

MICHIGAN TRADESMAN

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Twenty-Fifth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 28, 1907

Number 1249

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.,

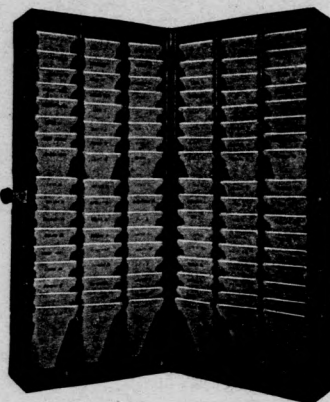
of Michigan

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

DO IT NOW

Investigate the

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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-Fifth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 28, 1907

Number 1249

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.

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

The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

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.

**FIRE AND
BURGLAR
PROOF**

SAFES

**Grand Rapids
Safe Co.**

Tradesman Building

COMMERCIAL GHOULS.

Transient amusement may be caused by the ridiculous dreams of the pen-and-ink artist as to what Grand Rapids will be twenty years hence, when the ship canal across Michigan will be completed; but there are sundry genuine phases of the river improvement problem which may better be considered.

Primarily it is nothing less than absurd to predict that a ship canal will be completed across the Lower Peninsula of Michigan within the next decade, and it is equally preposterous to declare that such a canal will never be constructed. As a natural sequence of the development of transportation facilities such a resource is certain to develop ultimately if the experiences of European countries are worth anything as evidence.

The municipal interests of Grand Rapids, the interests of our State as a commonwealth and the interests of our General Government are involved in the comparatively small proposition to still further improve Grand River, and the present time is none too early to begin to protect those interests. What are they to be protected against?

To answer that question it is only necessary to invite attention to present terminal conditions in the chief seaports of our country, which are in the hands and under the control of the great railway and steamboat combinations. Our chief seaport, New York, is not only in the hands of these interests, but all docking and warehouse privileges in the harbor itself and throughout the whole of Long Island Sound, with all ports, all wharfs, all warehouses, all boats and all tributary water routes, are under this control. Thus we have the largest turning basin and anchorage ground in the world, solidly under control of private interests, and yet all channels, light houses, life saving stations and other improvements have been made, paid for and maintained by the General Government—the people of the United States.

The same condition is already well developed on Lake Erie, Lake Huron, Lake Superior and Lake Michigan. The Puget Sound situation is still further developed along the same lines.

"Traffic agreements" explain tersely and completely the multitudinous details of the far-seeing, patient, persistent, stubborn and irrevocable policy and practice of the railway corporations in their determination to center in the hands of three or four organizations the entire transportation resources of the continent. Private corporations and individual efforts will not be tolerated by these commercial ghouls while National prosperity is a phrase not worth their consideration.

And so, instead of indulging in dreams as to what Grand Rapids may be as a lake port, it behooves not only the people of this city but the people of all cities to make a study of the ways of the corporations which control all the important railways and steamboat lines, to the end that when those cities secure facilities which are promised them they do not awaken to a realization that those corporations have gobbled all lake, harbor and river front opportunities beforehand and are masters of the conditions prepared for and by the citizens.

A very diminutive illustration of the forehanded methods of the railroads occurred last spring when the railroads made an effort to get their tracks up the east side of the river from the Pere Marquette bridge to Fulton street, thus depriving the Grand River Line of its levee privileges. And if Grand River ever develops as a deep water canal to Lake Michigan it is dollars to doughnuts that the railway interests will secure control of the steamboat lines seeking landing and warehouse privileges in this city by obtaining control first of those privileges.

There is nothing new or visionary about this prediction. The railways long, long ago set their stakes preliminary to gaining control of all strategic points along our river front, that in case conditions ever warrant such action they might be in a position to control any waterway competition which might develop.

That is to say, the railways are equipped to carry out such a plan successfully unless the people of Grand Rapids build up an opposing plan and carry it out. A very recent illustration of the cunning and patient operations of the railway corporations is furnished in Detroit. That city insisted, very properly, upon a grade separation agreement. They have been insisting steadily for twelve or fifteen years, obtaining a concession now and then, until six or seven years ago the perfected agreement was reached. Now that city suddenly realizes that the railways have, far and away, the better of the bargain. They can dictate to the city as to where streets shall go, above or below tracks, and as to the city's proportion of cost; they can dictate to industries and their sidetrack needs; in brief, they are masters of the entire terminal situation in Detroit. The cities of St. Louis, Omaha, Kansas City, Pittsburgh, Buffalo, Galveston, Cairo, Louisville, and so on, all over the land, provide abundant evidence as to the domination of all transportation facilities or possibilities by the railway corporations, and these conditions are due chiefly to the short sightedness, the carelessness or the venality of city officials who have permitted the railways to

beg, steal or buy privileges to which they are not entitled.

THE FREE PRESS SCOLDS.

It is not just courteous, perhaps, for a weekly publication to offer information to the oldest daily paper in Michigan as to happenings and conditions in the local field of that paper, but it is quite evident that the Detroit Free Press is somewhat in ignorance as to current affairs in the metropolis, no matter how well informed it may be in regard to the doings of secret societies, military organizations and social clubs.

Full of regret that the Free Press should become peevish over our recent presentation of the reason why Detroit is being overlooked in the making up of the State Railroad Commission, we hope to mollify somewhat the irritation of our venerable confrere by going into details which should have been known in the Free Press office:

The campaign conducted in behalf of the Railway Commission bill was expected to include the Detroit Board of Commerce, and every effort possible was made to secure the co-operation and assistance of that organization. The editor of the Tradesman, acting in his official capacity as President of the Board of Trade, made several personal appeals to the President of the Board of Commerce to bring his organization into line. Leading jobbers and manufacturers of Detroit pleaded with the Transportation Committee of the Board of Commerce to get busy and endorse the bill prepared jointly by the Grand Rapids Board of Trade and the Michigan Manufacturers' Association, either in its present or amended form, but were unable to overcome the obstacle in their pathway. This obstacle was the chairman of the Transportation Committee, who happened to be a brother of Harry Russell, attorney for the Michigan Central Railway, who held his ground and succeeded in blocking any action by the Committee or Board of Commerce. So disgusted were many leading representatives of the jobbing trade of Detroit over this inaction on the part of their organization that they subsequently got together and organized a separate association so that they may not be misrepresented when confronted with a great crisis.

Of course, as a community Detroit is not to be blamed for such doings on the part of its great public welfare association. By the same token the Free Press is justified in making a good stiff plea in behalf of its city; but it is unfortunate for the city that its chief exponent of altruism should submit to being led into unhappy ways, and it is most regrettable that the Free Press, because of its lack of information, should pick up the wrong end of the situation.



Observations of a Man from Out of Town.

"Oh, it isn't so much of a pudd'n as it's cracked up to be, this window trimming business," remarked a man who doctors store fronts over in the city on the Lake shore—Milwaukee.

"Why, what's the matter with it?" asked a Grand Rapids friend at whose house the speaker was visiting.

"Well, you can't call it a bed of roses and tell the truth. It isn't all thorns, to be sure, but there are a lot of them in spots.

"In the first place, a trimmer, oftentimes, is not his own boss. He has to please anybody and everybody, and when he's at the beck and call of every Tom, Dick and Harry in the store it stands to reason that he isn't doing his best work.

"Maybe it's the buyer at the hosiery department who is clamoring for recognition of her goods. She wants a display all to herself—none of the other departments to butt in, if you please.

"If the window dresser fixes up a nice stocking window then there's the ribbon girl; she can see no reason why her merchandise should not be given due prominence. Out comes the footwear, in go the ribbons.

"These have no sooner usurped the place of the hosiery than it is more than gently hinted that the linen department needs a window boost to get more life in it.

"But the windowman's cup is brimming over when it is up to him to introduce more than one sort of goods in a space. Each representative wants his made the most prominent, and there's the very Old Nick to pay when you attempt to suit 'em all. They 'stand over you with a sharp stick' and prod you into submission. They use no sort of reason, and go on the supposition that what they want they must have, and they can make it mighty lively for you, too. Even if you give the goods of each equal prominence as to quantity, there is sure to be a disposition to cavil over the location in the window, all wanting the 'center of the stage,' so to speak, and striving to carry out their wishes willy-nilly.

"Then there are another sort of clerk to put up with, the apathetic kind who 'toil not, neither do they spin;' those to whom it makes not the least bit of difference 'whether school keeps or not.' These are not among those who hold a position long at a time.

"When a window trimmer changes from one town to another it is really an advantage for him to move to a less pretentious one, from the obvious fact that residence in a larger place gives one a certain prestige, that is wholly lacking when coming to a city of greater population. In the first instance the people of the store all regard the new man as one

of superior ability; he becomes a very Sir Oracle in their midst. He is quoted here, he is quoted there; his word easily becomes law around the establishment. His reputation becomes as firmly established as that of his employer.

"Where a trimmer knows his business—is first-class in every respect—he should not be hampered in his work by dictation from others outside of his department. If he asks for suggestions from such it is time enough for them to butt in, otherwise they should be finding a plenty to busy themselves with in their own special section. Officiousness is always to be resented, no matter by whom it is offered.

"A window man can not be at his best if he has more put upon him than he can accomplish. This spells slighting of his work in more ways than one and the result will show up detrimentally behind the big glass front. A sufficiency of help should at all times be furnished. A poor place to retrench is along the window dressing line. If 'skinching' is allowed to assert itself here the buying public are soon aware of it and judge the concern displaying the pusillanimous characteristic as a 'cheap skate,' a designation easier to acquire than to get rid of.

"Not to allow the one in charge of the store front all the fixtures and other accessories needed is a serious detriment to fine results. Give him all reasonable assistance possible here—and let him be the judge as to the 'reasonableness' of demands for expenditure. Many a dresser has cause for complaint of the nature of 'pinching the eagle until he squeals.' A good man will not ask for too extravagant 'window timber.' The proper paraphernalia should be purchased when called for and then proper care be given same—not 'kicked around from pillar to post,' as the saying goes.

"A certain amount of fading of merchandise is inevitable, but attention should be given to not leaving perishable goods in a window any longer than is absolutely unavoidable. The so-called evening shades deteriorate the most rapidly under the rays of Old Sol, blue being the worst of all to fade. Light itself takes the color out, but a window on the north side of the street is simply ruinous to stock. For that reason trims should be changed in stores on this side of the street very much oftener than would otherwise be essential.

"As to keeping the glass and all woodwork about a window as clean as right renovating materials can make them—well, the subject ought not need mentioning, but there are far too many evidences of neglect at this important point. The rejuvenating process should thoroughly be gone through with each time that the windows are emptied. This is the only way to gain the name of a Spotless Town front. All windows should be glass-enclosed from top to bottom to exclude flies and dust. Less work is occasioned when goods are removed if this precaution is observed.

"Care, Care, Care, and then more Care"—this should be the slogan of the up-to-the-second window dresser."

* * *

What won't they try next for floor coverings for men's shoes? You've no idea, until you see it, what a clean-looking show window one is that has a small brown and white check pattern in gingham! An olive green cotton rope finishes the edges. In my opinion brown cord would have been in better taste.

Farther down Monroe street one runs across a novelty in covering for the floor of another men's shoe window: a white cotton ground with black rings of two inches diameter. A triangular box fills each corner, with the hypotenuse of the triangle towards the glass. These boxes are about ten inches high. Five nickel fixtures with black shoes stand on each of them. White canvas shoes occupy the center of the floor, with the accompanying sign:

\$3

Canvas Oxfords

\$1.38

All

Sizes and Widths

This card is in brown and blue. Black and white would have been more appropriate in conjunction with the black-ringed floor. Several lasts are interspersed to suggest that a little expenditure of cold cash will preserve the shape of shoes and thus prolong their life and good looks.

* * *

A wall paper window has red and green strips of fancy wall paper alternating and on these pictures are evenly pinned, thus killing two songsters with one rock.

The financial loss in the San Francisco earthquake is estimated by the insurance adjusters at one billion dollars. Two hundred millions have been paid for insurance, leaving a net loss to the city of \$800,000,000. This is greater than the combined losses from the great disasters of Moscow, London, Boston, Chicago, Baltimore, Charleston and Galveston. Dr. Larkin, pastor of Grace M. E. church in San Francisco, in a recent sermon, said: "the physical disaster was as nothing compared to the terrible disaster to moral character which this has uncovered. If we can get all the city officials and aldermen in the penitentiary who have been bribed we shall then be in a position to learn righteousness, for such great disasters promote right living. Men learn righteousness, never crime or deceit, from such an upheaval. Through all this darkness and devastation light is breaking. The people of San Francisco are determined to build upon the rock and upon moral stamina and righteous living. The day of the honest man is coming."

"So you are to be married in three weeks? Let a woman who has had some experience in matrimony give you a bit of advice. Don't expect too much of your husband." "Oh, I sha'n't. I have promised to let him stay downtown until 20 minutes after 7 one night every month."

The Scotch Way.

In a small town in the Midlands there is a rich congregation which is not characterized by lavish liberality.

Time after time the minister had vainly appealed to his people to contribute more generously to the funds of the church. The members would, indeed, give something, but it was nearly always the mallet silver coin of the realm that was placed on the plate.

A shrewd Scotchman, who had recently come to the place and joined the church, was not long in noticing this state of affairs, and a remedy soon suggested itself to his practical mind.

"I'll tell you what," he said to one of the officials, "if you mak' me Treasurer I'll engage to double the collections in three months."

His offer was promptly accepted, and, sure enough, the collections began to increase, until by the time he had stated they were nearly twice as much as formerly.

"How have you managed it, Mr. Sandyman?" said the pastor to him one day.

"It's a great secret," returned the canny Scot, "but I'll tell you in confidence: The folk, I saw, maistly gave three-penny bits. Well, when I got the money every Sabbath evening I carefully picked out the sma' coins and put them by. Noo, as there's only a limited number of three-penny pieces in a little place like this, and as I have maist o' them at present under lock and key, the folk maun give sixpences, at least, instead. That is the way the collections are doubled."

It is not very often that you hear of a traveling man who got his start in life by selling newspapers on the streets, but this was the nucleus of success for Joe C. Wittliff, of Port Huron, who is now associated with Arthur Lehmann & Co., distillers of Peoria, Ill. Joe, as he is popularly hailed by his associates, was a news agent between Port Huron and Detroit on the same train that Thos. A. Edison started out on his career. He later had the agency for the Detroit Free Press, which he kept up until the time he went on the road for the Kern brewery, of Port Huron. Three years ago Joe opened up a branch of the Lehmann distillery in Port Huron. He now spends most of his time on the road, calling on the trade of the firm. Joe has made such a hit with the concern that they have named a brand of whisky after him. It is called the "Old Joe Wittliff." Joe belongs to the Elks, Knights of the Grip, in which he is a member of the State Board of Directors, German Aid, C. M. B. A., and other fraternal societies. He's married, has three children and is happy.

Reports from Cape Cod state that there will be a cranberry crop of 300,000 barrels, which is 50,000 above the average. Between now and November blighting influences may intervene, but the prospect is encouraging. Now if the turkey crop can be brought up to the average there will be a chance for people of moderate means to enjoy a Thanksgiving dinner.

THIRD CONVENTION.

Annual Meeting of Michigan Shoe Dealers' Association.

The third annual convention of the Michigan Retail Shoe Dealers' Association convened in this city at 10 o'clock Tuesday morning, being called to order by President Reinhardt.

E. A. Stowe delivered the address of welcome as follows:

In view of the business in which you are engaged and the effort you are making to improve your occupation by bringing about equitable conditions between yourselves, your customers and the men who supply you with goods, Grand Rapids takes particular pleasure in welcoming you to her midst.

Those of you who have never been here before will find Grand Rapids to be a wonderful city. More than two hundred factories send forth the music of their wheels of busy industry from morning until night. Our great mercantile institutions, not content with the cramped quarters of the past, are one after another building their own palatial homes, that they may the better supply those who call upon them for the goods which they must have in their business.

Our great financial institutions, the pride of every Grand Rapids man and every man who does business in Grand Rapids, not content with resting upon the laurels they have won, are reaching out and becoming a great power in the financial world of this country, until today they are second to none in the United States.

So we might go on. All our business industries, all our business enterprises, all our business men are inspired with this wonderful spirit of the new century. We have drawn from the best blood of all sections and our citizenship is composed of men who, in this day and age, do things; of men who think right; of men who act right, and of men who know how to build a great city; who are going on in their united efforts to build a still Greater Grand Rapids.

Our only regret in this connection is that your program does not provide for a half day's inspection of the residence and manufacturing sections of our city. We would like to show you more of Grand Rapids; we would like to show you the hundreds of beautiful homes with which our residence streets are lined; we would like to show you how effectively our people are beautifying their homes and surroundings by the discriminating use of trees, shrubs and lawns; we would like to show you the homes of our working men, which we believe are not equalled anywhere in this country in comfort, convenience and inspiring surroundings; we would like to show you the environs of Grand Rapids, which are but a succession of elevation and valley.

All these things we will do if you will accord us the opportunity. Whether you are able to do so this time or not, we wish you to enjoy every moment while with us, so that when you come again you will arrange to stay longer.

The response to the address of welcome was by E. B. Mowers, of Detroit, who spoke at some length, congratulating Grand Rapids on her many beauty spots and thanking the Board of Trade for its hearty welcome.

President Reinhardt then read his annual address as follows:

It affords me great pleasure to have the honor of acting as your presiding officer for the Michigan Retail Shoe Dealers' third annual convention. The honor is more than ordinary appreciation, for the members who are present here today, except your humble servant, have devoted a great deal of time and interest and best efforts, with no other object in view than a mutual interest in an organization, thereby proving that they are inspired with the proper spirit and not a personal ambition to gratify, for this Association is the only one to my mind that had ever been presented to the shoe dealers in the State of Michigan. While we have not grown as fast as I would have liked to see it, yet we have a natural growth, and like all other organizations of its kind, we must first begin to crawl before we can walk alone, so I would class our Association as an infant, we are still crawling. While having been brought up by respectable parents, a good healthy climate, good care, and the necessary required nourishment, there is no reason on earth why it can not develop and prosper, acquire a good healthy pair of lungs, so that should you accidentally step on its toes, for we do not expect corns, it will be able to make itself felt and be heard a block away.

The object of this Association is not based on an idea of raising prices or antagonizing manufacturers or jobbers, but, on the contrary, to work hand in hand with them, for when we are prosperous they are mutually benefited, so that their interests are our interests, but

there are so many other evils—almost too numerous to mention—that can be adjusted and only through organization, while I regret to say, there are so many shoe dealers throughout the State who can not appreciate the importance of local organization at this time. Perseverance, patience and time are required in gradually educating them that the only way to correct any and all the evils brought about through bitter competition is to gradually organize a local in their city or town. If you agree with me in this respect, and the idea meets your approval, go to your city and neighbor even though competition has brought you to sword's points, talk it over with him, see how quickly he will agree with you. So as to avoid these evils in the future you have been causing one another, after comparing notes, see whether or not a little local in your city or town can not agree and abolish the greatest difficulties. These local bodies are the most essential part of our State Association, and more should be formed. They are the spokes in a wheel of progress and lead to the hub or State association to keep the hub where it properly belongs, and to be kept in action the spokes are necessary, otherwise we will not be able to resist the least bit of an incline in the road, and the hardest kind of bumps, so nothing is so important to the speaker's ideas as a good local organization attached to our State Association, all working for the one cause.

In preparing your resolutions for this convention, I would suggest a very conservative and consistent method, not that I consider any member radical in his efforts at all, but merely make the suggestion, so as to avoid future criticism in something you failed to do, when resolutions requested or bound you to them and depreciated your organization; while the same might read well in the press, still I hope that whatever resolutions are passed be strictly adhered to, and would much rather have less done that is practical at this time than have a lot of good reading resolutions passed and be unable or too weak to stand by them.

In conclusion, I again ask you to talk it over with your nearest competitor, compare notes, see how much better it will be in a business way, as well as a social way, to have a small local in your territory, if you did nothing more the first year or two than to agree to open at a certain time and close at a certain time, and in other words make life worth living in our noble State and see what you have accomplished in your territory.

Secretary Clark reported a total membership of 152, showing a gain of twenty-four during the past year.

Treasurer Kaiser presented his annual report, showing total receipts of \$276.85 and disbursements of \$75.30, leaving a balance on hand of \$201.55.

C. C. Burnham, of Cincinnati, then read a paper on Parcels Post, which is published in full elsewhere in this week's paper.

George Bode read a paper on Mutual Insurance, which is printed in full in another portion of this week's paper.

After a discussion covering several subjects pertinent to the trade the meeting adjourned until afternoon.

At the afternoon session Wm. E. Eaton, of the Boot and Shoe Recorder, delivered an address on Mail Order Houses, which is published verbatim elsewhere in this week's paper.

John W. Schram, the newly-elected President of the Michigan Knights of the Grip, addressed the meeting at some length, citing the advantages which have been secured through organization by the traveling men.

A communication was received from the four wholesale shoe houses of Grand Rapids, inviting the members and their guests to an informal banquet at the Lakeside Club in the evening. The invitation was accepted.

The Board of Directors reported in favor of allowing Secretary Clark \$100 for his services during the past year, which was adopted. The salary of the Secretary was fixed at \$100 for the year to come.

Leo Gruner, of the Committee on Nominations, recommended that the former officers be re-elected, with the addition of C. F. Waters, of Grand

Rapids, and E. J. Dittmann, of Mount Pleasant, as directors. The recommendation was adopted.

John C. Kraai moved that a committee of three be appointed to investigate the insurance proposition of Mr. Bode and report to the directors; also that the directors be given full power to act in the matter, which motion was adopted.

Henry Kaiser moved that the directors designate the time and place of holding the next meeting, which was adopted.

Geo. Bode moved that a vote of thanks be given to the officers of the past year and to those traveling men who have secured new members, which motion was also adopted.

The meeting was then adjourned until Wednesday morning.

The Moral of the Bank Draft.

The writer once knew a bookkeeper who had years before drawn up an outfit of blanks to use in sending out drafts to banks and notices to customers that drafts had been made. He had continued ordering old blanks printed as they ran out, and never thought it necessary to have the system simplified. Another man came into the office, and, considering the system bunglesome, tried to simplify it. He cut the work, stationery and postage down 4 cents on each draft, and still accomplished the same results. As the house sent out about 1,000 drafts each month, it can readily be seen what this habit had been costing it for years.

Do you control your habits, or do your habits control you?

A good many business men are today bound down by old-time customs and methods. They are afraid to venture on new grounds or to handle their business in any but the same old method used when it was first established. Habit is a great thing, and should be cultivated, but you must control the habit, and not let the habit control you.

Bad personal habits are not the only ones to look out for. Bad business habits are just as vital to one's success, and it takes constant vigilance to escape them.

Little habits are easily acquired, and once acquired we are liable to continue following them blindly, without trying to reform. Each little habit soon becomes a rut, and these ruts continue to grow deeper and more numerous until it is hard to guide your business out of them safely. Not only the proprietor, but every one in his employ, is likely to have habits, and it is up to the employer to weed out the bad ones.—Grocery World.

Circumlocution.

The unhappy prisoner was consulting with his attorney.

"What will you do?" asked the prisoner.

"We will first attempt to have the indictment nollied."

"And then, if that fails?"

"Then we will demur to the indictment."

"Then what?"

"Then we will take a change of venue."

"Then?"

"Make affidavit for continuance."

"And then?"

"Take another on the ground of not being able to get service on important witnesses."

"Well, what then?"

"If all these fail we will then go to trial."

"What will be the defense?"

"First, emotional insanity."

"If that don't work?"

"Then we'll switch to justifiable homicide."

"But if that fails?"

"Well, we'll ask for a new trial."

"If we don't get it?"

"Appeal the case."

"If it goes against us?"

"Take it to the Supreme Court."

"And then?"

"Then we'll have to petition the Governor for a pardon."

"But if that fails?"

"Then we'll have to make it a political issue."

"But if even that is useless?"

"Well, by that time your great-grandchildren will be doddering around with old age and you'll be long past taking any interest in the case. I tell you our methods of legal procedure are wonderful, sir; wonderful."

Things To Avoid in Naming Children.

Don't name a baby after a hero unless the hero has been dead several years.

Don't hamper a boy with a name that will prove a heavy handicap in life.

Don't name a girl after a flower. Think of an old woman called "Pansy" or "Daisy."

Don't name a girl Violet, when her disposition may be that of a tiger-lily.

Don't tack a fancy name on a kid. It makes him a target for his companions.

Don't name a child after a relative from whom you have "expectations." The relative may yet marry.

Don't forget that the man with the common name of William is more likely to write checks than one labeled Montague.

STILL HOT

And they still want Summer Shoes.

Don't get out of sizes and miss sales.

Michigan Shoe Company, - Detroit, Mich.



Movements of Merchants.

Constantine—J. Hardy, formerly of Wayland, will open a shoe store here about September 1.

Hillsdale—W. W. Cooper has become the partner of W. H. Croose, grocer and meat dealer, with a half interest in the business.

Muskegon—Mrs. O. W. Auneur has sold her millinery stock to Miss Stella Breono, for the past four years identified with the dry goods store of John Riordan & Company.

Detroit—The State Coal & Lumber Co. has been incorporated to deal in lumber and coal, with an authorized capital stock of \$25,000, all of which amount has been subscribed and paid in in cash.

Detroit—A corporation has been formed under the style of the American Steel Scaffold Co. to deal in scaffolds and supports, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Falmouth—A corporation has been formed under the style of the Dennis & Veldman Co. to engage in the hardware business. The company has an authorized capital stock of \$10,000, all of which has been subscribed, \$7,500 being paid in in cash.

Kalkaska—A new clothing, men's furnishings and shoe store will be opened by T. D. Hobbs and E. D. Raquet under the style of the Hobbs & Raquet Co. Mr. Hobbs will continue to conduct his dry goods business, while Mr. Raquet will have the management of the new store.

Manufacturing Matters.

Millersburg—McDougall & Latta are erecting a handle factory at this place. Twenty-five hands will be employed.

Michigamme—The Nester Estate, of Baraga, is said to be negotiating for the purchase of the Read sawmill at this place.

Saginaw—The Lufkin Rule Co. has begun the erection of a large addition to its plant, to be 500x123 feet area, three stores high, of sandstone brick.

Munising—The Great Lakes Veneer Co. is installing an automatic lathe and barking machine. The company is also building a tramroad around the yard, the cars to be operated by wire cable run by power.

Lansing—The Davis Manufacturing Co. has been incorporated to manufacture hardware specialties, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$1,000 being paid in in cash.

Sturgis—The Western Wheel and Hardware Co. has been incorporated to conduct a manufacturing business, with an authorized capital stock of \$20,000, all of which has been subscribed, \$10,000 being paid in in cash.

Detroit—A corporation has been formed under the style of the Fuel Patents Co. to deal in apparatus and processes for fuel and power, with an authorized capital stock of \$10,000,

of which amount \$5,000 has been subscribed and paid in in cash.

Detroit—The Wolverine Foundry Co. has been incorporated to manufacture castings of all kinds from iron. The capital stock of the company is \$10,000, of which amount \$5,010 has been subscribed, \$400 being paid in in cash and \$4,600 in property.

Mancelona—The Eclipse Motor Co., which manufactures gasoline engines, has merged its business into a stock company under the same style. The authorized capital stock of the company is \$10,000, of which amount \$6,300 has been subscribed and paid in in cash.

Coleman—The Sampson Manufacturing and Mercantile Co. has been incorporated to manufacture adjustable names and name holders, with an authorized capital stock of \$6,000, all of which has been subscribed, \$2,000 being paid in in cash and \$4,000 in property.

West Branch—The Batchelor Timber Co. is cutting 15,000,000 feet a year. It is just now cutting out beech and maple. The output was sold ahead. The company has bought more than it had standing timber when the mill was started and has fully 80,000,000 feet behind it.

Durand—A corporation has been formed under the style of the H. C. and H. Emergency Coupler Co. to conduct a manufacturing business. The company has an authorized capital stock of \$3,000, all of which has been subscribed, \$500 being paid in in cash and \$2,000 in property.

Lansing—A corporation has been formed under the style of the Capital Furniture Co. to manufacture furniture and cabinet ware. The authorized capital stock of the company is \$100,000, of which amount \$65,000 has been subscribed, \$3,000 being paid in in cash and \$12,500 in property.

Detroit—A corporation has been formed under the style of the Detroit Art Match & Novelty Co. to manufacture match shucks, matches, match stands and holders, with an authorized capital stock of \$25,000, of which amount \$12,700 has been subscribed, \$2,700 being paid in in cash and \$10,000 in property.

Benton Harbor—The Portman, Randall Lumber Co. has been incorporated to manufacture goods and wares from wood, operations to be carried on at Ovatt, Mississippi. The authorized capital stock of the company is \$10,000, of which amount \$5,000 has been subscribed, \$4,000 being paid in in cash and \$1,000 in property.

Munising—Judge C. R. Brown, of Munising, has made arrangements with Amos McCastle, of Trenary, to move his portable mill to the mouth of the AuTrain River, where it is expected to begin operations by October 15. The mill will cut lumber, shingles and lath, and will be supplied with timber cut on Judge Brown's lands.

Bay City—Frank Buell is loading 100 cars with logs every day at his eight camps, and about fifteen cars of cedar, etc. He is employing 600 hands and says the labor congestion is letting up, men coming back from the West. He pays \$28 to \$40 a

month. He will operate a shingle mill at Wolverine and another at La Grand all winter, the two cutting 100,000 shingles a day.

Detroit—The trunk manufacturing business formerly conducted under the style of the M. J. Theisen Co. has been merged into a stock company under the name of the M. J. Theisen Trunk Co. The corporation has an authorized capital stock of \$50,000, of which amount \$40,000 has been subscribed, \$10,000 being paid in in cash and \$30,000 in property.

Bay City—Despite the vast quantity of timber which has been cut on the line of the Mackinaw division of the Michigan Central north of Bay City in the last twenty-seven years a world of it is yet available. At Waters the Stephens Lumber Co. has a seven-year stock for its two mills; Salling, Hanson & Co., at Grayling, have a stock to keep the wheels of the mills busy the next thirty years. The Ward Estate will furnish timber for a number of mills the ensuing thirty years. W. D. Young & Co., of Bay City, have twenty years' stock and the Kneeland-Bigelow mills have a twenty-year stock ahead.

Crusade Against Butter Showing Excess of Moisture.

Chicago, Aug. 27—The feature of the butter business so far this week has been the assessments for over-moisture in butter, \$480 seeming to be about the price commission men have had to stand for each offense, and at least eight or nine have been assessed already this week.

The writer was with the authorities here about three hours one day this week and it seems to be the opinion that anyone who has handled a car of butter, no matter if there are a half dozen, is liable to assessment. We have not positive proof, but we are under the impression that the assessments of the past week for this district amounted to \$65,000. Quite a large amount of this assessment was in St. Paul and Minneapolis.

About a week ago a gentleman brought us a sample to test, saying there was a draft against the car and if it had over-moisture in it he did not want to pay for it. The writer personally made a test of the butter and found the sample to contain less than 14½ per cent. of moisture. The draft was paid. In the afternoon a broker brought in a sample of the same car and it tested in the vicinity of 20 per cent. The broker who bought the butter went through the car very carefully and after having tried 30 or 40 tubs he found one tub that looked very wet. He brought me a sample of that one tub. Afterward the man who sold the car and the buyer went through every tub of it and found eight tubs of wet butter in the car.

According to the present rulings it would look to us to be very unsafe for a man to buy as much as one tub of butter unless it was tested, and if he bought two there would have to be two tests. If they rigidly enforce this law against the dealers it would appear to us as though it would put them out of business. It would look

to us as though the assessments ought to be made against the creameries or manufacturers; it seems as though the man who made the butter is the guilty person.

Prominent railway officials of Michigan are urging Governor Warner to insert in his call for the special session of the Legislature a paragraph enabling the railroads to introduce a bill permitting them to charge 10 cents extra where payment is made to the conductor instead of to the ticket agent, this extra payment to be embodied in a credit slip which can be redeemed any time within ninety days at any station of the railroad to which the payment is made. Governor Warner is not averse to an arrangement of this kind, providing the railroads will agree to issue a flat \$20 mileage book, interchangeable on all railroads in the State and good over the entire systems. This would make the book good to Buffalo over the Michigan Central, to Toledo over the Michigan Central, Lake Shore and Pere Marquette and to Chicago over the Michigan Central, Lake Shore and Pere Marquette. Governor Warner presented this proposition to the Knights of the Grip at their annual convention at Saginaw last week, and it was heartily endorsed. It is now in order for the railroads to give their assent to this proposition as it is presented to them by local committees designated by the Governor. The editor of the Tradesman was asked to present the matter to the G. R. & I. and was informed by Mr. Lockwood that that road would not care to enter into an arrangement of this character unless it could retain the 10 cents paid as a bonus to the conductor. Mr. Lockwood states that in Indiana, where the money is returned, the proportion of payments to the conductor has not materially decreased, while in Illinois, where the extra payment is retained by the railroads, the practice of paying the conductors has practically ceased.

Magistrate Voorhees, in a Brooklyn court, made a decision a few days since which, if sustained in the higher courts, will be of general interest. It is a common custom with many people, on meeting a friend who complains of being ill, to prescribe or suggest some remedy for relief or cure. In the case brought before the magistrate a woman was charged with illegally practicing medicine. The evidence showed that she did not claim to be a physician, and her counsel moved the court for a dismissal of the charge on the ground that no fee had been accepted for the remedy suggested. He maintained that, if a person complains of feeling ill, a suggestion of a remedy by a friend is no violation of the law. Magistrate Voorhees said it was a violation of the law, and paroled the defendant to the higher court.

The Atlantic City waiter who received ten cents reward for restoring to a lady guest her lost bag of jewels, valued at \$1,800, says the charge that women are extravagant in the use of money has no foundation in fact.



The Produce Market.

Apples—75¢@90¢ for Red Astrachans and \$1.25@1.50 for Duchess. Just now the apples are smaller than usual, but they are gaining size very rapidly on the trees and the later apples will be of good size and appearance. They are good sellers, for they are cheaper than any other fruit on the market.

Blackberries—1.75 per 16 qt. crate.

Butter—The market is in very steady and healthy condition. Fancy prints declined early in the week, but later reacted, and the market is now firm on the former basis. The consumptive demand is absorbing all the receipts, and as we get into September the firmness will continue, as the consumptive demand will likely increase and the production decrease. There will, therefore, probably be a firmer market in the course of a few weeks and a slight advance. Under grades are as scarce as the finer grades and command correspondingly high prices. Creamery is held at 26½¢ for tubs and 27½¢ for prints. Dairy grades command 22¢ for No. 1 and 18¢ for packing stock.

Cabbage—55¢ per doz. for home grown.

Cantaloupes—Indiana Gems command 65¢ per basket; Osage, \$1@1.25 per crate.

Cauliflower—50¢ per doz.

Celery—20¢ per bunch.

Cocoanuts—4 per bag of 90.

Cucumbers—15¢ per doz. for hot house.

Egg Plant—50¢ per doz.

Eggs—The market is very firm at the recent advance. The quality of the receipts is better than a week ago. The consumptive demand is absorbing all the receipts, and a few eggs have started to come out of the ice houses. The market is very healthy, and firm prices are likely to continue during the coming week. No material change is looked for, however. The percentage of poor eggs is now running very light and these are selling at advanced prices over a week ago. Dealers pay 17¢ for case count and 19¢@20¢ for candled.

Green Corn—10¢@12¢ per doz.

Green Onions—15¢ for Silver Skins.

Green Peas—Telephones fetch \$1.

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

Lemons—Californias and Messinas command \$5.50 per box. The movement is very heavy.

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

New Beets—20¢ per doz.

New Carrots—15¢ per doz.

Onions—Spanish command \$1.40 per crate. Louisville fetch \$1.75 per sack of 65 lbs.

Oranges—There are no changes in price. The Late Valencias will be coming for a couple of months or until the new Navels begin to make their appearance in November. The present price is \$5.75@6 per box.

Parsley—20¢ per doz. bunches.

Peaches—Triumphs command \$1.50 @2 per bu. and Early Michigans fetch \$2@2.25 per bu.

Peppers—75¢ per bu. for green.

Pickles—Cucumber fetch 20¢ per 100.

Plums—\$2.25@2.50 for Burbanks and Bradshaws. The yield of both varieties is light, but the crop of Lombards is reported large.

Potatoes—50¢@60¢ per bu.

Poultry—Local dealers pay 10½¢ for live hens and 12½¢ for dressed; 9½¢ for live ducks and 11½¢ for dressed; 14¢ for live turkeys and 16¢@20¢ for dressed; live broilers, 12¢. The higher prices quoted last week served to increase shipments to such an extent as to supply the market.

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

Summer Squash—50¢ per bu.

Tomatoes—Home grown command 1 per bu.

Turnips—60¢ per bu.

Veal—Dealers pay 7¢@8¢ for poor and thin; 9¢@10¢ for fair to good; 10¢@10½¢ for good white kidney from 90 lbs. up.

Watermelons—Sales are mostly in barrel lots, \$2.50 being the ruling price for 8, 9 or 10 melons.

Wax Beans—75¢ per bu. for home grown.

Six Successful at Houghton.

Owosso, Aug. 27—At the meeting of the Michigan Board of Pharmacy, held at Houghton, Aug. 19, 20 and 21, four applicants received registered pharmacist papers, as follows: James M. McNamara, Detroit; F. B. Gannett, Cadillac; Fred R. Flemming, Sault Ste. Marie, and Allen W. Baker, Coloma. Two applicants received assistant papers, as follows: John F. Smith, Detroit, and Jacob Arneith, Negaunee.

The next meeting of the Board will be held at Grand Rapids, Nov. 19, 20 and 21. Will E. Collins, Sec'y.

At the banquet tendered the members of the Michigan Retail Shoe Dealers' Association at the Lakeside Club last evening, Wm. Logie presided as toastmaster, discharging the duties devolved upon him in an exceptionally satisfactory manner. Brief addresses were made by E. A. Stowe, Van Wallin, President Reinhardt and others. G. Adolph Krause, in an adroit and sympathetic speech, presented President Reinhardt with a jewel in behalf of the members of the Association, to which Mr. Reinhardt feelingly responded.

