for you to do wrong and get away with it. Even if no one reports to your firm your own work will show that you've been having fun, as you call it."

"That's so," he agreed. "But it ain't like my town. Why, a fellow hasn't a chance. Just the other day I went up and applied for a job with the Blank Company. And they wanted references. What do you think of that? Of course, I can get references, but I didn't have any with me. I told them I was ready for work. My brother works there, and he asked the boss about it and the

boss said: 'O, he doesn't want work. He's too sporty. What do you think of that?'"

"I think perhaps they're on to you."

"You do, eh? Well, the trouble is someone has been knocking. Just because I had on a gray hat and coat, and a nice tie, they knocked."

"Maybe they'd heard about your running off three or four days."

"I'll bet they had. Someone's always knocking. That town's on the bum, anyhow. Mayor put it to the bad. What do you think—they wanted to pinch me for shooting off a revolver on the Fourth."

"I think you ought to have been pinched."

"Is that so? Say, you're knockin', too. But that Mayor is a bum. He was elected by a big majority, and the first thing he did was to begin throwing down his friends."

"Is that so? I thought he was making a good mayor. I heard he'd reformed the police and fire departments."

"Yes. He put young fellows in and they're hustling. He was all right until he got to throwing down his friends. Now they've all turned on him."

"Whom did he throw down?"

"Oh, lots of the fellows. He's rotten. He's got the swelled head. He was all right at first, but now—"

"But whom did he throw down?"

"Well, lots of the fellows. I was not looking for anything from him. I worked hard for him because I wanted to see him in. Primary day I got out a rig and worked all day, hauling people to the polls. I wasn't expecting anything, but they paid me \$5. Well, it came along and I took an examination and tried for a job in the engineering department. I passed, but what do you think—he appointed another fellow. I've heard he is related to the Mayor. That is a nice way to throw down a friend, isn't it?"

"Yes, that's pretty tough. But then politics is a bad game."

"You bet it is. A fellow's got to be pretty rotten to go into it. Say, maybe you can help me find a job up in Chicago."

The train was approaching the station, so I remarked: "No, I couldn't and I wouldn't if I could. You're just another one of those cheap country town would-be sports. Your own town is on to you, all the decent people who know you despise you, and if they give you work it simply is because of your mother or father. I know your type inside out. You're a born loafer. Your father has got you probably twenty jobs since you were in school. You've thrown him down, you've loafed, neglected your work, and generally shown yourself worthless. You'd rather put on a flashy suit of clothes, borrow enough money to buy a few drinks, and then stand out in front of a hotel and ogle the girls who pass than work."

"And you're coming to Chicago because they won't stand for you at home. You'll find Chicago will not stand for you half as long. You'll get kicked out and either become a bum or sneak back home and go to work to rebuild a reputation you have

thrown away. You're a nice, clean looking lad and you're making a big mistake. Get on the next train, go back home, talk it over with your father, and tell him you're ready to go to work in earnest, and you may make something worth while out of yourself. If you stay here you'll be one of these street corner bums howling about cheap foreign labor coming in and driving you out of work."

For a minute or two he glared at me as if he was going to try to fight. Then he looked out of the window. The train was running into the station.

"Come to lunch with me," I suggested.

"Naw—I'm going to look up a friend," he replied, surly and mad.

"Well," I remarked, "you needn't be sore about it. I've told you the truth about yourself—and I'll bet right now you'll admit it is true, even although you want to lick me for telling it."

"You're another of them knockers," he said.

"All right—let it go at that. It's none of my business, but you insisted on knowing what I thought. Drop up at the office and see me when you have time."

So we parted. Three days later he came into the office.

"Say," he said, "I don't want to borrow any money. I told my aunt part of what you said and she agreed with you. Father came up Sunday and we had a talk. I'm going back home with him. He told me to come up and thank you, and tell you he would like for you to come down and go fishing with us some day. Dad's all right—and we've got a nice place."

I'll bet that boy turns out all right yet.

Warren T. Warrens.

Cause and Effect.

"One Fourth of July," said Senator Beveridge, in the course of an after-dinner speech in Indianapolis, "two men got into an argument about the Liberty Bell in Philadelphia."

"It is admitted," said the first, "that the man who rang this bell to proclaim liberty throughout the land dropped dead for joy."

"But," said the other, "did you ever actually hear of such a thing as a man being killed by joy?"

"Well," was the reply, "I once heard of a chap who was found dead on his mother-in-law's grave."

The Call of the Phone.

An officer in a telephone company tells this story about a telephone girl who was always late in arriving in the morning. Time and again the manager had pleaded with her to be more prompt. Her tardiness continued until he was moved to desperate methods:

"Now, Miss Jones," he said one morning, as he came to her exchange with a package in his hand, "I have a little scheme which I hope will enable you to arrive at the office on time. Here is a fine alarm clock for you. Promise me that you will use it."

The young woman promised, and accordingly set the alarm for the proper hour when she retired that night.

At 6 o'clock there was a tremendous whirring from the alarm clock.

The sleepy telephone girl rolled over in bed and said sweetly, and still asleep, "Line busy; call again!"

The parrot is generally supposed to have a monopoly among birds of the power of talking, but, as a matter of fact, the parrot's voice is decidedly inferior to that of the mynah. There are always examples of these birds in the large aviary at the London Zoo, and they repeat various phrases with great clearness of utterance. Curiously enough, the hen has a gruff voice, while the cock speaks in a clear, high tone like that of a child. The mynahs can be easily provoked into showing off their power of speech, and will greet the visitor with "Good morning" in response to his salutations. The mynah is a kind of starling.

Cross-Country Run

Knowing travelers take a cross-country run every Saturday. The race ends at the

Hotel Livingston

Grand Rapids

the ideal place to spend Sunday.

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.

IT WAS A CON. CON. GAME.

"Therefore all things whatsoever ye would that men should do to you, do ye even so to them: for this is the law and the prophets."

Ever since the promulgation of the above rule of life humanity has been reasonably industrious in its effort to frame laws by virtue of which men would be forced to follow that rule, and the end is not yet because of greed, selfishness, covetousness, love of power and station, and jealousy.

Thus it happens that the new primary law of Michigan has already been proven to be a dire failure and a most potent exemplar of the shifty cunning of the great game of politics. And just so long as cash valuations are permitted to dominate over the essential quality of the Golden Rule, just so long will the independent voter find himself bucking against a stone wall in his effort to carry out his independence as a citizen.

Under the new primary law a man may vote for the nominee of any party, but he can have no voice in the selection of any nominee except he declares himself, first, to be a member of the party for whose candidate he desires to vote. And even then, unless he "gets into the band-wagon" of that party his vote is quite apt to count as a mere cipher.

All history has been written at the dictation of leaders, whatever may be the department of life that is being presented historically. Leadership is an essential; can not be avoided, and with leadership comes, necessarily, its confrere, partisanship. Political leaders are as necessary as are the summer zephyrs or the blasts of winter, and in the natural order of things there are those who are intuitive guides; those who develop through experience as directors and those who, because of environment or stress of circumstances, are forced to become the heads of movements or enterprises.

This being the case, a wide field of effort and operation is open always to those interests where the dollar is the chief consideration—the prime factor in all their aims and purposes. The most recent manifestation of the power of money considerations has been furnished by the results in Michigan of the nomination of candidates for the coming Constitutional Convention. A cheaper lot of cheap politicians, with a few notably excellent exceptions, has never been sold to the highest bidder since Michigan acquired her statehood, and the nominations in our own Grand Rapids district are the most humiliating feature of the entire outfit.

That the Constitutional Convention will be—is already—the creature of the wide-open liquor interests in the State and jointly of the railway interests in Michigan is an assured fact. And as politics is practiced, in spite of the primary law, it is a perfectly natural situation.

The average fair minded, conscientious and patriotic citizen has only the welfare of his community, his State and his Nation at heart in his study and contemplation of politics, and when he deposits his vote it is a duty sacred to such interests that

he performs. He is absolutely indifferent to and free from any personal, pecuniary consideration. And there are thousands of such citizens who, under the new primary law, must submit to having others pick out their candidates for them or forego the honored duty of exercising their full rights as citizens.

Witness the spectacle of the liquor interests controlling the recent primary in Michigan. The business of manufacturing and selling spirituous and malt liquors, the money that is involved in that business, is the force that brought about the nomination of a set of delegates from this city of which the community should be heartily ashamed. Fancy the hundreds of honorable citizens who in the coming election must, if they vote at all, march up to the polls and by their votes approve of the money-purchased nominations made by the saloon element. And this element, aided in its wide-open campaign by the tongued-tied daily press of the city, is gloating over the prospect.

It has been said by those who approve of the results gained through the voting of last week that the labor element was responsible for the nomination of some candidates. A canvass of the returns made immediately after they were officially reported shows that less than 100 working men eligible for membership in labor organizations voted. Another thorough investigation among the factories demonstrated clearly that the skilled artisans, the good reliable mechanics and laboring men took little or no part in the voting; it did not interest them. "What's the use?" observed one of these men. "The nominations are already made and the winners have been designated by the liquor dealers. Why waste time in trying to defeat the dollars they had at their command?"