Joseph E. Coulter succeeds Isador Lehman as President and Treasurer and Arthur Rothschild as Manager of the Grand Rapids Shoe and Rubber Co. Mr. Coulter was identified with the management of the Grand Rapids Felt Boot Co. for fourteen years and for the past year has been connected with the Hood Rubber Co. Mr. Coulter has had a varied experience in dealing with the shoe trade, which leads to the belief that he will achieve a large measure of success in his new relation.

The best cure for a destroying love of the world is the divine love of the world.

The Grocery Market.

Sugar—Refined is unchanged and gives no indication of any immediate change, though if a heavy demand should develop an advance would probably come. At the present time the demand is only fair.

Tea—The demand has been fairly active. Low grades are relatively stronger than the higher grades, although the past week has brought no advance.

Coffee—Rio and Santos grades show a decline of about ¼¢. The present undertone is weak. Mild coffee is steady, and some grades are even strong, notably Bogotas, which have stiffened up considerably. Java and Mocha coffees are steady.

Canned Goods—Jobbers' prices on standard tomatoes have been easing off, following declines made by packers. It is believed by some buyers that the decline in tomatoes has gone its length and they have begun to make purchases on that theory. Eastern packers are shipping new pack tomatoes now. Holders of spot corn are firm and sellers of future corn are still firmer. Some jobbers are so well fixed on canned corn that they can afford to offer it as a leader. Some are doing that now. Everything offered at such prices is a good purchase as the feeling is general in the grocery world that canned corn will be higher. There is no change in the situation on canned peas. Quality is indifferent and it is very certain that getting a good quality to retail at 10¢ will tax the patience and ingenuity of the retailer. Many seconds which would not sell in years gone by are now bringing good prices. String beans are strong; baked beans firm. Asparagus is very high and firm. Salmon of all kinds is decidedly strong. Prices on new pack of red Alaska are being awaited by the trade. A year of decidedly high priced salmon is ahead. Cove oysters are high and some sizes very scarce. Packers say the demand is big and supplies are inadequate. Lobster is steady. Sardines show an advancing tendency.

Dried Fruits—Packers of evaporated apples are in no hurry to name prices. Market is strong with predictions of further advances being made. Evaporated raspberries are scarce and the market is strong. Raspberries must retail at about 40¢ during the coming year. In California fruits prunes continue strong. Peaches and raisins are a little easier. Apricots of course are very high with practically none. Citron, lemon and orange peel are strong and will sell at high prices again this year. Currants are firm.

Syrups and Molasses—Glucose is unchanged, as it has been for many weeks. Compound syrup is unchanged and in very light demand. Sugar syrup is wanted to some extent for export, but the domestic demand is small. Molasses is quiet at ruling prices.

Cheese—While no change has as yet occurred in the city markets, all country markets now show an advance of ¼¢@½¢ per pound. This will likely be followed soon by a corresponding advance in the secondary markets. The quality of cheese ar-

riving is very good and the percentage of poor is small and is selling within a cent or two of the finest grades. The outlook for the near future is for a firm market, particularly if the good consumptive demand continues.

Fish—Cod, hake and haddock are unchanged and dull as to spot goods, but some business is doing in futures. Domestic quarter oil sardines are 25¢ higher, the advance having taken effect on the 24th inst. The demand is fair. Imported sardines are unchanged and in moderate demand. No new prices have been named as yet for red Alaska salmon, but they should be forthcoming soon. Armsby is endeavoring to assure a price of \$1.25, which would be about 20 per cent. above last year. The general impression, however, is that the price will open around \$1.15 to \$1.20. Prices on 1907 sockeye salmon are also not yet forthcoming. Mackerel is in fair demand, chiefly the new Norways, the receipts of which for the present somewhat exceed the consumption. Irish mackerel and shores are unchanged and quiet.

Provisions—The market on pure lard is firmer and shows an advance of ¼¢, which is only usual for the season. There is also an increase in the consumptive demand for compound lard, but no change in the price as yet. The feeling is firmer, however, and if there is any change it will probably be upward. Barrel pork and canned meats are in firm demand and unchanged. Dried beef is scarcer and is selling at an advance of about ¼¢.

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

Buffalo, Aug. 28—Creamery, fresh, 22¢@26¢; dairy, fresh, 18¢@23¢; poor to common, 17¢@20¢.

Eggs—Choice, 18¢@19¢; candled, 20¢@21¢; fancy, 22¢@23¢.

Live Poultry—Broilers, 14¢@15¢; fowls, 13¢@14¢; ducks, 12¢@13¢; old cox, 9¢@10¢.

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

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

Rea & Witzig.

John W. Schram, who has covered Eastern and Northern Michigan for the past five years for L. P. Ross, of Rochester, will hereafter cover Eastern Michigan for the Geo. F. Dittmann Shoe Co., of St. Louis. Mr. Schram is succeeded by J. W. Davis, who has covered the northern portion of Michigan for the past year for the same house.

Wm. R. Keasey, the well-known coffee salesman, is spending three weeks with his family at English Landing on Gun Lake.

Frederick E. Walther, Secretary of the Herold-Bertsch Shoe Co., is confined to his home by illness. Mrs. Walther is spending the summer in Europe.

MAIL ORDER HOUSES.

How To Face and Meet Their Competition.*

I am glad to be here and repeat my pleasant experiences of a year ago at Detroit, where I learned just what this Michigan Retail Shoe Dealers' Association aims to accomplish. I believe in your aims and policies to-day, as I did then. I believe in the spirit of association and co-operation which I see here, but my larger interest centers in the hope that from this State Association there may grow a great and powerful National organization of the American shoe merchants selling footwear at retail to the consumer.

My invitation said I was to speak on The Best Way to Combat the Mail Order House. The mail order house has been and is the bug-a-boo of the American retailer in practically every line of trade. It is the incarnation of the Devil—horns, tail and all—the distinctive element which has cost so much in business and profits to the retail dealer. It is a comparatively new feature of merchandising, but it has grown from a Theory to a Condition. It is here to do business and do it in a big way. It is a condition that has to be met and met right for any permanent good.

The mail order houses have grown strong in business done, in finances and in ambitions, for they have shown a disposition to continue to grow, regardless of how you and I feel about it. To be utterly frank, they do not give a tinker's continental how we feel about it. I honestly feel that the mail order house is a legitimate business and, if such is the fact, I can not give approval to some of the methods and plans advanced to annihilate them. They began business in a small way and their volume of sales to-day is due to the fact that there is a demand for what they sell. The honest attitude toward a legitimate business competitor must be one of fairness, but may be insistent and aggressive. Each and every one of you are privileged to-day to develop a mail order business and sell your goods in any town or city in the country. You have not done this, but the other fellows have! The mail order house has a powerful organization, but I do not understand that they have in their methods of doing business that which violates the laws of the state, of the Nation or of competition. There are dishonest mail order houses, but there must be a legal and drastic way of fighting such firms. That is quite another question:

The large mail order houses buy in the open market and sell wherever they can find a customer. They have attracted widespread attention by advertising; by sending out great illustrated catalogues; by openly quoting prices guaranteeing goods to be as represented and persistently aiming at the rural districts away from store facilities. This was the initial step. To-day it reaches into your town—and yours—and yours.

Now what are you going to do about it? I do not believe in spend-

ing much money and effort hoping to destroy these powerful business houses except in one direction.

You can send for catalogues and burn them. You can send for a gasoline buggy or a granite monument and return them as "not up to sample," making the mail order house pay freight both ways. You can continue to advertise them by constantly telling how much their competition hurts you. You can subscribe for anti-mail order house literature, furnish some sharp Aleck with a list of your customers to whom this literature shall be sent. Perhaps this list will be later turned over to the mail order houses and their literature, forceful and convincing, will come back to hurt you in the homes of your customers.

You can force the jobber and the manufacturer to stop selling these houses and yet you have not gone to the real root of the remedy.

The great National Hardware Association has compelled large hardware manufacturers to desist from selling the mail order houses, but have the mail order houses stopped buying and selling hardware? Two or more of the leading Chicago dry goods wholesale firms have discontinued selling the big mail order house in that city. It probably inconvenienced Mr. Sears and Mr. Ward for a couple of days, but as long as there are thousands of men looking hard for the Almighty Dollar, just so long can mail order houses buy anything they want except one thing—that's the goods sold by name—branded with a mark of individuality.

You can stop the great mail order house from selling any named specialty article not made by them. Let the retailer refuse to sell any named goods that are sold by the mail order house. Sears, Roebuck & Co. last year sold over \$4,000,000 worth of footwear. There are about 2,000 shoe manufacturers. Can you stop Sears, Roebuck & Co. from buying shoes? No, but you can stop buying the kind they buy and you can sell the kind that they can not buy.

Now the remedy. What is it? It is simple and if it could be carried out by the retailers generally it would do much to stop mail order competition from hurting. It is a problem for the individual merchant. Meet the mail order houses by aggressive competition, by bigger and better stores and by giving wide publicity over the territory in which you do business about your goods. Talk business! Invite business! Force business! Send out salesmen to talk your store and your goods from house to house. Print circulars and price lists. Use all the booklets, window signs, store hangers, style books and out-of-door posters that manufacturers will furnish, and, first of all, advertise persistently in your daily or weekly papers. Use front door blackboards! Talk business! Invite business! Force business! Talk local pride, loyalty to the home town! Ask your people to spend their money where they earn it. Carry better goods. Always keep up the quality and drive out this curse of the mail order house by the same

methods they use to take business away from you.

The remedy is for the individual retailer. Study the mail order catalogues. See what they are selling for shoes and beat them—beat them hard—for you are nearer to the consumer than they are.

As a competitor the department store is in a class with the mail order house. There were many efforts to stop their plan of operation, but it couldn't be done. Meet this competition by the remedy. Meet a new competitor up or down or across the street by the remedy, but do not do it in a half-hearted way. Do it the best you can with your mental, physical and financial ability.

You can not longer shut your eyes to the fact that every mail order house in the country has opened a store in your town and is using your local postoffice as a distributing center without rent, and at a minimum cost per customer—a solution of economical salesmanship. You have the same privileges and you had better use them.

Can't Be Used Ready-Made.

Perhaps one of the greatest puzzles of store arrangement is to get the right stocks in the right place—that is, to so distribute the stocks that those which need the most assistance get it, and those which are the most popular in the section are given every opportunity. To accomplish the desired perfect result requires a vast amount of genuine hard study, and we do not believe any retailer can take a store plan of arrangement that has been satisfactory in another man's store and transplant it to his own and make it thrive. We mean by that that what suits one locality does not necessarily fit in another.

To illustrate the point by extremes a store in Minnesota may sell quantities of flannels, heavy suitings and thick clothing, while the same grade of store in Mississippi will sell cotton checks, organdies and parasols. The arrangement of stocks for the Minnesota store might be made perfect by giving prominence to those heavy goods and inviting frequent and careful inspection of them, but the plan would not and could not work for the Mississippi store, no matter how perfectly and satisfactorily it might work up North. Between these extremes are many similar conditions in modified degree. That which would answer for a coal mining town and fetch excellent business would not do at all for a furniture town where the heavy demands of trade are for different classes of goods.

Assistance in arrangement is a valuable factor, and "two heads are always better than one," but the local conditions must govern in every case. One man would need hosiery in a location where another man ought to have mittens. Neckties and clothing might belong in the front of one store while they need be pushed further along in some other store in some other town. There is no ready-made arrangement and can not be. Adaptation must be followed as it has to be in buying and advertising. —Drygoodsman.

When Theodore Was G. W.

A good many Polish Jews have settled in Washington and gone into small business. It is their invariable practice to start a store of some kind, save their money and buy the property as soon as they are able.

They take out their "first papers" as soon as they arrive, and declare their intentions of becoming citizens. It is necessary for them to attain full citizenship before they can hold property in the District of Columbia.

One Rozalsky had prospered and wanted to buy the little building in which he had his store. His lawyer told him to go down and get his final papers. Rozalsky appeared before the proper official and was examined.

"Who is President of the United States?" he was asked.

"The'dor' Rosefelt."

"Who was the first President of the United States?"

"The'dor' Rosefelt."

"What is the Constitution of the United States, and how was it adopted?"

"The'dor' Rosefelt."

"What great President lived at Mount Vernon?"

"The'dor' Rosefelt."

"That will do," said the examining official. "Stand aside."

Rozalsky went in great excitement to his lawyer. "How am I wrong?" he asked. "I been here six, seven year and speak English good. I hear nothing but this man The'dor' Rosefelt, and I tell his name every time, for they all tell me he's whole thing."

The lawyer explained and told Rozalsky to study history a little. In a few days Rozalsky came back. "I got it now," he exclaimed in triumph. "Wash'n'ton used to be The'dor' Rosefelt, but now he's dead alretty, an' The'dor' Rosefelt's The'dor' Rosefelt."

The modern woman knows her rights and is disposed to assert them, some being willing to go to greater lengths than others on this account. A very common rule in restaurants and hotel dining rooms is that ladies without escorts are not admitted after a certain hour, usually 6 p. m. The reason for this is that the proprietors desire to be certain that all their guests are vouched for and are what they claim to be. It was suggested because fast women sometimes frequent first class dining rooms for the purpose of making acquaintances. This rule bars them out, although by the same token it admits them if a man can be found to act as an escort. Mrs. Harriet Stanton Blatch has sued the Hoffman House in New York for exercising this rule against her and another lady who wished to eat there one day last month. She claims that this exclusion act should be resented by self-supporting and self-respecting women and intends to make this a test case. A woman's league said to have 12,000 members has taken up the fight and proposes in the courts to secure a final decision and establish a precedent. The case is one which will be watched with interest by thousands of hotel keepers and tens of thousands of women.

*Paper read at third annual convention Michigan Retail Shoe Dealers' Association by Wm. E. Eaton, of Boston.

Welcome to Detroit and the State Fair

===== August 29th to September 6th =====



Make Your Headquarters at Our Store

Take advantage of the one fare rate and come to Detroit next week. The Michigan State Fair will then be in full sway and thousands of visitors will be here for a good time.

We invite you to spend your vacation here and make our store your headquarters. We're just a block north of Jefferson Ave. and one block east of Woodward Ave., convenient to all street cars and in the center of the business district.

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E. A. STOWE, Editor.

Wednesday, August 28, 1907

APPENDICITIS.

Not so very many years ago the late Frank R. Stockton, clever story writer, wrote a short story entitled, "The Vermiform Appendix." Published in the Century, it was widely read among the educated classes. It was a humorous illustration of the power of imagination—the story of a young man who, having a very faint idea as to the nature of the vermiform appendix, became impressed that that superfluous attachment or "blind alley," as it is sometimes called, was diseased. He died as the result of his imagination, as was revealed when a post mortem examination found his appendix and all vital organs in a perfectly healthy condition.

The further funny feature of the story lies in the fact that the editors of the Century received many letters enquiring as to what the vermiform appendix really was and as to whether or not the story was true.

To-day the nature of the vermiform appendix is as well known to the average citizen as it is to the average physician-surgeon. And the first fellow one meets is quite as ready to discourse on what he knows on the subject as the average physician is to tell what he does not know of the matter. Indeed, it is no trick at all to find almost any number of physicians who frankly declare that surgical operations for appendicitis are useless and more often than otherwise actually criminal. Of course such a position is combatted by a majority of surgeons.

Beyond all question there is more or less of the "fad" about appendicitis. It is a disease—if it is a disease—which readily lends itself to popular exploitation. The post mortem records of the London Hospital, according to Dr. Samuel Fenwick, for the period of forty years, ending with 1884, mentioned only nineteen cases of diseases of the appendix. To-day it is a very unimportant hospital, no matter where it is located, which does not record at least that number of cases every sixty days.

Now comes William Henry Battle, F. R. C. S., who, in a lecture delivered at St. Thomas Hospital, London, declared his belief that the unquestionable spread of the disease, appendicitis, is due to the world-wide use of American steel rolled flour, and

the London Lancet adds, "We are inclined to think there may be good foundation for Prof. Battle's theory."

In the discussion of his theory Prof. Battle advanced the idea that minute particles of iron are the real cause of the disease and referred to the alleged fact that the great increase in appendicitis began in America shortly after steel and iron rollers had been introduced for the grinding of wheat. "The first increase," he said, "occurred in towns where roller process flour was first used. Then it spread to villages, and the spread corresponded with the spread of the use of rolled flour. That flour invaded England and with it, in short order, came an increase of appendicitis."

If Prof. Battle's theory is correct it should be expected that iron particles would be found in the center of the appendical concretions, and to prove his theory the Professor says that in a typical case of appendicitis, in which an operation was performed, he found in the center of the concretions an irregular fragment of iron.

And so the London Lancet says it is well worth while to examine into the truth of this new suggestion, as the detection of the presence of the iron would be easy, and if its presence is found in any appreciable number of cases the doctors would be in a position to suggest precautions which might mitigate the frequency of the disease.

Prof. William Henry Battle may be correct in his theory and the London Lancet is undoubtedly sincere in its cautious suggestions, but both are English institutions, so that the possibility remains that, instead of an assault on appendicitis, the entire story is an attack upon American flour. Doubtless there are hundreds of good old fashioned flour mills in Great Britain whose overshot water-wheels and well-picked mill-stones are idle—killed by the roller mills of America. Again, it may be that the beginning of the end of the prevalence of appendicitis is on record.

REMEMBER SEPTEMBER 17.

In this day and age, with telephones, free mail deliveries and trolley cars shooting here and there every hour, the terms "urban" and "suburban" should be abolished, or at least modified. The farmer ten or fifteen miles from his market-town has all the advantages possessed by his neighbor in town, and that neighbor may, if he elects, enjoy all the privileges so common to the farmer. This being the case, there should be no friction between the two on the good roads question.

That this is true is evidenced by an entire unanimity of opinion between farmers and townspeople in the States of New York, Pennsylvania, Connecticut and Massachusetts in favor of good roads. They have tried out the proposition in those States and know that they are very beneficial to all concerned, without regard to the urban and suburban differentiation; and so these States, assured that their people will meet them halfway, are appropriating from five to ten million dollars each year for good roads.

Under the terms of Act No. 268, of the Public Acts of Michigan of 1907,

it is mandatory upon the Board of Supervisors of any county to submit to the townships, villages and cities petitioning the privilege of voting on the Good Roads District System. Petitions in accordance with this law have been presented to the Kent county Board of Supervisors asking that the Grand Rapids Good Roads District be formed, said district to consist of the townships of Walker, Grand Rapids, Wyoming, Paris and the city of Grand Rapids and village of East Grand Rapids.

In accordance with the law the Board of Supervisors will submit to the voters in the townships, city and village named the question of adopting the Good Roads District plan, to be voted upon at the special election on Tuesday, Sept. 17 next.

Thus the matter is up to the people, to be decided by them, and those voters who favor good roads in that section of our county surrounding Grand Rapids will do well to remember the date of the election and to not only get out themselves and vote in favor of the plan but to use their best effort to get out all the voters in favor of the project possible to obtain. Unless this is done the effort will be defeated and we will be obliged to wait at least two years for another opportunity.

It is believed that a majority of citizens in the district proposed are in favor of having all roads leading into Grand Rapids good roads; and yet it is known that there is considerable opposition, because of indifference or misunderstanding, not only in the farming districts but in the city, and that this opposition is already organized and prepared to make a stiff fight. Therefore it is that all persons interested in having good roads—the livery stable proprietors, bicyclists, automobile owners, teamsters, delivery wagon drivers and those who are fond of driving either their own horses or teams that are hired—must not fail to cast their own vote and see to it that any friend who favors good roads casts his vote for the same.

It is, of course, difficult to understand why so large a proportion of farmers are opposed to good roads, except on the basis of fear that their taxes will increase. And they will increase fully five cents per acre of ground owned and assessed, so that it can not really be that the opposition is caused by fear. Then, too, if that were the cause there is the fact that the State will contribute from \$500 to \$1,000 per mile toward the construction of the good roads, which will more than counterbalance any contribution made by the farmers in the district proposed.

And so let the opposition from whatever cause alone; do not antagonize it by engaging in fruitless argument. Contrary, see that the proposition carries overwhelmingly so that we can get the good roads. One year of roads rightly built will convert every farmer in the district so that when the next election comes all of Kent county will be petitioning for an opportunity to get in with the procession.

The lofty work often falls to the lowly in spirit.

TEAM OWNERS BEWARE.

There is a movement now being made by the labor unions of this city to organize a union of Grand Rapids team owners. Thus far the effort has operated as follows: Two prominent team owners were invited to attend a meeting of team owners to consult as to the interests of all persons engaged in that line of business. The invitation was accepted and the two gentlemen found themselves in a room behind closed door with a lot of men, some of whom were recognized as teamsters, but most of them strangers to the visitors. The discussion began and the benefit of united action on the part of team owners was gone into with more or less elaboration.

The visitors said little until a man arose and began to rehearse the impositions practiced upon team owners by contractors and builders, shippers of freight, and so on. At this the visitors asked as to the identity of the speaker and were informed that he was Brother So-and-So. Then they asked why the door was locked and why an inner guard was stationed at the door. They were informed that it was a meeting of a labor union, at which the guests protested that they did not belong to the union and did not care to help organize one.

At this a motion was put that the visitors be permitted to withdraw, and so the invited guests were courteously ejected.

Grand Rapids has been through one strike inaugurated by a teamsters' union. It cost the city a good many thousand dollars in the loss of trade and the interruption of business, both directly and indirectly. It has been demonstrated time and again in this and other cities that a union of teamsters is a dangerous factor, because it is invariably dominated by ignorance and venality. The man Bullock who organized the union which died with the failure of the strike and who conducted the strike in conjunction with the notorious Shea is one of the worst rascals the city ever harbored, and in the event of another organization it is quite evident that another man of similar caliber will come to the surface. Every reputable citizen of Grand Rapids, every business man and every other man who believes in law and order should raise his hand and voice in protest against the inauguration of another teamsters' union.

TWENTY-FIFTH YEAR.

The issue of last week completed the twenty-fourth publication year of the Michigan Tradesman and the issue of this week therefore marks the beginning of the twenty-fifth year.

Twenty-four years is not a very long period of time when one looks back over it, but when it is remembered that the same hand is still at the helm that guided the bark when it was launched and that the editorial and business policy which was announced in the initial issue has been pursued with scarcely any variation, the Tradesman feels no hesitation in felicitating itself and its patrons on the fact that it has reached the twenty-fifth mile-post in its career.

NINETEENTH CONVENTION.

Annual Meeting Michigan Knights of the Grip.

The Board of Directors of the Michigan Knights of the Grip held a meeting at the Hotel Vincent, Thursday, August 22 at 4 o'clock p. m.

Meeting called to order by President Frank N. Mosher.

Present: President Frank N. Mosher, Treasurer John B. Kelly, Secretary Frank L. Day, and Directors H. P. Goppelt, A. A. Weeks, J. C. Wittliff, M. C. Empey, J. H. Frost and N. B. Jones.

Minutes of last meeting read and approved.

Letters from Bros. Vanalstine and J. P. Von Rosmaulen read and ordered placed on file; also letter from the Michigan Tradesman.

The President: With regard to the matter left for me to settle with Vice-President Frank E. Minnie in regard to the amount due him, it was agreed between him and me that the amount due him be offered at the next convention as a cash prize to the brother who personally solicits and secures the most new members between the time of this convention and the first of January, 1908, vice-presidents and officers excepted. It amounts to \$15 now. So that part that was left with me to settle has been taken care of.

Here is a letter I received from Bro. Goppelt on June first, 1907.

(Reads letter)

Gentlemen, that is a very good suggestion to act upon by and by.

Here, gentlemen, is something that I felt obliged to do. We have a brother, did have, living in Port Huron, who has gone wrong; he is getting very disreputable; he quit the road and went into the saloon business; he is charged with selling liquor to minors and there is suit against him. He also jumped the town, ran away from it owing a great many debts. I reported to Secretary Day that I would prefer charges against this man and he notified this man to be present. I have here a copy of the letter that Brother Day wrote to this brother, Charles J. Mossack.

(Reading letter)

Of course a man is suppose to be innocent until he is proven guilty; the fact that a suit is brought against a man doesn't prove him guilty. I have here a certificate showing that suit has been brought against him; there are several charges. This certificate is from the register of the court, who states that the man has been arrested.

We are at the Hotel Vincent, it is 2 o'clock, and I do not think he will be present.

Gentlemen, that concludes the remarks I have got to make, I think.

Mr. Jones: You haven't made those charges against him.

The President: I do make them now.

Mr. Jones: I don't know whether you have taken the proper course.

The President: I am open for correction.

The Secretary: He has expelled himself because he is in arrears for dues.

Mr. Jones: It seems to me that Mr. Mossack is delinquent and that he is expelled without further action.

Mr. Goppelt: I move that C. J. Mossack be expelled from the Association of the Michigan Knights of the Grip for cause.

Mr. Jones: I would suggest that you put your charges in writing.

President: (Reads charges against Charles J. Mossack.)

Gentlemen, I submit those for your consideration. It is moved that they be accepted.

Mr. Jones: I believe that he should be notified that the charges have been preferred against him and give him notice to appear her at the next meeting.

Mr. Goppelt: I move that it be the request of the present Board of Directors of the Michigan Knights of the Grip that Brother Mossack be not re-instated in this order. He is not a member at the present time. Supported.

Mr. Wittliff: I move as an amendment to that motion that he stand as

expelled. Supported. Carried. Ayes, 6; nays, 3.

Mr. Weeks: I move that the Secretary be instructed to notify this man that at this Board meeting he was expelled by a two-thirds vote of the directors and that if he desires to appeal that he appear at the next annual meeting of the Michigan Knights of the Grip. Supported. Carried.

The Secretary's report was read, and upon motion adopted and ordered placed on file. The report is as follows:

Your Secretary would respectfully submit to you the following report from June 1st to August 22nd 1907.

GENERAL FUND RECEIPTS.
Annual dues from receipt No. 2134 to 2169 inc.\$35.00
Annual dues from receipt No. 1309 Change of Ben. 98-121-122-124-125-126-127 3.50

GENERAL FUND DISBURSEMENTS.
Aug. 17, Remitted check No. 64 to Jno. B. Kelly, Treas.\$39.50

DEATH BENEFIT FUND RECEIPTS.
Asst. No. 5, Receipt No. 1309\$ 2.00
Asst. No. 1, Receipt No. 1331 to 1336 inc. 10.00
Asst. No. 2, Receipt No. 1034 to 1388 inc. 708.00
Asst. No. 3, Receipt No. 0 to 1337 inc. 2674.00

DEATH BENEFIT FUND DISBURSEMENTS.
June 12, Jno. B. Kelly, Treas.\$ 500.00
June 19, Jno. B. Kelly, Treas. 100.00
July 15, Jno. B. Kelly, Treas. 500.00
July 22, Jno. B. Kelly, Treas. 500.00
July 26, Jno. B. Kelly, Treas. 500.00
Aug. 2, Jno. B. Kelly, Treas. 500.00
Aug. 7, Jno. B. Kelly, Treas. 500.00
Aug. 17, Jno. B. Kelly, Treas. 294.00

PROMOTION FUND RECEIPTS.
Honorary dues from receipt No. 668 to 700 inc.\$ 32.00

PROMOTION FUND DISBURSEMENTS.
Aug. 17, Check No. 66 to Jno. B. Kelly, Treas.\$ 32.00

Frank L. Day, Secretary.

The Treasurer's Report was read and upon motion received and ordered filed.

The report is as follows:

Your Treasurer respectfully submits the following report of business transacted since June 1st, 1907.

GENERAL FUND RECEIPTS.
June 1, Balance on hand\$ 9.69
June 1, Tran. from D. B. Fund 367.80
Aug. 19, Remittance for Sec'y Day 39.50
June 19, Trans. from D. B. Fund 50.00

GENERAL FUND DISBURSEMENTS.
June 1, Expense B. M.\$ 51.02
June 1, Sec'y. salary 197.13
June 1, Treas. salary 78.85
June 1, postage bill 50.00
June 1, Sec'y. office supplies 4.48
June 1, printing bill 24.76
June 1, Ex. Legislative Comm. 12.00
June 1, Hotel Comm. 6.53

DEATH BENEFIT FUND RECEIPTS.
June 1, Balance on hand\$2347.35
June 15 to Aug. 19th, Remittance from Sec'y. Day 3,394.00

DEATH BENEFIT FUND DISBURSEMENTS.
June 1, Tran. to General fund....\$ 367.80
June 1, Tran. to General fund.... 50.00
June 1, Trans. to E. and R. fund 100.00
June 1 to Aug. 19, Ten claims... 4,999.25

EMPLOYMENT AND RELIEF FUND RECEIPTS.
June 1, Balance on hand\$ 3.52
June 1, Tran. from D. B. fund.... 100.00

EMPLOYMENT AND RELIEF FUND DISBURSEMENTS.
June 1, W. A. Van Alstin 12 weekly payments\$60.00
No. 3 Assess. 2.00

PROMOTION FUND RECEIPTS.
June 1, Balance on hand\$48.50
Aug. 19, Check No. 66 Sec'y. Day 32.00

PROMOTION FUND DISBURSEMENTS.
June 1, Check to F. A. Aldrich\$3.00
June 1, Check to G. L. Grant 5.00

(Securing eight numbers)
Aug. 22, Balance on hand, all funds \$384.54
Jno. B. Kelly, Treas.

President: Are there any standing committees to report? None.

Mr. Goppelt: The Finance Committee will report that they have examined the books of both the Secretary and Treasurer and found them correct. Here is a bill for \$43.90. We recommend that \$10 of this be paid from the promotion fund and the balance from the general fund. Moved and supported that the above bill be allowed and ordered paid according to the endorsement of the Committee. Carried.

President: The Committee on Employment and Relief, appointed to establish a bureau of information in conjunction with Boards of Trades and Merchants and Manufacturers' Association, etc., to see if they could do anything in the way of an intelligence office and work jointly between the employer and the employee, would say that up to the present time we have had no time to attend to it, and I do not think the Secretary has. If the Board is willing, I for one would like further time. I think that Secretary Day would ask for the same privilege.

Upon motion, duly supported, further time was granted this committee.

Upon motion, duly supported, the Secretary's bill of July 12 for express and stationery, amounting to \$19.53, was allowed as O. Kd. by the Finance Committee, and the 55c which Brother Goppelt paid for invitation envelopes at Saginaw, to Seaman & Peters and which were to be prepaid, and the Secretary has paid the 55c. It is moved and supported that the bill be allowed excepting the 55c, amounting to \$18.98, this bill being the incidental expenses of the Secretary. Carried.

Upon motion, duly supported, the Secretary's salary of 5 per cent. on \$3,465.50, amounting to \$173.27, was allowed and an order directed to be drawn for that amount.

Upon motion, duly supported, the Treasurer's bill for salary from June 1 to August 20, 1907, 2 per cent. of \$3,465.50, amounting to \$69.31, was allowed and ordered paid from the first funds available.

It is moved and supported that 5 per cent. of the death benefit fund be transferred to the general fund, which amounts to \$169.70. Carried.

Mr. Weeks: I move that an order for \$50 be drawn for postage for the Saginaw Post, from the general fund, made payable to H. J. Goppelt. Supported. Carried.

Mr. Wittliff: I move that an order be drawn for \$50 for postage stamps for the use of the Secretary and Treasurer. Supported and carried.

Moved and supported that the next meeting of the Board be held in Detroit at Secretary's temporary office the first Saturday of September or at the next regular meeting. Carried.

Moved by Director Jones that an assessment of \$2 be made on all members, to be called September 15, and close October 15, 1907. Supported. Carried.

The following death claims were reported:

A. Gilson: Beneficiaries, Margaret E. Gilson and Christine A. Gilson.

Sigmund Rothschild: Beneficiary, Bertha Rothschild.

Both claims were allowed and ordered paid.

Adjourned to to-morrow morning at 9:30 o'clock.

Friday, August 23—Meeting called to order at 9:45 o'clock.

Present: Directors Mosher, Day, Kelly, Weeks, Wittliff, Jones, Frost and Goppelt.

Moved by Director Jones that Dag-gert and Henderson be declared suspended and the \$2 be returned to each one of them, as they did not pay different assessments when due. Supported. Carried.

Moved that the matter pertaining to Percy M. Dyer be referred to Brother N. B. Jones for investigation and he report to next meeting of the Board. Supported. Carried.

Moved by Mr. Jones that the matter of mining scheme of J. G. Duck be respectfully declined and the Secretary instructed to notify him to that effect. Supported. Carried.

Moved by Mr. Goppelt that an order be drawn to pay the Van Alstine allowance for fifteen weeks for the amount of \$75; also for assessments numbers 4 and 5 and dues for 1908, \$5. Supported. Carried.

Moved by Mr. Wittliff that the Secretary be instructed to transfer 5 per cent. from the death benefit fund to the general fund on assessment No. 4, as soon as same is collected in. Supported. Carried.

Moved by Mr. Wittliff that a vote of thanks be tendered the Hotel Vincent for the use of a room for the meetings of the Board and other favors shown, resolution on same to be drawn up by President Mosher and signed by all members of the Board. Supported. Carried.

Moved by Mr. Weeks that warrants be ordered drawn to pay the expenses of this Board meeting. Supported. Carried.

Upon motion the Board adjourned.

Frank L. Day, Sec'y.

THE CONVENTION.

The nineteenth annual convention of the Michigan Knights of the Grip convened at Germain's Temple of Music, Saginaw, Friday, August 23, at 2 o'clock p. m.

Meeting called to order by President Frank N. Mosher.

Session opened with prayer by Mr. Scofield.

Wm. B. Baum, Mayor of Saginaw, delivered an address of welcome which was responded to by President Mosher.

The President: Not having appointed a Committee on Credentials, I take it for granted that the Sargeant-at-Arms is not admitting any other than Knights of the Grip. The calling of the roll of officers is next in order.

Minutes of the previous meeting, upon motion of Brother M. S. Brown, were not read.

President: Reading and reference of communications.

The President then appointed the following special committees:

Credentials—M. V. Foley, Saginaw; Gordan L. Grant, Saginaw; B. N. Mer-

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cer, Saginaw.

Rules and Order of Business—H. P. Goppelt, Saginaw; N. B. Jones, Detroit; Hamilton Irving, Port Huron.

President's Address—Wm. G. Tapert, Sault Ste. Marie; Mark S. Brown, Saginaw; Hon. Lou Burch, Detroit.

Amendments—A. A. Weeks, Grand Rapids; H. C. Klockseim, Lansing; J. J. Frost, Lansing.

Vice-Presidents—J. C. Wittliff, Port Huron; J. D. Robinson, Flint; W. D. Barnard, Manistee.

Resolutions—Chas. Smith, Saginaw; J. P. Sheridan, Saginaw; E. A. Stowe, Grand Rapids.

The report of the President was then presented, which reads as follows:

Once more we meet in the convention hall, marking, as it does, the nineteenth milestone of the existence of the best organization of commercial travelers in the world—the Michigan Knights of the Grip. It is also our pleasure to meet in this beautiful and most hospitable city of Saginaw and be entertained by our brothers of Post F, who are noted for making their guests feel at home. It is a pleasure to me to give a report of my stewardship as President of this association for the past seven months.

I thank you for the honor you have done me in electing me to the highest office of an organization founded on the principle of brotherly love and protection. A society that is not incorporated, can not sue or be sued, has no ritual, no obligation, no medical examination, and yet has contributed \$138,000 to the beneficiaries of diseased brothers and handled this entire amount entirely on the honor of its members without the loss of a penny, without undue extravagance and no person receiving recompense except the Treasurer and Secretary, who, I can assure you, are entitled to all they get. This honor came to me unsolicited and on assuming my duties January 19, 1907, I found myself associated with a body of able energetic and self sacrificing men on the Board of Directors who give their time and means freely, without reward, except in the thought that it is contributing to their brother travelers' good. One of our first acts was to notify each Vice-President of his election and call his attention to the amendment passed at the Port Huron convention defining his duties. Some pleaded lack of time to attend these duties and tendered their resignations. Others were appointed in their places and the work in nearly all districts has been looked after, more especially in the Second district, where Vice-President Frank A. Aldrich reports several new members secured; Sixth district, Acting Vice-President J. D. Robinson has quite a few to his credit; Seventh district, Vice-President Frank E. Minne has fifteen new members, as well as the establishment of a post at Lapeer, known as Post L, to show for his work. In the Eighth, Vice-President Gordon L. Grant has done good work in increasing our membership. To Vice-President W. D. Barnard, Ninth district, belongs the credit of many new members and also the new post M, which he organized at Manistee, and Vice-President William G. Tapert has proven what can be done by getting busy and keeping busy and contributes eleven new members with a Post at the Soo the first and only one in the Upper Peninsula, Post S.

Early in the year several bills came up in the State Legislature of vital importance to us all, notably an attempt to repeal the bill regulating the sale of stocks in bulk, the 2-cent rate for transportation on the steam railroads and the effort to repeal the bill known as the Bailey Limited Liability Act. Full report on these and other legislative matters will be fully reported by Chairman Frost, to whose untiring efforts and earnest hard work this association is under lasting obligations. No one could have been more faithful to a trust than Brother Frost.

Our Railroad Committee had their attention called to a certain connection made by the Grand Trunk Railway at Port Huron with the Pere Marquette Railway. This was promptly taken up by Chairman E. P. Waldron with the proper officers and as promptly adjusted. Through our Hotel Committee we have been able to bring about a better condition in many places, especially in the matter of having individual towels supplied by many hotels in place of the public roller towels in wash rooms. This was brought about by Chairman J. D. Robinson, writing something like 179 letters to as many hotels.

The Bus and Baggage Committee have had their share of work, most important of which has been the success Chairman Frank P. Burch met with in getting a fair adjustment of excess baggage rates on the D. U. Railway between Port Huron and Detroit to correspond with the charge made by the steam roads.

The Employment and Relief Committee have had little to do.

One matter coming before the Board of Directors of considerable importance was referred to the chairman of this Committee and the President to work out a plan to establish a bureau of information in conjunction with the Boards of Trade and Merchants and Manufac-

turers' Associations of different cities whereby we might work with them in securing salesmen for them and positions for our members who might be in need. Owing to the fact that there was so much of other matter pertaining to the Association at this time the Committee have not had the time to come to any agreement along these lines.

To aid in increasing our membership the Board passed a resolution early in the year to offer to each Vice-President in lieu of the rebate given all members for securing new members \$1 in cash for each new active member personally solicited and secured, with the result that the following Vice-Presidents have to their credit:

Frank A. Aldrich, \$3.
J. A. Hoffman, \$1.
J. D. Robinson, \$4.
Frank E. Minne, \$15.
Gordon L. Grant, \$5.
W. D. Barnard, \$2.
F. L. Van Tyle, \$1.
Wm. G. Tapert, \$11.

Not all of the Vice-Presidents have reported to the Board, but such as have a check has been forwarded, except in the case of Bro. Frank E. Minne who sent in a receipted bill and designated how he wanted the amount used.

It was decided at the Board meeting held June 1, that the Secretary and Treasurer should furnish a full and complete statement of our financial condition to be sent out to each member with assessment No. 3 and each assessment following during the balance of this year and I would recommend that this course be followed in the future that we may all know just how the affairs of the association stand several times each year.

At this point I want to urge on the members the necessity of using great care in soliciting new members. We have found it necessary to turn down applications in several instances and in one case to prefer charges and ask for the suspension of a member on constitutional grounds. Our application blanks plainly state who are eligible and although we want numbers we also want quality.

We have been called on to part with many of our good brothers by death, the following claims all having been allowed since Jan. 19, 1907:

Chas. H. Sutliff, Lansing.
C. J. Wells, Detroit.
A. E. Perry, Pontiac.
Chas. L. Stevens, Detroit.
J. E. Blackall, Denver.
R. M. Griswold, Wapaca, Wis.
Chas. J. Lewis, Flint.
H. Y. Kenyon, Detroit.
E. F. Rowe, Grand Rapids.
C. C. Latta, Goshen.
Boyd Clark, Ft. Worth.
Robert J. Marsh, Detroit.
James L. Patterson, Chicago.
Marian J. Wisley, Grand Rapids.
Sigmund Rothschild, Detroit.
Albert Gilson, Owosso.
W. P. Shook, Cleveland.

Death has reaped a large harvest from our ranks and in the list we find the names of a past President, Chas. L. Stevens, and a Past Secretary, Charles J. Lewis.

This long list of deaths means that our association has shown its practical sympathy to the extent of \$8,500 paid to the beneficiaries of our brother travelers who have gone to their long home since Jan. 1. In many cases it was a blessing and is it not a grand thought to know that we who still live to enjoy our homes and families have others who will aid those whom we must leave sooner or later?

It was promised at the beginning of this administration that its motto would be, "Get busy and keep busy," and we shall leave it to the members to say when all the reports are in whether the promise was kept.

At the start the Board of Directors decided that it would be a saver of time and expense, as well as avoiding the risk of loss or damage to the books and records which must accompany the Secretary to all meetings, that each meeting this year should be held at the Secretary's home office. We have found this a good move, as the meetings have been well attended and every moment was given up to the business of our association.

We are pleased to report that there has been added:

Active members175
Reinstated 7

Total182

We have lost:

By death17
Resigned and Delinquent36
Suspended for cause 1
Giving us a net gain of active

members in seven months129

Honorary members this year99

There may be those who would like to know how this new membership is distributed about the State. If so, I will say the list shows that forty-two towns have contributed new members. I have the complete list with me and will be glad to show it if desired by any one. Other statistics show that out of our total membership but 64 members have sent in a new application—about one out of 24 and of these 64:

1 secured 16 new members.
1 has secured 15 new members.
1 has secured 11 new members.
1 has secured 9 new members.
3 have secured 6 new members.

4 have secured 5 new members.
2 have secured 4 new members.
8 have secured 3 new members.
8 have secured 2 new members.
35 have secured 1 new member.

Gentlemen, these are figures which call for the question, Are we each doing our best to build up our association or are we leaving it all to a few and then finding fault with the officers because of want of funds to pay legitimate claims without one dollar of extravagance? They are obliged to make assessments. Remember one out of every twenty-four is not a fair percentage of workers.

I am asked to announce that there will be a purse of \$15 or more cash paid to the member (except officers and vice-presidents) who shall personally solicit and secure the greatest number of new members from this date, Aug. 23 to Jan. 1, 1908. The offer positively closes Jan. 1. This in no wise affects the rebates offered by the association, which will be in force until Oct. 1.

This cash prize is offered by one of our vice-presidents who is too modest to have his name mentioned and is the amount due him from the treasury, but he wishes to contribute it to the building up of our numbers. Any additional names he may send in will be added to this purse until Jan. 1.

We have two amendments to act on, both of which are worthy of consideration.

The one to enlarge our territory by including Ohio, Indiana, Illinois and Wisconsin, without losing our identity in name or absolute control by members who live in Michigan.

I recommend the second, which I stand sponsor for, is submitted with the good of the order in mind, the object being to straighten out our annual tangle as to convention dates and bring about the beginning and ending of the fiscal year at the convention time, so that the association may have full yearly reports from all its officers.

I care not how this is done, even if the amendment is defeated and the end is accomplished by a resolution to hold the annual meeting in December, at which time our business is closed. I certainly recommend some action on this question.

I am indebted to Bro. N. B. Jones for drafting this set of amendments and believe that they will completely cover the ground.

In closing, I am going to call your attention to a matter which, to my mind, is of considerable importance and recommend that in appointing or electing our vice-presidents we have in mind those whose duties are such that they can devote the necessary time to the work laid out for them by our constitution. In the words of a great man, "a public office is a public trust." This applies as well to our association. Now, a word to my associates on the Board of Directors, the vice-presidents, chairmen and members of the several committees, appointed officers and members at large: I thank you, one and all, for the loyal support you have given me and ask for the same courtesy to my successor. I also feel grateful to Governor Warner and the members of the United Commercial Travelers who aided us in our work during the session of the State Legislature where we gained much of interest and benefit to us all and, lastly, I wish to specially thank Secretary Frank L. Day, whom I have found to be an energetic, tireless worker and one who has with great kindness been of much service to me. These few words also apply to his good wife, Mrs. Day.

Thomas Hanlon: Mr. President, I feel that we owe our President a sincere vote of thanks for the able manner in which he has conducted his administration until the present time. I therefore move that we extend as a body our heartfelt thanks to President Frank Mosher for his grand efforts in conducting his administration so far.

Motion supported, stated and put by Secretary Day and unanimously adopted by rising vote.

Mr. Brown: I move a recess of ten minutes be taken for the committee to report. Supported.

Mr. Wittliff: I move as an amendment that the committees be given time to write a report and that we go on hearing the reports of our officers. Supported. Amendment defeated. Original motion put and carried.

(RECESS.)

Mr. Waldron: I am ready to report for the Committee on Rules and Order of Business.

The Committee thereupon presented its report.

Upon motion, duly supported, the report was adopted.

The Committee on Credentials recommended that all present were found to be members in good standing.

Mr. Waldron: I move the report be adopted. Supported. Carried.

President: We will listen to the report of the Secretary.

The Secretary's report was then presented as follows:

Your Secretary would respectfully submit the following report from July 27, 1906, to January 19, 1907:

Membership.
Active members in good standing
July 271305
New members from July 27 to
Jan. 1 59
Reinstatements 7

Deaths from July 27 to Jan. 19, 19071371
Delinquents 43

Total active membership Jan. 19,
19071314
Honorary 92

Total1406
Members paying Assessment No. 11282
Members paying Assessment No. 21285
Members paying Assessment No. 31287
Members paying Assessment No. 41302
Members paying Assessment No. 51309

GENERAL FUND RECEIPTS.
Annual dues 1907\$1277.00
Change of Beneficiary 9.50

.....\$1286.50

GENERAL FUND DISBURSEMENTS.
Remitted to Jno. B. Kelly, Treas. \$1286.50
Checks No. 22-28-31-33-35-37-40.

DEATH BENEFIT FUND RECEIPTS.
Collected from Ass't No. 1\$ 2.00
Collected from Ass't No. 2 4.00
Collected from Ass't No. 31286.00
Collected from Ass't No. 42604.00
Collected from Ass't No. 52480.00

.....\$6358.00

DEATH BENEFIT FUND DISBURSEMENTS.
Remitted to Jno. B. Kelly, Treas.
Checks, No. 18-20-24-25-26-27-32-34-36-38-41\$6358.00

PROMOTION FUND RECEIPTS.
Honorary membership dues\$51.00
PROMOTION FUND DISBURSEMENTS.
Remitted to Jno. B. Kelly, Treas.,
Checks, No. 23-29-39\$51.00

EMPLOYMENT AND RELIEF FUND RECEIPTS.
Donations for W. A. Van Alstine \$173.35
EMPLOYMENT AND RELIEF FUND DISBURSEMENTS.
Remitted to Jno. B. Kelly, Treas.,
Checks, No. 19-21-30\$173.35

RECAPITULATION.
Of all money collected from different funds, from January 20th, 1906, to January 19th, 1907.

General fund receipts\$1350.50
Death Benefit fund receipts11722.00
Promotion fund receipts 248.00
Employment and Relief fund receipts 511.02

Total in all funds\$13831.52
All of which has been remitted to Treasurer, and hold receipts for same.

List of deceased members, from July 27, 1906, to Jan. 19, 1907.
No. 4990 C. E. VanVleet, Evansville, Ind.
No. 2303 J. H. Roseman, Grand Rapids, Mich.

No. 1836 R. W. Jacklin, Detroit, Mich.
No. 3467 H. A. Letts, Palo Alto, Cal.
No. 5392 E. M. Swain, Breneau, Idaho.
No. 926 E. A. Hough, Jackson, Mich.
No. 1004 A. C. Antrim, Pasadena, Cal.
No. 4349 J. D. Downing, Madison, Wis.
No. 481 H. S. Sanford, Jackson, Mich.
No. 3557 H. T. Stephens, Detroit, Mich.
No. 1814 Geo D. Patton, Fort Wayne, Ind.

No. 3635 J. B. Ennis, Republic, Ohio.
No. 5338 Wm. H. Patton, Chicago, Ill.
No. 791 O. D. Stone, Billings, Montana.

Number of deaths, from Jan. 19 to July 27, 190611
Number of deaths, from July 27 to Jan. 19, 190714

Total number of deaths for 190625
Amount paid in death claims in 1906\$12,500.00
This completes the report for 1906.

In behalf of President H. C. Klockseim and myself, I wish to thank our official associates and the membership at large for their most courteous and loyal support and untiring interest extended to us for the year 1906.

Frank L. Day, Sec'y.

Your Secretary would also respectfully submit to you the following report, from January 19 to August 23, 1907:

MEMBERSHIP.
Active members in good standing
Jan. 19, 19071314
New members admitted from Jan. 19 to Aug. 23, 1907175
Reinstatements 7

Delinquents1496
Deaths 36

Total active membership, Aug. 23, 19071443
Total honorary membership July 27 to Jan. 1992
Total Honorary membership Jan. 19 to Aug. 23, 190799

.....191
Total membership Aug. 23, 19071628

After deducting delinquents and deaths, we give you a net increase in membership since our last annual meeting of 129.

In the work of promoting our membership, 89 have contributed new members since our annual meeting.

F. L. Day has procured 18; F. N. Mosher, 18; F. E. Minne, 16; H. P. Goppelt, 17; W. G. Tapert, 11; M. C. Empey, 8; J. C. Sonnenberg, 8; A. W. Webster, 8; G. H. Randall, 5; G. L. Grant, 6; E. J. Courtney, 5; Sam Schafer, 5; J. D. Robinson, 4; Jno. B. Kelly, 4; F. W. Atkins, 4; F. H. Buck, 4; H. C. Klockseim, 3; Geo. T. Perry, 3; J. C. Wittliff, 3; F. A. Aldrich, 3; W. H. Tucker, 3; M. S. Brown, 3; Barber E. Gass, 3; John Loudon, 3; Sam B. Rosenfield, 3; F. W. Metzger, 2; J. W. Schram, 2; L. S. Musliner, 2; F. W. Weston, 2; Wm. Forsyth, 2; W. D. Barnard, 2; A. A. Weeks, 2. Members securing one each, 54. Total, 235.

In the work of procuring honorary members, I have procured from soliciting through the mail, 67. The others are credited to F. L. Day, 19; M. C. Empey, 18; F. N. Mosher, 10; W. D. Barnard, 9; B. W. Sweet, 9; F. E. Minne, 8; A. A. Weeks, 8; Sam Schafer, 6; J. S. Dunn, 4; Geo. H. Randall, 4; J. C. Wittliff, 3; Leo Wittliff, 3; B. E. Gass, 2; C. L. Huebner, 2; J. H. Dingman, 2. Members securing one each, 15. Total 191.

This is a pretty good showing, and very encouraging to the officers and Board of Directors, but don't you think this a very small percentage of workers? This is a mutual organization; let us keep it mutual by every member contributing to its membership and welfare.

I am prompted, through receiving several statements from some of our members as well as delinquent members, to refer to the expense of keeping up the membership and the future of our beloved order which gives a benefit of \$500 to the beneficiary of a deceased brother. One man stated it cost him \$16 a year. He then thought it was time to quit. Another one \$15. Another one \$13. I will give you a few figures and leave it for you to decide whether we are on the road to success or otherwise:

In December, 1891, Bro. George E. Bardeen was elected your President for the year 1892. During his term of office, he put into operation our death benefit fund. From 1891 to Jan. 1, 1907, our average annual yearly death rate has been 17 4-15. During this period we have paid 259 death claims, which amounts to \$129,500, at an average yearly cost of \$5.80 per member, or at a cost of \$87 per member for fifteen years. Will not this average compare well with other companies?

To confirm what our President has said in his report as to commercial men being good risks, we do not need a medical examiner. Since I took the office of Secretary, Jan. 1, 1906, we have had 42 deaths, as follows:

6 died between the ages of 70 and 75.
8 died between the ages of 65 and 70.
6 died between the ages of 60 and 65.
10 died between the ages of 55 and 60.
4 died between the ages of 50 and 55.
5 died between the ages of 40 and 50.
2 died between the ages of 30 and 40.
1 died under 30.

Average, 58 years, 4 months. I think that this is evidence that traveling men are a desirable risk.

To show what the age limit has done, which came into effect four years ago, since Jan. 1, 1906, we have taken into our organization 290 new members at an average age of 33 6-7 or a fraction under 34 years. Old line insurance companies tell me this is a very low average.

FINANCIAL REPORT.

GENERAL FUND RECEIPTS.
Annual dues receipts\$241.00
Change of beneficiary 12.00

\$253.00

GENERAL FUND DISBURSEMENTS.

Remitted to Jno. B. Kelly, Treas. \$253.00

DEATH BENEFIT FUND RECEIPTS.

Collected from Ass't. No. 5.....\$ 138.00

Collected from Ass't. No. 1..... 2672.00

Collected from Ass't. No. 2..... 2776.00

Collected from Ass't. No. 3..... 2674.00

\$8260.00

DEATH BENEFIT FUND DISBURSEMENTS.

Remitted to Jno. B. Kelly, Treas. \$8260.00

PROMOTION FUND RECEIPTS.

Honorary membership dues\$140.00

PROMOTION FUND DISBURSEMENTS.

Remitted to Jno. B. Kelly, Treas. \$140.00

RECAPITULATION.

General fund receipts\$253.00

Death benefit fund receipts 8260.00

Promotion fund receipts 140.00

Total in all funds\$8653.00

All of which has been remitted to Treasurer, Jno. B. Kelly, and I hold his receipts for same.

List of deceased members, from Jan. 19th to Aug. 23rd, 1907.

No. 160 Chas. H. Sutliff, Lansing, Mich.

No. 2088 C. J. Wells, Detroit, Mich.

No. 2412 A. E. Perry, Pontiac, Mich.

No. 4085 Chas. L. Stevens, Detroit, Mich.

No. 3441 J. Edw. Blackall, Denver, Col.

No. 4610 R. M. Griswold, Wapaca, Wis.

No. 2246 Chas. J. Lewis, Flint, Mich.

No. 1619 Henry Y. Kenyon, Detroit, Mich.

No. 5643 Edward F. Rowe, Grand Rapids, Mich.

No. 2578 C. C. Latta, Goshen, Ind.

No. 3330 Boyd Clark, Fort Worth, Tex.

No. 4006 Robert J. Marsh, Detroit, Mich.

No. 3860 Jas. L. Patterson, Chicago, Ill.

No. 4600 Marion J. Wrisley, Grand Rapids, Mich.

No. 2493 Sigmund Rothschild, Detroit, Mich.

No. 4655 Albert Gilson, Owosso, Mich.

No. 2107 Winthrop P. Shook, Cleveland, Ohio.

Two years ago, you elected me as your Secretary. I accepted the office with the understanding that, while it was a great honor to be Secretary of this grand Organization of M. K. of G., there was a good deal of hard work accompanying the office.

I have done this work for you with the best feeling toward the Association and to the best of my ability and will frankly say I have found the work much pleasanter than I expected. The work has been made easy through many good words and kind expressions from the membership at large.

I wish to thank my official associates, the Board of Directors, and the membership at large, for the loyalty and courtesy extended to me during my term of office, and in returning to the ranks I shall most cheerfully do my best to further the best interests of the M. K. of G., and would ask that the same courtesy be extended to my successor.

Frank L. Day, Sec'y.

President: Gentlemen, what will you do with the report?

Mr. Waldron: I want to say that the report is very gratifying. I believe, to every member of this association, and we wish to extend out heartfelt thanks for this full, complete and able report. I make that as a motion. That includes the acceptance of the report and the thanks of the association. Supported.

Carried.

President: We will listen to the Treasurer's report.

The Treasurer then presented his report, as follows:

Your Treasurer respectfully submits the following report for the period from July 27, 1906 to Aug. 22, 1907:

GENERAL FUND RECEIPTS.

July 27, 1906, Balance on hand \$ 260.78

July 27 to Aug. 19, 1907, Remittances from Sec. Day 1539.50

Aug. 31, 1906, Transfer from E. and R. Fund, Cost collection Van Alstine Fund 48.25

Aug. 31, 1906, Transfer from E. and R. fund 350.00

Dec. 31, 1906, Transfer from Promotion Fund, cost of mailing..... 25.50

Mar. 16, 1907, Transfer from Promotion Fund 75.00

Mar. 16, 1907, Transfer from D. B. Fund 75.00

June 1, 1907, Transfer from D. B. Fund 5% \$7356.00..... 367.80

June 1, 1907, Transfer from D. B. Fund 50.00

\$2,791.83

GENERAL FUND DISBURSEMENTS.

July 27, 1906 to June 1, 1907, Expense Six Board Meetings.....\$ 319.54

Salary Stenographer at Convention 10.25

July 27, 1906 to June 1, 1907, five Postage bills 305.00

Sept. 1, 1906 to June 1, 1907, Printing and office supplies 216.72

May 6, 1907, Bill for grip tags 45.00

July 27, 1906, to June 1, 1907, Salary of Sec. 739.86

July 27, 1906, to June 1, 1907, Salary of Treas. 294.71

June 1, 1907 Expenses Legislative Committee 12.00

June 1, 1907 Expenses Hotel Committee 6.53

Jan. 19, 1907, Transfer to D. B. Fund 750.00

Jan. 19, 1907, Transfer to E. & R. Fund 50.00

\$2749.61

Balance on hand\$ 42.22

DEATH BENEFIT FUND RECEIPTS.

July 27, 1906, Balance on hand \$ 948.35

Jan. 19, 1907, Transferred from General Fund 750.00

Aug. 9, 1906 to Aug. 19, 1907, Received from Sec. Day 14618.00

\$16316.35

DEATH BENEFIT FUND DISBURSEMENTS.

July 27, 1906 to June 1, 1907, 31 death claims\$15499.25

Mar. 16, 1907, Transferred to General Fund 75.00

June 1, 1907, Transferred to General Fund 50.00

June 1, 1907, Transferred to E. and R. Fund 100.00

June 1, 1907, Transferred to General Fund for collection, 5% \$7356.00 367.80

\$16092.05

Balance on hand\$224.30

EMPLOYMENT AND RELIEF FUND RECEIPTS.

July 27, 1906, balance on hand\$382.42

Aug. 8, 1906 to Aug. 19, 1907, Remittances from Sec. F. L. Day 173.35

Jan. 19, 1907, Transferred from General Fund 50.00

May 31, 1907, Transferred from Promotion Fund 25.00

June 1, 1907, Transferred from D. B. Fund 100.00

\$730.77

EMPLOYMENT AND RELIEF FUND DISBURSEMENTS.

July 27, 1906 to Aug. 22, 1907, 56 weekly payments W. A. Van Alstine\$280.00

July 27, 1906 to Aug. 22, 1907, Five assessments, (\$10.00) and dues (\$1.00) 11.00

Expense collection Van Alstine Fund 48.25

Sept. 1, 1907, Transfer to General Fund 350.00

\$689.25

Balance on hand\$41.52

PROMOTION FUND RECEIPTS.

July 27, 1906 Balance on hand ...\$ 15.00

Aug. 30, 1906 to Aug. 19, 1907, Remittances from Sec. F. L. Day 191.00

\$206.00

PROMOTION FUND DISBURSEMENTS.

Dec. 31, 1906, Bill for postage, etc.\$ 25.50

Mar. 16, 1907, Transfer to General Fund 75.00

Mar. 16, 1907, Transfer to E. and R. Fund 25.00

June 1, 1907, Warrants 718-719, Expense securing 8 new members .. 8.00

\$133.50

Balance on hand\$72.50

Total balance on hand in all funds \$380.54

Jno. B. Kelly, Treas.

President: You have heard the Treasurer's report. What will you do with it?

Upon motion, duly supported, the Treasurer's report was adopted and ordered printed in the proceedings.

President: The next in order is the report of the Board of Directors. I do not know how we will get at that unless we consider the reports of the President, Secretary and Treasurer that have been read.

Mr. Hoag: Following the reports you have thanked the President and Secretary and I think we better thank the Treasurer for his painstaking report. I move a vote of thanks be tendered to our Treasurer for his painstaking report. Supported. Carried.

President: We will now listen to the reports of the Vice-Presidents. I find that M. G. Howarn, of the First district, has not yet arrived. Frank A. Aldrich, of the Second district, is not yet here. I will therefore call on the old veteran, John A. Hoffman, of Kalamazoo, Vice-President for the Third district.

Mr. Hoffman: I have tried to be relieved from this duty and have no special report to make. I have secured one new member. If all had done as well as I had, we would have 2600 members.

President: Fourth district, James H. Farnum. I will say here that I have a number of resignations which were received after I notified them of their election, and I could not fill any of the vacancies. Fifth district, Geo. F. Owen, also resigned. Sixth district, our late lamented Brother, C. J. Lewis, was succeeded by J. D. Robinson, who was appointed in his place. I think Mr. Robinson is prepared to report as Vice-President.

J. D. Robinson: This is a new duty for me and I have no written report. I feel that I have been appointed to take the place of a brother a great deal more competent than I was. It is a very sad thing for me to come up here and take his place, as he was a prince among us. I have tried to do my best in our district. We haven't made very great progress, but I think we stand about even. There may be a few lapses and a few new members. I will try and do my best as a member of this order in all matters relating to the order.

President: Seventh district, Frank E. Minne. The Secretary has his report, which he will read.

Port Huron, August 19—I have the honor to report that since assuming the office of Seventh District Vice-President, there have been added twenty-one new members to Post H of the city of Port Huron, and only one suspension, and that there are now in good standing, seventy-five members of Post H.

I have had the good fortune to procure fifteen new members at large.

I have assisted in the organization of Post L at the city of Lapeer, which has now a membership of twenty-seven and is in a flourishing condition.

I am pleased to say further that we have a very enthusiastic membership and that affairs are in a prosperous condition in this District.

In regard to excessive charges by Rapid Railway system for excess baggage, I have to report that the matter was called to the attention of the officers of this association, who took the subject up with the railway officials and received assurances from the railway

authorities that correction would be made, but am sorry to say that nothing has as yet been done to remedy the condition.

In conclusion, I am happy to be able to say that the order in this District has shown a very substantial growth and enjoys an enthusiastic and progressive membership. Frank E. Minne.

President: I fail to note the presence of Gordon L. Grant, Vice-President for the Eighth district, and therefore call on W. D. Barnard, of Manistee, Vice-President for the Ninth district.

Mr. Barnard: I am glad to be able to report some progress in the Ninth district. Last year at this time we had active and associate members to the number of nineteen in our district. We now have forty-one. We have nearly all the leading hotels now represented as honorary members; last year there were only two in our district represented; we hope the coming year to get them all in line. Post M at Manistee was organized a short time ago and we now have fifteen members on the active list. I had hoped to be able to form a post at Muskegon and expect to do so soon. There are, I believe, six members there at the present time, and they want me to help them for one there. I believe we are the baby organization in the State, but we are an ambitious and energetic baby. We would like to have the next convention of the Knights of the Grip meet with us. One of our good friends, a prominent man in Manistee, also an honorary member of the order, is here, and I have asked him to present the invitation to this body on behalf of Manistee.

President: This is a very good report and I am sure we will be very glad to hear from Mr. Palmer.

Mr. Palmer then presented a very cordial invitation to the convention to hold the next meeting at Manistee.

Mr. Haskell: I wish to thank the gentlemen for the invitation. It seems to me that, although they are the baby organization, they have gotten out of their long clothes, and still though they cling to the bottle it seems that they are able to stand up and drink out of a glass. I move that the report be received and filed. Carried.

President: That is a matter to be settled by the Board of Directors.

Mr. Jones: The constitution provides that the Board of Directors shall decide that.

M. S. Brown: I move that the Board of Directors be instructed to call the next convention at Manistee. Supported.

President: I think you are out of order, Brother Brown, we haven't got through with the reports of the Vice-Presidents. The representative of the Tenth district, F. L. Van Tyle, is absent. Eleventh district, F. W. Peck:

Traverse City, August 22—I find it impossible for me to be with the boys this year, in fact, have never been but to one of their meetings. There is always something turns up that makes me put it off until the next year; and guess the fact is I am not very enthusiastic, but it would make me mad for any one to accuse me of it. I promised Brother Moshier that if he would pull the string I would do anything; and, in reviewing the year's work that ought to have been done, I find that what I have accomplished for the Knights of the Grip has been to pay my dues and growl because all of the boys on the road were not members of our good order. We have enough commercial travelers in our town to make a good post if we had the right kind of a man to go to work. I am compelled to admit that it is not my good luck to be an organizer, and while my heart is in the right place, I feel that I am a drone, as to getting new members and working for the good of a post. If we had some one who would take the initiative and we could occasionally cuss a little and wouldn't talk back very hard, it would give me pleasure to go in and work, and perhaps we could get a good live post.

A. W. Peck.

President: Twelfth district, William G. Tapert. Mr. Tapert is in town—is he present?

Mr. Brown: I move that the report be received later.

President: If there is no objection, the report will be called for to-morrow. Reports of standing committees. Our first standing committee is the Finance Committee, Brother Goppelt, have you anything to say?

(Continued on page 41.)



How To Make a Retail Shoe Store Pay.

Conducting a paying shoe business is largely a question of maintaining right relations—right relations with the public, right relations with the salespeople, and right relations with the manufacturers. And by right relations I mean harmonious relations based upon equitable and honest treatment.

The shoe merchant is in the business to make money primarily, but it is not well for him to forget that he is to make money out of the public in lieu of a service which he is rendering the public. He is not a promoter, not the vender of allegedly marvelous commodities, not the author of any get-rich-quick schemes; he is supposed to conduct a legitimate business on legitimate principles. Everybody assumes that he is selling shoes at a reasonable profit, and the assumption is also made that the shoes are as good as the merchant claims they are. In other words, the shoe merchant is supposed to stand between the producer and the consumer, assuring the latter that the products of the former are suited to his requirements, worthy of his consideration, worth his money. Any subterfuges or underhanded methods that grow out of a different construction of this relationship between retailer and consumer are necessarily injurious in the end—but most injurious to the man who practices them.

As an acute illustration of wrong relations between a shoe concern and the public, I may instance a certain house which we will call Skinner & Co., retailers of men's, women's and children's shoes. Skinner & Co. do a big business, occupying three stories on a prominent corner. Their sales force includes thirty or forty people. They handle shoes of various grades, ranging from the popular priced shoes to some extremely high class footgear—especially in the men's department. But some of their shoes are positively skimpy and shoddy. Particularly is this true of their children's shoes. This firm—evidently through a desire to make a big bunch of profit off of their children's department, for it would be absurd to believe they don't know shoe value in footgear for little people—actually have the audacity to retail shoes for a dollar seventy-five and two dollars that are the limit for worthlessness of material and construction. And yet, on the strength of alluring advertising and upon the strength of a name for extensive trade, this firm fleeces the unsophisticated in a perfectly shameless way.

Now, there are good shoes for little folks, as every one knows who is at all familiar with the industry—well made shoes, and shoes made out of the very best of leathers. Such shoes can be retailed for the same, or even less money, than this shoddy stuff commands at Skinner & Co.'s pretentious store. Why don't they

handle that class of goods. Obviously, the profit on such goods, although sufficient for the man who wishes to maintain "right relations" with the trade, isn't big enough to tempt Skinner & Co. Query: When the public gets wise to Skinner & Co.'s method, what will they do to Skinner & Co.?

So this little incident calls attention to the fact that, no matter where you begin in the discussion of shoe retailing, you eventually wind up at right treatment, dependable goods, honest shoe values. Seeming prosperity may exist in spite of a lack of it, and one may get on for a while without it, but a day of reckoning is bound to follow. And it all grows out of the fact that we are all built so as to resent imposition. We don't like to be humbugged.

And so the best way to maintain right relations with the public is to give the public a fair and equitable equivalent in shoe value for the money which you extract. Don't presume too much on the public's not knowing a good shoe when they see it, and a right estimate of its price.

Equally important are the relations which the retail shoe dealer sustains to his sales people. It goes without saying that they should be confidential and strong. Such confidential relations must rest upon frankness, cordiality and perfect fairness. Clerks who are inclined to shirk, born fault-finders and specially endowed trouble-makers, will presently reap the trouble they have sown; they can readily be spotted and weeded out one by one.

But in the meantime the honest, industrious and ambitious clerk must be encouraged. A timely word of encouragement, a cordial expression of appreciation, a smile of approval, go a long way towards stimulating a faithful servant and putting him on his mettle. Undoubtedly the best thing for the proprietor's peace of mind—also the best thing for the business—is to get the clerks keyed up, brimful of enthusiasm, and alert to the heroics of the business.

To do this it is necessary to take them into one's confidence. Let them know beforehand something of what you propose to do, and how you propose to go about it. Solicit suggestions. Go over the details of the proposed campaign with them point by point, asking them what they think of it. No man, no matter how resourceful he is, has a monopoly on the good ideas, and very often an excellent idea sprouts up where one least expects it. Even if you don't get the idea, you get confidence and love of your salespeople by showing them that you are willing to trust them with the secrets of your campaign. And that's a big item in the building up of proper relations between you and them.

Arrogance, thoughtlessness and downright lack of proper consideration have strained the relations between many a shoe merchant and the people who work for him. Perhaps they are given to understand that their position is a subordinate one; that all they have to do is to find out what people want, and then fit them in shoes to their liking. By subtle and indefinable processes they have it borne in on them that they



Any Effort

made to introduce our shoes is never wasted. On the contrary, good results always follow. Of course, coming from us, that is what we would be expected to say. But proof can easily be had. Try them. Make the experiment. It won't be fruitless.

Our trademark is a guarantee to the wearer of shoe rightness in every detail.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

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.

are underlings, and that as such the tenure of their position is exceedingly precarious; that the slightest departure from their established rule will forfeit them the position. Some men are so absolutely coarse-grained as to imagine that their superior position as manager of a shoe store carries with it the right to trample rough-shod on the feelings of the people who serve them.

Not less destructive of harmonious relations between employer and employee is a suspicious, critical or nagging disposition. Some men seem to labor under the delusion that you have to sting a man in order to stimulate him, that you've got to make him mad to put him on his mettle. You don't. Wise, considerate and confidential treatment of the sales people is necessary to the establishment of harmonious relations between the sales people and the management—and that has much to do towards making the wheels turn smoothly.

Not less important are the relations between the retail store and the manufacturer. The road salesman who represents the manufacturer in dealing with the trade has it in his power to help or hinder in a very material way the business of the shoe merchant. He is a wonderfully human creature, this road salesman; and so are the people whom he represents. All of them have feelings—not that they are over-sensitive, but they know right from wrong, and they like to be treated fairly. They don't like to have an order cancelled for no valid reason, or goods returned without cause. It pays to be absolutely frank and open and square with the men from whom you buy your shoes. If they are at all worthy of your confidence—and you ought to determine that before you buy your first bill of goods from them—they are extremely anxious to see you make a go of it. Success for you means business to them; and you can depend upon it they will do all in their power to help you on in the struggle for trade.

And now in bringing this little series to a close I want to call attention briefly to a trio of qualities which must be writ large in the constitution of every shoe merchant who gets there. These traits are: concentration, alertness and the ability to hang on.

The wonder with some unsuccessful aspirants for trade is, not that they fail, but that they don't fail quicker than they do—judging the situation from their manner of going after business. The hotter the fire under the boiler the more steam one gets up—and the quicker. Concentrate! Intensify! Put your big effort on the big job. Too much \$10 time is squandered on ten cent jobs. Too much time is positively frittered away on no job at all.

I was forcibly struck by the heading of an article recently written by an Englishman apropos of his sojourn in this country. It was entitled, "Leisurely America." It wasn't a snap-shot judgment, mind you; for this man lived four years and a half in the city of Chicago. Now, Chicago people are generally supposed to be anything but leisurely, and I have an

idea that some of them would deny the charge with considerable spirit. But there is often instruction even in a criticism, and it is interesting at all events to note how our English critic reasons his proposition. He says, among other things: "In his working days the American endures such filchings from his time by incompetent and bad management as no Englishman would tolerate. * * The art of concentrating one's attention on the matter in hand has been very imperfectly learned. The manager of an important firm is seldom indisposed for a chat of half an hour * * * Shopping in the big city stores—those stores which are commonly supposed to be a marvelous development of business sagacity—is a most painful trial of patience owing to the unconscionable time consumed in waiting for change and for the packing up of one's purchase. The arrangements of those houses appear to be designed on purpose to discourage cash payments, for the delay is obviously much less in the case of customers who run a credit account."

Now these strictures may be capable of refutation, or they may not, and my purpose at this time is not to get into an argument with our English critic. But this much is dead sure: the man who makes a success at retailing shoes must master the art of concentrating his attention upon the matter in hand. He must economize his time. He must focus the best energies of his mind upon the important matters of retailing—and focus them upon such topics at a

time when those energies are at their best. Let him leave the lesser tasks for other hands.

Alertness—really another phase of concentration—is also indispensable. By it fortunes are made. By it the hob-goblins of competition are made one by one to link away. By alertness little men have waxed big, lean men have grown fat and prosperous, and men erstwhile unknown and unsung have had their names emblazoned in letters of gold upon the fronts of big and pretentious shops. Alertness is awakens—and it always pays to be awake when things are doing.

But the rarest and the best quality in the whole catalog of traits which the shoe merchant must possess is the ability to hang on.—Cid McKay in *Boot and Shoe Recorder*.

A Sure Thing.

The following advertisement recently appeared in a daily newspaper: "I will sell you for \$5 the one sure method of winning at the races. It is absolutely infallible; and to prove it I give a written guarantee to make good any loss incurred by following my method. I have no tips to sell, and I don't advise anybody to buy tips; my method is surer than that."

It is not known how many answers the advertiser received. One man, however, who did answer, has showed the card he received after paying his five. On one side was the signed guarantee; on the other, the "system." The latter was comprised in two words:

"Sell tips."

A Practical Test



"ROYAL REX"
No. 150.....\$1.90

Pleased and satisfied customers are the best tests. Our shoes bear testimonials from the head of the house to the smallest babe.

We have pleased them all and shall continue to do so.

We call your attention to our strong line of Goodyear Welts at \$1.90—can't be beat for style and wear. Box Calf, Velour, Vici and Colt.

Our "Royal Rex" quality shoes for men at \$1.90 are sure winners.

If you have not received our new catalogue, drop us a card and we will gladly send you copy.

We are
Selling Agents



Not in
Any Trust

GRAND RAPIDS SHOE & RUBBER CO.

28-30 South Ionia St.

Grand Rapids, Mich.

Don't Forget Michigan Retail Shoe Dealers' Association This Week



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



MUTUAL INSURANCE.

How It Is Applicable To the Shoe Business.*

About two weeks ago the Secretary wrote me requesting me to write a paper to be read at this, our third convention, on Mutual Fire Insurance. In taking upon myself the responsibility of doing so I find that there is more to it and a greater saving for us than I had any idea. Of course, it is conceded by everyone that we must carry fire insurance, as it would not be safe to do business without the same. Now, to get insurance in a good, safe and cheap company is the question. The only remedy lies in mutual insurance. As can be shown, mutual companies are by far the safest and cheapest, but as there is no mutual company of shoe dealers doing business in fire insurance to guide us I have written to several mutual companies in different lines of trade—in hardware, lumber, milling, dry goods, and so on. I find that they are all successful, giving their members insurance at cost and saving them, on the average, about one-half of what they pay to other companies, and inasmuch as our profits are getting less and the cost of living is getting higher every year I think it stands us in hand to begin to look out for ourselves if we can save from 40 to 50 per cent. on our fire insurance, of which there is no doubt in my mind. It has been shown in this State by all kinds of mutual farmers' granges and county insurance societies that they save from 50 to 75 per cent. of the regular board rates, and by at least twenty-five companies doing business in other states, on merchandise of the different plans of insurance. I find that about the best is what is known as the Minnesota plan. The plan of this company, which is practically the one followed by all others, is to write policies for one year only, at the expiration of which the insured knows to a certainty just the amount of money the mutual plan has saved him and what his insurance has cost. Each year's business takes care of itself, the premiums being based upon the losses and expenses incurred during the year. At the expiration of the policy the premium to which the insured is entitled is returned to him in cash if he does not desire to continue another year, or is credited to him on renewal of policy. The rate charged for insurance is the established Board rate for the town in which the merchant is located. In this way the insured pays no more than he would elsewhere, while the return premium at the end of the year puts him that much ahead. The return premium of the Minnesota Retail Hardware Association for policies expiring this year is 45 per cent. of the regular Board rates, besides a substantial addition to the surplus. This company expects to furnish insurance at an actual cost of less than one-half of old line rates. The other companies, which have all been organized within a year or so, all follow the same general plan, as already stated. Officer-

*Paper read at annual convention Michigan Retail Shoe Dealers' Association by Geo. Bode, of Fremont.

ed as they are by representative merchants of high standing, there is every reason to suppose that they will duplicate the success of the Minnesota company. The Minnesota company accepts insurance from hardware merchants for amounts anywhere up to \$2,000, the Wisconsin up to \$3,000, the Iowa up to \$2,000 on stock and \$3,000 on buildings, the National up to \$3,000 and all others about the same, and my advice would be that we follow the Minnesota plan.