In a like manner the cash and the extensive organization and successful efforts of the railway interests are in evidence all over the State. These two interests—the liquor men and the railway magnates—care nothing for the welfare of communities and gave no thought to the progress and well being of our commonwealth. Their interest was purely pecuniary and the campaign they made was a fight for dollars alone. It was the beginning of a fight for their lives and no chicanery possible under the new primary law was too mean for them to practice.

Facts such as these are well to bear in mind when the promised new State constitution comes before the people for adoption.

The indications are that the annual convention of the Michigan Knights of the Grip, to be held in Saginaw on Friday and Saturday of this week, will be well attended. As the city will be full of guests it will be well to arrange for hotel accommodations in advance, so far as practical.

Wouldn't Tell.

"Can you keep a secret?"

"I am as silent as a tomb."

"I need to borrow some money."

"Don't worry. It is as though I never heard it."

PRINTING AND PUBLISHING.

Few people if asked could name the ten leading industries of the United States. The census figures alone can answer that question, and according to the census of 1905 the ten industries having value of products exceeding 320 million dollars are: Slaughtering and meat packing, iron and steel foundries and machine shops, flour and grist mills, clothing, lumber and timber, printing and publishing, cotton manufactures, woolen manufactures, and boots and shoes. Of these, printing and publishing ranks seventh, having advanced to that position from tenth in 1880. The printing industry possesses an importance which can not be measured by capital invested or by the volume and value of product. Analysis of the printer's calling is really an analysis of the general prosperity of the nation. The census report recently issued considers the industry first as a whole and then as divided into the two principal branches—job printing and newspapers and periodicals.

In 1905 there were 26,422 establishments, a number larger than was reported for any other industry. The increase from 1900 to 1905 forms a striking exception to the prevailing tendency to consolidate, for the product of the printing industry continues to be contributed by a great number of small establishments. The capital required in 1905 to conduct the business was \$385,008,604, and was approximately double that required in 1890. The total value of products was over 496 million dollars. About one-third were exclusively book and job printing establishments, one-sixth exclusively newspaper and periodical and over one-half were combination establishments, producing both. The increase for newspapers and periodicals from 1900 to 1905 was somewhat greater than that shown for book and job printing, although the absolute increase in value of book and job products during the five-year period was unprecedented. This advance is due for the most part to perfectly natural causes, the general prosperity of the nation being the principal factor. Job printing has been materially benefited by the extension of rural free delivery mail service, which has greatly stimulated catalogue and circular production.

The telephone has increased the printing business. This is due to the subscribers' book which goes with each instrument. Of these books, three cities—New York, Chicago and Philadelphia—required approximately 1,400,000 in 1905, containing more than 2,500,000 pounds of paper and requiring presswork aggregating nearly 42,000,000 impressions. Street car transfers represent approximately 30 million printed sheets of paper. The statistics relating to newspapers and periodicals indicate a remarkable increase from 1900 to 1905, except in one significant item, the employment of child labor. Among the ten leading industries previously referred to, printing and publishing led in the decrease in the employment of children. The aggregate number of copies of

all newspapers and periodicals in the United States published during 1905 was over ten billion, an increase of 31.4 per cent. over 1900, or practically one-third. There were 68 copies of daily papers issued in 1900 for every inhabitant of the United States, a per capita which rose to 88 copies in 1905; for the weekly it was 23 in 1900 and 24 in 1905. During the last 25 years the number of newspapers and periodicals in this country has practically doubled, and the daily newspapers of the smaller cities have held their own against the dailies of the larger cities.

IMPORTANT IF TRUE.

On several previous occasions it has been declared that a scheme has been devised for putting beer in tablets, thus making it easy and convenient to handle. Whenever any one has claimed to have made such a discovery newspaper publicity has been given to it, but the article has never become commercially popular, for the sole and simple reason that it has never been put on the market. The latest gentleman to make such a claim is the English consul to Copenhagen. He insists that he can reduce beer to tablets so small as to be easily carried in the pocket and which when dropped into a glass of pure, sparkling water will speedily transform it into a glass of pure, sparkling beer. Presumably this includes not only lager, but ale and other beverages in the making of which hops and hop extract are used. The Englishman does not publish the formula, but is content with giving out the fact.

Probably the latest inventor is not more practical than his predecessors who have claimed to have something of the sort, but who never went any farther with it. Supposing, however, that what he claims is all true, it will revolutionize the saloon business and in fact might come close to putting the saloons out of business. There are a few bars which could dispense with the sale of beer and still make money with their wines and liquors, mixed drinks, etc. The average saloon, however, depends upon its beer, ale and beverages of that sort and to take them away would be to close both the front and rear door. If ale and beer could be purchased in tablets they would be sold in the drug stores and most likely the department stores would have them, also. A man would not go to a saloon and lay down his five cents when he could buy two tablets, good for two drinks, for a nickel and have them at the next pump or faucet. They would be handy for picnics and each male guest would take a few tablets in his vest pocket and there would be no necessity for lugging kegs of beer out into the woods. There are great possibilities in the beer tablets, provided only they can be made practical, in which case they will surely be made profitable.

When faith gets to dreaming there soon is nothing doing.

God is not in the closet if he is not on the street.



Michigan Board of Pharmacy.
President—Henry H. Helm, Saginaw.
Secretary—W. E. Collins, Owosso.
Treasurer—W. A. Dohany, Detroit.
Other members—John D. Muir, Grand Rapids, and Sid A. Erwin, Battle Creek.
Examination sessions—Houghton, Aug. 19, 20 and 21; Grand Rapids, Nov. 19, 20 and 21.

Michigan State Pharmaceutical Association.

President—J. E. Bogart, Detroit.
First Vice-President—D. B. Perry, Bay City.
Second Vice-President—J. E. Way, Jackson.
Third Vice-President—W. R. Hall, Manistee.
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Greater Care in Handling Benzin.

The danger of using benzin even where there seemed to be no danger has been pointed out many times. Once a woman was cleaning clothes with this treacherous fluid in a flat in which there was no fire. She felt perfectly safe. But she was not, for a tinner descended from the roof of the flat through the house carrying with him a little hand furnace used in heating his soldering irons, and a disastrous explosion followed. Another time a woman took her clothes-cleaning out into the yard, and so safe did she feel that she was prodigal in the use of the gasoline she was employing, spilling it on the ground and over her clothes. Her little boy came along and seeing the inflammable fluid on the flag stones, applied a lighted match to it—and the mother came near being burned to death. This last happened at Atlanta. Now comes a newspaper despatch from Cleveland which tells how a pet canary was washed with kerosene, lighted on a burning cigar, which ignited the oil, flew into the kitchen where the cook was filling a gasoline stove, and caused an explosion. Maybe this is only a newspaper yarn, and maybe it is true. In either case it gives us an opportunity to again utter a warning as to the great danger in handling benzin and the like, even when there is no fire in sight.

Death To Chicken Lice.

By accident I discovered a method last year of destroying chicken lice in hen-houses, and it acted also as a preventive. A large can of crude carbolic acid sprung a leak in our wareroom. I covered it with sawdust and left it for several hours. When I took up the sawdust I found it thoroughly saturated, and this gave me an idea. I first mixed about one pint of carbolic acid, one ounce of carbon bisulphide, one ounce of oil of tar, and four ounces of coal oil; this I stirred with all of the fresh sawdust that it would saturate. Being interested in chicken raising, and also suffering from the presence of lice in my chicken-house, I sprinkled a small quantity of the sawdust mixture in the bottoms of nests and covered it in each instance with fresh straw. Strange to say, my hen-house was free from this pest all the season. Since then I have been selling

the product in pint cans at 25 cents and have found it a winner! I find that the sawdust keeps the acid and the other substances from evaporating much longer than anything else does.—M. R. Shotwell in Bulletin of Pharmacy.

Lion Visits an Atlanta Drug Store.

A performing lion at an Atlanta theater broke out just after the evening performance and was cornered in the drug store of W. S. Elkin, Jr. The lion didn't do a thing to the fixtures. At the meeting of the Georgia Ph. A., in Savannah, George D. Case, of Milledgeville, thought it too good an opportunity to let pass, so he introduced the following resolutions, which passed:

Whereas—Something was doing in Bill Elkin's drug store last Saturday night, and

Whereas—Competition among the craft in Atlanta is somewhat acute; therefore be it

Resolved—That the Georgia Ph. A. hereby condemns that intense Atlanta spirit that impels any druggist to have as his guest a "sho nuff" lion, thus endangering his competitors' lives, etc., should they see fit to do so, too.

Mr. Elkin protests that it was not an advertising scheme, but served as an indication of the popularity of his establishment.

Druggist Liable for Furnishing Dangerous Remedy.