Now, if we wish to organize in this State we can do so under two different acts. The first act under which we could incorporate is Act No. 136, of the Public Acts of 1869, as amended, the same being Section 7224 to 7263, inclusive, of the Compiled Laws of 1897. Section 7229 provides that it will be necessary for us to have agreements with at least 200 applicants before a charter will be granted. The other act, and the one that I prefer, under which we could organize is Act No. 82, of the Public Acts of 1873, as amended, and Section 22 of this act, the same being 7285 of the Compiled Laws of 1897. It provides for incorporated companies to transact any and all kinds of business except the insuring of farm property.

Now, gentlemen, if we wish to make a success of this Association and if you want to save about one-half of the expense of carrying fire insurance let us organize a Mutual Retail Shoe Dealers' Association. Let us also be the first in having a Mutual Fire Insurance Association. I don't think that there is a man here but what knows something of mutual insurance in his own locality, and so far as I know and can find out it is a success. It is an old and true saying that Heaven helps those who help themselves. Will you help yourselves? I hope you will. Anything I can do will be cheerfully done.

Proof Positive.

An Irishman was in trouble about a gun found in his possession. The law, unfortunately for him, adopted the unkind suggestion that he had stolen it. While awaiting his trial he was visited by a friend, who urged him to steadfastly adhere to the statement that he had owned the gun for years. The friend, furthermore, cited how he himself, when in similar difficulty about a hen, had preserved both the hen and his character by swearing he had possessed the bird since it was a chicken. The wisdom of this advice was not lost on "Pat," and he henceforth regarded his trial with the settled serenity of, if not conscious innocence, sanguine anticipation. On the day appointed, when conclusive evidence against him had been tendered, he was asked, formally, whether he had anything to say for himself. "Pat," throwing a glance of shrivelling contempt at the prosecutor, turned to the judge and said: "The man's a perjured villain, yer 'onor. That gun's bin in moi possession, yer 'onor, iver since it was a pistol."

Lots of people mistake their sighs for sympathy.

West Michigan State Fair

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

Premiums and Purses

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

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

The Ayreshires

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

Horses

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

New Carriage and Dairy Building

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

Costs of Free Shows

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

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



SEVEN—Spellman's Performing Bears—SEVEN

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

The grand stand has been enlarged so there will be room for all.

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

September 9, 10, 11, 12 and 13

Excursion Rates on All Railroads

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

Be Particular

IF YOU do a credit business, you are very particular to know all about the people to whom you sell goods to be charged up—their financial circumstances, what kind of work the head of the family is engaged in, how he has been paying his bills, etc.

In times like these, when goods are scarce, shouldn't you be just as particular as to the wholesale house from which you buy your goods—either *in market* or *by mail*, later in the season?

We have on hand, *ready for delivery*, over *One Million Dollars More Goods* than we have ever had. *We can fill your Market Orders*—with plenty of room for choice.

Our contracts for goods, to be delivered to us within the next few weeks, exceed by far any amount ever bought in the history of this House. *We can fill your Mail Orders promptly.*

John V. Farwell Company
Chicago, the Great Central Market

TRADE SECRETS.**The Reason the Law Does not Guard Them.**

Trade secrets are the most closely guarded assets of many manufacturing enterprises. The law covering their possession is not specific and the manufacturers are forced to keep their secrets as best they can. There is no penalty attached to the use of such secrets should they be learned by a rival concern, and this makes it necessary for their owners to keep them under lock and key.

One man may have a way of mixing chemicals to make a certain commercial product, but there is no way of having that knowledge patented or copyrighted, so far as the Government officials have been able to find out. About the only thing left for the owner of the mixture secret to do, then, should he desire to keep his process away from his rivals in the business, is to close his mouth and keep it closed.

In nearly every business there are one or more trade secrets. Every farmer's wife in the country knows how to make butter, for instance, and many of them have a way of making it tasty and appetizing enough to suit anybody's palate. Yet there is a lot about buttermaking that many farmers' wives do not know (for which their husbands should be thankful, judging by some of the butter that farmers' wives do not make) and which they could not learn, should they try ever so hard, from the big butter manufacturing concerns which hold the secrets.

Making butter to be used on the farm table within a day or a week hence is one thing, and making it to use years later on the tables of a nation thousands of miles away is quite another thing. The knowledge required to prepare butter for the latter purpose is a trade secret, and involves processes about which those who are not in on the secrets have not the slightest conception.

Steel making is surrounded by more trade secrets than perhaps any other industry. One of the most important departments of a steel or iron manufacturing plant is the chemistry shop. In this closely guarded building a force of expert chemists constantly are at work experimenting in the effort to find a new or better way of hardening or tempering steel. It required years of work and experimenting to make a railroad rail that would not break with the passing over it of a heavy train, and, while great progress has been made, there still is immense room for improvement, and it is safe to say that the big steel companies would pay a fortune for a method of manufacturing steel that would make that product meet the conditions that are required of it. It is because of the possession of what is claimed to be a secret process that a certain gun manufacturing company in Germany boasts of its ability to turn out a superior weapon. Other gun companies would give thousands of dollars for the secret.

A trade secret can not be covered by a patent. If one man were to discover that a pint of water and a pint of sorghum molasses and a pint of gasoline mixed together would make

the best whisky obtainable, and should publish his discovery broadcast, there could be no way of preventing the rest of the world from going off on an inexpensive toot. On the other hand, he could put the present whisky trust out of business in no time should he care to do so simply by cutting prices and keeping his mouth shut. Everything depends on a closed mouth after the secret process once is learned.

The value of trade secrets as a business asset was emphasized recently by a decision of the Court of Errors and Appeals of New Jersey, compelling the American Can Company to reimburse an Eastern concern for having used one of the latter's secret processes in manufacturing tin. One of the employees of the Eastern concern, which is known as the Vulcan Detinning Company, left his position and some time later secured a place with the American Can Company. To the officers of that company he then told of the methods that were used by the rival firm, and these at once were adopted by the American Company. There was a suit, and now, after several years of litigation, the American Can Company has been found to have had no right to make use of the secrets of its competitor. Arthur West.

Take Ulsters If You Go Up To Mars.

The evening star is bright and clear for lovers and poets to see because of the dense air envelope which surrounds it and reflects the sunlight. Prof. Percival Lowell says so. He also says that five-eighths of Mars is desert. Up to the present time the chief obstacle to the acceptance of the belief in the existence of life on the planet has been the extremely low surface temperature which has been assumed to exist. It was thought to have been about 83 deg. Fahrenheit. Prof. Lowell, however, has computed it to be about 72 deg. Fahrenheit if conditions paralleled conditions on the earth. The retentivity of heat, however, is not the same. It is greater on earth because of earth's denser air covering. This brings down the value of the Martian mean annual temperature to 47 deg. 70 minutes Fahrenheit, the highest computed and perfectly habitable. The air density at the surface is given as 2.5 inches, which would give 110 deg. Fahrenheit (44 deg. C.) for the boiling point of water. As sublimation will take place more freely in Mars at a given temperature, there will be proportionately more vapor in the air there.

A Leading Question.

The younger teachers of a certain school are telling with glee a great joke on Miss Blank, one of the oldest and most capable instructors in the primary grades of our schools.

It was Harold's first day at school. Miss Blank came down to his desk and said, "What is your name?"

"Harold Smith," the bright youngster replied.

"And how old are you?" went on Miss Blank in her methodical way.

"Six," said Harold. "How old are you?" And the young teachers are laughing still.

Grand Rapids

Grand Rapids is the best city in Michigan for a STATE FAIR.

It is in the center of the fruit belt. It has the biggest apples and pumpkins. It has the strongest boys and the prettiest girls. It has some fine shows, especially at Reed's Lake. One of the BIG SHOWS is the Judson Grocer Co's. fine new store with its big stock of pure food.

We are good entertainers. Come in and see us. We extend a cordial invitation to the FAMILY.

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

Chance Plays a Part in Men's Careers.

Man and his accomplishments almost always are measured according to the degree of success that is attained. Admiration for failures has few followers in the fewest possible circumstances.

Out of this fact, however, have grown some misunderstandings as to the why and the how of success. To the mind of the untried young man there is a disposition to make only two classifications of human effort. One of these accomplishes success; the other results in failure. Therefore, after success is reached and properly measured, one man is a success, just as the man who is down and out is a failure. One man has the admiration of the ambitious; the other may have his choice of scoffs or of sympathy.

But, as between this man on the pinnacle of success and this man in the slough of despondency, who will say offhand which was the better fighter—which was the better man according to his opportunities?

Without opportunity, which may come to him or which can be forced, no man would be anything above another. Senator Ingalls pictured opportunity as knocking once at the door of every man. He did not specify that frequently she knocks loudly and plainly here, with scarcely a tap upon the door over there. But that she knocked only once was his dictum.

We will take the Ingalls philosophy, admitting only that opportunity knocks more loudly at some doors than at others, or at least insisting that some men have better hearing than have others.

But when opportunity has knocked she is not a guest merely to be invited in, to be asked to sit down and there unload her treasures. Her knock merely is the invitation to the listening one to drop the trivial thing with which he is engaged and to come out in search of that success of which she is the forerunner and prophetess.

We assume that she has knocked at two doors, and that two young men have stepped out into the world of accomplishments, spurred by the same degree of ambition, and with the same degree of earnestness set themselves the task of winning their way in their chosen fields.

When one has succeeded and the other has failed, who shall sit in judgment as to which was the better man?

Modern civilization has become such an intricate web of humanity and of material substance, one field of effort so ineffaceably interlinked with another and others, that in the beginning few men are free agents in any endeavor leading to an ambitious end. Circumstance at once becomes the sole arbiter in many cases. Even time must ripen to some ends before the knock of opportunity shall have any significance. If the hands of the clock to-day might be turned twenty hours forward, men who will go down in failure to-night would be the marked successes of to-morrow. The rising of only one more sun would be the determiner of fate.

Comparatively few men who are able to swim can do more than preserve themselves in the water. Such men have swum at all merely for a personal recreation and pleasure. Owing to the limitation of circumstance every man of these may have learned to swim at all only by the strongest determination to reach distant water and learn the art.

Other men, born to the water and learning to swim as they learn to walk, may deserve the slightest, if any, credit for the accomplishment. Who, if the saving of a drowning life gives opportunity to two such men of unequal accomplishments the chance of becoming a hero, would call the handicapped one "Coward!" for the reason that he allowed the accomplished one to become the hero of the occasion?

There are fixed conditions in material progress in this world against which any man must fight without avail. It is not by any means always a keenness of intuition and foresight which allows the one man to escape such conditions; nor is it stupidity or foolishness which brings the other squarely face to face with them. One may repeat that "There is a divinity which shapes our ends," or he may look no further, and call it chance. But, whichever his philosophy dictates to him, that elemental something plays its part in the affairs of men. In the case of the two swimmers the drowning person must have been a party to the testing of two men's opportunities, and most drownings are accidental!

I have talked with many men who have made successes in life, as the world defines success. Among these is that type of egotist who does not know how to concede that in all that he is and has accomplished his inborn greatness over other men has not enabled him to see from the beginning, clear and straight, the road through and over all obstacles to the summit of his foreseen success.

But, among the brainiest of men in this group of world successes one always finds the men who, at a dozen turns in life, can read mistakes which they have made; who cite their opportunities lost; who recall the difficulties which they have met, and with which they were glad to be able to declare truce; who remember, sometimes with a tinge of hurt pride, how mere accident was the minister of a saving grace.

Failures by tens of thousands are necessary for the setting of successes by the dozen. But are admirable men so few that only success shall number them? Have only the successes in life "fought the good fight?"

I should be sorry to believe it.

John A. Howland.

One Better.

"Madam," briskly spoke up the gent in the check suit, when the lady of the house appeared at the door. "I have here an invaluable invention for daily domestic use—a combination of useful utensils no housekeeper should be without, combining, as it does, in one compact tool, a corkscrew, a paper cutter, a tin opener, a nut pick, a bodkin, a shoe buttoner, a—"

"No, thank you," she answered curtly, "I have all the hairpins I need."

In the Presence of Her Enemies.

In a certain clergyman's family it was the custom that each of his children repeat a Bible verse at the beginning of every meal in place of the more general formula of grace before meat.

One day one of his little girls had been found out in some small sin, and had been sentenced to a much curtailed dinner, to be eaten at a table quite by herself, that her contaminating presence should be set apart from the others. When the family were seated around the dining-room table the usual little ceremonial was performed, and when her brothers and sisters had each repeated a text her father called upon her, sitting solitary at a wee table on the other side of the room. At first she demurred on the ground that being debarred from the family circle she saw no reason for joining the family devotions. Her father insisted; she remained silent a moment thinking, then spoke out clearly:

"Thou preparest a table before me in the presence of mine enemies."

Liquefying Carbolic Acid.

Simply add the necessary amount of water, one ounce to the pound, to the crystals in the bottle. Then set the bottle on its side, or invert it. In less than twenty-four hours your acid has liquefied and will remain so. This avoids the use of heat and the danger of breakage. Two or three times during the day it might be well to shake the bottle, but usually the acid will liquefy without doing so.

Mica Axle Grease

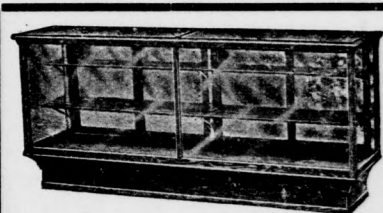
Reduces friction to a minimum. It saves wear and tear of wagon and harness. It saves horse energy. It increases horse power. Put up in 1 and 3 lb. tin boxes, 10, 15 and 25 lb. buckets and kegs, half barrels and barrels.

Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in 1/2, 1 and 5 gallon cans.

STANDARD OIL CO.

GRAND RAPIDS, MICH.



The Case with a Conscience

although better made than most, and the equal of any, is not the highest priced.

We claim our prices are right. You can easily judge for yourself by comparison.

We are willing to wait for your business until you realize we can do the best by you.

GRAND RAPIDS FIXTURES CO.

So. Ionia and Bartlett Sts. Grand Rapids, Mich.

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

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

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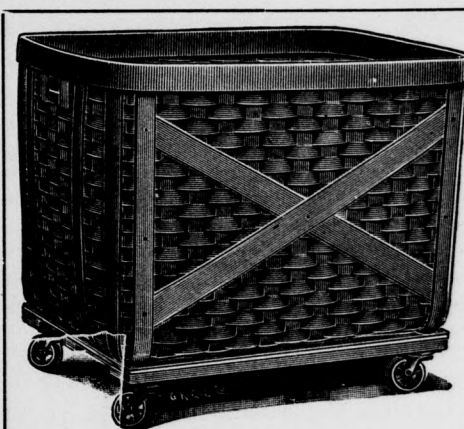
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ART OF GOOD TALKING.

The Prime Qualifications of a Good Conversationalist.

Written for the Tradesman.

If the question were put to a group of intelligent and thoughtful people, "What is the most important qualification of a good talker?" the replies would vary because many traits and acquirements are necessary and perhaps no two persons would regard the same thing as most essential.

Being a good conversationalist is a complex matter. It involves a union of various qualities, most of which are not especially rare in themselves, but the harmonious and well-balanced combination of all of them in one person is rare. This is the reason there are so few good talkers.

A bright mind, well stored with knowledge, a pleasing, well-modulated voice, a large vocabulary, a sense of humor, originality in thought, fluency in expression, a knowledge of the customs of society—these are all so necessary that a person lacking a single one of them can hardly be called proficient as a talker. Yet one might have them all and still be so uninteresting that his hearers would fall asleep.

The special ability of a good conversationalist which rightfully outranks all his other qualifications may be thus defined: That mental equipment which enables him to know swiftly and surely the minds and hearts of those with whom he talks, the sympathetic perception that tells him, not only whether a given theme may be within the mental grasp of his hearers, but also whether it be suited to their momentary mood. Let him who would talk well seek first this quality of mind; the other things will be added unto him.

For acquiring this quality of mind which is the priceless possession of the really good talker let me commend to every aspirant the study of human nature, a pursuit of endless fascination and inexhaustible delight—one for which the student needs pay no tutor and purchase no text book. Specimens worthy of his most careful examination are everywhere about him. Let him proceed without haste, line upon line, here a little and there a little. Let him study not with the critical desire to find only the defects in the faulty fabric of human life, but let him seek the redeeming qualities as well, with kindly, affectionate eyes.

To gain the power to sympathize deeply with his fellow men one must live life to the full, nor try to escape its bitter and painful experiences. He must rejoice with them that do rejoice and shed his tears with those who are in sorrow. Sympathy is not learned by the scholar who sits at his desk, nor by the ascetic who remains in his cell, nor by the aristocrat, favored by wealth and circumstances, who holds himself daintily aloof from mankind.

The good talker must have a warm heart as well as a clear head. "Though I speak with the tongues of men and of angels," says the apostle, "and have not charity, I am become as sounding brass or a tinkling cymbal."

The shrewd student of human nature soon makes some little system of classification which greatly simplifies his work. An individual who is under observation has, we will say, a certain number of characteristics. A large portion of these are common to the whole human species. Other traits may be divided into groups, which this particular person shares with others of the same nationality, sex, age and locality. Finally, there are left a few idiosyncrasies, a little list of personal peculiarities which differentiate this specimen from every other living soul. Were each person unlike others in all of his attributes one could never really know more than a very few people.

Famous orators, great writers, successful politicians, all go strong on the dominant traits of human na-

The person who lacks either the general knowledge of human nature or the quick grasp of special mood and circumstance can not be a good talker. If inclined to talk much, such a one is a nuisance and a bore. If he be an astronomer, he will descant upon the wonders of the celestial bodies to the servant girl, the milkman, the grocery boy or any other victim he can pin down to listen to him. If musically inclined he runs on about fugues and symphonies to people who do not know do re mi.

It frequently happens that two people wholly unlike in tastes and disposition marry and do not live happily ever afterward. One fruitful cause of their mutual misery is that the wife persists in pouring into the husband's ears a never-ending lingo concerning balls or whist parties, housekeeping or babies, or whatever

elders. I have said that most schools do not teach their pupils to talk. If they attempted to do so they could not turn out finished and skillful conversationalists. The most that could be done would be to teach the students in matters that would aid them to talk well when time should have had its mellowing influence upon them.

I have recommended that the homely woman learn to converse as well as she possibly can. In this way she can steal a march on her handsome sisters. For the woman whom Nature has endowed with beauty is apt to bank mainly on her looks and hold other graces to be of but trifling importance. Then the beautiful girl, from childhood up, is placed on a pedestal. Family, friends and admirers all bow down to her. She is thought to be too good for the hard

Settlers BEWARE!

Conrad Ten Eyck, U. S. Marshall, left Detroit yesterday for the Grand River Country, for the pretended object of electioneering for Stevens T. Mason. It is well known here that his real object is to arrest the Settlers on the Government Lands. Be on your guard, he has a large lot of blank capias, and after the Election, every Settler will be brought to Detroit.

Daniel Goodwin Esq. U. S. District Attorney, was seen on Saturday several times with Ten Eyck. Some forty or fifty persons have already been arrested by Mr. Titus, one of Ten Eyck's deputies!

Gov. Mason has no doubt been advised by Ten Eyck of this movement. Settlers, are you willing to be dragged from your homes and brought three hundred miles, at this season? If you are not, Beware—beware of Conrad Ten Eyck, U. S. Marshall, and Silas Titus, his Deputy.

Ten Eyck is the same man who has tried to rob the State of \$12,000, for the passage of the rail-road across his farm. If Trowbridge is elected he cannot get it. He will dupe you and then arrest you. Mark him well.

Detroit, Oct. 30, 1887.

Political Handbill Issued Seventy Years Ago

The Tradesman takes pleasure in presenting herewith a facsimile of a handbill gotten out in Detroit seventy years ago. It is the property of Miss Lucy Ball, of Grand Rapids, and was referred to at some length in the article she recently read before the State Pioneer Society, which was published in the Tradesman.

ture, the mighty passions, feelings, prejudices that belong to mankind taken as a whole.

A lawyer prefers to know personally every man in the jury box. But a really skillful lawyer, if he know the foreign tongue, can go into another country and make a fairly good plea to men who are utterly strange to him; but in this case he will use only arguments that appeal to all men everywhere.

To talk well in common colloquy one needs not only to be well grounded in a thorough knowledge of the basic traits of human nature, but, as informal conversation is always more or less personal and local, he must have a quick and ready mind for individual peculiarities as well. He must be able to feel what is the intellectual and emotional atmosphere of a room the moment he enters it.

else is of special interest to her; on the other hand, he thinks she should listen with attention to interminable dissertations on dogs or guns or steam launches or business themes about which she knows and cares nothing at all.

In many homes the sons and daughters are allowed to monopolize the conversation. This is a mistake, not only because it tends to thrust the parents from their rightful position of superiority, but for the reason that young people, in the nature of things, can not be excellent talkers. They may be bright and have ideas, and speak clearly and fluently, but the intolerance, the crudity, the conceit, the cocksureness and the narrow range of experience which are the inevitable attributes of youth all serve to make their prolonged conversation grate upon the nerves of cultivated

things of life and is exempted from its heavy responsibilities. In consequence she does not learn to understand and sympathize with others. All things combine to make the good-looker seldom, almost never, a good talker. Quillo.

Up Hill and Down Dale.

An Irishman and a Jew were traveling together in the country. They lost their way and asked the next farmer they met which of two roads ahead led to a certain town. The farmer, with a merry twinkle in his eye and a knowing wink, said, "Follow your noses."

"But," they exclaimed, "we wanted to go together!"

You can not keep life sweet and wholesome by taking all your salt on Sunday.

THE GOOD MIXER.

He Usually Secures Promotion in the Firm.

Goodwin and McArdle began commercial life at the same time and in the same capacity, as clerks in the wholesale provision house of John Brown & Co. They had attended common and high school together, and on graduation had discovered that their diplomas were of no practical value in securing employment.

Both, however, viewed this in a philosophical light. Their joint ambition was to "make good" in business, and being short on cash and each dependent upon his own resources, they set out to find work in the same house, being lucky enough to land berths at a wage of \$10 per week to begin.

Goodwin was a taciturn individual, whose main object in life was to complete his day's work, and return to his home, where he had fitted up a small laboratory, and was continually experimenting in an endeavor to turn to use a number of ideas which he felt assured would be developed into inventions of such merit as to make him independent.

On the other hand, McArdle was of a sociable turn of mind, and spent his evenings in the gayeties of youth. He had a large acquaintance, and on his small income was always in debt, while Goodwin managed to save from his meager salary several dollars each week. Goodwin frequently was called upon to act as McArdle's banker, the latter surrendering to his friend the sum necessary to carry him over the week, which the other would dole out each day.

In course of time, as is usual in such houses, a vacancy arose, and one of the clerks was to be chosen to fill the important position of "outside man" for the firm—that is, he was to act as general overseer of shipments, see that no consignments were allowed to remain overtime untrucked, and to look out for short weights, both incoming and outgoing.

The general manager, Page, who had spent years in the business, moved slowly in selecting the man for the place. There were eighteen or twenty clerks in his employ, any one of whom would have been able to perform the duties of the job.

Taking a list of the eligibles, he checked them off, as he sat in his office just after the lunch hour, on

Saturday. At last his choice narrowed down to two men, Goodwin and McArdle, either of whom he thought would make good at the place on the strength of his previous work. Both were good clerks; they had secured enough practical education along with the brief veneer of the class-rooms to hold better positions. And their making good was apparent, as each in the short space of a year had been advanced from \$10 to \$14 per week.

Still undecided, Page closed his office door, after dismissing the stenographers for the half holiday, and started to leave the building. It was well on to 1 o'clock and the entire force of the book-keeping department had gone. At least, so he thought, until he saw a hat and coat hanging in the doorway.

Surprised at such an evidence of industry, Page went into the rear room and found Goodwin, completely engrossed in his books and making entries with all speed. Enquiring the cause for his late stay, he learned that some invoices of goods had arrived just as the force was dismissed and that Goodwin had volunteered to enter them before leaving. The latter took the proceeding as a matter of course and within a few minutes completed his self-imposed task, closed the ledgers with a slam, and donning his coat as he stepped briskly from the store, caught a trolley car for home.

Page was a lover of outdoor sports and there was a league baseball game that day, so he proceeded to the ball park and sought his favorite position, where he could watch the breaks of the balls and not miss any detail of the engagement between the rival nines. He had about made up his mind that Goodwin was the man for the vacant position and was pleased at the thought that industry of the sort he had seen would be rewarded.

Near him at the game sat two customers of the house, leading green grocers of the city, but several tiers of seats below his position. He noticed that they were in animated discussion of the relative merits of certain ball players, and then, to his surprise, saw McArdle take a chair by their side.

The others immediately turned to the clerk as an authority, and appealed to him to act as umpire of the question in dispute, which happened to be the date of an extra inning contest of the year previous. MrArdle

had the information at his finger tips, and, while the others listened respectfully, reeled off all of the desired data.

Play progressed in the game and the merchants began to discuss the markets of the past week, as there was a little lull in the run getting. McArdle saw his chance and put in a good word for the firm. He told the others how Brown & Co. had saved their customers a large sum by discriminating purchases of fruits the week before, and pulled out a clipping from the daily reports showing how the prices asked by the wholesale house on a certain day compared with those on open market. The others were much impressed, evidently, and both declared that they had overlooked the point, but would be sure to remember it in placing future orders.

After the game was over Page approached the trio and was congratulated by them for the firm's treatment of its patrons. The following Monday McArdle went to the new job. And plodding Goodwin still is his mentor, friend and financial caretaker. They will be in business for themselves some day not too far hence.

Robert Emmet Dundon.

Good Market for Old Tinfoil.

Save and sell your tinfoil. The recent rise in the price of tin has led to a curious development in this and other countries. Several of the best known chocolate manufacturers on the continent have issued the following notice: "Do not throw away the tinfoil in which the chocolate is enveloped. It is composed of pure metal, a metal which is dear. Keep it and before long it will be called for by our agents, who will pay for it at its market value. The chocolate industry in Europe spends nearly \$4,000,000 per annum in tinfoil, and these \$4,000,000 are generally thrown to the winds." It is further explained that the present high price of tin is due to the action of English and Dutch speculators who have forced it far beyond its actual value. What seems to give some color to the alleged preciousness of the paper wrapped around the chocolate is the story told by a socialist journal of Hamburg to the effect that a group of workmen were able to procure a part of their common library by collecting and selling these fugitive sheets of tinfoil.

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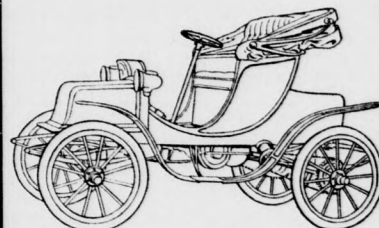
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TRADESMAN COMPANY, Grand Rapids, Mich.



Graphic Glimpse of the Studio Girl.

One of the most interesting personages in New York is the studio girl. You do not hear much about her, and her name does not figure in the columns of the society journals, but, nevertheless, she is present in great numbers, and, in a way, has established a quiet, demure, perfectly proper feminine Latin Quarter that is as peculiar to New York as the naughty quarter is to Paris.

The studio girl is the true cosmopolitan. She comes from everywhere—from seedy little Southern towns and the prairies of the Far West and little New England farm houses, and she is studying everything under the sun. Sometimes it is art, sometimes music, or it may be acting or singing or physical culture or dancing or dressmaking or millinery; but it is always something by which she hopes to not only make a living, but, perhaps, earn fame and fortune, since nowadays the extra competent and progressive woman worker has not only a chance to earn her bread and butter, but Bar le Duc preserves to go on it.

"Is New York really the center of culture and information on every point?" I asked one of the students. "Do you find the advantages here so much better than in other cities?"

"Not at all," she replied; "we merely come to get the trademark, 'Studied in New York' branded on us. It is like the flim-flam waving of hands with which conjurors do their tricks. The public would not believe in us if we did not do it. The superior prestige of having studied in New York or Europe is worth just so much cold cash in your salary."

When a girl comes on to study anything she begins by going to a boarding house, and if anything on earth can reconcile one to the shortness of life it is a New York boarding house. She is given a dark and dingy cubby-hole of a room, reeking with a smell of perennial boiled beef and cabbage, which floats up through the register, and with an adamant bed and prehistoric chair that make a lump come in her throat every time she thinks of home and mother. After a few weeks of this she meets up with one or two other homesick girls similarly located, and they decide to club together and start to housekeeping.

This is easily done in New York. There are innumerable buildings, consisting of small flats, furnished or partly furnished, that are dignified with the entrancingly fascinating name of "studios," and which may be had for a moderate rental, as rents go in New York. Here the girls install themselves with a small gas stove, and with the aid of the delicatessen shop around the corner, where they may buy all sorts of cooked food, even to so little as one slice of roast fowl, they enjoy all the comforts of a home at less price than even the most second-rate of boarding houses.

Of course, their housekeeping is full of makeshifts that would probably cause their orderly and particular mothers to faint with horror. Every inch of room is at a premium in a studio, and every article of furniture is made to do double duty. The Turkish couches, bereft of their spreads, are beds at night. The fancy cushions have their embroidered covers whipped off and cotton ones put on and become merely pillows. A curtained alcove is an armchair in disguise, and it is a point of honor not to try to penetrate into the secrets that a screen may conceal. Generally one of the little household is studying music and a rented piano will form part of the furnishing, and another will be attending the art classes, so that the rooms will be plastered over with sketches and studies. There are sure to be books and the pretty things girls collect without knowing how, and the little rooms will be filled with that sense of comfort and culture that the art student calls an "atmosphere of home."

Sometimes the girls cook their own meals, taking turn and turn about, or they may prepare only breakfast in the studio and go out to a restaurant for dinner; but in any event they are sure to be hospitable, and the most thoroughly delightful entertainment I have enjoyed in many a day was a dinner I was invited to in one of these little establishments recently.

In this particular case the studio is inhabited by three young women, one of whom is studying physical culture and a new system of elocution and voice culture, another is a very charming musician, and the third is an artist whose friends believe, at any rate, that she is a second Rosa Bonheur. The studio had only two rooms, a big parlor, with the piano, taking up all one end, and with the walls adorned with hundreds of animal sketches and studies in various poses of the friends and guests of the establishment. Back of this apartment was a room with a big couch on either side; one wall was almost covered by portieres, a big table piled with books was in the center, and an artistic screen was set across the corner.

"This room looks just like any ordinary pretty sitting-room, does it not?" enquired one of my hostesses.

I assented.

"Well," she went on, "in reality it is a regular architectural Jekyll and Hyde affair. Those couches are our beds. In addition, they are box couches, and in the bottom we keep our clothes. That innocent appearing portiere that looks as if it might be hanging before a door that led into another suite of apartments really leads only into the bath tub, which is set in a little angle of the wall. I will take the fancy cover off of this table and put a white cloth on, and, behold, from having been a sitting-room, and a dressing-room, and a bath-room, the apartment becomes a pretty dining-room. I will also now fold up the screen, which hides the stove, and set it aside, and thus add the kitchen annex."

Then we all got dinner together, thereby forever disproving the old adage that too many cooks spoil the

broth. The artist and the physical culturist made a trip down to the delicatessen shop, coming back laden with packages. The musician composed a salad that was a spring poem in itself, and I brewed a pot of coffee, and what a feast we had, although no two dishes on the table were alike and we had to serve the olives in the musician's silver pin tray.

We lingered and lingered over it, each talking shop. There were funny little tales of the studio, and the life class, and bits of anecdotes about the famous people each had met, and just to show what a new theory of voice culture she was studying would do, the girl who was studying elocution got up and gave a wonderful monologue where she ran the whole scale, from the shrill of a scolding fishwife to the deep, guttural of an old beer-drinking German. That suggested a recitation with music and the musician went over to the piano and the elocutionist recited "They Are Hanging Danny Deever in the Morning" to a low, sobbing accompaniment of the "Dead March in Saul" that was weirdly thrilling, while the artist got out paper and charcoal and caricatured us all.

After dinner some of the other girls in other studios dropped in and then they told me about a queer kind of a woman's work exchange they had instituted among themselves.

"All of us are taking special lessons that are terribly expensive," said the physical culture girl, "and we trade off our information to each other. Now, for instance, I am

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The idea some grocers have that they can't make a good profit on **Ariosa Coffee** is incorrect.

Ariosa Coffee is the largest package Coffee seller in the world. As with all widely-sold things it is sold closer than things that sell in one-quarter the quantity.

Which is better—to sell twenty-five pounds of your own package coffee a week and make 10 cents a pound profit, or sell 100 pounds of **Ariosa** and make 5 cents a pound profit?

Not to speak of the **Ariosa** vouchers that are practically like finding several hundred dollars a year.

Don't forget that we have already created the demand for **Ariosa Coffee**; there is nothing left for you to do but satisfy it.

ARBUCKLE BROTHERS
NEW YORK

studying a new kind of facial massage that any woman can give herself and that is warranted to remove the wrinkles and make her a perfect Venus. I am also studying fancy dancing, as I propose to teach that in connection with my other work. Millie, here, is studying millinery and can make you a genuine imported French hat while you wait. At night I give Millie lessons in massage, and have taught her to dance, while she has constructed me a hat in which I expect to paralyze my native town when I return home. Sallie has exchanged a lot of original drawings for a course of instruction in manicuring, and Sarah traded off a costly theory in harmony for a tucked taffeta jacket that a girl who is a good amateur musician wished to have. It is a fair exchange of ideas and information, you know, and I think there is hardly one of us who has not picked up something besides the thing she came to study."

The studio girl seldom has much money. Often she is paying for her lessons and her stay in New York with the little savings she accumulated while teaching the district school or clerking in a store, or else the people at home are making sacrifices to send her the small monthly remittance, and she must make it go as far as she can. Still, she is a practical young woman and she knows that the culture that comes from seeing the best plays and hearing the best music is as much a part of her education as the lessons she came for. Theater and opera tickets in New York are cruelly high, if one sits in the seats of the mighty, but the studio girl has no pride of place. She climbs up to the gallery, and from the vantage ground she listens, with her soul on fire, to the great music, that serves only as an accompaniment to the chatter of society's voice in the boxes below, or she follows a play with a comprehension that misses no shade of fine meaning or touch of humor or pathos. No wonder that New York actors are accused of playing to the galleries!

The studio girl is beginning to pack up and go back home now, and it is like the going of a little army of missionaries, who are destined to spread sweetness and light, higher culture, and a better way of doing things all over the country. This fall the women in some little Oklahoma village are going to have their frocks better made by a dressmaker who has learned honest craftsmanship and who will not give bad work for good money. City women will arise and bless the name of a milliner who has inspirations in hats and the skill to carry them out. Sickly women will be beguiled into health through the medium of up-to-date physical culture, children will be taught the proper way to breathe and speak, and even the lost art of knowing how to read will be revived in many communities. There will be more pictures and better pictures, and a higher understanding of good music, because the studio girl is elevating and setting up a new standard wherever she is.

She is among the brightest and the bravest of the world's workers, and

here's to the studio girl—God bless her—wherever she may go, but whatever life may bring her, I doubt there will ever be anything better than the memories of these happy, gay, busy days, full of fun and frolic and work and glorified with the long, long dreams of youth. Dorothy Dix.

How Bees Gather Their Honey.

How doth the little busy bee improve each shining hour with the honey which is not found ready made in the flower? The saccharine liquid which the bee extracts from the flower is collected in a pouch of the digestive tube. It is disgorged in the hive, where the greater part of the water is evaporated, while the sugar is transformed by chemical action. When this transformation is completed and the quantity of water is reduced to 25 per cent. the honey is stored in cells which are sealed hermetically with wax. The sweet liquid which is secreted by many flowers has received the poetic name of nectar. It exudes from the surface of organs called nectaries and consists chiefly of cane sugar, fruit sugar and water. But nectar is not the only source of honey. On sunny days in summer and late spring objects placed under linden and some other trees soon become covered with drops of a sweet viscous liquid known as honey dew. It exudes from the general surface of young and even full grown leaves. Honey dew may be produced on extremely hot days, and it is abundant in dry seasons, when it forms a valuable supply for the bees, although it yields an inferior honey owing to the presence of gum. Some of the trees and shrubs which frequently produce honey dew are the oak, ash, linden, maple, poplar, birch, hazel, blackberry and barberry. Usually the honey dew is produced through the agency of plant lice, which extract the sweet sap of leaves and digest only a small portion of it. But Gaston Bonnier has demonstrated the possibility of its production without the insects. He placed a cut branch in a moist atmosphere and immersed its end in water. In a short time many fine drops of sweet liquid appeared on the under surface of the leaves.

It Wasn't His Clothes.

In the early years of his ministry Bishop Bascomb of the Southern Methodist church was severely handicapped by the fact that he was handsome and graceful. He was considered "too much of a dandy," and for a long time was sent on mountain circuits to bring him down to the level of old fashioned Methodism.

As a last resort, when he continued to appear "dandified," one of his mountain members persuaded the minister to wear a suit of homespun that he might be more in harmony with his listeners. The next morning he went early to service to see the success of his scheme.

When Mr. Bascomb appeared, as trig in homespun as he had been in broadcloth, the mountaineer's grin was intense.

"Well, I declare!" he exclaimed. "Go it your own way, Brother Bascomb. I give it up. It ain't your clothes that's so pretty, it's jist you."

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

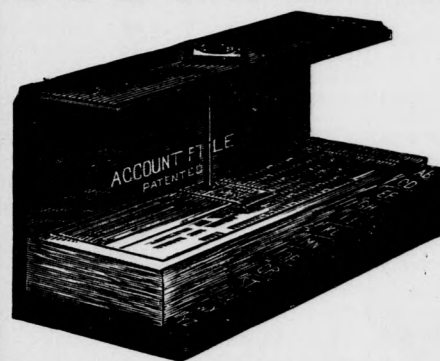
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A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts,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

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TRADESMAN COMPANY, Grand Rapids

THE LOST ARTS.

Relation To the Boasting World of To-day.

Modern civilized man is clever, of course. But so were others before him.