A customer of a New York druggist recently asked for something to wash out a cut in his knee. The clerk furnished a small bottle bearing the words, among others: "Poison. Carbolic Acid." This was applied, with the result that the knee was burned, turned black and caused serious trouble. Upon analysis the solution was found to contain between 85 and 90 per cent. of carbolic acid. Plaintiff sued defendant for damages and the verdict in the municipal court was for the plaintiff, the court holding that it was negligence on the part of the druggist, when asked for a solution to wash out a wound, to sell a preparation of such a dangerous character as was furnished in this case; that the remedy, if not efficient, must at least be harmless. It was also held that the act of the clerk was chargeable to the master, and this decision holding the druggist liable in damages was affirmed by the Supreme Court of New York.

Beware of Cheap Witch Hazels.

A prominent witch hazel manufacturer who recently visited a city and noticed that his preparation was very scarce had his suspicions, and so picked up a lot of samples, which he turned over to the proper authorities. It was found that a great part of them were below standard and had to be thrown out. The retailers who had the goods fell back on the wholesale house that had sold them and there was trouble everywhere—except in the house of this manufacturer, who sold a big lot of his specialty, doing the trade and the consumer a good turn at the same time. The moral effect on the jobber must also not be overlooked.

The Drug Market.

Opium—Is steady but very firm.
Morphine—Is as yet unchanged.
Quinine—Is easy.
Citric Acid—Is very firm.
Cocoa Butter—Is steadily advancing.

Cuttle Bone—Is very firm and higher.

Glycerine—Is very firm. Higher prices are looked for during the coming season.

Guarana—Has declined on account of better supplies.

Haarlem Oil—Is lower on account of competition among importers.

Otter of Roses—Is very firm and shortage of crop has been confirmed.

Oil Erigeron—Is very scarce and has advanced.

Oil Cedar Leaf—Is very firm and tending higher.

Oil Wintergreen Leaf—Is very firm and the new crop is coming in very slowly.

Oil Copaiba—Has declined.

Linseed Oil—Has declined on account of lower price for seed.

Seidlitz Powders Mixed Internally.

Prof. Wilbur L. Scoville writes that he saw many cases of headache at a food fair, the disorder being brought on by over-indulgence in samples of all kinds of edibles. The ordinary headache powder, proving non-efficacious, seidlitz powders were administered, the two portions of the powder being dissolved separately in each instance, and the solution drank one at a time. "If the patients had any objections to the method of administration, they were feeling too miserable to express them," says the Professor, "but in no case was any discomfort manifested from the effervescence, and every case that I was able to follow showed quick relief." He states that a seidlitz powder yields about a pint-and-a-half of carbon dioxide at the body temperature, and it is his opinion that this gas is an effective corrective of stomach disorders.

Reorganizing the American Pharmaceutical Association.

Many members of the American Pharmaceutical Association desire to bring about a reorganization which will make for increased efficiency in several directions. Something definite is likely to be done at the New York meeting in September, and meanwhile the various local branches are discussing the matter very earnestly. These branches themselves represent a new feature of the Association work, having been established within the last year or two; and one of the purposes of the reorganization is to give the branches a more definite voice in the conduct of affairs. Another object is to expand the representation on the Council, so that this inner circle will transact the business affairs of the Association without taking up time at the regular scientific sessions.

Pleasing the Female Customers.

Probably two-thirds of the shopping done in retail stores is done by women. This is a fact which the retailer should consider, because the male shopper is far easier to please than the female. The woman shopper who is satisfied with her pur-

chase is not slow to tell her friends about it, while the one who is disappointed, even although the sale has not been made through misrepresentation or substitution, can cause much loss of custom to the store by the way in which she will describe the transaction to her own particular friends and advise them to avoid that especial place of business. It will be seen, then, that it pays to cater to woman's taste and whims, even if sometimes eccentric, and not to attempt to sell her anything or recommend anything to her in preference for something for which she has a fancy, unless you are absolutely certain that she will be satisfied, and, above everything, be careful not to misrepresent the qualities of the articles on sale, because that is certain to result in trouble afterwards. The confidence of a woman once deceived is hard to be regained.

Strengthening Filters.

A contributor to the Apotheker Zeitung says paper filters may be prevented from tearing by firmly tying the folded paper about 1 centimeter from the point with a thread (which should be colorless). A further advantage of this little procedure is that the point of the filter does not lie close and smooth on the funnel, and the flow of the liquid through it is very much hastened.

"Mankind," moralized Uncle Allen Sparks, "is made up of good men, fair to medium men, plain sinners, desperate sinners, abandoned criminals, and the man who sits opposite you at a restaurant table and coughs at you."



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WHOLESALE DRUG PRICE CURRENT

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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

		ARCTIC AMMONIA		Oysters		Sugar Loaf		CHICORY		Household Cookies		Pearl, 50lb. sack	
		12 oz. ovals 2 doz. box. 75		Cove, 1lb. 95		Yucatan		Bulk		Household Cookies Iced 8		Pearl, 200lb. sack 3 70	
		A/3 LE GREASE		Cove, 2lb. 85		Plums		Red		Iced Honey Crumpets 10		Pearl, 100lb. sack 1 85	
		Frazer's		Cove, 1lb. Oval 20		Plums		Eagle		Imperial 8		Maccaroni and Vermicelli	
		1lb. wood boxes, 4 dz. 3 00		Plums 85		Peas		Frank's		Iced Honey Flake 12 1/2		Domestic, 10lb. box 60	
		1lb. tin boxes, 3 doz. 2 35		Marrowfat 90@1 35		Peas		Schenker's		Iced Honey Jumbles 12		Imported, 25lb. box 2 50	
		3 1/2 lb. tin boxes, 2 dz. 4 25		Early June 90@1 60		Pie		CHOCOLATE		Island Picnic 11		Pearl Barley	
		10lb. pails, per doz. 6 00		Early June Sifted 15@1 80		Yellow		Waiter Baker & Co.'s		Jersey Lunch 8		Common 3 50	
		15lb. pails, per doz. 7 20		Pie 15		Pineapple		German Sweet 24		Kream Klips 20		Chester 3 50	
		25lb. pails, per doz. 12 00		Pineapple 25		Grated		Premium 33		Lem Yem 11		Empire 3 75	
		BAKED BEANS		Peaches		Sliced		Caracas		Lemon Gems 10		Peas	
		1lb. can, per doz. 90		Pie 15		Pumpkin		Walter M. Lowney Co.		Lemon Biscuit, Square 8		Green, Wisconsin, bu. 2 15	
		2lb. can, per doz. 1 40		Yellow 75@2 25		Fair		Premium, 1/2s 33		Lemon Wafer 16		Green, Scotch, bu. 2 25	
		3lb. can, per doz. 1 80		Pineapple 25		Good		Premium, 1/2s 33		Lemon Cookie 8		Split, lb. 04	
		BATH BRICK		Pineapple 25		Fancy		Baker's		Mary Ann 16		Sago	
		American 75		Pineapple 25		Gallon		Cleveland		Marshmallow Walnuts 8		East India 6 1/2	
		English 85		Pineapple 25		Standard		Colonial, 1/2s 41		Molasses Cakes 8		German, broken pkg. 7	
		BLUING		Pineapple 25		Raspberries		Colonial, 1/2s 41		Mixed Picnic 11 1/2		Tapoca	
		6 oz. ovals 3 doz. box \$ 40		Pineapple 25		Russian Caviar		Epps		Nabob Jumble 14		Flake, 110 lb. sacks 7	
		16 oz. round 2 doz. box 75		Pineapple 25		cans 3 75		Huyler		Newton 12		Pearl, 130 lb. sacks 6 1/2	
		Sawyer's Pepper Box		Pineapple 25		cans 7 00		Lowney 1/2s 41		Nic Nacs 8		Pearl, 24 lb. pkgs. 7 1/2	
		Per Gross.		Pineapple 25		cans 12 00		Lowney, 1/2s 41		Oatmeal Crackers 8		FLAVORING EXTRACTS	
		No. 3, 3 doz. wood bxs 4 00		Pineapple 25		Col'a River, talls 1 80@2 00		Lowney, 1/2s 41		Orange Gems 8		Foot & Jenks	
		No. 5, 3 doz. wood bxs 7 00		Pineapple 25		Col'a River flats 2 10@2 40		Lowney, 1/2s 41		Penny Cakes, Assorted 8		Coleman's Van. Lem. 75	
		BROOMS		Pineapple 25		Red Alaska 1 25@1 40		Lowney, 1/2s 41		Pretzels, Hand Md. 8		2 oz. Panel 1 20	
		No. 1 Carpet, 4 sew. 2 75		Pineapple 25		Pink Alaska 1 25@1 40		Lowney, 1/2s 41		Pretzettes, Hand Md. 8		3 oz. Taper 2 00	
		No. 2 Carpet, 4 sew. 2 40		Pineapple 25		Sardines 1 00		Van Houten, 1/2s 41		Pretzettes, Mac. Md. 7 1/2		No. 4 Rich. Blake 2 00	
		No. 3 Carpet, 3 sew. 2 25		Pineapple 25		Domestic 1/2s 3 1/2@3 3/4		Van Houten, 1/2s 41		Raisin Cookies 8		Jennings D. C. Brand	
		No. 4 Carpet, 3 sew. 2 10		Pineapple 25		Domestic, Must'd 6 @ 9		Van Houten, 1/2s 41		Revere, Assorted 14		Terpeneless Ext. Lemon	
		Parlor Gem 2 40		Pineapple 25		California, 1/2s 11 @14		Webb		Rube 18		Doz.	
		Common Whisk 90		Pineapple 25		California, 1/2s 17 @24		Wilbur, 1/2s 40		Scotch Style Cookies 10		No. 2 Panel 1 20	
		Fancy Whisk 1 25		Pineapple 25		French, 1/2s 7 @14		Wilbur, 1/2s 40		Snow Creams 12		No. 4 Panel 1 50	
		Warehouse 3 00		Pineapple 25		French, 1/2s 18 @28		COCOANUT		Sugar Fingers 12		No. 6 Panel 2 00	
		BRUSHES		Pineapple 25		Shrimps 1 20@1 40		Dunham's 1/2s & 1/4s 27		Sugar Gems 08		Taper Panel 3 00	
		Solid Back 8 in. 75		Pineapple 25		Succotash 85		Dunham's 1/2s 28		Sultana Fruit Biscuit 16		2 oz. Full Meas. 1 50	
		Solid Back, 11 in. 95		Pineapple 25		Fair 1 00		Bulk		Spiced Gingers 10		4 oz. Full Meas. 2 25	
		Pointed Ends 85		Pineapple 25		Good 1 25@1 40		COCOANUT SHELLS		Sugar Cakes 8		Jennings D. C. Brand	
		Stove		Pineapple 25		Fancy 1 25@1 40		20lb. bags 2 1/2		Sugar Squares, large or		Extract Vanilla	
		No. 3 90		Pineapple 25		Standard 1 10		Less quantity 3		small 8		No. 2 Panel 1 20	
		No. 2 1 25		Pineapple 25		Fancy 1 40@2 00		Pound packages 4		Superba 8		No. 4 Panel 2 00	
		No. 1 1 75		Pineapple 25		Tomatoes 1 10		COFFEE		Sponge Lady Fingers 25		No. 6 Panel 2 00	
		Shoes		Pineapple 25		Fair 1 10		Rio		Sugar Crimp 8		Taper Panel 3 00	
		No. 8 1 00		Pineapple 25		Good 1 20		Common 13 1/2		Vanilla Wafers 16		2 oz. Full Meas. 1 50	
		No. 7 1 30		Pineapple 25		Fancy 1 40		Fair 14 1/2		Waverly 8		4 oz. Full Meas. 2 25	
		No. 4 1 70		Pineapple 25		Gallons 3 75		Choice 16 1/2		Zanzibar 9		No. 2 Assorted Flavors 1 00	
		No. 3 1 90		Pineapple 25		CARBON OILS		Fancy 20		In-er Seal Goods		GRAIN BAGS	
		BUTTER COLOR		Pineapple 25		Perfection 10 1/2		COCOANUT		Per doz.		Amoskeag, 100 in bale 19	
		W. R. & Co.'s, 15c size. 1 25		Pineapple 25		Water White 10		20lb. bags 2 1/2		Albert Biscuit 1 00		Amoskeag, less than bl 19 1/2	
		W. R. & Co.'s, 25c size. 2 00		Pineapple 25		D. S. Gasoline 17		Less quantity 3		Animals 1 00		GRAINS AND FLOUR	
		CANDLES		Pineapple 25		Gas Machine 24		Pound packages 4		Butter Thin Biscuit 1 00		Wheat	
		Paraffine, 6s 10		Pineapple 25		Deodor'd Nap'a. 14 1/2		Common 13 1/2		Butter Wafers 1 00		New No. 1 White 80	
		Paraffine, 12s 10		Pineapple 25		Cylinder 29		Fair 14 1/2		Cheese Sandwich 1 00		New No. 2 Red 81	
		Wicking 20		Pineapple 25		Engine 16		Choice 16 1/2		Cocoanut Dainties 1 00		Winter Wheat Flour	
		CANNED GOODS		Pineapple 25		Black, winter 8 1/2 @10		Fancy 20		Faust Oyster 1 00		Local Brands	
		Apples		Pineapple 25		CEREALS		Santos		Fig Newton 1 00		Patents 4 95	
		3lb. Standards 1 00		Pineapple 25		Breakfast Foods		Fair 13 1/2		Five O'clock Tea 1 00		Second Patents 4 70	
		Gallon 3 50		Pineapple 25		Bordeau Flakes, 36 1lb. 2 50		Choice 16 1/2		Frotona 1 00		Straight 4 40	
		Blackberries		Pineapple 25		Cream of Wheat, 36 2lb. 4 50		Mexican 16 1/2		Ginger Snaps, N. B. C. 7		Second Straight 4 25	
		2lb. 90@1 75		Pineapple 25		Egg-O-See, 36 pkgs. 2 85		Guatemala 15		Graham Crackers 1 00		Clear 3 80	
		Standards gallons @5 75		Pineapple 25		Evello Flakes, 36 lb. 4 50		Java 12		Lemon Snap 1 00		Subject to usual cash dis-	
		Beans		Pineapple 25		Excello, large pkgs. 4 50		African 12		Oatmeal Crackers 1 00		count.	
		Baked 80@1 30		Pineapple 25		Force, 36 2 lb. 4 50		Fancy African 17		Oysterettes 50		Flour in barrels, 25c per	
		Red Kidney 85@95		Pineapple 25		Grape Nuts, 2 doz. 2 70		O. G. 25		Old Time Sugar Cook. 1 00		barrel additional.	
		String 70@1 15		Pineapple 25		Malta Ceres, 24 1lb. 2 40		P. G. 31		Pretzettes, Hd Md. 1 00		Worden Grocer Co.'s Brand	
		Wax 75@1 25		Pineapple 25		Malta Vita, 36 1lb. 2 85		Arabian Mocha 21		Royal Toast 1 00		Quaker, paper 4 30	
		Blueberries		Pineapple 25		Mapi-Flake, 36 1lb. 4 05		Package		Saltine 1 00		Quaker, cloth 4 50	
		Standard 90		Pineapple 25		Pillsbury's Vitos, 3 dz. 4 25		New York Basis		Sarotoga Flakes 1 50		Wykes & Co.	
		Gallon 5 75		Pineapple 25		Ralston, 36 2lb. 4 50		Arbuckle 16 00		Select Tea Biscuit 1 00		Eclipse 4 60	
		Brook Trout		Pineapple 25		Sunlight Flakes, 36 1lb. 2 85		Dilworth 14 75		Soda, N. B. C. 1 00		Kansas Hard Wheat Flour	
		2lb. cans, spiced 1 90		Pineapple 25		Vigort Cream Flakes 4 50		Jersey 15 00		Soda, Select 1 00		Judson Grocer Co.	
		Clams		Pineapple 25		Zest, 20 2lb. 4 10		Lion 14 50		Sultana Fruit Biscuit 1 50		Fanchon, 1/2s cloth 5 20	
		Little Neck, 1lb. 1 00@1 25		Pineapple 25		Zest, 36 small pkgs. 2 75		McLaughlin's XXXX		Uneda Biscuit 50		Grand Rapids Grain & Mill-	
		Little Neck, 2lb. @1 60		Pineapple 25		Crecent Flakes		sold to retailers only. Mail all		Uneda Jinjer Wayfer 1 00		ing Co. Brands	
		Beans		Pineapple 25		One case 2 50		orders direct to W. F.		Uneda Milk Biscuit 50		Wizard, assorted 4 30	
		Baked 80@1 30		Pineapple 25		Five cases 2 40		McLaughlin & Co., Chicag-		Vanilla Wafers 1 00		Graham 4 25	
		Red Kidney 85@95		Pineapple 25		One case free with ten		go.		Water Thin 1 00		Buckwheat 5 00	
		String 70@1 15		Pineapple 25		One-half case free with		Extract		Zu Zu Ginger Snaps 50		Rye 3 85	
		Wax 75@1 25		Pineapple 25		5 1/2 cases.		Holland, 1/2 gro boxes 95		Zwieback 1 00		Spring Wheat Flour	
		Blueberries		Pineapple 25		One-fourth case free with		Felix, 1/2 gross. 1 15		CREAM TARTAR		Roy Baker's Brand	
		Standard 90		Pineapple 25		2 1/2 cases.		Hummel's foil, 1/2 gro. 85		Boxes 29		Golden Horn, family 5 15	
		Gallon 5 75		Pineapple 25		Freight allowed		Hummel's tin, 1/2 gro. 1 43		Square cans 32		Golden Horn, baker's 5 05	
		Brook Trout		Pineapple 25		Rolled C-ts		CRACKERS		Fancy caddies 35		Calumet 4 45	
		2lb. cans, spiced 1 90		Pineapple 25		Steel Cut, 100 lb. sks. 3 30		National Biscuit Company		DRIED FRUITS		Wisconsin Rye 4 35	
		Clams		Pineapple 25		Monarch, bbl. 6 25		Brand		Apples		Judson Grocer Co.'s Brand	
		Little Neck, 1lb. 1 00@1 25		Pineapple 25		Monarch, 90 lb. sacks 3 10		Butter		Sun-dried 7		Ceresota, 1/2s 5 80	
		Little Neck, 2lb. @1 60		Pineapple 25		Quaker, 18-2 1 55		Seymour, Round 6		Evaporated 8 1/2 @ 9		Ceresota, 1/2s 5 70	
		Beans		Pineapple 25		Quaker, 20-5 4 20		N. B. C., Square 6		California Apricots 18@20		Ceresota, 1/2s 5 60	
		Baked 80@1 30		Pineapple 25		Cracked Wheat		Soda		California Prunes		Lemon & Wheeler's Brand	
		Red Kidney 85@95		Pineapple 25		24 2 lb. packages 2 50		N. B. C. Soda 6		100-125 25lb. boxes.		Wingold, 1/2s 5 65	
		String 70@1 15		Pineapple 25		Catsup		Select Soda 8		90-100 25lb. boxes. @ 6		Wingold, 1/2s 5 55	
		Wax 75@1 25		Pineapple 25		Columbia 25 pts. 4 50		Sarotoga Flakes 13		80-90 25lb. boxes. @ 6 1/2		Wingold, 1/2s 5 45	
		Blueberries		Pineapple 25		Columbia, 25 1/2 pts. 2 60		Zephyrette 13		70-80 25lb. boxes. @ 7		Best, 1/2s cloth 5 50	
		Standard 90		Pineapple 25		Snider's quarts 3 25		Oyster		60-70 25lb. boxes. @ 7 1/2		Best, 1/2s cloth 5 30	
		Gallon 5 75		Pineapple 25		Snider's pints 2 25		Gem 06		50-60 25lb. boxes. @ 8		Best, 1/2s paper 5 30	
		Brook Trout		Pineapple 25		Snider's 1/2 pints 1 30		Faust, Shell 7 1/2		40-50 25lb. boxes. @ 8 1/2		Best, 1/2s paper 5 30	
		2lb. cans, spiced 1 90		Pineapple 25		CHEESE		Sweet Goods.		30-40 25lb. boxes. @ 9 1/2		Best, wood 5 60	
		Clams		Pineapple 25		Acme @14		Boxes and cans		1/2c less in 50lb. cases		Worden Grocer Co.'s Brand	
		Little Neck, 1lb. 1 00@1 25		Pineapple 25		Climax @13 1/2		Animals 10		Citron @18		Laurel, 1/2s cloth 5 50	
		Little Neck, 2lb. @1 60		Pineapple 25		Elsie @13		Atlantic, Assorted 10		Currants		Laurel, 1/2s cloth 5 60	
		Beans		Pineapple 25		Mushrooms 19@20		Brittle 11		Imported bulk @ 9 1/2		Laurel, 1/2s & 1/4s paper 5 50	
		Baked 80@1 30		Pineapple 25		Buttons 24@25		Cartwheels 8		Peel		Laurel, 1/2s 5 50	
		Red Kidney 85@95		Pineapple 25				Currant Fruit Biscuit 10		Orange American 15		Sleepy Eye 1/2s cloth 5 50	
		String 70@1 15		Pineapple 25								Sleepy Eye, 1/2s cloth 5 40	
		Wax 75@1 25		Pineapple 25								Sleepy Eye, 1/2s cloth 5 30	
		Blueberries		Pineapple 25								Sleepy Eye, 1/2s paper 5 30	
		Standard 90		Pineapple 25								Sleepy Eye, 1/2s paper 5 30	
		Gallon 5 75		Pineapple 25								Sleepy Eye, 1/2s paper 5 30	
		Brook Trout		Pineapple 25									
		2lb. cans, spiced 1 90		Pineapple 25									
		Clams		Pineapple 25									
		Little Neck, 1lb. 1 00@1 25		Pineapple 25									
		Little Neck, 2lb. @1 60		Pineapple 25									
		Beans		Pineapple 25									
		Baked 80@1 30		Pineapple 25									
		Red Kidney 85@95		Pineapple 25									
		String 70@1 15		Pineapple 25									
		Wax 75@1 25		Pineapple 25									
		Blueberries		Pineapple 25									
		Standard 90		Pineapple 25									
		Gallon 5 75		Pineapple 25									
		Brook Trout		Pineapple 25									
		2lb. cans, spiced 1 90		Pineapple 25									
		Clams		Pineapple 25									
		Little Neck, 1lb. 1 00@1 25		Pineapple 25									