Whether it is bone collar studs or milk bottles, safety pins or magnifying glasses, rubber stamps, sun signals, or bacilli, orchestras or chess, somebody knew about them, somebody had used them hundreds or thousands or hundreds of thousands of years ago, as the case may be. But always before they were rediscovered, remade and reused in the bouncing, big, boasting world of to-day.

It was ancient Egypt that had bone collar studs and babies' milk bottles. It was the Moors that had rubber stamps and sun signals as they are used to-day in the British armies. It was Pompeii that had safety pins; it was Nineveh that had magnifying glasses; it was India that had knowledge of the bacilli; it was Timbuctoo that had orchestras and chess, as well as fine libraries and surgeons that operated upon at least one European for a successful disposition of catarract in the year 1618.

Were words ever wiser than "there is nothing new under the sun?" Either nothing is new or everything is new. Every day is a fresh beginning. Every day is the world made new. Every day means new made hope, new made life, new discovery, new achievement. Things may be old to Egypt and Nineveh, but they are new to America, to England, to the twentieth century, to every one that lives until he has discovered them, until he has achieved them.

Perhaps we got the idea of our suspension bridge of steel and iron from the bamboo suspension bridges which orientals have been accustomed to build for centuries. We have historical memoranda of a suspension bridge built across the Imjin River in Corea in the year 1592. At that time there was a war in progress between the Chinese and Koreans on one side and the Japanese on the other. The Japanese were defeated and withdrew across the river. Then the Koreans built the suspension bridge out of great cables twisted from a native vine called chik, so as to enable the Chinese soldiers to follow. The bridge was 150 yards long, but so well built that an army of 120,000 men crossed over safely.

The Dyaks built an amazing suspension bridge out of bamboo. The natives of New Guinea are experts in suspension bridge building, although they are reputed in the wise Western world to be degraded savages. When Pizarro marched through Peru he found terrific mountain gorges spanned by stout suspension bridges made of twisted lianas and capable of sustaining great weight.

No science is more modern than medicine; at least, not among civilized races. Only comparatively recently have we been willing to relinquish the horrible practices of the middle ages. But the savages of two and three centuries ago understood inoculation for fevers. There are instances recorded of Europeans having been cured by this process when all white

men's medicines failed utterly of their object.

The Indian peimans or medicine men of South America understand and use curative herbs, vervain, hen-weed and many others, and have cured fevers by the aid of medicine of their own composition. The people living along the borders of the Gulf of Mexico are proof against serpents' bites. Their immunity was brought by inoculation with a mixture of snake venom and the juice of the mano del sapo or "toad's hand."

The Gallas of British East Africa are believed to have employed vaccination to secure immunity from smallpox long before Jenner's discovery among the civilized folks. They inoculated in the nose. In days when an unfortunate patient was packed tight in a hot bed in a stuffy room secluded from every breath of fresh air the Zulus carried their wounded to high mountains, well aware that pure hill top air is the best of nature's antiseptics.

Nearly all our carpenters' tools come from the savages. The sources of the knife and hammer are lost in the dimmest distances and have been found in one form or another in the possession of even the lowest savage tribes. But aboriginal races are responsible for far more complicated implements than these, the cross cut saw, for example. More than one tribe has evolved a saw.

The Polynesian Islanders made an ingenious and fairly useful instrument by inserting sharks' teeth into a handle of wood. Other savages use a thin strip of wood or bone in connection with moistened sand and thus are enabled to cut through stone or other hard substances. Many dark skinned tribes were found to have drills. The shaft usually is of wood, the point of intensely hard stone such as jade. By means of drills the Samoan natives can bore holes in the shanks of their beautifully fashioned pearl shell hooks.

Tools of one sort and another were evolved simultaneously, it appears, in different parts of the world. So we can not say that we got our carpenters' tools from savagedom direct. But they, nevertheless, are on a par with us with many of their common inventions. The Eskimos are a little people whose life has meant a long and hard strife against the bitter cold and wild storms of the Arctic climate. And they have developed marvelous ingenuity. The sledge was known in Europe before the Europeans found the Eskimos, but it was not known in the handsome form that travelers see in Greenland. The proof is that the white inhabitants of Canada and the Northwest, as well as all Arctic and Antarctic explorers, have adopted the Eskimo sled, and in Alaska and elsewhere employ dogs to pull them, with harness of the Eskimo pattern.

Snowshoes of every sort come direct from savages. The long Norwegian skis probably creations of the Lapps. The Canadian snowshoe has a frame of tough wood supporting a web of rawhide. This practically is identical with the shoe the first settlers found the Indians wearing. And

it is like the shoes of the modern Eskimos.

Whence came our motorcar goggles? Are they the lineal descendants of the Eskimo snow spectacles? The Eskimos, protect their eyes from the glare by little cups of wood with narrow slits cut across the bottom and inverted across the eyes.

Are potted meats the descendants of the Indians' pemmican? The early fur traders of the Northwest found pemmican in universal use as a winter food among the Indian tribes. They introduced it into the British navy for the purpose of supplying Arctic expeditions with a portable, easily preserved and nutritious food. There seems no doubt that this savage concoction is the forerunner of all tinned foods.



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Sago comes direct from the natives of Ceram. They have had it centuries longer than the civilized people and eat 15,000 tons of it every year. Maize is one of the most important cereals. Yet in spite of its common name, Indian corn, perhaps we forget that we owe our corn concoctions and delights to the uncivilized New World. It was there, too, that we got the yam, or sweet potato. The world at large would not miss the disappearance of the Irish potato nearly so much as they would the passing of the yam. Yet the yam is a genuine savage food.

Perhaps our boats do not come from the savages, but the Pacific savages have a boat that will beat the American five masted schooner and the Australian clipper. It is the flying proa. This marvelous little boat can outsail not only anything else that moves by wind power, but also can beat most steamers. Twenty knots an hour is the speed with which most of them are credited. We have borrowed from native races the idea of the double hull. One of the most popular sorts of river craft is the canoe. This is a purely savage invention, a red Indian patent which civilization can not improve. There is no other craft which weighs so little and still carries so large a cargo, is propelled so easily, is so elastic and so seaworthy as the tree birch bark canoe of the North American Indian.

The paddle is the usual implement the savages use for propelling their boats. But the oar is not a civilized tool. For centuries unnumbered the Eskimo has moved his umiak, or heavy boat, by means of genuine oars. His rowlocks are ingenious contrivances of loops of rawhide linked together.

Even some of our finest fashions come from the lowly savages. The finest, coolest and most costly head coverings in the world were invented and are to-day made by little brown men. They come from Ecuador and they are mysteriously called Panama hats. M. Jean de Reszke is credited with having paid about \$500 for one of these noble head gear, while King Edward is said to have given about \$400 for his in the summer of 1902. The fiber for these hats is got from a grass which grows in Ecuador and also from palm leaves. It takes a lifetime of training to become an adept in the weavings of a Panama; perhaps none but a native would have the requisite patience needed to split the fiber to the thinness of sewing cotton and to spend weeks, even months, in the delicate plaiting. In making the finer kinds of hats the weaving has to be done under water so as to prevent the fiber from becoming too brittle for use. No product of machinery can vie with these specimens of semi-savage handiwork. The perfect Panama is light as a feather, can be folded up like a silk handkerchief and even if run over by a loaded van can be straightened out, washed, and then looks like new.

The Zuni Indians of New Mexico deserve to rank among the world's best handicraftsmen. Their blankets are so beautifully woven that some

of the best of these hand-woven tissues actually are almost as waterproof as oilskin. No other fabric known is at once so light and so warm. The patterns are geometrically precise and the dyes they use are their own. Some of our most handsome of modern dyes come from savagery. The cochineal, for example, was cultivated in Mexico long before the Spaniards found it in Mexico. Ada May Krecker.

Balloons for War in France.

Soldiers of the air are in training in Paris. The French airship La Patrie in a two hours' flight a few weeks ago carried out a number of interesting experiments in connection with the use of guide ropes and coming to the earth at a given spot in the shortest possible time. The ship once came down to within three feet of the earth and then rapidly rose to 300 feet. It was brought to earth from that height in fifteen minutes. Only those who have been directly engaged in the operations leading up to these brilliant aeronautical feats are aware of the qualities of patience and intelligence required to maneuver this military balloon. The French military experts are alive to this notable fact and are losing no time in training men for the task of air navigation in the new conditions. Patrie has been definitely adopted as an engine of war by the French war office, and is to be stationed at the frontier fortress of Verdun, opposite Metz. An immense shed is to shelter it there in a suburb of the town. It is the first of a fleet of air warships to be constructed on the same model by the French government. The Germans are vigilant and admit that the French have a five years' start in war balloons. Even should Germany solve the technical problems within a reasonable time she will be handicapped for want of knowledge in utilizing the new marvelous engine of defense.

The Atom a Whorl of Electricity.

The whole atom squirms with electricity, proclaims Sir Oliver Lodge in the battle royal waged between chemists and electricians. And when the electricity escapes, as in radium, the atom at a certain point will change into something else. There is a scientific party which has come to believe that there is no such thing as matter; that matter is a shape assumed by electricity; that an atom is not a permanent thing, but a sphere encompassing little units of electricity now called electrons. Helium first was discovered in the sun by the spectroscope. Thanks to this hint from the sun, the Hon. R. J. Strutt and others discovered quite recently that helium is an emanation given off by radium and two other substances. That is said to prove what the old alchemists believed—that a change of matter into another form is possible. Sir William Ramsay made a sensation which it is almost impossible to exaggerate at the British Association when he announced the results of his recent experiments with radium emanations. Experiments are now in progress with gold and other substances and may furnish proof of Sir William's belief in the transmutation of elements and of the theory of decomposition.

Letters That Pull.

Here is some good advice given by Sherwin Cody, the authority on letter writing:

Letter writing is a distinct art, built principally on applied psychology. A good letter makes a sharp impression at the right place and at the right time. A bad letter lessens the impression that may have been created by a first and stronger one. Two weak letters following one strong one will make no impression whatever.

This is what Mr. Cody says:

"Write a long letter to

"A farmer,

"A woman,

"A customer who has asked a question,

"A customer who is angry and needs quieting down and will be made only more angry if you seem to slight him,

"A man who is interested but must be convinced before he will buy your goods.

"Write short letters to

"A business man,

"An indifferent man upon whom you want to make a sharp impression,

"A person who has written you about a trivial matter for which he cares little,

"A person who only needs the slightest reminder of something he has forgotten or of something he may have overlooked."—Business Monthly Magazine.

The poorest way to make an impression is to give up to depression.

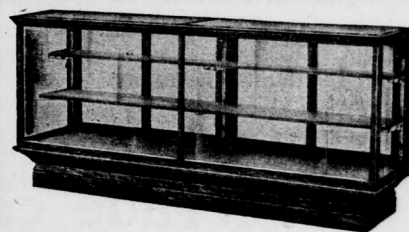


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FIELD'S SUCCESSOR

Trained by Master To Succeed in the Management.

When John Graves Shedd forty years ago last spring slipped in the treacherous snow of a New Hampshire sugar grove and pitched to the bottom of a little gully with his "yoke" and two pails of maple sap, the contents of one of the pails largely were in one of his top boots.

"Where are you going?" shrieked an elder brother through spasms of laughter at the accident.

"Going to find something better than farming," retorted John Graves, fuming. It was more than an idle threat, too, for within the year the 16 year old boy was "clerking" in the store of Solomon Sanders at Bellows Falls, Vt., feeling that he had struck the pace and the direction in which he was to reach that end for which he seemed to have been born.

To-day if John G. Shedd, head of the great corporation of Marshall Field & Co., were called upon for a terse sentence expressive of him in some hall of fame of business he would ask no more than the inscription, "John G. Shedd, merchant."

For John G. Shedd has discovered that between the old, "smelly" grocery store in which he first wrapped up codfish and ten-penny nails in the same package and the modern business outlook from the pinnacle of a worldwide establishment in wholesale and retail merchandising there is opportunity for idealism which may prevent the merchant from starving his nature at a pyramid of dollars.

For example, Shedd twenty years ago brought the Saturday half holiday to the wholesale establishments of Chicago against the opposition of coworkers within his house and the stubborn opposition of other establishments in competition. Marshall Field himself was apathetic. Heads of departments within the organization cried out at the impossibility of doing the work of the house in five and one-half days a week. But the wholesale establishments everywhere to-day close for Saturday afternoon, not only as a matter of course but as a matter of good business.

"It may be bad and demoralizing for some men," admitted Shedd, "but the idea is for the benefit of the faithful, conscientious worker. Shall we deny him the benefit because of the unfit?" And the Shedd half holiday came and stayed and spread.

Some of the old, close friends of John G. Shedd will tell you that he has buried his identity in the great house of Field. It was natural, perhaps. Shedd went into it almost thirty-five years ago, as a young man of 22, looking for a job. The firm was Field, Leiter & Co., but the figurative house was Field. It was Field who hired all help. It was Field to whom Shedd went and it was Field who gave him a place.

Young Shedd at the time had received four or five years' training in the small town of Bellows Falls in Vermont, in his native town of Alstead, N. H., and in Rutland, Vt. In July, 1872, he decided to visit a sister in Illinois, intending to make application for a position at Field's whole-

sale house. In Chicago he visited the store, prospecting, and decided to cast his lot with the house if Field wanted him.

On this point Field wasn't overenthusiastic. He hadn't a place, he thought. What could young Shedd do? What had he done? Did he think he was a competent salesman? In answer Shedd replied that he believed he could sell goods. He knew that he had sold goods—everything from molasses to silks. He thought he was a salesman—yes. When Shedd had told where and how long and how successfully he had worked, Field took interest at once.

"Do you want to go to work in the morning?" he asked.

Shedd didn't. He was going to visit that sister. And he did—which may have pleased Field, as showing determination and fixity of purpose in a young man of slight build and wholly unimposing presence. So it was on Aug. 7, 1872, that young Shedd went on the pay roll of the house of Field, Leiter & Co. It was a little later when Shedd met the other partner in the business—and received a shock.

It was an auspicious day in the life of this young Chicago salesman when a gentlemanly buyer from the West came into the house and Shedd was assigned to make the sales. The gentlemanly buyer from the West bought and bought and bought, and Shedd's spirits rose to the roof.

"I'd like to have those goods shipped to me by express just as soon as possible," said the man from the West.

Shedd was told to take the gentleman up to Mr. Leiter, who was the credit authority. Shedd stepped with alacrity. His introduction of the gentleman from the West was in his best vein. Leiter looked up and asked for a repetition of the name.

"Ah-h-h! you are the same Jones who failed out there a year or so

ago, aren't you?" questioned Leiter, scowling a little.

It was the same Jones, the customer seemed both surprised and sorry to say.

"Well, sir," and Leiter's voice rose, "we don't want your trade on credit, and we don't want it for cash. Your money is not good in this house, and it never will be."

And both the gentleman from the West and the new clerk from Rutland, Vt., made exits, the new clerk feeling just a little shocked at the summary dismissal of his customer and not a little disappointed at the result of his first big sale.

This was young Shedd's first lesson in the science of credits. It had been a hard school in short session, but it was the beginning of an education which in thirty-five years was to leave him at the head of a great wholesale and retail business of world wide magnitude, the retail house alone having its 200 sales divisions and covering forty acres of floor space. In these wholesale and retail establishments Shedd, as merchant, is reflected. So minute are these house records of purchases and sales that, turning back to any month in years, the management might have at hand the number of buttons or the number of spools of thread bought and sold within that particular thirty days.

The purpose of this? you might ask. Shedd made it plain to the Cook county assessors two or three years ago when he made returns on the "money in bank April 1," as required by statute. Shedd's schedule of these moneys showed a little more than \$4,000 to the credit of the house.

"What do you mean by sending us such a schedule as this?" was the demand of the assessors.

As a first answer Shedd produced the bank book of the firm and showed the average balances for weeks and months. In explanation of that an-

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HAND SAPOLIO

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

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

swer he gave an insight into what merchandising is on a large scale.

"We don't buy on credit, therefore we have no use for money in bank," he said. "We can not afford a stagnation of merchandise anywhere in the business. For this reason we have a line on the movement of goods in every department. A stream of goods must come in to meet the demands; a stream of goods must go out in the hands of customers. We survey and sound these streams flowing in and flowing out, measuring the current. Just enough money to keep these streams flowing is sufficient; we deposit money merely to check it out again."

In some of these details—reflecting the character and business instincts of John G. Shedd in the great house which carries another name—one may see reasons for the statement which Marshall Field made before the Finance Committee of the Senate when the Dingley tariff bill was under consideration. Senator Allison had sent for Field, asking that he appear before that Committee. Field went and, after he had gone, wrote to Shedd for some information on the subject. With Shedd's letter Field stood up at a session of the Committee announcing:

"I am holding in my hand here a letter from a man I believe to be the best merchant in the United States."

There were smiles and incredulous whispers in the Committee. That Field himself was the great merchant of the country was in their minds. But ten years later, when the Field establishment was incorporated, the fact that John G. Shedd was made Vice-President of the organization showed that Field had made no idle speech. It meant the selection of Mr. Shedd as the logical successor to Marshall Field as head of the corporation, and a few years later, when Field died, the quiet manner in which John G. Shedd assumed the chair and office of the recognized great head of the business spoke also for the modest confidence and self-control of the man assuming the duties in chief of the greatest mercantile establishment in the world.

How little effect the death of Marshall Field has shown to the world in the progress and plans and the ends of that business attests in greatest degree the confidence of Field in the mercantile genius of this man Shedd. And how easily master of the business Shedd was may be read in the personality and physique of this slight man as he appears to-day among his fellows.

To the average reader it will come as a piece of news that John G. Shedd is more than a millionaire. A dozen men by no means approaching his wealth long have had that notoriety. How little Shedd has regarded the fact of his millions, however, is well illustrated in a little story told me by one of his friends:

"About two years ago some one who ought to have known spoke to me of John G. Shedd as one of Chicago's millionaires. 'What, Shedd?' I replied, with the idea of correcting him, but he wouldn't be corrected. I told him he was wrong, however, and when I saw Shedd again I told him of the incident, knowing if

it were not so Shedd would correct it in a moment. But he shrugged his shoulders and smiled. As an old friend I pressed the question, and kept pressing it until finally he reddened and squirmed a little and told me it was not any of my business—that he would not tell me if he had a hundred million; what did it matter, anyhow? That's Shedd."

Shedd, to me, didn't deny that he was a millionaire. He said he'd be lying if he didn't acknowledge it. "But, after all," he said, "no pleasure measurable by money ever has come to me as keenly as when, in my early business career, I rounded out my first \$100,000." When he had gone into business it was with the idea of making a success. Fortune must accompany it, and fortune for the young man from New Hampshire meant just \$100,000. But, when the \$100,000 had been accumulated success in mercantile pursuits meant far more than the dreams of the young salesman who had come from the New Hampshire hills.

"To-day," said Mr. Shedd, "millions that have been acquired in the pursuit of a legitimate business on honest lines mean to the honest man little more than the measure of his success."

In such a business naturally the young man must make a start somewhere. I asked Mr. Shedd for his first inspiration and the first move in the direction of becoming a millionaire. As I asked the question a copy of the Chicago Tribune lay on his desk with the Tribune's "Do You Need \$5? If So, Why?" almost under the millionaire's eye. And just beyond him, within view was a crystal brick paperweight on the bottom of which was pasted a colored snow scene in a New England woods entitled, "Drawing the Sap."

"Marriage to a good wife and a

chance table of figures coming to my eye proving that I couldn't afford to smoke on a salary of \$10 a week had more to do with my accumulating wealth than all else in life," he said in reply to the question. "A good wife is an inspiration, always; that I couldn't afford to spend money on cigars as presented by that one table of figures started me to saving portions of my income so that when I had the opportunity finally to buy into the house of Marshall Field & Co. I had the money to buy."

It was in this Chicago house that Mr. Shedd had his opportunity for developing the merchant that he considers nature fashioned him for.

"What is a merchant?" I asked him, and he prefaced the definition of a merchant by describing the methods and ways of the man who isn't a merchant in even the smaller ranks of business. In those days when the small merchants in the cities were making their fight against the great retail houses in central portions of these cities, Shedd was one of the buffers of these complainants. He asked them merely to look around them and then go back to the slipshod methods of their dark, unattractive displays and ask themselves if the neighborhood store was deserving of the patronage for which they were clamoring as a right.

"Merchandising is in the forefront of business," is the opinion of this merchant. "If you please, I would place modern merchandising in the lead of commercial progress, with the banker in second place and the master of transportation third. And when the three are grouped I will say that the merchant knows more of banking and of transportation than both banker and transportation man know of merchandising."

"In its broadest sense the merchant to-day is the pathfinder in art. Allow

that the artist produces art, it is the merchant who exploits it, taking the initiative and taking the risks. To meet the necessities of the people is the first demand upon the merchant: to lead in the demands for the artistic is the second and no less important office. To-day the modern great merchandising house is an exposition that is international in its scope, and art and business success go hand in hand."

Behind and underneath this, however, Mr. Shedd insists that no merchant ever is equipped for merchandising along modern lines unless he has gone through the fundamental drudgery of the business. Here Mr. Shedd wonders at the modern college man.

"Do you realize to-day that there are men who have specialized in the merchandising and organization of great mercantile businesses who draw salaries greater than the bank presidents of the cities? The opportunities in merchandising never were as great as they are now for the man who will train for them steadily and honestly."

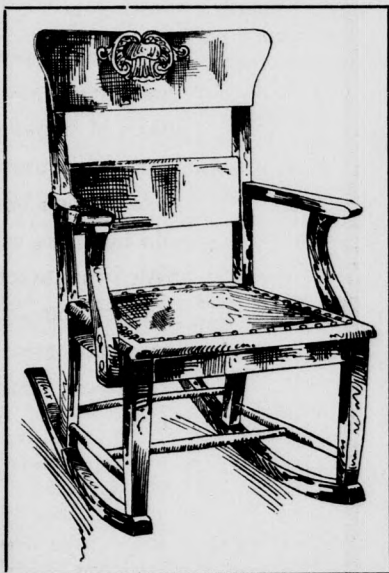
"But it has been a surprising study for me to observe the college man who comes here for a place. I meet the type which would not hesitate for a minute to assume my desk, but when it is suggested to one of them that, through a course of training which was denied me and which I regretted always, the young man is ready to take hold of the business at the bottom and move up to higher places, he throws up his hands."

But some of the ways of men who are not college trained have tried the patience of this man who grew up with a house through a generation. There is a story illustrative of Shedd, the business man, dealing with a man who began at the bottom, as Shedd did, and refusing to line up for the

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top place. Things were not moving as they should. He was impatient. He confided in Shedd and Shedd told him to wait. The man waited awhile, then grew impatient again. Would Shedd look over a statement which he had prepared? The merchant agreed to do so and made the appointment. Shedd looked it over and passed it back instantly. "But you haven't read it," protested the man.

"I'm not going to read it, either," was the reply. "You have signed it, and mean to submit it."

"Certainly; that is an ultimatum."

"Then I decline to read further," and Shedd turned to his work. The result? The man found another position in the business world.

"That is Shedd, too," said the old friend who told me the story. "I know a good many business men of Chicago, but of them all I know no other man who can go as quickly and as deeply to the heart of things, hitting the bull's eye with more certainty, than John G. Shedd."

You wouldn't think it at a casual glance. At the great mahogany table in the great room on the ninth floor of the great State street establishment of which Shedd is the chief the stranger who is ushered in sees a little man in an office chair, who glances up with a pair of brown eyes under a head of iron gray hair parted almost in the middle. It is a cheerful countenance always. Its one feature distinct from all others is the strong nose. The gray mustache is not conspicuous. The chin suggests anything but marked strength of character. The average visitor to the great house, asked to choose the head of it from a group of a hundred other men selected from it, might make half a hundred guesses and still miss the right one. There are men in the house at \$100 a month who outdress him. Scores of them have a more important "front," to use the language of the street.

But the caller who meets John G. Shedd at home in his office somehow will determine in an instant that he is not addressing the office man in spite of the fact that not a word or look or move of the man can be fixed upon as the index to the personage.

"Do you know one of the foibles of Shedd?" asked a friend of his. "He gets embarrassed and annoyed often that he is so 'kiddish' in his manner and appearance. He says it's a weakness of his that he can not forget that he isn't a boy any more. Sometimes, thinking over a meeting with some one or more people where dignity might be expected of him and where he feels that he has not put it on, he gets angry with himself."

Years ago the writer had occasion to see John G. Shedd and was taken by an office boy up to one of the floors of the wholesale house at Fifth avenue and Adams street. In a great avenue of merchandise I found Shedd, affable, cheerful, nervous, as he always is by temperament. Long ago I forgot the mission on which I went, but to-day the name of Shedd recalls to me always the little man who stood there, chatting—his hands deep in his trousers pockets—speaking rapidly, with an occasional

little jerky syllable of hesitation between his words.

It is no wonder to me—recalling the figure, carriage and intonation of Marshall Field—that John G. Shedd's personality buried itself in that great house. It will be less wonder to the reader when it is known that of the admirers of Marshall Field in business capacity none ever was more sincere than Shedd—when it is known that between Field and Shedd the closest of business and personal confidence existed for years.

"Mr. Field was bigger than a merchant," is the Shedd analysis of the man. "He organized merchants to do his merchandising, and had his time largely for other and larger ventures."

It is insight into this man Shedd as both man and merchant when his friends tell you that they themselves have chafed at Shedd's "burying" himself in a business of another name than his own. Shedd is not the man, personally, to be vain of credits which he knows he has earned. And as a business man, trained in a one man house, he had his business reasons for not asking for firm name recognition at a time when he was one of the large owners of stock in the corporation.

"But after all Field knew Shedd," is the consolation of these friends. "Shedd was organizer and knew the organization. Field is dead and the Field plans are carried out—the Field business is growing and Shedd is not breaking down under 'the pressure.' Perhaps Shedd was right after all." chant in this great house Mr. Shedd speaks loyally of the memory of Henry J. Willing, who was friend, adviser and counselor always. The young man needs the star of a personality for guidance of his ambitions, and Willing was that star in the early making of John G. Shedd, merchant.

As head of a vast mercantile business Mr. Shedd is a master of details. Here lies the necessity for the merchant's knowing the underlying foundations of merchandising, for the problems are very sure to arise. Thus comes the Shedd necessity to leave business behind him when he leaves his desk. That he succeeds in this is shown in his virility and activity of mind and body. His is the simple life by choice.

Mrs. Shedd was Mary R. Porter, of Walpole, N. H., to whom he was married May 13, 1878. The two children are Laura A. and Helen M. Shedd, graduates of Smith College. The home is the Gothic residence at 4515 Drexel boulevard, a pile which has the admiration of the student of architecture and inside which the merchant finds all that home should mean. There are no summer and winter residences, for Shedd is a Chicago man.

"Too many men have made fortunes in Chicago and while making them have left the city to grow as it would," he says. "If some of these had found a little time for audience with men who had the welfare of the future city in mind and heart fewer would have found fancied need to take up residence in more beautiful and more ripened environments."

It will be remembered that Mr. Shedd had his full part in the build-

ing of the new county court house, now almost complete. President Brundage of the County Board chose Mr. Shedd as chairman of a committee to investigate the old building and pass upon whether to repair the old rookery or to replace it with a new structure. The committee reported that repairs were out of the question.

When the plans for a new building had been submitted Shedd headed another citizens' committee whose other members were Prof. William Ware, of Boston; David B. Jones, William McLaren and John M. Ewen. Thirteen sets of plans submitted anonymously were passed upon, with the result that the outside plans of one firm and the inside plans of another were adopted by the Shedd jury and accepted by the County Board.

Of the Shedd charities a friend says that only Shedd's friends may guess at them—that frequently the beneficiaries themselves do not know the hand of the giver.

In his native town of Alstead, N. H., the Shedd plans for a library are in process. He feels that he owes it some mark of his consideration and the library building will express it.

In a dozen Chicago clubs the man may find the good fellowship of friends and acquaintances. Pleasant acquaintances are many; friends in the full sense of the term are few comparatively; enemies are hard to find.

"I don't believe he has any enemies," says one of his oldest friends, "but he ought to have—I wish he had made just a few!" Hollis W. Field.

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Corner Ionia and Fulton Sts.

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

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"Fun for all—All the Year."

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

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

Wabash Farm Wagon—a real farm wagon on a small scale, with end boards, reach and fifth wheel and necessary braces—strongly built, oak gear. Wabash wheels; front, 11 in. in diameter—back wheels 15 inches. Box 34x16x5½ inches.

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are used to place your business on a cash basis and do away with the details of bookkeeping. We can refer you to thousands of merchants who use coupon books and would never do business without them again.

We manufacture four kinds of coupon books, selling them all at the same price. We will cheerfully send you samples and full information.



Tradesman Company

Grand Rapids, Mich.

Worry Is Sure Death To Success.

Worry saps nervous energy and robs the body of the strength necessary for the real work of life. It is wholly bad, for it never counteracts with the slightest good any of the evil it accomplishes. Never has it been known to benefit, but always, on the contrary, to injure. It is an insidious enemy which works even while we sleep in the land of dreams, twisting and distorting the beautiful visions of that land into horrible, hideous, grinning things, the memories of which haunt us in our waking hours. It fags the brain, wrinkles the brow, dulls the eyes, withers the cheek, enfeebles the hands, enervates the arms, palsies the limbs and places the crown of age on the brow of youth. With one hand it points the way to the lunatic asylum and with the other beckons onward to the suicide's grave. It is the inflexible, implacable enemy of success, which ever succumbs to its onslaught and which it buries in the dust of despair never to rise again.

Poise is necessary for the well-being of man. It develops and at the same time controls and keeps the lever of mental equilibrium so adjusted in its proper place that the balance wheel will not get out of running gear to the wrong side.

The man who worries never is self-centered, never balanced, never at his best. Mental anxiety takes away vitality and push and leaves lassitude and languor behind. It deprives manhood of virility, whereas the self-poisoned man has confidence in himself to dare and do; he never wobbles or staggers from side to side, but pushes right ahead in a straight course, keeping his destiny ever in view.

They who believe in themselves, who are conscious of their own force of character, of brain, and of body, touch the wire of infinite power and can accomplish what would be impossible to those who lack the vital energy which waits on self-concentration and knows not worry. There is enough of this vital energy wasted in useless, harmful worry to run all the affairs of the world.

Troubles, sorrows, misfortunes and gloomy forebodings come home to roost; they love a dark perch, and this they can find readily in the brain that is given to worry. Loathsome creatures, such as toads, lizards, beetles and vipers, love dark cellars and avoid the sunlight; let in the health giving, disease destroying, bright and beautiful rays and they scamper to their holes, there to remain in the darkness until the light is gone. Let in the rays of light, of hope, of trust, of confidence to your brain and they will dispel the ill omened ghoul of worry which have taken up their abode there; they will lighten it and brighten it, giving birth to harmonious, healthy thoughts which shall invigorate both mind and body, and clear the way of every obstacle which lies in the path of success. Bright, hopeful thoughts, belief in one's ability to succeed, will insure success.

Complain of your luck and you will poison the atmosphere of your surroundings by pictures of failure which you create in your mind. You can not plant nightshades and grow roses—like produces like. Sour seed

sown will produce its own peculiar crop, but good seed planted always gives a ripe fruition and an abundant harvest.

We often anticipate disasters that never come. Worry breeds fearsome things, but they only exist in the abstract and never can materialize tangibly unless courted into life by discontent, despondency, and despair. Then the disasters that are dreaded come, because worry and anxiety have so enfeebled the powers of the mind, so lowered the forces of resistance, that their victims fall to earth when they might easily have conquered their foes.

Entertain no thought of defeat, marshal your forces, put them in charge of those three invincible officers, "I will," "I can" and "I must," and you need not fear but you will win a glorious victory and plant your standard on the sun kissed heights of success.

Put all your past failures behind you, forget them, let the dead past bury its dead, don't cry over spilt milk, the water that is past never will turn the mill, yesterday's flowers never will bloom again, last year's apples are Dead Sea fruit, the spoken word can not be recalled, and the hour glass of time when its sands are run never can be refilled. The past is behind, the future ahead. Forget the one, look with hope to the other.

It is as important to learn to let go as it is to hold on. Let go what can not help you, cling to that which can. You can make the future bright and happy if you will. It lies with yourself to do so. Think success, read success, believe in success and success surely will be yours. All the great men and women who have accomplished mighty deeds and benefited the world have been firm believers in themselves. In their lexicon was not found the word "fail," because they eliminated it and kept ever in sight the shining goal of success, which they reached by faith and hope, diligence and perseverance, and, above all, confidence in their own powers. Emulate them and you will succeed.

Madison C. Peters.

Taking Down a Duke.

Before the success of his comedies Oscar Wilde found it rather difficult to earn a living. In spite of his poverty, however, he always maintained his self-esteem, and his wit was often directed against persons who assumed undue superiority. On one occasion this disdainful wit of his cost Wilde a lucrative position:

A very noble Duke required a tutor for his two sons and Wilde was recommended. He called, the Duke examined him, and seemed favorably impressed.

But he was a very great Duke, with a very high opinion of himself, and his manner grated on Wilde.

The last question he asked the young man was:

"And would you—ah—would you expect to eat with the family?"

"That," Wilde answered, "would depend altogether on how the family behaved at meals."

You may know the greatness of any man by the way he treats a child.

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

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PAPER BAGS, CORDAGE AND WOODEN WARE

20 Pearl St.

Grand Rapids, Mich.

AGENTS FOR MUNISING FIBRE PAPERS

Coleman's High Class Flavors

Pure Vanilla, and Lemon, Terpeneless

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

ORIGINATORS OF TERPENELESS EXTRACTS

Jennings' Extracts

There are flavoring extracts and flavoring extracts; some are good, some are bad; some are not very good nor very bad.

The problem that confronts every grocer is to pick out the best one so when he recommends it to his customers he will know there is no come-back.

Jennings' Extracts are the kind you can recommend. They are pure, well flavored, strong. There is no make-believe about them, no adulteration; they are all right and their reputation for 25 years makes them easy to sell.

If you have not been handling them why not begin now?

Jennings Flavoring Extract Co.

C. W. Jennings, Mgr.

Grand Rapids, Mich.

ESTABLISHED 1872



Lady Vernon

Comes to Town

PUTNAM FACTORY, National Candy Co.

Grand Rapids, Mich.

UNIVERSAL GENIUS.

The Impracticable Man Who Invents Things.

Polite persons who know Prof. Adams Longbotz refer to him as being a visionary and impracticable man and impolite persons speak of him as "dippy." Notwithstanding these disparagements Prof. Longbotz is one of the great inventive minds of the age, and much of the lack of respect with which he is regarded is due to nothing more than the admitted fact that he can not make money out of his inventions.

The professor's financial affairs are in the hands of a conservator. When Longbotz, at the age of 18, blew himself into a hospital by trying to invent an engine which would operate by the explosive force of gasoline, his wise father, having surveyed the pride and hope of his house all wrapped up in bandages and smelling of various hospital smells, went home and rewrote his will.

Prof. Longbotz now is beyond the worry of worldly cares, and, inasmuch as the conservator allows him a comfortable monthly sum for experiments, the negative financial quality of his inventions bothers him not.

Invariably some one gets his ideas and coins them into currency, but the Professor never sees the glitter of any money which is not paid him by his conservator. Longbotz was the inventor of the simple life, but never was given credit for it.

It was his idea that the simple life would be attained by the elimination of individual worries by means of some central agency which would do for a thousand families those things which each under ordinary conditions does for itself.

He had a blue print which showed 1,000 families leading the simplest of simple lives. A central station supplied all their homes with heat, hot water and light. It also cooked their meals and shipped them, via pneumatic tubes, steaming hot to their tables. The dishes traveled back through the tubes for washing, and if one of the colonists wanted individual dishes for his table they came back through the tube to be set up on the shelves.

Simple life janitors went about cutting grass in the summer and digging out sidewalks in the winter. Houses were cleaned by compressed air, and about all that was left for the simple life housekeeper was to make the beds and do a little dusting.

All this was on the blue print. Longbotz made a few models of his simple life apparatus, but he couldn't get his colony capitalized, and therefore dropped the whole matter to dabble a few months in flying machines. Houses now are heated by hot water from a central plant; are cleaned by compressed air; and mail and parcels are carried by pneumatic tubes. This shows how some of Longbotz's ideas worked out in other hands finally.

The difficulty with Longbotz always has been that he could not interest himself in single propositions. He expanded so rapidly that before he knew it he was stretched out over more territory than any one man can cover, and by the time his head was

befogged with the immensity of his ideas the whole business exploded and he started on something else.

Longbotz was not satisfied with trying to make aerial navigation possible. He had to try to devise a scheme for aerial agriculture, holding that it was not so important for men to discover a new way of getting about as it was for them to find more space for gardening.

This shows why impolite persons consider the Professor dippy. He invented a humane system of warfare which yet may be presented to The Hague. He would have the rules of chess applied strictly and exactly to war, holding that it would give the generals just as much entertainment as the present method, and might be enjoyable to the enlisted men.

He also invented a combination voting and adding machine which would permit the holding of a national election in ten minutes and the announcement of the vote in eleven. It was his scheme that every voter should have at the head of his bed an apparatus which would allow him to vote any ticket by pressing buttons and an alarm bell which would permit the election officials to awake him at a specified hour in the morning.

In the light of some of these achievements the Professor's latest inventions look like trivialities, but they are offered modestly as the products of the Professor's spring vacation. He was not working hard, merely desiring to do something which would occupy his mind and keep his wheels from tearing themselves to bits with their own unoccupied velocity of motion.

One of these is especially trivial. It is an experiment station for realistic novelists who desire to write fiction absolutely true to life and subject to all of life's infinite risks. This station Mr. Longbotz would divide into two departments, one for the use of conservative realists and the other for radicals.

For the conservatives he would provide merely a corps of actuaries, who would figure out the chances of a certain thing happening in a certain way and permit the novelist to regulate his plot accordingly. For the radicals he would provide elaborate apparatus designed to make practical tests.

If a hero engaged in a duel a mimic duel with automatons would be fought and the plot would have to stand the result. The possibilities of railroad accidents, elevator accidents, hotel fires, steamboat mishaps, fevers and general illness, and disasters in general by land and water would be ascertained by actual tests with Longbotz' mechanism. The hero would not receive any divine protection and the novelist would not operate as a superhuman agency. If his hero stepped into an open draw into the river there might be a policeman there to drag him out and there might not. If there were none there would be a short book.