6	7	8	9	10	11
Meal Bolted 3 00 Golden Granulated 3 15 St. Car Feed screened 26 00 No 1 Corn and Oats 26 00 Corn, cracked 24 50 Corn meal, coarse 24 50 Winter Wheat Bran 23 00 Winter Wheat Mid'ng 23 00 Cow Feed 24 00 Dairy Feeds Wykes & Co. O P Linseed Meal 30 00 Cottonseed Meal 30 00 Gluten Feed 27 50 Malt Sprouts 21 00 Brewers Grains 21 00 Molasses Feed 22 00 Dried Beet Pulp 16 50 Oats 15 00 Michigan, carlots 52 Less than carlots 54 Corn Carlots 62 Less than carlots 64 Hay No. 1 timothy car lots 13 00 No. 1 timothy ton lots 14 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 2 10 15 lb. pails, per pail. 45 30 lb. pails, per pail. 82 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip .4 50 @ 4 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 3 20 Liebig's Chicago, 2 oz. 2 25 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 50 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 25 Good 22 Half barrels 2c extra MINCE MEAT Per case 2 90 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs. 1 65 Bulk, 2 gal. kegs. 1 60 Bulk, 5 gal. kegs. 1 55 Manzanilla, 3 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Barrels, 1,200 count. 6 75 Half bbls., 600 count. 4 00 Small Half bbls., 1,200 count 4 75 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20, Rover enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 622 Tourist whist. 2 25 POTASH 48 cans in case 4 00 Babbitt's 3 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Clear Back 18 00 Short Cut 17 75 Short Cut Clear 17 50 Bean 16 00 Brisket, Clear 19 00 Pig 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 13 Bellies 11 1/2 Extra Shorts 11 Smoked Meats Hams, 12 lb. average. 13 1/2 Hams, 14 lb. average. 13 1/2 Hams, 16 lb. average. 13 1/2 Hams, 18 lb. average. 13 1/2 Skinned Hams 15 Ham, dried beef sets. 15 California Hams 9 1/2 Picnic Boiled Hams 15 Boiled Ham 21 Berlin Ham, pressed. 3 1/2 Mince Ham 9 Lard Compound 9 Pure in tierces 9 1/2 80 lb. tubs. advance 1/4 60 lb. tubs. advance 1/4 50 lb. tins. advance 1/4 30 lb. pails. advance 1/4 10 lb. pails. advance 1/4 5 lb. pails. advance 1/4 8 lb. pails. advance 1/4	Sausages Bologna 5 1/2 Liver 8 1/2 Frankfort 8 Pork 7 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/2 bbls. 1 10 3/4 bbls., 40 lbs. 1 85 1/2 bbls. 1 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 23 Beef, rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterline Solid dairy 10 @ 12 Country Rolls 10 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 40 Corned beef, 1 lb. 1 35 Roast beef, 2 lb. 2 40 Roast beef, 1 lb. 1 30 Potted ham, 1/2 lb. 45 Potted ham, 1/4 lb. 45 Devilled ham, 1/2 lb. 45 Potted tongue, 1/2 lb. 45 Potted tongue, 1/4 lb. 45 RICE Fancy 7 @ 1 1/2 Japan 5 1/2 @ 1 1/2 Broken 4 @ 1 1/2 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 lbs. 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs. 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole 7 Small whole 6 1/2 Strips or bricks .7 1/2 @ 10 1/2 Pollock 5 Halibut Strips 13 Chunks 13 1/2 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 80 Norwegian Round, 100lbs. 8 75 Round, 40lbs. 1 75 Scaled 12 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 15 00 Mess, 40lbs. 6 20 Mess, 10lbs. 1 65 Mess, 8lbs. 1 35 No. 1, 100lbs. 14 00 No. 1, 4 lbs. 5 60 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 26 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 10lb. 1 12 60 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 9 1/2 Poppy 9 Rape 6 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small. 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85	SNUFF Scotch, in bladders. 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Domie, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox 3 50 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 50 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 50 Big Master, 100 bars 4 25 Marseilles, 100 cakes .6 00 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large. 4 50 Gold Dust, 100-5c. 4 50 Kirkoline, 24 4lb. 3 75 Pearline 3 75 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hags 2 25 Scouring Manufacturing Co. Scourine, 50 cakes. 1 80 Scourine, 100 cakes. 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyna 25 Cloves, Zanzibar 20 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 4 @ 5 1lb. packages 16 3lb. packages 6 6lb. packages 5 1/2 40 and 50lb. boxes 3 1/2 @ 3 1/2 Barrels 3 1/2 Common Corn 20lb. packages 5 40lb. packages 4 @ 7 SYRUPS Corn Barrels 27 Half Barrels 29 20lb. cans 1/2 dz. in cs 1 90 10lb. cans 1/2 dz. in cs 1 85 5lb. cans 1/2 dz. in cs 1 95 2 1/2 lb. cans 1/2 dz. in cs 2 00 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sndried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice .38 Siftings 22 @ 24 Nibs 9 @ 11 Fannings 12 @ 14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 35 Kyo 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Tody 34 J. T. 38 Piper Heidsick 66 Boot Jack 30 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails. 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Fore XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 26 Cotton, 4 ply 26 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N. 24 Wool, 1 lb. balls 10 VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80 gr 12 1/2 Pure Cider, B & B 14 Pure Cider, Robinson. 12 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 30 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 00 Bushels, wide band 1 25 Barknet 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 8 75 Willow, Clothes, me m 7 75 Willow, Clothes, small 6 75 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 18 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each. 2 40 Barrel, 10 gal., each. 2 55 Barrel, 15 gal., each. 2 70	Clothes Pins Round head, 5 gross bx 55 Round head, cartons. 70 Egg Crates and Fillers. Humpty Dumpty, 12 doz. 20 No. 1 complete 40 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork, lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, air red, brass. 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 18-in. Cable No. 1 9 25 18-in. Cable, No. 2 8 25 16-in. Cable No. 3 7 25 No. 1 Fibre 11 75 No. 2 Fibre 10 25 No. 3 Fibre 9 50 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 00 Double Duplex 3 00 Good Luck 3 25 Universal 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 1 1/4 Fibre Manila, white. 2 1/4 Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/4 Wax Butter, short c't. 12 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 11 1/2 Trout 11 1/2 Halibut 10 Ciscos or Herring 7 Live Lobster 25 Boiled Lobster 25 Cod 10 1/2 Haddock 7 Pike 9 Perch, dressed 9 1/2 Smoked White 12 1/2 Red Snapper 16 Chinook Salmon 16 Mackerel 17 HIDES AND PELTS Hides Green No. 1 8 1/2 Green No. 2 7 1/2 Cured No. 1 10 Cured No. 2 9 Calfskin, green, No. 1 12 Calfskins, green No. 2 10 1/2 Calfskin, cured No. 1 13 1/2 Calfskin, cured No. 2 12 Pelts Old Wool 30 Lambs 30 @ 50 Shearlings 25 @ 50 Tallow No. 1 5 No. 2 4 Wool Unwashed, med. 26 Unwashed, fine. 21	CONFECTIONS Stick Candy Pails Standard 8 Standard H H 8 Standard Twist 8 1/2 Cases Jumbo, 32 lb. 8 Extra H H 10 Boston Cream 10 Big stick, 30 lb. case 8 Mixed Candy Grocers 6 1/2 Competition 7 Special 7 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 10 Cut Leaf 8 1/2 Leader 8 1/2 Kindergarten 8 Bon Ton Cream 8 French Cream 9 1/2 Star 11 Hand Made Cream 15 Premio Cream mixed 15 O F Horehound Drop 10 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 12 Peanut Squares 10 Sugared Peanuts 11 Salted Peanuts 13 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 12 Lozenges, printed 9 1/2 Champion Chocolate 10 Eclipse Chocolates 12 Eureka Chocolates 14 Quintette Chocolates 13 Champion Gum Drops 8 1/2 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 13 Old Fashioned Molasses Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy-In 5lb. Boxes Lemon Sours 55 Old Fashioned Horehound Drops 10 Peppermint Drops 60 Chocolate Drops 65 H. M. Choc. Drops 90 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd. 1 15 Brilliant Gums, Crya. 90 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar. 60 Hand Made Cr'ms. 30 @ 90 Cream Buttons 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 50 Ten Strike, Summer assortment. 6 75 Scientific Ass't. 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg, case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 60 per box 60 Azulikit 100s 5 00 Oh My 100s 5 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 18 Almonds, Avica 18 Almonds, California sft. shell 15 @ 17 Brazil 15 @ 17 Filberts 15 Cal. No. 1 16 Walnuts, soft shelled @ 16 Walnuts, Grenoble. @ 15 Table nuts, fancy. @ 15 Pecans, Med. @ 16 Pecans, ex. large. @ 13 Pecans, Jumbos @ 20 Hickory Nuts per bu. Ohio new @ 5 Cocanuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 9 @ 10 Pecan Halves @ 75 Walnut Halves @ 32 Filbert Meats @ 27 Alcanta Almonds. @ 42 Jordan Almonds @ 47 Peanuts Fancy, H. P. Suns 7 1/2 @ 7 1/2 Roasted 8 1/2 @ 8 1/2 Choice, H. P. Jumbo @ 9 1/2 Choice, H. P. Jumbo Roasted @ 10 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes... 75 00
Paragon 55 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 2 75
1 lb. cans 4 80
3 lb. cans 12 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box.. 40
Large size, 1 doz. box.. 75

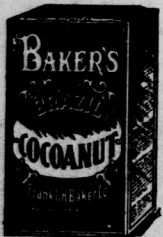
CIGARS



G J Johnson Cigar Co.'s bd.
Less than 500 33
500 or more 32
1,000 or more 31
Worden Grocer Co. brand
Ben Hur
Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritinos 35
Panatellas, Finas 35
Panatellas, Bock 35
Jockey Club 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
85 1/4 lb. pkg. per case 2 60
98 1/4 lb. pkg. per case 2 60
16 1/4 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 4 @ 5
100 lbs 8

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

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in. 6
1 1/4 to 2 in. 7
1 1/4 to 3 in. 9
1 1/4 to 4 in. 11
2 in. 15
3 in. 20

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size 1 15
Cox's 2 qt. size 1 61
Knox's Sparkling, doz. 1 25
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
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.

Drug store for sale in county seat town, Central Michigan. Central location. Poor health compels me to sell. Address Acacia, care Michigan Tradesman. 133

Rare Opportunity—For sale, fine grocery, patent medicine and drug sundries business in one of best trading towns in Michigan. Good business, clean stock. Latest fixtures, best store in town. Best reasons for selling. Bargain. Address P. Y., care Tradesman. 132

Wanted—To buy a small stock of shoes or general stock, part cash and balance time. Address No. 131, care Tradesman. 131

Wanted—Several parties to join us in developing a mining property of exceptional value in the best mineral belt in Colorado, Clear Creek County. For particulars address Weber & Cooper, Idaho Springs, Colo. 130

For Sale—Dairy and poultry farm 15 acres in village 1,200 population near Grand Rapids. Good buildings and soil. Would exchange for small general stock or shoes. A. Hufford, Middleville, Mich. 129

For Sale—Furniture and hardware stock in good live town. Will rent or sell building. Good opening for right party. Lock Box Q, Winslow, Ill. 124

Drug stock for sale, inventory \$2,700; good town; elegant business; fine store; best reasons for selling. Would take half cash, time on balance. Fine opening for a doctor-druggist. Address No. 125, care Michigan Tradesman. 125

For Sale—Only drug store in small Kentucky town. No others nearer than 8 to 16 miles. Poor health. Prescriptions average 300 per month. Address Thompson, Knottsville, Ky. 126

For Sale—Stock of cheese factory and creamery supplies. Tinshop in connection. Doing jobbing and furnace heating. Established twenty years, in a fine dairy country. Reason for selling, poor health. Address P. Y. Jones, 12-3rd St., Fond du Lac, Wis. 127

A good location for furniture business. Address B. J. G. Bettelheim, Brookfield, Mo. 123

To Exchange—Sixty acre farm one mile north of Saranac, for a drug stock in or near Grand Rapids. Address Box 333, Saranac, Mich. 122

For Sale—320 acres land, good soil, some improvements. Cheap for cash. Located on banks of beautiful lake. Address No. 98, care Michigan Tradesman. 98

A Bargain—Stock clothing, furnishings and shoes. Live town. Large territory. New stock. Must be sold at once. For particulars, write F. J. Schwab, Churdan, Iowa. 121

For Sale—An old-established grocery and meat market, doing good business in good location. Will sell reasonable if taken at once. P. O. Box 981, Benton Harbor, Mich. 120

For Sale—Cheap for cash, general store, doing good cash business. W. J. Gonderman, St. Johns, Mich. 92

Best site for grist mill in state on P. M. R. R., center of good farming country. Address H. W. Morley, Grant, Mich. 115

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 or Exchange—For desirable real estate, a \$1,500 bazaar stock. A bargain for immediate sale. A. E. Shadduck, 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 seasonable but can be run all year. \$3,500 takes it. Howard, 107 Bethune, East, Detroit, Mich. 106

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—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

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

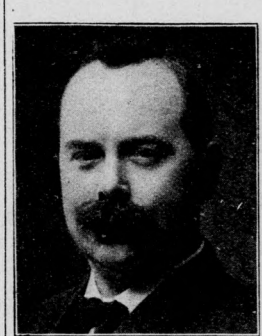
Business Opportunity—My stock of general merchandise and store building will require from \$3,000 to \$4,000. Will net \$1,200 to \$1,500 annually. Write if you mean business. Address No. 100, care Michigan Tradesman. 100