Prof. Longbotz, while not pressing this idea as anything on which he cares to have his reputation rest, nevertheless sees in it the germ of really realistic literature and is will-

ing to contribute it for what it is worth.

The other invention he regards as more deserving of praise, although merely a trifle. It concerns the establishment of the Central Press Agent Association--operatives furnished at a moment's notice for any kind of work in any part of the world.

Prof. Longbotz has noticed the increasing need which many prominent persons have for press agents. They are not situated so as to require the continuous services of a publicist, but occasionally the demand for one becomes acute with them, and at such critical moments there is none.

Prof. Longbotz can imagine the President of the Consolidated Tomato Can Company, to whom a private secretary has broken the news that a reporter person awaits without. Be-



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

Alabastine

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

ing highly sympathetic, he appreciates the dilemma of the President as he weighs in his mind whether it would be better to refuse the reporter person admittance, and spend the rest of the day and night wondering what he was after, or admit him and find out.

The Professor can see that President as he sits there, running mentally over his past life, and wondering just which suppressed fact has cropped out. That man needs a press agent, as the Professor knows, and he can not lay his hand on one.

Now, under the Longbotz scheme, he would reach over to a button and press it. His number would be rung in the nearest agency of the Association. The President, being nervous, might be depended on to turn in a 4:11 call. An operative trained in suppression, amplification, condensation and hypnotism would grab up his kit of tools and depart.

Longbotz, if he worked his idea out fully, would transport the operative via pneumatic tube directly into the President's office. With him there the rest would be easy. If it were the President's desire that the operative should represent him as himself a few hurried moments would be devoted to makeup and then the reporter person would be ushered in, while the President concealed himself behind a screen and watched the press agent work.

The latter being entirely unconcerned personally would have this advantage at the start, and the fact that he knew nothing about the affairs of the Consolidated Tomato Can as a company or the affairs of the President as an individual would not operate against him, it being the intention to disclose no information on either subject, and the operative having none to give would be handsomely fixed not to give it.

Necessarily by profession he would be an adept in the art of general conversation and deft repartee. At the expiration of fifteen minutes the reporter person would be taking his departure, chock full of generalities which would yield possibly one grain of printable stuff to the ton when the reporter person came to assay it.

Longbotz also can see almost any prominent citizen disturbed in the quiet hour of the night by the announcement that a reporter person waits on the doorstep. He knows the prominent citizen needs help and the prominent citizen knows it, and there is no help.

Under the Longbotz scheme the prominent citizen would request that the reporter person be shown within while he himself sent in an alarm to the nearest agency and ordered in another bottle of wine to enjoy at his leisure.

At night operatives would conduct themselves as firemen do at the present time, and automobiles would be under full steam to convey the agent to the scene of trouble, which he would enter via the alley and the back door.

Aside from the purely negative or destructive side of the business the Professor sees constructive and positive benefits which would be conferred. Notices for the press could be handled with dispatch and neat-

ness, public speeches written and delivered, and in many ways the burdens of the important and the prominent lightened.

It is the Professor's idea that there would be more prominent persons if it were not so dangerous and irksome to be important, and he considers that his invention would contribute much to the uplifting of standards of life.

Some day when this invention is given practical shape it will be interesting to remember that Prof. Longbotz was its originator. This fact will be almost forgotten then.

Willis Steuben.

The Greater Need.

Allen Updegraff, Yale poet and ex-janitor of Upton Sinclair's Helicon Hall colony, was talking about his long tramping expedition to the Fiji Islands.

"Crossing the continent," said Mr. Updegraff, "I shall fraternize with the tramps I meet on the way. I find tramps interesting. In many things they are learned, and they are often intelligent and witty.

"I once had the acquaintance of a witty tramp in New Haven. He told me one day of a passage at arms he had just had with an old philanthropist.

"Stopping the old man, the tramp said piteously:

"Kind friend, will you give me the price of a loaf of bread? I have not tasted food for two days."

"The old man at once gave the tramp a nickel. Then he proceeded on his way. But at the next corner he saw the tramp come forth from a saloon wiping his lips on his coat sleeve, and he said indignantly:

"You are a pretty fellow! You told me you hadn't tasted food for two days, and when I give you a nickel you go and spend it on beer."

"But, boss," said the tramp, "I hadn't tasted beer for two days and a half."

Butcher's Queer Customer.

"Shall I cut the steak thick or thin?" asked the butcher.

"Well," replied the Boston youth, as he wiped his spectacles, "it is for a gentleman who is very thin physically, but extremely thick intellectually, so I would advise cutting it to a medium between the two extremes, and kindly remove the bone and leave a narrow binding of fat on the southeasterly side of the —"

Just here the butcher interrupted him: "Just write that on a piece of paper and come back in half an hour," and when the youth had gone he sighed:

"Some people ought to have an architect to draw plans of just the kind of steaks they want."

Find a Place for Him.

Manager—I can't do a thing with Smith, the new clerk. I've had him in three departments, and he sleeps all day long.

Proprietor—Put him at the pajama counter and fasten this card on him: "Our night clothes are of such a superior quality that even the assistant who sells them can not keep awake."

It's Yours For Nothing



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

When we say our Keith System will not cost you a dollar, we mean it. Let us explain.

Your clerks often neglect to charge goods going out of your store.

Your accounts are frequently mixed.

Your accounts are not always posted up-to-date, and customers can not settle at will.

Your clerks, if careless or dishonest, may lose or destroy charges without your knowledge.

With the Keith System:

You can not forget to make a charge—you are compelled to make the charge and complete the transaction at the time the goods are bought.

Your accounts can not become mixed, as there are no loose slips to contend with, but in their stead an Individual Book for every customer.

Your charges can not be manipulated without detection as the slips in each book are numbered consecutively in duplicate.

Your accounts are always posted up-to-the-minute, which insures you against bad bills from overtrading and night and Sunday posting of accounts, besides it inspires your customers with confidence in you and your sensible way of doing business.

In stopping these leaks our Keith costs you nothing and is a continual source of profit and satisfaction. Complete information upon request.

The Simple Account Salesbook Co.

Sole Manufacturers, also Manufacturers of Counter Pads for Store Use
Fremont, Ohio

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." * * * * *

ALWAYS SAFE TO BUY

DWINELL-WRIGHT CO.

Principal Coffee Roasters

BOSTON - - CHICAGO

CARELESS SENTENCES.

Advertiser Must Make Good on His Promises.

Written for the Tradesman.

"There is one thing about this advertising game," said the shoe man, "that keeps me guessing."

"Elucidate," said the clothier.

"Well, writing an advertisement is like making a promissory note: You have to make or lose your reputation."

"I don't know of many advertisers who keep faith with the public," said the commission man. "An advertisement, sons, is written for the purpose of acquiring the money in the hands of the general public. That is the end and aim of advertising."

"It is a poor way to acquire money, this starting in under false pretenses," said the shoe man. "A man who does that is never a persistent advertiser. It would do him little good to keep his matter before the public all the time, for the fraudulent character of his announcements would kill his business. People will stand for a humbug now and then, but they won't buck up against the same old fraud right along. You've got to make good when you advertise, and, more than that, you've got to be mighty careful in writing your advertising matter. Sometimes a careless sentence will make lots of trouble. Oh, it is no easy thing to write advertisements."

"The office boy writes mine," laughed the commission man.

"That is just what one would expect from a man who believes that an advertisement accomplishes its ultimate result when it sells the goods advertised," said the shoe man. "An advertisement ought to have a two-fold purpose: First, to call attention to a certain sale, or a certain grade of goods. Second, to attract the attention of the buying public to the business place of the advertiser. Now, when there is fraud in an advertisement it may sell the goods, but the second and more important feature of the announcement is lost, for the reason that the firm does not appear in a favorable light. So, you see, the advertiser reaps only half the benefit due from the money spent, and half measures do not answer in business. You've got to be square with the people, Mr. Commission Man, or the people will not pull their purses when they see you coming. Now, about writing advertising—"

"If this is to be a lecture on composition," grinned the commission man, "I'll withdraw from the session and send the office boy over."

"That might improve the character of the assemblage," replied the shoe man.

The commission man passed the cigars and peace reigned.

"Speaking of writing advertisements," said the clothier, "I had a young clerk, once upon a time, who thought he could write 'em to beat the band. I let him go ahead, rarely revising his copy. You said something a moment ago about careless sentences in advertising. Well, this clerk proved to be the champion careless-sentence writer."

"Pll' back my office boy against him," said the commission man. "That

boy can make more unfulfillable promises in half a column than a campaign orator at a county fair."

"As I was about to remark," continued the clothier, "I let the clerk have his own way until he got me into a mix-up. One of his notices read: 'If you are not pleased with your purchase we will gladly refund the money.' Now, that is a nice thing to put in an advertisement, isn't it? How many times would I have to sell a suit of clothes, under that agreement, to finally get it off my hands?"

"You seem to take it for granted that a man is never satisfied with a suit after he gets it home," said the shoe man.

"Well, it is not in line with the plot of this discussion," replied the clothier, "but I'll tell you right now that when a man buys a ready-to-wear suit and takes it home he stands a good show of having his wife roast him out of the notion of keeping it. I like to see a man bring his wife along when he buys a suit of me. Then I am reasonably sure that the sale will stick. But about this clerk—"

"Excuse the interruption," said the commission man, "but I'd like to know why you don't set up a soda fountain and give tickets to the women who bring their husbands, sons, and brothers, or their lovers, for that matter, to your store to buy goods."

"If you'll just ring off for a second," said the clothier, "I'll tell you about this clerk and this mix-up."

"Oh, go ahead. If you can not listen to a strictly business suggestion without losing your temper, you may go hang."

"Now, about this clerk," said the shoe man.

"Well, he put that fool sentence in an advertisement one day, and the next day a stalwart son of the plains came into the store with a bundle under his arm. He came to my desk and said he wanted his money back. I asked him what was the matter, and he declared the suit was too big, that it was not of good color, and that the seams were drawing. I tried to get him to pick out another suit, but it was of no use. He was there to get his money back. I didn't like the game, and so I made a kick."

"But there was the careless sentence in the advertisement."

"Of course. Well, I fought him off until he became angry and tipped over one of the tables and smashed a showcase. It looked like rough house. I disliked to call an officer, for notoriety of that sort is not good for a store. At last he threatened to take me by the neck and I counted out his money and put the suit back."

"Didn't you make him pay for the showcase he had smashed?" asked the shoe man.

"Pay for nothing. When you get a bull in a china shop the thing to do is to get him out without delay, and that is what I was doing then. Well, when it was all over, and Mr. Man-from-the-plains was moving toward the door, I asked him why he had bought such a suit. What do you think he said?"

"Probably said his wife sent him back with it."

"Might have said he was spificated at the time he made the purchase."

"No, sir. He stuck his tongue into his cheek, just like a school boy, and said he had bought a bum suit on purpose. Said he wanted to make me glad by giving me a chance to return his money! Oh, that fellow was no fool! He had just put up a job on me, the advertisement giving him a chance to do it. That clerk wrote no more advertisements for me. Money gladly refunded! What do you think of that? And he wanted to make me glad! Wow!"

"No trouble to show goods is another fool sentence," said the shoe man. "It opens the store to a lot of cranks. I've had people look through my stock for an hour and then say they had come in in answer to the advertisement, just to see what folks were wearing in the shoe line. No trouble to show goods! It is trouble to show goods, and while a clerk is wasting his time on one of the fool loiterers he may lose two or three good customers. You don't see any such idiocy as that in the notices sent to the press by your Uncle Dudley!"

"I don't have to show goods," said

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

Full particulars free.
Ask for Catalogue "M"

S. F. Bowser & Co. Ft. Wayne, Ind.

SELL
Mayer Shoes

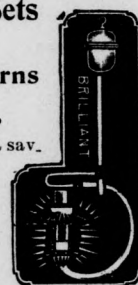
And Watch

Your Business Grow

The Sun Never Sets
where the
Brilliant Lamp Burns

And No Other Light
HALF SO GOOD OR CHEAP

It's economy to use them—a saving of 50 to 75 per cent. over any other artificial light, which is demonstrated by the many thousands in use for the last nine years all over the world. Write for M. T. catalog, it tells all about them and our systems.



BRILLIANT GAS LAMP CO.

24 State Street

Chicago, Ill.

Seals--Stamps--Stencils

WE MAKE THEM

Volk Stamp and Stencil Co.

H. J. VOLK.

J. P. SOLOMAN.

91 Griswold St
Detroit

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.

Fishing Tackle

**Meek
Reels**

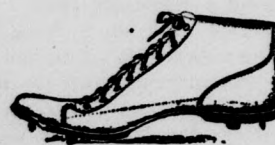
**Talbot
Reels**

**Blue Grass
Reels**

**Hendryx
Reels**



Complete stock of up-to-date
Fishing Tackle



Spaulding & Victor
Base Ball Goods
Athletic Goods.

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

the commission man, "but my boy put a line in an advertisement last year in which he guaranteed that all the seeds bought of me would grow! As luck would have it, I had a lot of seconds in stock, seeds which I was selling for a song, and singing the song myself! They bought those seeds, and they didn't grow! Well! About the middle of June, after the farmers had been sitting up nights with a lantern, watching for the ground to crack open and let the shoots from those seeds out, my store looked like a political caucus in the old fourth ward of Grand Rapids. There was trouble all the time. Some of the people wanted their money back. That was easy. Some of them wanted pay for the work of putting in the seeds. That was not so easy. Some of them wanted pay for the seeds, pay for the time they were putting them in, pay for the use of the land while the seeds were not growing, and pay for the crop they would have raised if the seeds had been any good! You let a customer get a good grip on you once, and you are sure up against it. I had to settle with some of them, for there was the guarantee put in the advertisement by that fool office boy."

"Serves you right! Pay a man to write your advertisements."

"The thing to do," said the shoe man, "is to watch your advertising. As I said before, an advertisement is like a promissory note: You've got to make good or lose your reputation for commercial honor. I guess you wouldn't let an office boy write a promissory note for you, and send it out, with your signature, without reading it. Not much!"

"I've had enough of careless sentences," said the clothier.

But it seems, from the advertising printed in the newspapers, that there are a good many merchants who have not yet had enough of careless sentences.

Alfred B. Tozer.

More Counterfeit Notes.

Three new counterfeit \$10 bank notes, which are now in circulation, causing considerable trouble to bankers and others, have been discovered by the Secret Service agents of the Treasury Department. The most deceptive of the three is described as being of the series of 1907, check letter A, face plate number 249, back plate number omitted, J. W. Lyons, Register of the Treasury; Ellis H. Roberts, Treasurer of the United States. The note number is 3592734. The portraits of Lewis and Clark are poorly executed.

Another counterfeit is apparently a lithographic production of a \$10 note on the First National Bank of the City of New York. Check letter M, J. W. Lyons, Register of the Treasury; Ellis H. Roberts, Treasurer of the United States; charter number 29; treasury number, K 695; bank number, 202820; portrait of McKinley.

The third is a counterfeit of the series of 1901, check letter C, face plate number 3, back plate number undecipherable, probably 38; J. W. Lyons, Register of the Treasury; Ellis H. Roberts, Treasurer of the United States. The portraits of Clark and Lewis and the picture of the buffalo are particularly bad.

MELANCHOLY MOODS.

Dissipate Them by Visits To Unfortunates.

Written for the Tradesman.

Three girls of my circle of friends work in the same office down on Monroe street. They draw about the same wages and are quite similarly situated as to the drains on their salary, so that the amounts all have to dress on are about alike.

"We each try to keep ourselves as neat and clean as our money will let us," said one of the trio, in telling me something of the routine of their daily lives. "We don't get enough to allow us to be extravagant; we are trying to lay up some money in the bank. It's rather hard work to deny ourselves sometimes, for we are like most 'young fry;' we want to enjoy things as we go along and not wait until one foot's in the grave and t'other's laid up with the 'rheumatismus.' We are young and healthy and we don't mean to spend our entire time cooped up in one or two rooms."

"We three live together, and have to practice all sorts of mean little economics that a man never could or would live through. And this isn't because we possess a fierce love for them, an ineradicable desire to hang onto them. Some of them we don't mind so much, but no one need ever think that they don't seem sordid to us and that we don't long for something, somehow, sometime, somewhere to free us from the everlasting grind of poverty. Poverty! We get so sick and tired of the word—and the thought of the word—that we often wish we might never hear it mentioned again—never again have it thrust itself into our think-pans."

"Youth wants the prettiness of life, the frills, the furbelows, the frou-frouness, and when it can have none of these—well, it thinks it is greatly abused; that it might as well turn up its toes to the daisies and be done with all this struggling for the unattainable."

"Sometimes we are invited to the homes of our friends who have been more blessed in the receipt of this world's goods and chattels than ourselves. In one way this has a salutary influence on our character, but in another it has the effect to make us more dissatisfied with our lot; to wish that our lives as well had been cast in pleasant places."

"Oh, yes, of course we know there's a Biblical passage which adjures us one and all to be free from envy, hatred and malice. As far as the hatred and malice are concerned we can compass elimination, but when it comes to envy, ah, there's the rub. We don't seem able to resist the desire to live in a handsome house with beautiful furnishings and works of art around us. When we come back to our snippy little manner of living we feel disgusted with everything: the poor little makeshifts to keep up an appearance; the cheap food and hardly enough of it; the wearing of old clothes to make both ends meet."

"When we get into this disgruntled mood we say to each other that it doesn't pay for us to go to see the friends who are such millions better off than we are, and that we'd better

bundle ourselves off to see a poor old woman we know and a sick lame child, who are to be compared to us as we are to the rich people who invite us up on the avenue. Then our homecoming is so fraught with thankfulness that our rooms look like a little Heaven to us!

"It's all by comparison that one's world seems bright or dull and it behooves the most of us to 'remember our marcies' a great deal oftener and a great deal more fervently than we do."

A. M. Mitchell.

Will a merchant who is wise ever cease to advertise? Ye—when the trees grow upside down; when the beggar wears a crown; when ice forms on the sun; when the sparrows weigh a ton; when gold dollars get too cheap; when secrets women keep; when a fish forgets to swim; when Satan sings a hymn; when girls go back on gum; when the small boy hates a drum; when no politician schemes; when mince pies make pleasant dreams; when it's fun to break a tooth; when all lawyers tell the truth; when cold water makes you drunk; when you love to smell a skunk; when the drummer has no brass—when these things all come to pass; then man that's wise will neglect to advertise.

Cameron Currie & Co. Bankers and Brokers

Members of
New York Stock Exchange
Boston Stock Exchange
Chicago Stock Exchange
N. Y. Produce Exchange
Chicago Board of Trade

Michigan Trust Building

Telephones
Citizens, 6834 Bell, 337
Direct private wire. Boston copper stocks.

CHILD, HULSWIT & CO.

INCORPORATED.

BANKERS

GAS SECURITIES

DEALERS IN

STOCKS AND BONDS

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

ORDERS EXECUTED FOR LISTED
SECURITIES.

CITIZENS 1999

BELL 424

411 MICHIGAN TRUST BUILDING,
GRAND RAPIDS

Capital \$800,000

OLD
NATIONAL
BANK

FOUNDED 1853
NO. 1 CANAL ST.

An uninterrupted period
of healthy, permanent
growth extending over
54 years is the best
possible indication that
the service rendered by

The Old National Bank

is both agreeable and
satisfactory to its patrons

Assets, \$7,000,000

THE NATIONAL
CITY BANK
GRAND RAPIDS

Forty-Six Years of Business Success

Capital and Surplus \$720,000.00

Send us Your Surplus or Trust Funds
And Hold Our Interest Bearing Certificates
Until You Need to Use Them

MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT

STRANGE DOGS.

Pack of Gray Wolves Encountered by Mail Carrier.

Written for the Tradesman.

Twenty miles to the postoffice and forty miles to court.

Such was the condition in pioneer days on the Muskegon. The village at the mouth of the River had the postoffice. It was Ottawa county then and Grand Haven was the seat of government. Wolves, bears and sometimes a panther met and frightened settlers in the woods.

One man set out for Muskegon from Pine Hill, twenty miles away. He soon came back with a hair-raising story of encountering a bear. As a matter of fact, such animals were usually harmless, so far as attacking human beings was concerned. Sometimes the settler's pigs suffered, for a bear is a dear lover of pork.

The Indians did not fear the wild animals. I remember seeing a huge dead bear toted into town on a sled by ponies which an Indian and his squaw had slain with a hatchet. There were cub bears at that, two whining little fellows, reminding one of overgrown kittens.

President Roosevelt did well to score the nature fakers who fill the magazines with yarns about animal sagacity and ferocious aspect. Not one bear or wolf in a thousand will attack a man. I have in mind a land-cruiser who has lived and camped in the woods, trailed its hills and dales for thirty years, whose encounters with wild animals lead him to assert that they are in the main very much afraid of human animals and will flee at sight of man.

Apropos of the animal business I am reminded of an incident that occurred in the fifties. A brother of the writer when 8 years old was an expert horseman. He loved to ride bareback a la circus style and frightened his poor mother many times by scudding past the house, standing on the rump of "Old Doll," the fleetest mare in the stable, yelling like a Comanche Indian, waving his hat in one hand, his hair flying in the breeze. Young Dave was a terror to the minds of some of the settlers.

The boy was drafted into the mail service and rode twenty miles many a time to get the settlers' mail.

Little Dave did this willingly. His delight was to gallop into the woods on the wagon trail for an all day's ride.

On one occasion he returned from his trip to Muskegon with a strange tale to tell of dogs he had encountered in the woods.

"I didn't tell Uncle Silas," said the boy in relating his adventure to his father, "coz I was 'fraid he'd think I was scared of just dogs."

"But there are no dogs in the woods," said the father.

"Well, I saw some anyhow, ten of 'em," declared the boy.

"Ten dogs! My, what a whopper!" ejaculated one of the listeners. "Why, that's more dogs than there are in the whole settlement without you count the Indian curs—"

"Wal, they wasn't Indian dogs neither," broke in Dave. "They was great big, kind of grizzly-gray fellers. They trotted along near the road a

spell, then squatted down and watched me'n Old Doll canter past; that's when I counted 'em. There was exactly ten, most all of a size, too."

The father smiled, then looked grave. At this time Dave had not seen a wolf, although he had heard them howl many a night in the woods above the settlement. Of course the boy had met ten wolves instead of dogs and everybody thought he had had a narrow escape.

"They didn't look ugly," said Dave. "Not one of 'em growled, either. Old Doll acted queer though."

"How queer?"

"Why, she pricked up her ears and snorted. Then she switched her tail and jested kicked her heels and galloped off so I could hardly hold her. I was mad at that coz I wanted to call the dogs; maybe one would have come home with me. When I came back I looked for the dogs and called them for quite a spell, but I didn't see one of 'em again."

"It was just as well, my boy," said the father. "The animals you saw were not dogs but wolves—big gray wolves—and it's a wonder they did not attack you."

"'Twouldn't done 'em any good. Old Doll could outrun any wolf," said Dave.

The boy did not seem very deeply affected at learning the truth.

That ended Dave's mail carrying for a time. Although the lad was willing to make the trips, his father deemed it prudent to keep his son at home after his adventure with the wolves.

These animals were plentiful enough at that day and winter nights came very near to the settlers' houses and howled. Afterward some trappers placed the poisoned carcass of a deer in the woods and laid out five gray wolves. When Dave saw them he at once said that they were the same sort of dogs he had encountered on his trip to Muskegon.

Despite the fact that wild animals abounded, no one was killed by them. This might seem rather strange since many people tramped the woods and swamps at all hours of the day and night.

The commercial traveler of that day is hardly to be compared with the knight of the grip of the twentieth century. He wore leggins and moccasins of deer hide and carried his goods in a pack across his shoulders. He did not ride to his customers in automobile or carriage, but breasted the wilderness on foot, along illy defined Indian trails. This was quite necessary from the fact that his customers were all of the Indian race.

Very little money passed between dealer and customer. The furs of the Red Men were exchanged for the goods of the trader.

One of the most successful pack traders of that day, who camped night after night in the woods, followed devious trails and endured hardships innumerable, afterward became a prominent business man of Muskegon, won world wide fame, and when he laid down his burden left a fortune counted into the millions. This man was one of the early pioneer lumbermen, the mention of whose name would bring instant recognition to every citizen of Grand Rapids.

Eight hour days and walking delegates were not thought of then. More there were who put in eighteen hours of work in the twenty-four and never grumbled or growled, never once went on a strike, nor wailed over the hardships of their calling.

Such workers as these builded the Great West. The workingman of to-day has more comforts and luxuries than were ever dreamed of by the founders of many of the present day fortunes of the Peninsular State. Old Timer.

Why She Sang the Hymn.

A well known bishop relates that while on a recent visit to the South he was in a small country town, where, owing to the scarcity of good servants, most of the ladies preferred to do their own work.

He was awakened quite early by the tones of a soprano voice singing "Nearer, My God, to Thee." As the bishop lay in bed he meditated upon the piety which his hostess must possess which enabled her to go about her task early in the morning singing such a noble hymn.

At breakfast he spoke to her about it, and told her how pleased he was.

"Oh, law," she replied, "that the hymn I boil the eggs by; three verses for soft and five for hard."

After Forty Years.

Wife—Have you ever thought, darling, of what epitaph you would like to have on your grave?

Husband—Nothing complicated, my love; merely the words, "Alone at last."

Our Specialty
Feed, Grain and
Mill Stuffs

Straight or Mixed Cans

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

Watson & Frost Co.
114-126 Second St. Grand Rapids, Mich.

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
in Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

TRADESMAN COMPANY

ENGRAVERS PRINTERS

FURNITURE CATALOGUES COMPLETE

STEEL STAMPING FOR STATIONERY

**TRADESMAN
BUILDING**

**GRAND RAPIDS
MICHIGAN**

FRUIT DAY.

How It Is Observed in a Colorado City.

Glenwood Springs, Colo., Aug. 26—If the Michigan fruit grower were really up-to-date the Tradesman's reporter would have the time of his life. Where in all the round world is there a better place for a "Peach Day" and a "Plum Day" than Grand Rapids; and where in all that same round world is there a city that can take better care of the incoming thousands than the Western metropolis of the Lower Peninsula? The Centennial State is in the front line of such business enterprises, and while to an on-looker there is something suggestive of overdoing the "Day" business, the captains of industry do not see it so and seem to be vying with one another in making the most of a good thing. So Rocky Ford makes a spread of her famous melons and the crowds throng in on "Melon Day" to feast on the luscious fruit at the producers' expense. So Gunnison has its "Day" for entertaining the fruit-hungry masses. So Glenwood Springs, with the world "knee-deep in June," invites all who will to come on "Strawberry Day" and without money and without price eat of the berry that "God might have made better but never did."

The only Colorado town which does not seem to make the most of its opportunities is Greeley. The potato which its soil produces "more than fills the bill." Boiled or baked, its crumbling mass of snow surprises and delights no more than its size and productiveness astonish and satisfy the producer. With these sterling qualities to recommend it the Greeley "spud" has not so far had its "Day," an oversight which has not yet been explained.

So early as the beginning of May I began to learn that to miss "Strawberry Day" at Glenwood Springs on the 15th of June would be equivalent to losing half of what life was left to me and not to see Glenwood Springs would be the same as losing the other half. Determined tenaciously to cling to both halves I, a rather reluctant pen-pusher, joined "the madding crowd," to be squeezed and jostled for twenty-six miles through some pretty fair scenery for the purpose of eating strawberries at somebody else's expense! It is not a pleasant thought to entertain from a certain point of view, but the idea of getting something for nothing was the main purpose of that long train and of the other long trains which filled Glenwood Springs that day to overflowing, the only redeeming feature in my case being that I was saving the two remaining halves of my life!

Glenwood Springs is, in my opinion, a misnomer. It suggests all that the torrid summer craves: A road closely following a winding stream, both road and stream densely shaded, where the sun by day and the moon by night manage to scatter flecks of brightness for enchanted feet to walk on, while the Glenwood Springs that I saw was the usual main street of the average Western "city" lined with one-story buildings,

interlarded with an occasional two-story affair to make the irregularity prominent. It being "Strawberry Day" the place had put on the decorations, which consisted of some discouraged flags and streamers that harmonized with the crowds that clustered on the street corners and waited expectantly for the coming feast. The monotony of the morning was broken by the band music of the town, determined to be heard as well as seen, while the Colorado sun made it distinctly understood that within the limits of that Mountain State there was going to be no waiting until night for "a hot time."

A pleasant disappointment attended the free eating of the strawberries. The American hog did not put in an appearance. The banqueting hall was a large, double store room, provided with tables, where the city's guests were comfortably seated. There was no pushing nor crowding, and while the 12-year-old boy was there with the appetite that belongs to that period of human existence he did not make himself conspicuously offensive, a fact speaking well for the home discipline and explained by the other important fact that the strawberry-eating crowd is not a beer-drinking one.

It had been suggested that the berries would not be too abundant and that they would not be over-ripe, a suggestion wholly unworthy the suggestion and as unjust to the people of the Centennial State as it is ungenerous. A commonwealth where every backyard has its own mine of untold wealth to depend on can hardly afford to invite its people to a feast of little green strawberries, especially when that same commonwealth thinks so much of a "square deal" as to endure with composure the escape of a double-dyed criminal from the meshes of the law. Oh, no; the berries were big and ripe and luscious and plentiful, and there is little doubt but that the "Strawberry Day" advertisement strengthened the good feeling existing between the producer and his patrons and not only on that day but for the remainder of the year were furnishing convincing proof in dollars and cents that Fruit Day pays.

Whoever writes of the "Springs" of Glenwood runs great risk of "sloping over." Unconsciously he finds himself writing an advertisement at so much a word, and the extravagant adjectives, all in the superlative degree, in his copious vocabulary at once fall into line. In his letters home he says so often that "The air is laden with the invigorating odor of the pine and blending with that is the fragrance of the myriad flowers that make the valleys and the hills a floral paradise; and the eye that has been wearied with glitter of pavement and sky-scraper rests on coloring of mountain and tree defying the power of poet, or the skill of the artist to describe or reproduce," that at last he forgets his quotation marks and honestly believes the stuff his own.

The plain facts are that halfway between Denver and Salt Lake City in the heart of the Rockies, 5,500 feet above sea-level, are some springs with a temperature of 127 degrees Fahren-

heit; that advantage has been taken of these springs to make a resort for the use of this water which is supposed to have—and justly so—curative properties; that this hot water pours from the ground at the rate of 2,000 gallons a minute; that it is impregnated with sulphur enough to make you sick, but that the carbonic acid and other elements make it attractive to those who insist on drinking it; that the Colorado climate and temperature are as desirable here as they are everywhere among the

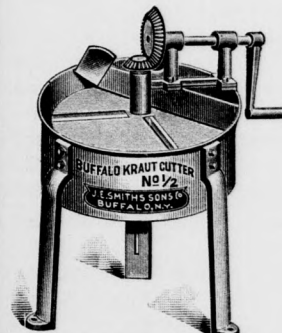
mountains of the State; that the snow-fed rivers are fairly supplied with fish; that game can be hunted in its season; that it is a pretty fair place to pass the summer if one likes the mountains, and that it is safe to assume he can have here, as everywhere, what he is willing to pay for.

With this for a basis the poet or the artist can go to work and fill out his ideal as extravagantly as his imagination dictates and not be far from fact when he gets through.

Richard Malcolm Strong.

Sauer Kraut Cutters

A New Way to Make Money



Five Sizes

If you will buy one of our Kraut Cutters and put down **your own** kraut instead of buying it from **someone else**, you will make more money. There is big profit in it.

Can sell you a good machine, that will last for years, at a low price.

Thousands In Use

We also make Vegetable and Meat Choppers and Potato Chip Cutters.

John E. Smith's Sons Co.
Buffalo, N. Y.



Were You Ever Handed a Citrus With a New Brand of Cigar?

Which is the greater risk to take, to stock a cigar which has "made good" for more than 20 years, or one which is a new candidate for public favor with nothing certain back of it but the gentle zephyrs from some "commercial angel" who sometimes succeeds in covering up the blue sky part of his story with a smoke of his wonderful goods?

Dealers who have the **Ben-Hur** in stock know how freely this brand can be ordered. If you have never tried it out let a small order from your jobber prove out its trade building, trade pleasing, and trade holding qualities.

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

PARCELS POST.

Why Shoe Dealers Should Oppose the Innovation.*

I believe that the real purport of the parcels post bill is not understood by a vast majority of the retail shoe men of this country and I am certain that a number whom I have approached concerning the matter were absolutely ignorant of the same. It is in this ignorance that the danger lies. The parcels post bill is a proposed bill to establish a postal law whereby packages weighing any amount up to eleven pounds may be carried through the mails at a lower rate than the present one for fourth class matter. Under the proposed bill the charge would be six cents for the first pound and two cents for each additional pound in weight; thus it would be possible to send a package from San Francisco to New York weighing eleven pounds for twenty-six cents. As this rate is considerably less than the express rate for carriage the same distance, one can easily see that the new method would meet with a ready welcome from those houses who handle a large number of packages of this size.

There are a number of conflicting opinions concerning the parcels post, but the only one we care to consider here is its effect upon the retail trade of the country. It is very natural to suppose that the express companies are opposing the bill, and in them the retailer has one of his strongest allies. Taking into consideration the fact that our largest shippers of packages are composed of mail order houses, large department stores and various other "direct to the consumer" firms, it is not hard to imagine who the parcels post bill will benefit the most. The mail order publications have been full of articles which endeavor to point out the great value of the bill, but in no instance have I found any logical statement of the fact that the passage of the bill would benefit the small dealer.

These articles accuse the express trust of hindering the passage of the bill through effective lobbyists and their influence in both the House and the Senate, but they also fail to point out that the lobbies are crowded with those who would gladly do the mail order houses a good turn, even to the extent of nursing along the parcels post bill. In these same columns are found plans whereby the small dealer could maintain a free delivery service to his rural customers which would be the equal of the city deliveries, but—and there is always a but—how long would the meager assortment of the average rural shoe stock with its meager variety of styles, sizes and widths be proof against the invasion of the mail order houses.

The one great drawback to the mail order house to-day is the excessive charges for delivery of goods. This charge must be borne in nearly all cases by the customer, but it is easy to see with this charge reduced to a common one that the mail order house hundreds and perhaps thousands of miles away would be placed on the same footing in the

matter of delivery as the country dealer. How long would this same dealer be able to hold the trade when the mail order house had gotten well into the work of distributing literature explaining the new method of delivering and the immense assortment, the complete control of the output of factories, the value of spot cash buying and all the other luring offers and statements which are typical of the mail order method? In answer I would say that if it is now possible for the mail order houses to take away millions of dollars' worth of trade annually from you in the face of excessive delivery charges, would they not be able to take even more away with the only obstacle now in their path removed?

Mail order houses now give credit so the rural dealer has no advantage from that point. They have established distributing houses in the Eastern, Central and Western territory and consequently they are able to deliver goods almost as quickly as would the rural dealer nearer the point of sale. Thus it is easy to see that there is only the matter of delivery that keeps the mail order house from a complete monopoly of the rural field. I may be a little severe on the mail order house, but I fully believe that they have only taken that which some dealer somewhere has declared he did not want. The dealer might have had his rural trade well in hand, but he neglected to do this and as a consequence the farmer wanted some of the things he saw advertised and made up his mind that if his dealer would not carry them he would get them somewhere else, and he did. This is the reason for the growth of the mail order house. The rapid growth of the magazine advertising supplement has had much to do with the education of the farmer, but the inroads of the interurban and traction lines, the opening up of telephone and telegraph communication and the cheap rate on the railroads at excursion seasons have made of the "farmer" a new being. He no longer wears out-of-style clothing, reads antiquated books and believes in antiquated methods. He is as well dressed, as well read and as keenly alive to the events and methods of modern life as is our city friend. It will not necessitate the establishing of a Government express company in order to keep him in this line of growth nor to let him progress still more.

Regardless of the matter of comparative rates, there is no more reason why the Government should transport a pair of shoes from Chicago to Dallas, Texas, than there is that it should carry a car of coal the same distance. There is no more reason why it should enter the field of the common carriers than there is that it should enter into the business of steel construction; in fact, it would be considerably more in the line of the Government if it were to establish Government steel shops wherein the plates for our cruisers might be turned out without flaw. The Government interest in this matter means the safety of the people. It is a protective measure which pri-

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.

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.

*Paper read at annual convention Michigan Retail Shoe Dealers' Association by Chester C. Burnham.

vate corporations have as yet been unwilling to grant.

In becoming carriers of news and general information the postal service fulfills its duty to the people. There is no reason why a privilege few should use the Government as a dupe or as an aid to carrying out their own mercenary measures. Ordinary business correspondence has required that certain letters be followed up by small parcels, as in the matter of forwarding electrotypes, booklets, etc., but this need is amply covered by the present four pound limit. Why should it become necessary to extend this limit so that the ordinary housewife could have the family washing handled through the mails, which would be easily possible under the eleven pound limit. She might also send her shoes to be repaired or even her pots, pans or kettles to be soldered if needed. The men of the house would be able to send their clothes to be pressed and need never more be bothered with the matter of laundry, for the parcels post would take care of it.

We do not doubt the fact that Uncle Sam would make a fine valet, but we do not see the desirability of saddling such matters onto him. Improve the present postal conditions as you will—and we all know that this is easily possible—but do not let us meddle with the other fellow's business. The express trust will be handled as will all other combinations acting in violation of the Sherman law, either in deed or in spirit, but the parcels post will never be the remedy for this condition.

In closing, Mr. President, I would call particular attention to the recent movement of the Michigan Retail Hardware Association in this matter. They have adopted a set of resolutions which they have spread broadcast and have sent copies of the same to their Michigan Representatives and Senators, petitioning them to do everything in their power to thwart the movement in favor of passing the parcels post bill. I would like to offer the suggestion here that this Association take similar action and also urge on other like associations that they take the matter up at an early date. In order that this matter might take some definite form I have drafted a set of resolutions and I am pleased to offer them as the basis of operations for a committee to be appointed to-day and to report at the session Wednesday morning, at which time they might be ratified by the general assembly.

The fact that Postmaster General Meyer has been in recent conference with President Roosevelt on the matter of the parcels post and the postal bank is well calculated to show that in the near future this matter will come up before Congress for action. Therefore any action which is to be taken must of necessity be taken at once.