For Sale—Span of female burros, three and four years old. Broke single, double and to ride, kind and gentle. Also hand-made harness and pony cart. Entire outfit for \$85. Great advertising team for any merchant. Address No. 99, care Michigan Tradesman. 99

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

For Sale—Clean store of drugs and fixtures, in resort town. Last year's business \$9,200. Inventories \$4,100. Will sell for \$4,000. Can increase 25%. Good trade the entire year. Full prices, two doctors' business. Money-maker. Good country and foreign trade. Address Pharmacy, care Michigan Tradesman. 90

Reduction Sales and Closing Out Sales



under the "ANNING SYSTEM" never fail to bring good results. Recently sold over \$3,000 the first day's sale in a \$30,000 stock. Have conducted sales in nearly every State in the Union for struggling merchants in the small towns and for the large department stores in the larger cities. Terms: Salary or commission. References from hundreds of

merchants. Wire or write today. Address W. A. ANNING, Aurora, Illinois

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 Rent Sept. 1—Store building 26x95 feet on the best business corner in Saugatuck. Has been occupied as a general store for many years. Will lease at very low rental. Only one other general store in town of about one thousand population. Address or call on A. B. Taylor, Saugatuck, Mich. 84

For Sale—Meat market in south end. Doing good business. Address No. 80, care Michigan Tradesman. 80

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—Clothing stock, clean, up-to-date, in county seat town Central Michigan. Old-established business. One other clothing store. Good reasons for selling. No trades considered. Address No. 62, care Tradesman. 62

For Sale—Small stock of general merchandise. Doing good business in country town. Address Box 145, Williamston, Mich. 52

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 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—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. Schröder & Stonehouse, Grand Rapids, Mich. 4

For Sale—Small country store, doing strictly cash business. A money-maker. Address No. 770, care Michigan Tradesman. 770

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

I WANT TO BUY

From 100 to 10,000 pairs of SHOES, new or old style—your entire stock, or part of it.

SPOT CASH

You can have it. I'm ready to come. PAUL FEYREISEN, 12 State St., Chicago

Special Attention—Drug stores and positions anywhere desired in United States or Canada. F. V. Knies, Omaha, Neb. 951

Wanted—Best price paid for coffee sacks, flour sacks, sugar sacks, etc. Address William Ross & Co., 57 S. Water St., Chicago, Ill. 960

For Sale—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent, \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$3,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business Geo. Tucker, Fennville, Mich. 538

Wanted—Two thousand cords bass-wood and poplar excelsior bolts, green or dry. Highest market price paid, cash. Excelsior Wrapper Co., Grand Rapids, Mich. 859

HELP WANTED.

Wanted—Competent and hustling salesman to take charge of dry goods, clothing, boot and shoe department in general store. Also first-class meat cutter for head of meat department. Only good men can fill these places. Must be correct in character and habits. References required. J. A. Shattuck & Co., Newberry, Mich. 119

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. 118

Wanted—Salesman, experienced in general merchandise for country store. Address No. 117, care Tradesman. 117

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. 79

SITUATIONS WANTED

Wanted—Position as window trimmer and card writer. Can furnish best of references. Address 1341 5th Ave., Grand Rapids, Mich. 128

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

Want Ads. continued on next page.

If you do a credit business it will be to your interest to investigate our coupon book system. It places your business on a cash basis in the easiest, simplest and cheapest manner yet devised. We will cheerfully send samples, prices and full information if you will let us know you are interested.

**Tradesman
Company**

**Grand Rapids,
Michigan**

FIVE HUNDRED PRESENT.

Annual Convention of Michigan Retail Hardware Association.

Marine City, Aug. 20—I am in receipt of your esteemed favor of Aug. 17 and complying with your request am enclosing you herewith copy of my annual address. I had to send to Detroit for this and that is the cause of the delay in getting it into your hands.

I might say that we had a most successful convention, with about 350 active and 150 honorary members present. We adopted strong resolutions on the subject of parcels post, also on the attitude of so many popular magazines which have been publishing articles on the subject of "Substituting," in which they put the retailers in a very bad light.

The officers elected for the ensuing year were as follows:

President—C. M. Alden, Grand Rapids.

Vice-President — P. A. Wright, Holly.

Secretary—A. J. Scott, Marine City.

Treasurer—Wm. Moore, Detroit.

Executive Committee for the full term—E. B. Standart, Holland; Fred Ireland, Belding; J. M. Williams, North Adams; O. H. Gale, Albion; to fill vacancy for one year, Fred M. Gartner, Wyandotte.

Invitations were received from Saginaw, Flint and Detroit to hold our convention there in 1908 and the latter city was selected as the place of meeting. I trust that this will reach you in plenty of time for publication in your current issue.

A. J. Scott, Sec'y.

Mr. Scott's annual report to the convention was as follows:

It is just exactly five years ago today that the members of this Association honored me with the election to the office of Secretary and in preparing my report of the work of the past year, I could not help but be impressed by the steady onward march of the Association movement among hardware men in this and other states during that time. Instead of the feeling that our Association was a good thing to belong to for the reason that we could all derive some benefit from the interchange of ideas at our annual conventions and incidentally enjoy ourselves at those meetings, we have come to look upon it with a degree of confidence in its ability to be of practical service to us every day in the year and to exert an influence in State and National affairs, which I, for one, did not consider possible a few years ago.

At the present time, we have the active co-operation of practically 10,000 retail hardware men, located in twenty-three different states, and, as will be shown later in this report, we have been able to secure results which, in addition to proving the strength of our Associations, are a striking commentary upon the ability and good judgment of those who have helped to carry the work to the position which it now occupies.

The past year has been a most satisfactory one for the Michigan Association, looking at the matter from every standpoint. To be sure, we have seen years when a larger number of new members has been added, but the fact must be taken into consideration that we now have upon our membership list the majority of the hardware dealers in the State, and the material from which we must select our new members is becoming smaller in number every year.

Last year at our convention the

Secretary's report showed that we had 639 active members on our list. There have been quite a large number of changes in business during the past twelve months and thirty-six of our members have gone out of business during that time. Fifteen more have either resigned or been dropped from the roll for non-payment of dues, which leaves 588 of last year's members still in good standing. To take the place of the fifty-one names which have been dropped, we have added ninety-two new members, making a net gain of forty-one members this year, and a total membership at the present time of sixty-eight.

Our friends, the traveling men, have assisted us materially in interesting new dealers in the work, as is shown by the following summary of applications received this year. During the last convention we took in thirty-nine new members. We have secured twenty applications by mail, W. A. Kendall, representing Detroit Trade, secured eighteen applications, R. C. Wessels, of the W. J. Burton Company, four; Roy L. Riker, of Standart Brothers, three; John A. Raymond, of Standart Brothers, one; J. C. Ross, of Standart Brothers, one; A. C. Guilloz, of Standart Brothers, one; F. E. Wooley, Cole Manufacturing Co., one, and J. E. Geary, of Devoe & Reynolds, one, while two of our members, C. M. Allen, of Grand Rapids, and Frank Whitney, of Frontier, each secured one new member.

I believe that the good will of our honorary members will continue to be an important factor in getting into the fold those hardware men who up to the present time we have been unable to get interested in the Association.

In the past I have always made it a point to keep a record of the deaths among our membership list during the year, but during the last twelve months I have not heard that any of our members have been called away and I hope that our record is clear of any traces of the Grim Reaper among our ranks. If any of the members present, however, know of deaths which have occurred since the time of the last convention, I hope they will notify the proper committee, so that suitable action can be taken at this meeting.

I hope we will also take the opportunity at this time to extend our sincere sympathy to Wm. S. Hemingway, of Otter Lake, whose place of business, as we probably all read recently, was wrecked by an explosion, entailing loss of life to members of Mr. Hemingway's family.

Last year at our meeting a resolution was adopted, placing the Association on record as in favor of the passage of a pure paint law in this State and your officers were instructed to take steps to see that some measure of this kind was introduced into the State Legislature. When your Executive Committee met early in the present year, this question was taken up and carefully considered and there were those among your officers who felt that this important question should be more thoroughly discussed before any action was taken, so that in case we eventually did decide to secure some State legislation, we would not find after we had done so that unscrupulous dealers in other states, profiting by the laws governing interstate commerce, would be enjoying an advantage over the legitimate dealers and manufacturers in our own State. Our Executive Committee has been criticized for not carrying out the instructions of the last convention, but I hope that after this subject has been thoroughly discussed and we have heard the expressions of gentlemen from other branches of the trade who have consented to come here and give us the benefit of their experience we will be better able to determine what we want and then be prepared to go and get it.

In referring to the catalogue house question, it is difficult to sum up briefly the progress which has been made toward minimizing this class of competition. We are all familiar with the signal victory gained by the merchants of North Dakota, against whom an injunction was sought by Montgomery Ward & Company. A portion of the decision of Judge Carland is unusually interesting and enables us to appreciate more thoroughly our rights in fighting this common enemy. The portion of the decision to which I refer was as follows:

"That the retail dealers have a lawful right to agree among themselves that they will not purchase merchandise from wholesalers and jobbers who sell to catalogue or mail order houses can not be denied and it necessarily follows that they have the right to inform each other as to what wholesalers and jobbers do sell to catalogue or mail order houses. The question in this case is, What may they do in addition to influence the wholesalers and jobbers not to sell to catalogue houses?"