Whereas—We believe that the passage of the parcels post bill in any form will produce a stagnation of trade among the smaller merchants and will work no good to the retail establishments of this land, and

Whereas—We are of the belief that such legislation would be direct-

ly in the line of "class legislation," benefiting a few at the expense of many, therefore be it

Resolved—That we place ourselves on record as being opposed to this bill for reasons mentioned above and ask that we may be permitted to express our belief to the Postmaster General before he announces his stand in the matter, and be it further

Resolved—That every effort be made to communicate our feelings in this matter to organizations similar to ours and that copies of these resolutions, as well as a more liberal discussion of our feelings in this matter, be forwarded to the members of the House and Senate from the State of Michigan, and also be it

Resolved—That we ask them to do everything in their power to prevent such harmful legislation.

Facts About the Oceans.

The oceans occupy three-fourths of the surface of the earth. A mile down in the sea the water has a pressure of a ton to every square inch. If a box 6 feet deep were filled with sea water, which was then allowed to evaporate, there would be 2 inches of salt left in the bottom of the box. Taking the average depth of the ocean to be three miles, there would be a layer of salt 440 feet thick covering the bottom, in case all the water should evaporate. In many places, especially in the Far North, the water freezes from the bottom upward.

Waves are deceptive things. To look at them one would gather the impression that the whole water traveled. This, however, is not so. The water stays in the same place, but the motion goes on. In great storms waves are sometimes 40 feet high, and their crests travel fifty miles an hour. The base of a wave (the distance from valley to valley) is usually considered as being fifteen times the height of the wave. Therefore a wave 25 feet high would have a base extending 375 feet. The force of waves breaking on the shore is seventeen tones to the square inch.

To Prevent a Flood.

A well known Philadelphia rector, having a parishioner of great fluency of speech and also somewhat addicted to profanity, considered it his duty to talk to the man about his fault. The man listened for a while respectfully, and then replied seriously: "I know it is a bad habit, but, you see,

my words flow so rapidly that I have to throw in a 'dam' now and then to prevent a flood."

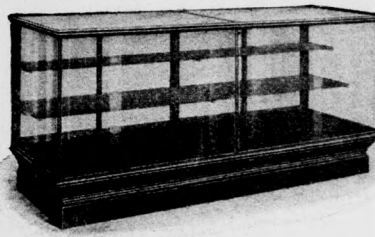
The preacher who really feeds his congregation will have no trouble in filling his church.

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

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers



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

Fall Gloves and Mittens

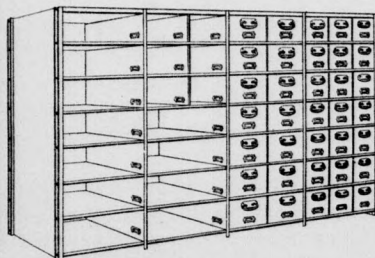
If you desire a full and complete line of Children's, Misses', Youths', Ladies' and Men's, in styles and prices that are right, place your order with

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

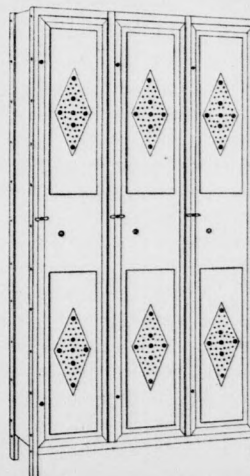
You Save Money When You Invest In Metal Fixtures and Equipment



If you want the best and most economical equipment, write for our catalogue and prices.

Our Steel Racks and Shelving
Save 25% Space.
Save Insurance.
Save Repair Charges.
They Are Stronger.
They Last Longer.
Easily Taken Apart.
Easily Put Together.

Terrell's Equipment Co.
Will St., Grand Rapids, Mich.



Our Metal Lockers

Safe, Verminproof, Sanitary.
Reduce Fire Risks.
Every Factory and store should be equipped with them.

Our Metal Trucks, Metal Tote Boxes, Steel Barrels and Cans possess lasting qualities.

They do not break. More economical than those made of wood.

HARDWARE

Window Dressing Contest in Hardware Store.

It is probable that there is no one who is not at any time susceptible to the attraction of some article in the varied stock the hardware dealer carries if the right article can only be brought to his attention. There is in this connection a much more extended field of usefulness for the hardware window dresser than in almost any other line; not alone to attract attention, please the eye or display goods, but to educate the general public into some appreciation of the range of goods a hardware store keeps. To accomplish this the following window dressing contest will be found very effective:

For the summer season perhaps nothing will serve the purpose better for a model than an automobile, although any other design may be made use of in the same way. If the auto is taken, form the wheels of pulley block sheaves, with garden hose, inflated with shot, for tires. Iron rods tipped with hexagonal burrs, the latter coated with aluminum paint, make a good axle and hub effect. The bottom will need a sheet of boiler iron supported in the center by a hidden rest. A mail box may be set at the front end and trimmed with small lanterns, funnel (for horn), picture knobs, etc. The horn should be connected with a rubber tube ending in bulb or hand garden sprinkler. For the shaft of guide wheel use black pile. A wheel may be easily appropriated from the goods in stock. For dash a square of stove zinc or a roofing slate. Mud guards, saw blades or tin strips. Springs, coat hangers. Body built up of square pans, etc., to suit taste and stock. Side steps a straight-edge. Tool box, harness-dressing floor varnish cans. Seat, a lawn-grass catcher, upholstered with fancy horse blankets or carriage robes. Folding clothes racks treated with black enamel form the bows of top, of which a properly folded oil cloth forms the cover. A folding steel bracket answers for the levers shown, especially when set off with a nickled protractor at their base for circle. Of course the more appropriately the model is coated with black and aluminum paint the more natural the representation will be.

The contest consists in getting the public interested in rebuilding this model from the hardware stock, and its greatest value lies in getting people more familiar with the variety of articles a hardware store is stocked with. It is probable that there is no one who would not be interested to the point of desire in some hardware article if it was only brought to his knowledge. The only reason he has never wanted it is because he did not know that such a thing existed. A contest of this sort will at least set people to studying what a hardware store contains and will generally lead to their making enquiries, or at least using their own eyes to good advantage.

The prizes offered should be something from the stock and may be definite articles or the winner's choice of articles not to exceed a certain price. The first prize goes to the person who submits the best plan for constructing an automobile for the purpose of window display. It should be made as emphatic as possible in the rules governing the contest that the best automobile should regard the following points:

1. Correct representation.
2. Construction must be as nearly as possible limited to articles kept regularly in stock.
3. Other things being equal, the design which presents the greatest number of hardware articles will be given the preference.

Of course a time limit must be set for close of contest, and some few regulations and restrictions that local conditions make advisable. A photograph of the model set up in the store window after the dealer's own design should head the notice of the contest in the local newspapers and from the same setting of type a lot of circulars making similar announcement can be obtained very cheaply. In the window itself briefly call attention to the fact that a prize window-dressing contest is now open to the public, requesting all to "call inside for circular of particulars or see newspaper announcement." It is certain to attract attention, and will focus public interest upon the contents of a hardware store as few other things would do. Even business men who would scorn the idea of entering a prize contest will in passing be attracted, and out of curiosity begin, perhaps unconsciously, to fitting things together in their minds, and, although they may quickly dismiss the whole thing from their immediate attention, will be tempted into little piece-meal additions every time they pass until before they are aware of it, they have almost a complete model. Then if some part baffles them, trust to human nature to set them into serious study over the problem, until they either solve the mystery for themselves by recalling some long forgotten familiarity with the contents of a hardware store, or else in sheer desperation they enter the store itself and look around a little "just to lay the ghost of their half formed fancy by completing it."

Doubtless many worthless suggestions will be handed in, but none of them are valueless, for every one represents a liberal amount of earnest attention to the matter of hardware on the part of the contestant.

Probably no more favorable time could be selected for sending out a printed list of articles on sale, as on account of the contest nearly every one would glance it over, either as a possible assistance in the contest or out of curiosity.

After the contest is decided the prize-winning models, each duly heralded by advertising, should be placed for a short season in the window for public inspection, together with the name of the person who submitted it. It will awaken a surprising amount of interest. Those who were unsuccessful in the contest will, of course, want to see how their more

fortunate competitor pulled the trick, while even those who did not take a part in it will be curious to see just how the best man in the contest did it.—Xeno W. Putnam in Hardware.

Clerks Who Lack Tact.

"If I were proprietor of a department store," said a woman who had passed the morning shopping, "I should put tact first as a qualification of my clerks. I would not hire a young man or a young woman to go behind my counters unless they had that virtue among their qualities. This morning I gave up buying half a dozen things because the clerks unwittingly pointed out to me why they would be undesirable.

"I had picked out a very pretty brush and comb set, when the clerk said: 'I think you'll like it, miss, and one would never know it isn't ebony, it looks so much like the real thing.'"

"I guess I won't take it, after all," I replied.

"At the next counter I started to get material for a gown for my mother, when the clerk said: 'This color is particularly becoming to young women,' smiling at me flatteringly. Then that sale was off, for if it was becoming to young women it would not be becoming to a woman of 75.

"In his desire to make me spend more money than I wanted to, another clerk spoiled the purchase of a music roll. He showed me a \$5 roll and a \$7 roll. I said I did not want to pay more than \$5, but I thought the one he showed me did not look strong. 'It seems as if that stitching would tear out,' I said pointing to a weak place. He acquiesced eagerly and said: 'Of course, a \$5 roll is not made to stand a great deal of wear, but this \$7 affair will wear nicely.' That was enough. I left that department and bought a present in another part of the store for \$3 which will take the place of the music roll.

"Some clerks think they have only to say, 'Everybody's buying them,' to make a sale, when such a statement will send me away in a hurry. I certainly don't want what everybody else is buying. 'We have no demand for anything of this sort nowadays,' says more than one clerk, foolishly, when he ought to welcome a chance to sell what he considers his old stock. But by making such a statement the customer feels forced to purchase something new, which the clerk never has any trouble in selling.

"Another thing that drives me away from the counters is the habit of some clerks to say constantly: 'Lady, lady.' Somehow it makes me feel cheap and like a bargain sale, and I seldom purchase anything of a 'lady, lady' clerk.

"One of the worst offenders against tact is the clerk who is always boldly and brazenly telling you what you want. He treats you as if you were a baby who didn't know how to think. I remember my mother once sharply calling down a young clerk who tried to tell her her own mind: 'Young man,' she said, 'when I get to the point that you have to do my thinking for me, I shall go willingly to an insane asylum.'"

A Wonderful Country.

An Irish contractor in San Francisco sent to Ireland for his father to join him. The journey was a great event to the old man, who had lived in rural districts all his life, and he reached San Francisco much excited.

After several days of sightseeing his son resumed his business, and suggested that his father should visit the Presidio.

"The Presidio, father, is the Government reservation for the soldiers—a fine bit of park; and you'll enjoy yourself."

At the end of a strenuous day the old man stood gazing at the big buildings, comparing them with the small huts of his old home. Seeing a soldier near, he tapped him on the shoulder:

"Me bye, phwat's that string of houses forninst us?"

"Why, those are the officers' quarters."

"And that wan with the big smoke-stack?"

"That's the cook's shanty."

"Shanty, is it? Well, 'tis a great country! 'Tis palaces they're usin'."

The young man offered to show him the new gymnasium. On the way the sundown gun was discharged just as they passed. The old man, much startled, caught his companion's arm.

"Phwat's that, now?"

"Sundown," replied his friend, smiling.

"Sundown, is it? Think of that, now! Don't the sun go down with a terrible bump in this country!"

Henry's Task.

"Henry, dear," said Mrs. Newbride to her husband the other morning, "I wish, if it won't be too much trouble, dear, that you'd bring me home a yard of orange ribbon this evening."

"I don't want it so very wide or so very narrow; something between an inch and an inch and a half, or at most an inch and three-quarters, will be about right."

"Be sure and get a pretty shade of orange, dear; and I'd prefer it with one side satin and the other gros-grain, although all satin or all gros-grain will do; but I think you can easily get the other if you look about a little; and be sure, dear, not to get picot edged ribbon, but one with just a plain corded edge; and don't get a remnant; and don't get any shade but orange; not a real vivid orange, either, but a piece that will look well with pale green; and don't pay too much for it; and don't get red, or blue, or green, or pink by mistake. You won't forget, will you, dear? I must have the ribbon to-night."

Was it any wonder that when the dazed Henry came home he brought three yards of sky blue watered ribbon, or that, when his wife saw it, she sank into a chair and gasped:

"Why—Henry—Newbride!"

Peat for Gas Making.

Peat is used for the production of gas in Sweden and has been for the last thirty years at some of the big steel works. From 13,000 to 16,000 cubic yards of peat are used for this purpose each year. The gas costs a bit more than coal gas, but contains hardly any sulphur.

The Sailor Man.

An old salt, who navigates a bicycle when he is in port, was working a rapid passage the other day, when he collided with a lady cyclist. After they had extricated themselves from the wreck the sailor made an apology, from which she could gather little except that he was sincerely sorry.

"I'm sure I ought to be scuttled for it, mum," he said rapidly, "but I couldn't get yer signals no more than if we were feeling through a fog bank. I was blowing for you to pass to port, and steering my course accordin'. Just as I was going to dip my pennant an' salute proper, your craft refused to obey her rudder, and you struck me for'ard. Afore I could reverse, your jibboom fouled my starboard mizzen riggin', your flowing gown snarled up with my bobstay, blew out yer pneumatic, parted yer topping lift and carried away my jack-saddle down haul. As I listed I tried to jibe, but I capsized, keel up, and you were floundering in the wreckage."

By this time there was an interested audience, and the girl was mentally debating whether she should run from a supposed lunatic or ask for an interpreter.

But Jack's headpiece was still in his hand, and he was not finished.

"I'm hopin' yer not enough damaged for the hospital," he went on, "but I'd be sunk if I wouldn't be glad to stand yer watch till you righted. This here little craft of yours will be as seaworthy as ever when her upper decks is straightened out and we get wind into her sails again. I'll just tow her down to the dock for repairs."

And she smiled an assent.

Out of Work.

One of the Senators from Georgia tells of a darky in that State who sought work at the hands of a white man. The latter enquired whether the negro had a boat. Upon being answered in the affirmative he said:

"You see that driftwood floating down the stream?"

"Yassah."

"Then," continued the other, "row out into the river and catch it. I'll give you half of what you bring in."

The darky immediately proceeded to do as instructed and for a while worked hard. Then, of a sudden, he ceased to labor and pulled for the shore.

"What's the trouble?" asked the employer.

"Look hyar, boss," said the darky indignantly, "dat wood is jest as much mine as yours. I ain't gwine to give yo' any. So I's outer work ag'in!"

Fixing the Date.

"Young Ruggles did a very thoughtless thing."

"What was that?"

"He wrote a poem in honor of a certain young woman who had just completed her twenty-first birthday and published it in the college paper."

"Wasn't it a good poem?"

"Very good."

"What's the criticism then?"

"Why, anybody who wants to find out can look back any time and discover how old the young woman is."

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	Size	Per	
Powder	Shot	100	
120	4 1/4	10	\$2 90
129	4 1/4	9	2 90
128	4 1/4	8	2 90
126	4 1/4	6	2 90
135	4 1/4	5	2 95
154	4 1/4	4	3 00
200	3 1/2	10	2 50
208	3 1/2	8	2 50
236	3 1/2	6	2 65
265	3 1/2	5	2 70
264	3 1/2	4	2 70
Discount, one-third and five per cent.			
Paper Shells—Not Loaded.			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder.			
Kegs, 25 lbs., per keg	4 75		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 75		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 50		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	2 10		
AUGERS AND BITS			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
AXES			
First Quality, S. B. Bronze	6 00		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. S. Steel	7 00		
First Quality, D. B. Steel	10 50		
BARROWS			
Railroad	16 00		
Garden	33 00		
BOLTS			
Stove	80		
Carriage, new list	70		
Plow	50		
BUCKETS			
Well, plain	4 50		
BUTTS, CAST			
Cast Loose, Pin, figured	70		
Wrought, narrow	75		
CHAIN			
Common	7 1/4 c.	5 1/4 c.	5 1/4 c.
BB	8 1/4 c.	7 1/4 c.	7 1/4 c.
BBB	9 c.	8 c.	7 1/4 c.
CROWBARS			
Cast Steel, per lb.	5		
CHISELS			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
ELBOWS			
Com. 4 piece, 6 in., per doz.	net 65		
Corrugated, per doz.	1 00		
Adjustable	dis. 40 & 10		
EXPANSIVE BITS			
Clark's small, \$18; large, \$26	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
FILES—NEW LIST			
New American	70 & 10		
Nicholson's	70		
Heller's Horse Raps	70		
GALVANIZED IRON.			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	22		
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	60 & 10		

IRON

Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis. 50
METALS—ZINC	
600 pound casks	9 1/2
Per pound	10
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75
Screws, New list	87 1/2
Castors, Bed and Plate	50 & 10 & 10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
PANS	
Fry, Acme	50
Common, polished	70 & 10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	3 00
Wire nails, base	2 35
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	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 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	6 50
Second Grade, Doz.	5 75
SOLDER	
1/2 @ 1/2	30
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade	1 25
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade	1 50
BOILER SIZE TIN PLATE	
14x56 IX, for Nos. 8 & 9 boilers, per lb.	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	12 1/2
Mouse, delusion, per doz.	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 85
Barbed Fence, Painted	2 55
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nickleled	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
1 gal. meat tubs, each	2 38
30 gal. meat tubs, each	2 85

Churns

2 to 6 gal. per gal.	7 1/2
Churn Dashers, per doz.	84

Milkpans

1/2 gal. flat or round bottom, per doz.	52
1 gal. flat or round bottom each..	6 1/2

Fine Glazed Milkpans

1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each..	7

Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 10

Jugs

1/2 gal. per doz.	68
1/4 gal. per doz.	51
1 to 5 gal., per gal.	8 1/2

SEALING WAX

Pontius, each stick in carton.	Per doz. 40
--------------------------------	-------------

LAMP BURNERS

No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	37
Tubular	50
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps

Pints	Per gross 4 45
Quarts	5 80
1/2 gallon	6 70
Caps.	3 25

Fruit Jars packed 1 dozen in box.

LAMP CHIMNEYS—Seconds.

Per box of 6 doz.

Anchor Carten 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	3 50
No. 2, Crimp top	4 50

Pearl Top in Cartons

No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 50

Rochester in Cartons

No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	6 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75

Electric in Cartons

No. 2, Lime (75c doz.)	4 30
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50

LaBastie

No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	8 00

OIL CANS

1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 60
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	5 25
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacafas	9 00

LANTERNS

No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	8 50

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each	55
No. 0 Tub., cases 2 doz. each	55
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 ds. e.	1 25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.

No. 0 3/4 in. wide, per gross or roll.	32
No. 1, 1 in. wide, per gross or roll.	32
No. 2, 1 1/4 in. wide, per gross or roll.	32
No. 3, 1 1/2 in. wide, per gross or roll.	30

COUPON BOOKS

50 books, any denomination	1 50
100 books, any denomination	3 50
500 books, any denomination	11 50
1000 books, any denomination	20 00

Above quotations are for either Trademark, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

COUPON PASS BOOKS

Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00

CREDIT CHECKS

500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	1 00



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Aug. 24—We have a fairly steady coffee market so far as the speculative movement is concerned, and sellers regard the future with a good deal of confidence. As to the spot market dealers in the interior seem to be still well stocked up and are purchasing only for current requirements. Rio No. 7 is nominally 6¼c. In store and afloat there are 4,025,339 bags, against 3,205,933 bags at the same time a year ago. The somewhat tight money market and the strike of telegraphers probably combine to cause some unsteadiness in coffee as well as in other lines. Mild grades have been in pretty good request and quotations show no change.

Sugar has been mighty quiet. A little was done in withdrawals under previous contract and quotations are, perhaps, fairly steady. The range for granulated is 4.70@4.80c, less 1 per cent. cash. The call for granulated seems almost certain to be quiet, as the fruit yield has been curtailed by drouth. But this has been relieved and there may be a sudden revival in demand.

Rice is steady and held at top rates. The demand is of a nature to encourage holders and they are not at all willing to make any concession.

Little of interest can be gathered in the spice market. The demand is of an everyday character and quotations are without perceptible change, although they certainly are no lower.

Molasses begins to show some improvement with the advancing season and prices are well sustained. Syrups are steady and in fairly good request.

The welcome break in the drought has given tomatoes a new start and packers will probably have generous supplies from now until frost nips the vines. Sellers have held for 82½c f. o. b. for standard 3s, but buyers have taken the "scare" stories at some discount and are not tumbling over each other for supplies at this figure. Some old goods have sold at about 90c. Corn has been in good request as conditions of growing crops have been rather alarming. Still there is no "boom" in the demand and next week the situation may show a change. Some sellers want 75c for standard New York State, and the range is from this down to about 70c. Peas are firm, although the demand seems hardly as active as it has been. The supply is rather more ample, as deliveries have been made on some contracts. Other goods show no especial change, but the whole canned goods market may be said to be in sellers' favor.

Top grades of butter show some advance, as receipts are lighter and the demand seems to have increased. Special creamery, 25½@26c; extras, 25c; firsts, 23½@24½c; factory extras, 21½c; seconds, 19½@20c; process extras, 22½c; firsts, 20½@21c.

Cheese is firm and tends upward. The dry weather has had its effect on the supply and sellers are very firm in their views for the present. Full cream, small size colored, is worth 12¾c and large size 12½c.

Eggs are firm and higher. Western extra firsts, 21@21½c; firsts, 19½@20½c; seconds, 17@19c. Considerable refrigerator stock is being worked off at about 18@21c.

Bamboo Sap.

The sap of the female bamboo is used for medicinal purposes in India, and is sold in the Calcutta bazaars at from 41 cents to \$1.35 a pound, the best variety being the white and calcined tabashir. "Tabasheer," or "banslochan," is sold in all Indian markets, having been known from the days of the aboriginal tribes as a medicinal agent. It is also known in Borneo, and was an article of commerce with the early Arab traders of the East. Its properties are said to be strengthening, tonic and cooling. A great deal has been written about tabasheer or tabashir in Hindu medical works which have been reviewed by modern writers. From its remarkable occurrence in the hollows of bamboo the Eastern mind has long associated it with miraculous powers.



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



J. W. York & Sons

Manufacturers of

Band Instruments and Music Publishers

Grand Rapids, Michigan

Send for Catalogue

We buy and sell anything in the **Fruit and Produce** lines. Ready to buy of you or ship goods to you any time. Let's hear from you.

YUILLE-MILLER CO.

Citizens Phone 5166

Grand Rapids, Mich.

Ship Your Eggs to Egg Specialists

We handle nothing but eggs; we study nothing but eggs; we think of nothing but eggs; we give our whole time to eggs. That's why our service is so good—why it is better than you can get elsewhere. THEN WHY NOT SHIP TO US?

Stencils and cards furnished on application.

L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York

Established 1885. We honor sight drafts after exchange of references.

MILLET

If in the market ask for samples and prices.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.
OTTAWA AND LOUIS STREETS

Butter, Eggs, Potatoes and Beans

I am in the market all the time and will give you highest prices and quick returns. Send me all your shipments.

R. HIRT, JR., DETROIT, MICH.

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry Beans and Potatoes. Correct and prompt returns.

REFERENCES

Marine National Bank, Commercial Agents, Express Companies; Trade, Papers and Hundreds of Shippers

Established 1873

Butter

We are in the market every day in the year for Packing Stock Butter. Write or wire us for prices, or let your shipments come along direct to the factory and get outside prices at all times.

We are also manufacturers of fancy Renovated and Creamery Butter, and can supply the trade at all times in any quantity, 60 pound and 30 pound tubs or 1 pound prints. Write for prices.

American Farm Products Co.

Owosso, Mich.

What One Government Inspector Is Doing.

I am quite sure that the creameries and buttermakers of the country will be pleased to know that the successor to W. S. Smarzo, as Government butter inspector and expert, is now at work on this market. Ever since Mr. Smarzo resigned the position some months ago there has not been anyone here to take up his critical work. Those of us who followed it carefully and knew how valuable these criticisms were can see the benefits that have resulted, and yet how much it is needed now. It is educational in the very highest degree, and while dealing with the finished product the expert knowledge of causes that produce certain effects aids in correcting many of the defects that constantly appear in our receipts.

C. W. Fryhofer, who has taken up this work, is well qualified for the position, especially as the Government has undertaken to help the creameries in getting a proper overrun and in regulating the moisture content in the butter. From 1901 to 1905 Mr. Fryhofer was at the Kansas Agricultural College, and worked most of the time in the college creamery. Later he went to Ames, Iowa, and took up a more technical course in chemistry.

The Government office here in New York is equipped with Gray's apparatus for testing the water content in butter, also the apparatus for a complete analysis of butter. Anyone who wants to know how much water there is in a lot of butter has but to ask the services of Inspector Fryhofer and it will be attended to at once and without cost. If a shipment of butter shows defects in the make or is faulty in flavor the inspector should be requested to examine it in order that the buttermaker may be helped to correct the trouble. Sometimes something goes wrong at the creamery and the buttermaker seems unable to correct it. The expert who has worked out most of the problems that come up in the manufacture of butter is usually able to suggest a remedy. I followed many such cases when Mr. Smarzo was inspector, and had the satisfaction of seeing a great improvement in the quality of many of the creameries. The services of the inspector are open to all, but it seems to me that the buttermakers are even more interested in the matter than anyone else, and they should request the merchants here to have their butter examined by Mr. Fryhofer and his criticisms sent to them frequently. The buttermaker who thinks he knows it all and is content to go along in the old beaten path surely makes a mistake. There are new things to learn in the making of fancy up-to-date butter, and I don't care if a man has been at a churn for twenty-five years he must constantly read and study and avail himself of all sources of information or he will eventually find that he is a back number. It is the duty of every buttermaker to keep up with the best methods and be ready to make such changes as are likely to give better results. I am quite certain that the work of the Government experts in New York

and Chicago will be of almost inestimable value if there is willingness to use their services freely.—N. Y. Produce Review.

Weather Prophecies of Future.

The why of the weather is on the verge of a great advance; first through the possibility of a general daily survey of pressures the world over, which will enable meteorologists to make a chart covering the whole of the Northern Hemisphere; and, second, through a clearer understanding of the relation of variations in the sun's radiation to changes from season to season in the weather and climate. The weather in the Northern Hemisphere runs eternally from West to East in a great swirl around the poles. Once there is a chart covering all the pressure centers of the Northern Hemisphere the weather to the eastward of any given condition can be predicted accurately for several days, and, on special occasions, for relatively long periods. If the weather men knew more precisely just what sort of barometric pressures were making weather in Siberia, China, the mid-Pacific and Alaska in connection with India and Eastern Europe, they could provide a far more exact weather prophecy than now for the United States, since the movement eastward of the weather over the United States is determined by these antecedent conditions lying west of the Pacific coast. The subsequent pathway across the United States and later towards Western Europe is due to a further interaction with Atlantic conditions; and Atlantic weather again is a result of the interactions of conditions farther eastward. So that until the whole zone is understood with one comprehensive chart the weather man is much handicapped. The hot summer in the United States is due to an increase of pressures in the subtropics. A summer of this type means a strong persistent circulation of air from the south with the interiors baked under excessive sunshine and hot sirocco winds which have been known to blast vegetation in twelve hours. These variations depend on the changes in Old Sol himself. So Old Sol himself is being studied by Prof. F. H. Bigelow, of the United States Weather Bureau.

Habit Hard to Break.

No habit is harder to break than that of Putting Off.

Merely a moment or two of frank self examination will make you realize how dangerous is the habit of Putting Off in the merchandising field.

Recall that last January you kept Putting Off doing something to overcome the after-Christmas dullness because—you kept telling yourself—spring trade would more than make up for lack of January profits?

BUT—the spring proved backward. Here you are not only short of much of the expected spring outfit, but with your problem further complicated by an unduly big lot of spring leftovers.

Just ahead, too, is another period that will be dull—unless you do something to avert it.

The way to break a habit is to quit—immediately and altogether.

Start now determined to keep busy

and to make at least enough to pay expenses day by day without a break.

The help for doing just that—both the goods and the plans are in this catalogue.

Begin now to break the habit of Putting Off.

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.

Potato Bags

new and second hand. Shipments made same day order is received. I sell bags for every known purpose.

ROY BAKER

Wm. Alden Smith Building

Grand Rapids, Michigan

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.

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.

7 N. Ionia Street

Grand Rapids, Mich.

References: Commercial Savings Bank and Mercantile Agencies.

Have You Tried Our

New Folding Wooden Berry Box

It is the best box made. Bushel Baskets, Grape Baskets, Berry Crates, in fact, all kinds of fruit packages ready for shipment at a moment's notice. Write or phone for prices.

JOHN G. DOAN,

Grand Rapids, Mich.

ESTABLISHED 1876

FIELD SEEDS

Clover and Timothy Seeds. All Kinds Grass Seeds.
Orders will have prompt attention.

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS

Office and Warehouse Second Ave. and Railroad.

BOTH PHONES 1217

GRAND RAPIDS, MICH.

Redland Navel Oranges

We are sole agents and distributors of Golden Flower and Golden Gate Brands. The finest navel oranges grown in California. Sweet, heavy, juicy, well colored fancy pack. A trial order will convince.

THE VINKEMULDER COMPANY

14-16 Ottawa St.

GRAND RAPIDS, MICH.



THE ETERNAL JOLLY.

How and Where a Traveling Man Found It.

Written for the Tradesman.

Herbert was on the sick list. He was a traveling man with a record, his specialty being white goods. He had overworked and overworried, and had laid off for a rest which threatened to eat up all the profits of his strenuous efforts. He walked about looking like a ghost, his face ghastly and his nerves gone wrong. According to his own statement, his eyes looked like twin bubbles on a pitcher of cider. He staggered as he paced the streets, and often sat down on a friendly doorstep to rest. According to all things, he was about all in.

He walked down to Campau Place one day and stood at the corner by the Tower. Then to him came a friend of other days.

"How are you?" he asked.

"Rotten," replied Herbert.

"Sick?"

"Sick doesn't express it."

"Well, you're looking well, anyway."

Herbert began to feel a little better. Perhaps he wasn't as sick as he was trying to think he was. If he was looking well, he might be on the gain, for the face is the index of the body, according to Fowler and other high authorities on bumpology.

"I believe I am feeling a little better to-day," he said.

The friend of other days bumped away in the crowd that haunts the crossing, where street cars chase men of bad habits into the side streets where there are no tracks, and where autos glare wickedly through big eyes at night, when Canal street shows its arbor of flame.

Herbert threw back his shoulders and stuck out his chest.

To him, standing there victorious over his nerves, came a man who had traveled with him when Petoskey was still dusky with the children of the forest. His name was Erastus, which is not a good name for a man who sells sugar, because of the old uncles of the South who bear it on the cane plantations. It was a tradition among the men of the grip that Erastus made his own sugar and painted himself white in order to dispose of it at the North.

"How are you?" asked Erastus of Herbert.

"Only so-so."

"Been sick?"

"Rather."

"Well, you're all right now."

"I hope so."

"Sure thing. You're looking all right, anyway."

Herbert's shoulders slipped back another notch.

"Oh, I'm getting along all right now," he said.

Erastus sneaked away in the crowd, fearful that Herbert would get a look into some mirror-like window and discover the lie. The sick man's face was such a picture of distress that

people turned away their eyes when they glimpsed it, but deep down under his left upper vest pocket he began to feel a sense of improvement.

In a moment Charley the Josher came strolling along. Charley works under the disguise of a white apron up town, and can make a blue blazer with the best of them. If you do not know what a blue blazer is, that is not my fault. This is not a guide for beginners.

"Hello, Herbert!"

The voice was merry and strong, and the sick man turned about with a smile.

"Ah, Charley! You still in town?"

"Cert. They won't let me leave. I am it here."

"Glad!"

"Where have you been keeping yourself?"

"Been a little under the weather."

"Get out! You're joshing. You never looked better in your life!"

Herbert stepped out from the building against which he had been leaning. His legs felt strong, and the deadly numbness had gone out of his feet.

"I'll be all right in a day or two," he said.

Charley the Josher ducked away across the street.

Herbert took the lines of thought that he had been making a fool of himself in thinking that he was never to be his old self again. He stepped briskly off and came near pitching into the gutter. Boyd, the crossing officer, steadied him as he crossed the open space which is the battle ground of the city, where all the vehicles known to a thrifty and law-breaking civilization conspire to vanquish the person who has only legs for purposes of locomotion. Herbert began to feel that his friends were too much inclined to cheer him, even at the expense of truth.

Then two girls whom Herbert had known in his best days—girls are always girls, even if they are 40—came down the pavement, and in a little lull the sick man heard one of them laughing—a girl's laugh, idle and foolish and sweet.

"Why, there's Herbert," one of them said.

"Not," said the other.

"Sure it is."

"All right. It is."

But the one who was so certain stopped before the sick man and looked him in the eyes.

"I knew it," she said. "You look just as you looked ten years ago."

Herbert, mindful of the false strength of a moment before, began to back away. He had his fill of that "You're looking well" jolly.

"I'm a thousand years old," he said.

"Well, you don't look it," she said. "You look like a kid."

"Oh, yes," said Herbert. "I'm entered for the blue ribbon in a beauty show, just up the street here."

"Honest. You are looking fine."

The sick man turned away in disgust. The girls went on up the street, and he heard them laughing as they turned about and watched him staggering across the street.

"I wonder how many jollies of that sort I can get to-day?" thought Her-

bert, as he turned up Pearl street. "The whole world is a jolly, but I wish the people would find a new one."

"Here you are!"

That was Walter, the shipping clerk.

"Out again?" asked Walter.

"No," replied Herbert. "I'm in bed."

"You're looking well, anyway."

Herbert made a grab for the shipping clerk and fell down.

"Look here," he said, after he had been lifted to his feet and half wound about a post, "I like a jolly. I used to carry a few myself, just for company, but of all the lying, fool, imbecile, deceiving jollies in the world that 'You're looking well' jolly is the worst. It causes a man to butt into a wedding when he looks like a corpse, it causes a man to attempt a race when he can not stand alone. A moment ago I believed what the jollies said, but it took a policeman to get me across the street. Now, you run right along and ship your candy. I'm going home, and the first man that works that rotten old jolly on me is not going to look well himself in about a minute. I've got a gun under my pillow. Get out!"

"You needn't get hot about it," said Walter.

"A man goes out on the street fit to scare little children, and the people he meets tell him how well he is looking. Why don't you get some new lie to tell a man just before they push him over backward into his six-foot-two? Of all the idiotic, stale lies I ever heard, I—"

They took Herbert home in a police ambulance, and the officer who lifted him into the house said he would get along all right now, for he was looking well!

And you just keep track of the times you are treated to this stale jolly, no matter how tough you look, or how tough you feel. Herbert was not the only one. Alfred B. Tozer.

Tampering With the Truth.

A school teacher trying to explain to his class the meaning of the word "conceited," said:

"Suppose I would go around saying, 'Look how good I am to my class,' or bragging how much I know or how good looking I am—what would you say I was?"

"A liar," instantly responded one of the class.

All About the Paper.

The boys in a Guilford, Wis., school were told to write an essay on Newspapers. Here are some gems:

"Newspapers are made of rags and grass. They are sold for different purposes. People who keep shops or sell things wrap them up in a piece of newspaper."

The little fellow who wrote the following knew a thing or two:

"They were first called 'news letters.' In those days there were no pictures, no diagrams, but facts; but now they have more than facts. There are some papers which put a thing in one day and contradict it in the next."

Here are four more gems. The third looks mean, but perhaps there is a mistake in the spelling:

"Some have pictures of every little thing that happens, such as two or three inches of snow in the streets of London."

"By means of papers grievances can be redressed, situations obtained, knowledge increased and property regained."

"There are weakly papers."

"You can get them for a little more than nothing."

Reviving Pat.

"Moike!"

"What is it, Pat?"

"Supposin' Oi was to have a fit."

"Yis."

"And yez had a pint of whisky."

"Yis."

"Would yez knale down and put the bottle to me lips?"

"Oi would not."

"Yez wouldn't?"

"No. Oi could bring yez to yer fate quicker by shtandin' up in front of yez and dhrinkin' it meself."

If You Go Fishing

and don't catch anything,
just remember that

Hotel Livingston
Grand Rapids

has an exceptionally appetizing way of cooking FISH that someone with better luck just caught.

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.

NINETEENTH CONVENTION.

(Continued from page eleven.)

Mr. Goppelt: I have no report, as I think the report of the Treasurer covers it.

Moved and supported that the rules to be suspended for the time being and we take action upon the motion of Brother Brown that the Board of Directors be instructed to call the next convention at Manistee. Carried.

M. S. Brown: I move that the President and Board of Directors be instructed to locate the next annual convention at Manistee. Supported.

E. A. Stowe: I move as an amendment that we use the word "request" instead of "instruct."

Mr. Brown: I will accept that as a part of the motion. Motion carried.

Moved and supported that we return to the regular order of business. Carried.

Mr. Waldron: In regard to the Railroad Committee, I haven't anything special to report except that I might say that during the early part of this year there were quite a good many traveling salesmen out of Detroit who were making connection with the Pere Marquette north of Port Huron, and their train left right on time without reference to the little delay that was occasioned by the Grand Trunk coming from Detroit that makes the connection there, and the result was that several of the traveling men were delayed at Port Huron. I think the Secretary was one of the gentlemen who wrote me in regard to it, and two or three others wrote the Committee in regard to that particular connection and I took the matter up with Mr. Moeller and he at once had an order issued for the train to wait for the other train. There is another connection that is a close connection at Alma, where the Ann Arbor road comes up in the evening in time to get the Pere Marquette coming into Saginaw. If the Ann Arbor is late the Pere Marquette is quite apt to move out unless they are notified by telegram. Mr. Moeller has also made an order there for the Pere Marquette to wait ten minutes for the Ann Arbor at Alma. I mention these facts to show that these specific connections must be taken up individually. They can't lay down any rule, but if it is called to their attention, they will make an order to wait five or ten minutes. This is about all I have to report to-day except that there are quite a good many things that we ought to take up with the railroads with regard to excess baggage, but that being the report of the excess baggage committee, I should not take it up. Further than that, I haven't anything.

President: The Legislative Committee is the next to report.

J. J. Frost then presented the report of the Legislative Committee, as follows:

In making this report, knowing that my time would be limited, I have eliminated as much as possible and will only give you the gist of what has been a long and successful contest.