Apparently the organized efforts of self protection on the part of merchants are harassing those who have preyed upon our trade or they would not have admitted they were hurt by starting suit, as they did in the above case.

Those who make it a point to secure the latest catalogues have probably noticed that one of the largest firms has taken hardware entirely out of its catalogues and publishes its hardware quotations in an entirely different book. The latter is not sent out except on special request and we have every reason to feel gratified at this change of policy. A careful investigation of any one of the large hardware mail order catalogues also develops the fact that the number of factory brands quoted therein is steadily decreasing and the firms in the mail order business are being compelled each year to depend more and more upon securing their own brands and building up a demand through their own efforts, instead of reaping the benefit of the work of the retail dealer. Incidentally, it might be mentioned that one of the largest firms is now making a charge for its catalogues, although the amount paid is applied on future purchases of goods. Innumerable incidents and facts might be mentioned to show that we are gaining ground in our fight against the mail order business, but there is still an enormous amount of work to be done.

Your President and Secretary attended the annual convention of the National Retail Hardware Association, held in Boston recently, and were deeply impressed by the reports of the Catalogue House Committee and of the officers, who went into detail in regard to the manner in which our parent body is looking after the interests of the retail hardware man in his fight against the mail order business. A complete report of the proceedings of the National convention appeared in the National Bulletin and I presume that the majority of our members are familiar with the volume of important business transacted at those meetings.

The financial report showed the National Association to be in a flourishing condition and, since the Bulletin has been converted into a monthly, the revenue has increased and the officers have resources to depend upon which will enable them to broaden their field of influence in a manner which was not possible in the past.

The question of publicity advertising and so-called substituting, to which many of the popular magazines have been devoting so much space during the past year, was given a great deal of attention at the Boston meetings and I hope that at this session our members will give

expression to their feelings on these important topics.

The parcels post bill has again, temporarily at least, been defeated through the continued steady opposition of organized merchants, but already we can see signs of another attempt to saddle this iniquitous piece of legislation upon the people of the country at the next session of Congress. The persistency of those who favor it must be met with equal persistence on our part and we must be prepared for a repetition of the campaign which we have carried on so successfully for several years. Overconfidence has lost many a battle and we are not going to be caught in this way.

One matter of considerable importance was taken up at our Executive Committee meeting which I think should be carefully looked into at this meeting and that is the advisability of holding our convention in a hall and renting space to exhibitors, as have been done in a great many other states. Before any decision is reached I feel that our members should look at all sides of this matter and should find out how the manufacturers and jobbers represented at this meeting feel towards the proposition.

There are one or two suggestions which I feel authorized to make in regard to changes in our constitution and by-laws. I have noticed that, although we have been taking in honorary members for the last two years, there is no provision in our constitution and by-laws for anything but active members. I hope that this will be remembered and also provision made for the payment of traveling expenses for members of the Executive Committee at specially called meetings. I refer particularly to sub-committees. The President should, I think, be authorized by the constitution to appoint a standing Legislative Committee, whose traveling expenses, should any be necessary, may be borne by the Association. We have had a Legislative Committee appointed at the last two annual conventions, but their authority has been so far left entirely to the discretion of the members of the Committee.

In closing, I can not fail to express my disappointment at being unable this year to secure concessions in the matter of railroad rates to our convention. We did everything within our power to convince the Michigan Passenger Association of the reasonableness of our request, but did not learn definitely that our petition would be denied until after the souvenir program was published and it was too late to notify our members. We were compelled to succumb to the inevitable and our only satisfaction is in realizing that at the time of our next meeting many of our members will be enjoying a lower rate from the railroads than they have in the past.

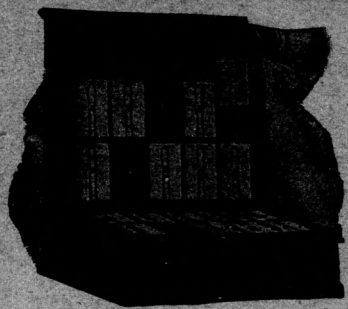
Once again I want to thank the officers and members for their kind consideration which they have shown to me at all times and for the ready responses which they have always made to my requests for assistance and advice. I know that similar support will be extended to whoever is selected as Secretary for the coming year.

There would be fewer prayers for the removal of mountains if all were called by their right names.

Often the best way to understand your brother is to look in the face of your Father.

BUSINESS CHANCES.

Wanted Position — Salesman, young man (25) married. Eight years experience clothing and shoes, four years as manager and buyer. All references. Ready Sept. 1. Address Clothing, care Tradesman.



A Practical System for Handling Accounts

The SYSTEM that handles your ACCOUNTS with the least expenditure of TIME.

With the least chance for ERROR or CONFUSION.

With the least expense.

And gives YOU COMPLETE DETAILS and INFORMATION regarding your business.

That keeps your ACCOUNTS protected from FIRE.

That puts YOU in position to COLLECT your INSURANCE IN FULL in case you should have a FIRE.

That assists YOU in COLLECTING your ACCOUNTS is the McCASKEY ACCOUNT REGISTER SYSTEM. Nothing to compare with it.

Don't YOU think it's about time to investigate?

Information is FREE.

The McCaskey Register Co.

27 Rush St., Alliance, Ohio

Mrs. of the Famous Multiplex Duplicating Carbon Back Order Pads; also End Carbon and Side Carbon Pads.

J. A. Plank, Tradesman Bldg., Grand Rapids, State Agent for Michigan
Agencies in all Principal Cities

You See It Coming

FILLING A GLASS LAMP FONT is a very simple operation because the surface of the contents is seen rising toward the top. Carelessness is the only excuse for pouring in too much and going beyond the capacity.

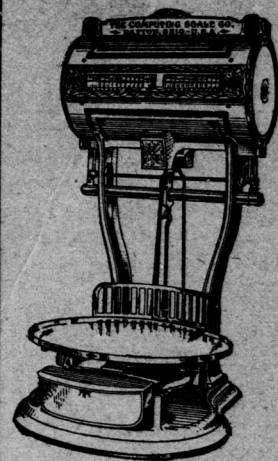
A METAL FONT is not so easily filled because you can only guess how much is in it. Experience may enable you to guess fairly close but absolute accuracy is impossible.

OLD STYLE SCALES present the same difficulties. No weight is shown until you have too much and the scale goes down. You must either take a little out or suffer a loss.

MONEYWEIGHT AUTOMATIC SCALES show at all times the weight on the scale and you pour on the goods until the correct weight or money value is indicated. This means a prevention of loss and a saving of money.

OLD STYLE scales prevent you from seeing their defects, with the accompanying loss of merchandise and profit.

We ask the opportunity of showing you what it amounts to. Let us send our representative to you.



The new low platform No. 140 Dayton Scale



Moneyweight Scale Co.

58 State St., Chicago



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

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

What Is the Good

Of good printing? You can probably answer that in a minute when you compare good printing with poor. You know the satisfaction of sending out printed matter that is neat, ship-shape and up-to-date in appearance. You know how it impresses you when you receive it from some one else. It has the same effect on your customers. Let us show you what we can do by a judicious admixture of brains and type. Let us help you with your printing.

Tradesman Company

Grand Rapids

Leonard Crockery Co.

Wholesale and Commission Merchants
Grand Rapids, Michigan

Celluloid
Case Goods
and
Novelties

Genuine
Rich Cut Glass
a
Specialty

Decorated
Bohemian Glass
Water Sets
Wine Sets

Largest Stocks
of
Imported
Decorated China

Agents for
Rogers Bros. 1847
Oneida Community
S. L. & G. H. Rogers
Wm. Rogers

We Carry
A Complete Line
of Genuine
Sterling Silver

Our Newly Decorated

Salesrooms

134 to 140 East Fulton Street

Are Resplendent with the
Most Extensive
Most Complete
and
Most Beautiful Lines
of

HOLIDAY GOODS

Ever Assembled Under One Roof

Every quarter of the globe has contributed its share to the magnificent assortment of merchandise now on display at this store, the acknowledged

Headquarters for

Toys, Fancy Goods, Imported Fine China, Dolls,
Gold and Silver Plated Ware, Dinner Ware, Etc.

For Michigan

Come early to make your personal selections and secure the best bargains.

Special Terms To Early Buyers

See or Write Us About Them

Selling Agents for
Homer Laughlin's
Semi-Porcelain
Dinner Ware

Imported and
Domestic
TOYS
Of Every Description

Teddy Bears
Wood, Tin, Iron,
Mechanical Toys
Books, Blocks and Games

Complete Lines of
House-Furnishing Goods
at
Lowest Prices

Decorated Parlor Lamps
Glass Lamps
Burners and Chimneys
Gas Lights, Gas Mantles, Etc.

Over 60 Patterns in
Imported and Domestic
Decorated
Dinner Ware

Remember We Make
NO CHARGE FOR PACKAGE OR CARTAGE
On Any Goods Shipped From Grand Rapids