For more than a year there had been dissatisfaction among the traveling men in regard to the mileage book. They objected to putting up \$30 for a book and waiting until it was used and then getting back \$10 or \$9.75; or, if they used the C. P. A. book, they objected to being obliged to go to the ticket window and exchange the mileage for a ticket. They wanted a thousand mile book good on all trains for \$20. The best efforts put forth to secure such a book were without success. It was then that the proposition for a two cent rate on all roads in the Lower Peninsula crystallized. As Chairman of the Legislative Committee, I called on the Governor early in December. I assured him that the traveling men of Michigan wanted such a bill passed, that we believed it could be done without working an injury to the railroads. The Governor said he had been looking this matter up and, with the exception of some small roads whose earnings are meager, he favored the passage of a two cent bill. He further assured me he would urge the passage of such a bill in his coming message. Soon after I visited the Governor. I received a letter from Brother L. M. Mills, of Grand Rapids, saying the traveling men of that city had held a meeting and were unanimous for a flat two cent rate for the Lower Peninsula and three cents in the Upper Peninsula and asked me to work in conjunction with them. The campaign soon started, a bill was drafted and given to Senator Russell to father in the Senate, each traveling man

considering himself a committee of one to work for the bill. Senators and Representatives were flooded with petitions from their constituents urging them to vote for the bill. The Michigan K. of G. and the U. C. T. worked side by side for a common cause. The first meeting of the Senate Committee was attended by a large number of railroad men and a score of traveling men. The railroad men claimed if the bill became a law, it would cause some of the trains to be taken off and several men to be laid off. The traveling men contended that this would not follow and showed that, where other states had adopted this rate, business had increased and more trains had been put on. Among the prominent traveling men who spoke before the Committee were Edwin O. Wood, of Flint; W. S. Burns and L. M. Mills, of Grand Rapids; John A. Weston, of Lansing; John W. Schram, of Detroit. Gov. Warner and Commissioner Glasgow also spoke for the bill. The railroad men asked for another hearing, which was granted. In the meantime, the interest in the bill did not abate, the railroad lobby plying their vocation with increased zeal. Many Senators and Representatives were objects of attention by them. The next hearing of the bill was attended by about twenty-five railroad men composed of Presidents, office men and lawyers. About fifty traveling men were present. The U. C. T. sent J. Frank Sniffin, of Columbus. Mr. Sniffin is well posted in railroad earnings and expenses and reminded the railroad speakers of many things they had seemingly forgotten. The roads again pleaded for more time, as they said, for the "Committee to get at the facts." Commissioner Glasgow delivered the speech of the day. Among other things, he said he did not know whether the railroads wanted more time so the "Committee could get at the facts" or so the "railroads could get at the Committee." Before the last hearing, the Wetmore substitute, exempting all roads where earnings are less than \$1,000 per mile, had been offered. This substitute was acceptable to the administration and to the traveling men. It was supposed that the Railroad Committee would stand three for the bill and two against it, but Senator Kinnane went over to the railroads, the majority reporting a bill as follows: Roads earning less than \$1,000 per mile, three cents; earning less than \$2,000 per mile two and one-half cents; earning over \$3,000 per mile, two cents; the roads in the Upper Peninsula, three cents per mile. A compromise substitute was offered, Sen. Wetmore making only two classes—the roads earning over \$1,200, two cents per mile, the roads earning less than \$1,200, three cents per mile. The \$2,000 classification would have given the Pere Marquette and the Ann Arbor roads two and one-half cents per mile. Senator Seeley and Senator Wetmore, of the Committee, favored the Wetmore substitute. This bill was made a general order in the Senate for April 3. When the advocates of the bill found Senator Tuttle had gone over to the railroads and Senator Russell had gone to Grand Rapids and could not be induced to return in time to vote for the bill, there were many discouraged faces. We were fortunate in having with us Senators Fyfe and Wetmore. They managed the bill and did the most of the talking for it. Senator Carton, who had been counted for the railroads, voted for the substitute and two Senators who had been the objects of much attention from the railroad lobby stood firm. The Wetmore bill passed the Senate by a vote of 16 to 14. The House made the bill a special order for April 11. The railroads tried hard to tack on some amendments so the bill would go back to the Senate. They hoped they might thus defeat the bill, but the House would not stand for any sharp practice and passed the bill as it came from the Senate by a vote of 92 to 1.

It was a great victory, but we must not forget that great credit is due Governor Warner and Commissioner Glasgow, who have been untiring in their efforts for the bill. The shadows of the lobby still hovered over the Senate and House of Representatives. Through the same old familiar efforts of the past, frantic efforts were made to organize the Senate and House against a fair and equitable action, but a majority rose superior of the old influences and showed the unofficial special agents of legislation that they had lost control. On the final vote all but three of the Senate voted for the bill, but this was only after the futility of resisting the inevitable had been indicated.

Sixteen names, whose alignment in a decisive test vote in the primaries made the inevitability painfully plain, ought to be held in pleasant remembrance. They are Allen, Bates, Bland, Carton, Edenhough, Ely, Fairbanks, Fyfe, Kline, Lugers, Martindale, Ming, Seeley, Traver, Wetmore and Yeomans.

The railroads then had a bill offered allowing them to charge ten cents extra where cash fares were paid. This bill passed the House, but slumbered in the Senate until the closing day, when Senator Kinnane tried to have the rules suspended and give the bill immediate passage. Senator Wetmore spoke against the bill and it was referred to the Railroad Committee, of which Senator Seeley is chairman. He refused to report it out and it died in the Committee room.

What has been done is a source of great satisfaction for many reasons. Not only is it an index of changed conditions in the upper house, but it gives the great majority of two and one-half million people of the State the benefit of the two cent passenger rate.

The Bulk Bill.
I suppose the most of you know a bill was passed and became a law two years ago which prohibits a man or company from selling goods in bulk to defraud their creditors. This law can not possibly injure an honest man and was made to catch the rascals. Early in the session, I received a letter from President Mosher, who for the past year has kept his watchful eye on this Association, telling me to watch Representative Waters, of Washtenaw county, and his bill. I found he had a bill to repeal this law, but he was never able to give me an intelligent reason for wanting it repealed. In speaking to the Committee of the House on this bill, I said: "I very much question the sincerity of any representative or senator who seeks to repeal this law and I not only question his sincerity, but I question his honesty of purpose when he tries to repeal a law that can not possibly injure any honest man." Representative Waters' bill died in the House committee room.

The Common Law.

The Survival Act.

The Limited Liability Bill.
Under the common law, if a man were killed through the negligence of another, the wrong doer could not be compelled to pay anything to his heirs, and if he was not instantly killed but died before recovering a judgment for damages, his right to damages died with him. In order to make the wrong doer pay, the injured man must have lived long enough to obtain a final judgment against him. This brutal rule of the common law was changed by Statute in 1885 and a law passed known as the survival act. This act allowed the heirs of the deceased to recover for negligent injury. In 1905 the limited liability bill, commonly known as the "Baillie Bill," was passed. This bill was introduced in the House by Representative Baillie, of Saginaw, and Senator Baird, of Saginaw, seemed to have charge of it in the Senate. This statute in effect encouraged carelessness and was not based on sound public policy. There is no good reason why the wrong doer should escape punishment in such a case. This statute was not humane and it was right it should be changed so there can be recovery in case of death, the same as the injured can recover if he lives. You all remember the wreck that occurred at Elmdale a little more than a year ago. Among the traveling men killed was Clarence I. Pickert, of Boston, a popular commercial traveler. The deceased was a young unmarried man fortunate enough to belong to a family, all of the members of which are self-supporting, so the Pere Marquette escaped liability.

The repealing of this bill brought to the Capitol more lawyers than the railroad rate bill. The railroads, in their frantic efforts to defeat the repeal bill, pressed in three of our past speakers of the House, Adams, Carton and Maston. Your Chairman engaged the services of Hon. Lawton T. Hemans, of Mason. He brought with him Ex-Judge Allen B. Morse, of Ionia, and for the valuable service they rendered I gave them ten dollars, which was all they would accept. The bill to repeal passed the House almost unanimously, but the railroads hoped the bill would be smothered in the Senate committee room and concentrated all their efforts to that purpose. During the fight over this bill the sentiment against it increased. The editor of the Michigan Tradesman, having fresh in mind the wreck at Elmdale, caused by gross carelessness of the employees, the suffering and death of the commercial travelers, the escape of the Pere Marquette from financial responsibility, was bitter in his denouncement. He declared the bill to be vicious and unjust and urged its immediate repeal. As President of the Grand Rapids Board of Trade he secured the endorsement of that powerful body to repeal the bill and sent committees to Lansing on several occasions to champion the cause. The chairman of the Committee reported the bill out and recommended it be amended. The Senators, knowing the sentiment against the bill and remembering the fate of Baillie, took no chances but repealed the bill and gave it immediate effect. The law, as it now stands under the interpretation of the Supreme Court, is very drastic. If the railroads get it too hard, it is their own fault, as they would not stand for an amendment.

J. J. Frost, Chairman.

L. M. Mills.

M. S. Brown.

Mr. Hanlon: In reference to the Legislative Committee's report, I think it would be well for us to show our appreciation of the work of the Governor and the Railroad Commissioner by drafting a letter of thanks to them for their work in this matter. I move you that the President appoint a committee of three members to draft a letter and forward a copy of the same to the Governor and Commissioner Glasgow, expressing our sincere thanks. Carried.

President: We will hear from Brother

Robinson, chairman of the Hotel Committee.

J. D. Robinson: Mr. President and Brother Knights, I have a very short report to present:

We have had a very prosperous and pleasant year in our department, very few complaints by our members, and also from the hotels in our State. Through order of your Board we have written 179 letters to hotels in Michigan in regard to the overcharge of 25 cents for fractions of days made by \$2.50 and up hotels. Also requested a change from roller towels to individual towels; 59 such letters were written to \$2.50 and up hotels in regard to the 25 cent overcharge for fractions of days; 120 letters were written to \$2 hotels in regard to individual towels.

We would say that all hotels have been requested for answers, which in most cases have been freely given, with promises from \$2 houses to install individual towels.

The answers from \$2.50 and up hotels in regard to the flat rate were varied and many, mostly courteous, but most all refusing to make any change. Only one hotel in the 59 refused or ignored our request for an answer. That hotel was the Downey House at Lansing.

As your Committee we feel it our duty to call your attention to the fact that in all high-priced houses it seems to be the idea that our fraternity of travelers are for their especial use and when we enter their hotel must see how much we will stand in the shape of graft and how little they will give in return.

This seems to be growing and there is no end in sight. This is not alone chargeable to high priced hotels, but the very small hotel is as bad, if not worse. They are pulling off all free bus service, tacking on charges for baggage, sample rooms and everything in sight. In some cases table service is fierce.

A part of your Hotel Committee has traveled for twenty-five years and must say that the service in hotels is not up to the standard it was fifteen years ago.

We as traveling men should be more united. We would then be a power to protect our interests, not forgetting to do justice and always to be fair. We are positive that there is no class of men so reasonable or generous as we, although a very few can not or will not consider others but themselves.

We should always remember that the other fellow has rights and we should be willing to go half way or more if necessary, but it is certainly plain to your Committee, by close observation, that we are getting the worst of the deal on the full line.

We hope your honorable body will weigh the hotel matter well and act wisely for our good.

We would further suggest that you take some action with other societies of traveling men to strengthen and unite ourselves. We then could and would be so strong we could regulate and protect ourselves in all matters pertaining to hotels, railroads or any grievance we might have.

We little know our strength. We are too easy, too generous, always giving over to and smoothing rough places to our detriment.

We are not united.

We hope you will accept this feeble report and be lenient with your Hotel Committee for its errors and incompetencies.

J. D. Robinson, Chairman.
The report of the Bus and Baggage Committee was then called for and presented as follows:

I regret very much my being unable to attend the 19th annual convention Michigan Knights of the Grip, held in Saginaw, Aug. 23rd and 24th, 1907, and will be obliged in consequence to submit my report by letter instead of in person. The past year has not brought forth many complaints for the Bus and Baggage Committee and I found on investigation the cause was of so little account it was not worth following up, or paying any attention to.

We took up the matter of excess baggage with the D. U. R. and connecting lines and as you can see by the accompanying schedule of rates on excess baggage, issued July 1, and going into effect Aug. 1, they have cut down the rates from the old schedule to a point where they do not exceed the rates on steam roads, and in some cases less. And they tell me, as their facilities for handling baggage increase and business warrants it, they will do more for us.

Frank P. Burtch, Chairman.
Thereupon the report of the Employment and Relief Committee was read as follows:

Your Committee would respectfully report that since our last annual meeting, we have had no appeals for relief from sickness, disability or otherwise.

Quite a number of the boys have applied for positions. I could only help them so far as my personal knowledge and enquiry were concerned. Otherwise your Committee could stand with both hands down. This may be the fault of your Committee, but until we have established an information bureau with the manufacturers and jobbers, or some other avenue of information, we can do very little.

This matter was left with the President and Secretary to figure out some

(Continued on page forty-six)



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.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—J. L. Wallace, Kalamazoo; M. A. Jones, Lansing; Julius Greenthal, Detroit; C. H. Frantz, Bay City, and Owen Raymo, Wayne.

New Formula for Soap Liniment.

L. D. Havenhill, in a paper read before the Kansas Pharmaceutical Association, spoke of the difficulties ordinarily met with in the preparation of soap liniment. He went over the U. S. P. formulas from 1820 onward, and showed how they had been changed from revision to revision in a vain effort to attain success. He declared that a formula for this preparation, to be pharmaceutically correct, should possess at least two important features; it should insure a uniform product in the hands of various operators, and the manipulative details should be reduced to a minimum. In both these requirements he thought the present official formula fell far short of the one given in the U. S. P. of 1890. After considerable experimentation he said he had evolved the following formula as being entirely satisfactory in all respects:

Dried soap, in thin shavings
 (1-10 mm.) 60 gms.
 Camphor, in small pieces .. 45 gms.
 Oil rosemary 10 c. c.
 Alcohol 725 c. c.
 Water to make 1000 c. c.

Introduce the alcohol into a graduated bottle, add the oil, camphor and soap, dilute to the liter mark with water; cork the bottle and shake it thoroughly. Incline the bottle sufficiently to allow the undissolved particles to remain in the elevated end of it and dissolve by circulatory solution. After twenty-four hours filter through paper in a covered funnel.

To insure success in the preparation of this liniment all the ingredients should conform to their official requirements for strength and purity. Ordinary "hard water" so often substituted for the official water is not suitable for the preparation of this liniment. The gelatinization so often observed in this preparation at normal temperatures after heat has been used to facilitate solution, or after the soap fails to dissolve in the alcohol after dilution with water, is due to the presence of alkali salts of the fatty acids having a greater number of carbon atoms in the molecule than oleic acid. These are chiefly stearates and palmitates. The presence of these in undue amounts is detected by the U. S. P. test for animal fats in soap. (The test should be applied to the dried soap.)

The powdered soap on the market has, as a rule, been found to be very unsatisfactory for making soap liniment, but the best imported brands, in bars, have been found to answer excellently. An ordinary carpenter's plane should be used to reduce the soap to thin shavings. For powdering dry soap a "food chopper" has been found to be much more satisfactory and expeditious than the mortar and pestle.

In filtrations the use of a thin board of sufficient size to cover the top of the funnel, having a notched hole large enough to admit the neck of the inverted container so that the delivery will be below the level of the top of the filter-paper, will prove a great saver of time, labor and filter-paper. The bottle is inverted in the funnel, and then the board slipped under to support it.

He Wanted Company.

Shortly after 2 o'clock one bitter winter morning a physician drove four miles in answer to a telephone call. On his arrival the man who had summoned him said:

"Doctor, I ain't in any particular pain, but somehow or other I've got a feeling that death is nigh."

The doctor felt the man's pulse and listened to his heart.

"Have you made your will?" he asked finally.

The man turned pale.

"Why, no, doctor. At my age—oh, doc, it ain't true, is it? It can't be true—"

"Who's your lawyer?"

"Higginbotham, but—"

"Then you'd better send for him at once."

The patient, white and trembling, went to the 'phone.

"Who's your pastor?" continued the doctor.

"The Rev. Kellogg M. Brown," mumbled the patient. "But, doctor, do you think—"

"Send for him immediately. Your father, too, should be summoned; also your—"

"Say, doctor, do you really think I'm going to die?" The man began to blubber softly.

The doctor looked at him hard.

"No, I don't," he replied grimly.

"There's nothing at all the matter with you. But I hate to be the only man you've made a fool of on a night like this."

New Ideas in Chemistry Usually Old.

Let chemistry evolve and revolve with the newest theories. Still it is the old chemistry in a normal course of development. Svante Arrhenius, the celebrated lecturer and student of chemistry, realizes that the latest extensions of this science are often both by followers and opponents regarded as something wholly new and quite independent of the progress in the past. Many seem to hold the opinion that the new developments are the more to be admired the less dependent they are on the older chemical theories. In his opinion nothing could be less correct. It is just the circumstance that the new theoretical discoveries have developed organically from the old generally accepted ideas that is to him their most promising feature.

Punctuality a Business Asset.

Punctuality—being on time—is a much appreciated attribute. Those who do not possess it, admire it. The man who is always on time, or ahead of it, has a distinct advantage of his dilatory brother. He never misses anything. He is always in on the start and usually first at the finish. A habit of punctuality breeds others which help a man along the road of life. It develops a carefulness, ousts forgetfulness, kills that slothfulness of thought and tardiness of action which often forces one into trouble. Disperses the haze of carelessness from the mind and invigorates the whole system. Men who are on time by habit get in the way of doing things promptly and thoroughly, at least, of doing their best, always. For instance, a salesman who has the on-time habit won't take an order from a firm, tie it up with conditions and ifs and then say nothing in his letter accompanying the order sent to his concern, about these conditions. Having the punctuality habit he will have the thorough habit. These two will do all that he does with accuracy and his work will save his firm much time, confusion and money. He will be thorough. Any other kind of a salesman is only a remnant. He is not an original package. Sloppiness and unfinished details are vermin. They are breeders of uncleanly surroundings—increased and multiply in laziness and sloth—make those who carry them veritable pariahs.

Besides they are very inexcusable. Only one who is either feeble minded or indifferent will permit tardiness, lack of attention to detail or neglect of business of their employed to even become introduced to them. Thoroughness, activity, horse sense, application and cheerfulness—these make a salesman. And though many are called, few have the cards.

White Savages in Africa.

The first white folks were the Africans—so the wise folks say. How many have heard of the white race of the Atlas Mountains in Morocco? Its people have features like ours and some of them have blue eyes and red hair. Many have rosy skins and complexions so fair that if dressed in European clothes they would not be out of place in New York or Paris. Others are darker from their admixture with the Arabs and Moors. This race is scattered through the mighty mountains of Northwestern Africa. It is composed of the Berbers or Kabyles, who are numbered by millions and are found everywhere around those hills. The Berbers are the oldest white race on record. They are supposed to have come from Southern Europe, but if so it was when Europe was savage, eating with its fingers, and sleeping on the skins of wild beasts in the forests. The Berbers were there when Athens was in its infancy and when Rome was yet to be born. There are records in the Egyptian temples dating as far back as 1,000 years before Christ which speak of them as having rosy cheeks, blue eyes and red hair. There is a dried specimen of one in the British Museum.

The Drug Market.

Opium—Is weak.
 Morphine—Is unchanged.
 Quinine—Is very firm on account of the high price paid for bark at the Amsterdam sale last Thursday. Better demand would, no doubt, advance the price.

Cocaine—Has declined 20c per ounce on account of the competition among manufacturers.

Ethers—Will be lower after the first of next month, when manufacturers can use denatured alcohol.

Glycerine—Is very firm and tending higher.

Oil Lemon—Is very scarce and advancing.

Oil Peppermint—Everything seems favorable for a good crop.

Oil Cloves—Is weak and tending lower on account of a decline in spice.

Cloves—Have declined.

Linseed Oil—Is lower on account of a decline in the price of seed.

Its Daily Thrill.

The through train from the West had stopped at the little station where the overland flyer from the East was to pass it.

"What is the population of your village?" asked one of the passengers.

"I don't know, sir," said the station agent; "but if your train doesn't leave within the next five minutes you will have time to count 'em for yourself. They're all here at the deepo."

It's a good deal easier to bring a little piece of heaven to earth every day than to try to lift the world to heaven all at once.



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Acidum		Copaiba	1 75@1 85	Scilla Co.	@ 50	Liquor Arsen et	Hydrarg Iod ..	@ 25	Rubia Tinctorum	12@ 14	Vanilla	9 00@
Aceticum	6@ 8	Cubebae	1 35@1 40	Tolutan	@ 50	Liq Potass Arsinit	10@ 12	22@ 25	Saccharum La's.	22@ 25	Zinci Sulph ..	7@ 8
Benzoicum, Ger..	70@ 75	Erigeron	2 395@2 50	Prunus virg....	@ 50	Magnesia, Sulph. bbl	1 1/2	5	Salacin	4 50@4 75	Oils	
Boracic	@ 17	Evechthitos	1 00@1 10	Tinctures		Sanguis Drac's	40@ 50	Sapo, W	13 1/2@ 16	Whale, winter ..	70@ 70	bbl. gal.
Carbolicum	26@ 29	Gaultheria	2 50@4 00	Anconitum Nap'sR	60	Sapo, M	10@ 12	Sapo, G	@ 15	Lard, extra	85@ 90	
Citricum	65@ 70	Geranium	70@ 75	Alconitum Nap'sF	50	Menthol	2 90@3 00	Seidlitz Mixture..	20@ 22	Lard, No. 1	60@ 65	
Hydrochlor	3@ 5	Gossypii Sem gal	70@ 75	Aloes	60	Morphia, SP&W	3 45@3 70	Sinapis	@ 18	Linseed, pure raw	41@ 44	
Nitrosum	8@ 10	Hedeoma	4 00@4 50	Arnica	50	Morphia, Mal....	3 45@3 70	Sinapis, opt	@ 30	Linseed, boiled ..	42@ 45	
Oxalicum	14@ 15	Junipera	40@1 20	Aloes & Myrrh ..	60	Moschus Canton.	@ 40	Snuff, Maccaboy.	@ 51	Neat's-foot, w str	65@ 70	
Phosphorium, dil.	@ 15	Lavendula	90@3 60	Asafoetida	50	Myristica, No. 1.	25@ 30	Snuff, DeVoes ..	@ 51	Spts. Turpentine ..	Market	
Salicylicum	44@ 47	Limons	2 75@3 00	Atropine Belladonna	50	Nux Vomica po 15	@ 10	DeVoes	@ 51	Paints		bbl L.
Sulphuricum	1 1/4@ 1 1/2	Mentha Piper	2 25@2 40	Aurantii Cortex..	60	Os Sepia	35@ 40	Snuff, S'h DeVoes	@ 51	Red Venetian	1 1/2@ 2 @3	
Tannicum	75@ 85	Mentha Verid....	3 25@3 35	Benzoin Co.	50	Pepsin Saac, H &	@ 1 00	Soda, Boras	9@ 11	Ochre, yel Mars 1 1/2	2 @4	
Tartaricum	38@ 40	Morrhuae gal	1 60@1 85	Barosma	50	P D Co	@ 2 00	Soda, Boras, po..	9@ 11	Putty, commer'l 2 1/2	2 1/2@3	
Ammonia		Myrcia	3 00@3 50	Picis Liq N N 1/2	50	P D Co	@ 2 00	Soda et Pot's Tart	25@ 28	Putty, strictly pr 2 1/2	2 1/2@3	
Aqua, 18 deg....	4@ 6	Olive	1 00@3 00	Picis Liq qts	50	P D Co	@ 2 00	Soda, Carb.	1 1/2@ 2	Vermillion, Prime	13@ 15	
Aqua, 20 deg....	6@ 8	Picis Liquida	10@ 12	Picis Liq qts	50	P D Co	@ 2 00	Soda, Bi-Carb	3@ 5	Vermillion, Eng.	75@ 80	
Carbonas	13@ 15	Picis Liquida gal.	@ 40	Picis Liq pints..	50	P D Co	@ 2 00	Soda, Ash	3 1/2@ 4	Green, Paris	29 1/2@33 1/2	
Chloridum	12@ 14	Ricina	1 06@1 10	Pil Hydrarg po 80	75	P D Co	@ 2 00	Soda, Sulphas	@ 2 60	Green, Peninsular	13@ 16	
Aniline		Rosmarini	@ 1 00	Piper Nigra po 22	75	P D Co	@ 2 00	Spts. Ether Co.	50@ 55	Lead, red	7 1/2@ 8	
Black	2 00@2 25	Rosae oz.	6 50@7 00	Piper Alba po 35	75	P D Co	@ 2 00	Spts. Myrcia Dom	@ 2 00	Lead, white	7 1/2@ 8	
Brown	80@1 00	Succini	40@ 45	Pix Burgum	50	P D Co	@ 2 00	Spts. Vini Rect bbl	@ 2 00	Whiting, white S'n	@ 90	
Red	45@ 50	Sabina	90@1 00	Plumbi Acet	12@ 15	P D Co	@ 2 00	Spts. V'i Rect 1/2 b	@ 2 00	Whiting, Gilders'	@ 95	
Yellow	2 50@3 00	Santal	@ 4 50	Pulvis Ip'cet Opil	30@1 50	P D Co	@ 2 00	Spts. V'i R't 10 gl	@ 2 00	White, Paris Am'r	@ 1 25	
Baccaae		Sassafras	90@ 95	Pyrethrum, bxs H	50	P D Co	@ 2 00	Spts. V'i R't 5 gal	@ 2 00	Whit'g Paris Eng.	@ 1 40	
Cubebae	22@ 25	Sinapis, ess. oz.	1 10@1 20	Pyrethrum, pv..	20@ 25	P D Co	@ 2 00	Strychnia, Cryst	11 05@1 25	Shaker Prep'd ..	1 25@1 35	
Juniperus	8@ 10	Tigil	10@1 20	Quassia	8@ 10	P D Co	@ 2 00	Sulphur, Roll	2 1/2@ 3 1/2	Varnishes		
Xanthoxylum	30@ 35	Thyme	40@ 50	Quina, S P & W..	18@ 20	P D Co	@ 2 00	Tamarinds	8@ 10	No. 1 Turp Coach	1 10 1 20	
Balsamum		Thyme, opt	@ 1 60	Quina, S Ger....	18@ 28	P D Co	@ 2 00	Terebenth Venice	28@ 30	Extra Turp	1 60@1 70	
Copaiba	75@ 85	Theobromas	15@ 20	Quina, N. Y....	18@ 28	P D Co	@ 2 00	Thebromae	60@ 75			
Peru	3 00@3 25	Potassium		Radix		P D Co	@ 2 00					
Terabin, Canada	60@ 65	Bi-Carb	15@ 18	Aconitum	20@ 25	P D Co	@ 2 00					
Tolutan	40@ 45	Bichromate	13@ 15	Althae	30@ 35	P D Co	@ 2 00					
Cortex		Bromide	25@ 30	Anchusa	10@ 12	P D Co	@ 2 00					
Abies, Canadian.	18	Carb	12@ 15	Arum po	@ 25	P D Co	@ 2 00					
Cassiae	20	Chlorate	12@ 14	Calamus	20@ 40	P D Co	@ 2 00					
Cinchona Flava..	18	Cyanide	30@ 40	Calamul	20@ 40	P D Co	@ 2 00					
Buonymus atro...	60	Iodide	2 50@2 60	Gentiana po 15.	12@ 15	P D Co	@ 2 00					
Myrica Cerifera..	20	Potassa, Bitart pr	30@ 32	Glychrrhiza pv 15	16@ 18	P D Co	@ 2 00					
Prunus Virgini..	15	Potass Nitras opt	7@ 10	Hydrastis, Canada	@ 1 90	P D Co	@ 2 00					
Quillaia, gr'd ..	12	Potass Nitras ..	6@ 8	Hellebore, Alba.	12@ 15	P D Co	@ 2 00					
Sassafras...po 25	24	Prussiate	23@ 26	Inula, po	18@ 22	P D Co	@ 2 00					
Ulmus	20	Sulphate po	15@18	Ipecac. po	2 00@2 10	P D Co	@ 2 00					
Extractum		Radix		Iris plox	35@ 40	P D Co	@ 2 00					
Glycyrrhiza, Gla.	24@ 30	Aconitum	20@ 25	Jalapa, pr	25@ 30	P D Co	@ 2 00					
Glycyrrhiza, po..	28@ 30	Althae	30@ 35	Maranta, 1/4s ..	@ 35	P D Co	@ 2 00					
Haematox	11@ 12	Anchusa	10@ 12	Podophyllum po.	15@ 18	P D Co	@ 2 00					
Haematox, 1s ..	13@ 14	Arum po	@ 25	Rhei	75@1 00	P D Co	@ 2 00					
Haematox, 1/2s ..	14@ 15	Calamus	20@ 40	Rhei, cut	1 00@1 25	P D Co	@ 2 00					
Haematox, 1/4s ..	16@ 17	Gentiana po 15.	12@ 15	Rhei, pv	75@1 00	P D Co	@ 2 00					
Ferru		Glychrrhiza pv 15	16@ 18	Sanguinaria, po 18	45@1 50	P D Co	@ 2 00					
Carbonate Precip.	15	Hydrastis, Canada	@ 1 90	Serpentaria	50@ 55	P D Co	@ 2 00					
Citrate and Quina	2 00	Hellebore, Alba.	12@ 15	Senega	85@ 90	P D Co	@ 2 00					
Citrate Soluble..	55	Inula, po	18@ 22	Smilax, off's H.	@ 48	P D Co	@ 2 00					
Ferrocyanidum S	40	Iris plox	35@ 40	Smilax, M	@ 25	P D Co	@ 2 00					
Sol. Chloride ..	15	Jalapa, pr	25@ 30	Scilla po 45 ..	20@ 25	P D Co	@ 2 00					
Sulphate, com'l, by	2	Maranta, 1/4s ..	@ 35	Symplocarpus ..	@ 25	P D Co	@ 2 00					
bbl. per cwt. ..	70	Podophyllum po.	15@ 18	Valeriana Eng..	@ 25	P D Co	@ 2 00					
Sulphate, pure ..	7	Rhei	75@1 00	Valeriana, Ger..	15@ 20	P D Co	@ 2 00					
Flora		Rhei, cut	1 00@1 25	Zingiber a	12@ 16	P D Co	@ 2 00					
Arnica	20@ 25	Rhei, pv	75@1 00	Zingiber j	25@ 28	P D Co	@ 2 00					
Anthemis	40@ 50	Sanguinaria, po 18	45@1 50	Semen		P D Co	@ 2 00					
Matricaria	30@ 35	Serpentaria	50@ 55	Anisum po 20 ..	@ 16	P D Co	@ 2 00					
Folia		Senega	85@ 90	Apium (gravel's)	13@ 15	P D Co	@ 2 00					
Barosma	40@ 45	Smilax, off's H.	@ 48	Bird, 1s	4@ 6	P D Co	@ 2 00					
Cassia Acutifol.	15@ 20	Smilax, M	@ 25	Cardui po 15 ..	12@ 14	P D Co	@ 2 00					
Cassia, Acutifol.	25@ 30	Scilla po 45 ..	20@ 25	Cardamon	70@ 90	P D Co	@ 2 00					
Salvia officinalis.	18@ 20	Symplocarpus ..	@ 25	Coriandrum	12@ 14	P D Co	@ 2 00					
1/4s and 1/2s ..	18@ 20	Valeriana Eng..	@ 25	Cannabis Sativa	7@ 8	P D Co	@ 2 00					
Uva Ursi	8@ 10	Valeriana, Ger..	15@ 20	Cydonium	75@1 00	P D Co	@ 2 00					
Gummi		Zingiber a	12@ 16	Chenopodium ..	25@ 30	P D Co	@ 2 00					
Acacia, 1st pkd..	@ 65	Zingiber j	25@ 28	Dipterix Odorate.	80@1 00	P D Co	@ 2 00					
Acacia, 2nd pkd..	@ 45	Spiritus		Foeniculum	@ 18	P D Co	@ 2 00					
Acacia, 3rd pkd..	@ 35	Anisum po 20 ..	@ 16	Foenugreek, po.	7@ 9	P D Co	@ 2 00					
Acacia, sifted sts.	@ 18	Apium (gravel's)	13@ 15	Lini	4@ 6	P D Co	@ 2 00					
Acacia, po	45@ 65	Bird, 1s	4@ 6	Lini, gr'd. bbl. 2 1/4	3@ 6	P D Co	@ 2 00					
Aloe Barb	22@ 25	Cardui po 15 ..	12@ 14	Lobelia	75@ 80	P D Co	@ 2 00					
Aloe, Cape	@ 25	Cardamon	70@ 90	Pharlaris Cana'n	9@ 10	P D Co	@ 2 00					
Aloe, Socotri ..	@ 45	Coriandrum	12@ 14	Rapa	5@ 6	P D Co	@ 2 00					
Ammoniac	55@ 60	Cannabis Sativa	7@ 8	Sinapis Alba	8@ 10	P D Co	@ 2 00					
Asafoetida	35@ 40	Cydonium	75@1 00	Sinapis Nigra ..	9@ 10	P D Co	@ 2 00					
Benzoinum	50@ 55	Chenopodium ..	25@ 30	Spiritus		P D Co	@ 2 00					
Catechu, 1s	@ 13	Dipterix Odorate.	80@1 00	Florida sheeps' wool	carriage	3 00@3 50						
Catechu, 1/2s ..	@ 14	Foeniculum	@ 18	Nassau sheeps' wool	carriage	3 50@3 75						
Catechu, 1/4s ..	@ 16	Foenugreek, po.	7@ 9	Velvet extra sheeps'	wool, carriage	@ 2 00						
Comphorae	1 25@1 35	Lini	4@ 6	Extra yellow sheeps'	wool carriage ..	@ 1 25						
Euphorbium	@ 40	Lini, gr'd. bbl. 2 1/4	3@ 6	Grass sheeps' wool,	carriage	@ 1 25						
Galbanum	@ 1 00	Lobelia	75@ 80	Hard, slate use..	@ 1 00							
Gamboge ...po. 1	25@1 35	Pharlaris Cana'n	9@ 10	Yellow Reef, for	slate use	@ 1 40						
Gauliac ..po 35	@ 35	Rapa	5@ 6	Syrups								
Kinopo 45c	@ 45	Sinapis Alba	8@ 10	Acacia	@ 50							
Mastic	@ 75	Sinapis Nigra ..	9@ 10	Aurantii Cortex..	@ 50							
Myrrhpo 50	@ 45			Zingiber	@ 50							
Opium	7 25@7 50			Ipecac	@ 60							
Shellac	60@ 70			Ferri Iod	@ 50							
Shellac, bleached	60@ 65			Rhei Arom	@ 50							
Tragacanth	70@1 00			Smilax Offi's ..	50@ 60							
Herba				Scilla	@ 50							
Absinthium	45@ 60			Scilla	@ 50							
Eupatorium oz pk	60			Scilla	@ 50							
Lobelia	25			Scilla	@ 50							
Majorium	25			Scilla	@ 50							
Mentha Pip. oz pk	23			Scilla	@ 50							
Mentha Ver. oz pk	25			Scilla	@ 50							
Rue	39			Scilla	@ 50							
Tanacetum ..V...	22			Scilla	@ 50							
Thymus V. oz pk	25			Scilla	@ 50							
Magnesia				Scilla	@ 50							
Calcined, Pat. ...	55@ 60			Scilla	@ 50							

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		B	
Ammonia	1	Baked Beans	1
Axle Grease	1	Bath Brick	1
		Bluing	1
		Brooms	1
		Brushes	1
		Butter Color	1
C		D	
Candies	1	Dried Fruits	4
Canned Goods	1		
Carbon Oils	2		
Catsup	2		
Cereals	2		
Cheese	2		
Chewing Gum	2		
Chicoory	2		
Chocolate	2		
Clothes Lines	2		
Cocoa	2		
Cocoonut	2		
Cocoa Shells	2		
Coffee	2		
Confections	11		
Crackers	2		
Cream Tartar	4		
E		F	
Eggs	2	Farinaceous Goods	2
		Fish and Oysters	10
		Fishing Tackle	5
		Flavoring Extracts	5
		Fresh Meats	5
G		H	
Gelatine	2	Herbs	6
Grain Bags	5	Hides and Pelts	10
Grains and Flour	5		
I		J	
Jelly	6		
K		L	
Licorice	6		
M		N	
Matches	6	Nuts	11
Meat Extracts	6		
Mince Meat	6		
Molasses	6		
Mustard	6		
O		P	
Olive Oil	6	Pipes	6
		Pickles	6
		Playing Cards	6
		Potash	6
		Provisions	6
Q		R	
Quaker	6	Rice	7
S		T	
Salad Dressing	7	Tea	8
Saleratus	7	Tobacco	8
Salt Soda	7	Twine	8
Salt Fish	7		
Seeds	7		
Shoe Blacking	7		
Snuff	7		
Soap	7		
Soda	7		
Soups	7		
Spices	7		
Starch	7		
Syrups	7		
U		V	
Uganda	7	Vinegar	9
W		X	
Wick	9	Woolenware	9
Woolenware	9	Wrapping Paper	10
Wrapping Paper	10		
Y		Z	
Yeast Cake	10		

6	7	8	9	10	11
Meal Bolted 3 10 Golden Granulated 3 25 St. Car Feed screened 27 00 No 1 Corn and Oats 27 00 Corn, cracked, N. 25 50 Corn Meal, coarse 25 50 Winter Wheat Bran 24 00 Winter Wheat Mid'ng 26 00 Cow Feed 25 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 24 00 Molasses Feed 22 00 Dried Beet Pulp 16 50 Oats Michigan, carlots 53 Less than carlots 55 Corn Carlots 68 Less than carlots 70 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 rer 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. 8 20 Liebig's Chicago, 2 oz. 2 25 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra MINCE MEAT Per case 2 90 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 3 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count .7 25 Half bbls., 600 count. 4 13 Small Half bbls., 1,200 count 4 75 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20, Rover enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case 4 00 Babbitt's 3 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 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 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 8 1/2 Mince Ham 9 Lard Compound 9 Pure in tierces 9 1/2 80 lb. tubs advance 1/2 60 lb. tubs advance 1/2 50 lb. tubs advance 1/2 30 lb. pails advance 1/2 10 lb. pails advance 1/2 5 lb. pails advance 1/2 8 lb. pails advance 1/2	Sausages Bologna 5 1/2 Liver 6 1/2 Frankfort 8 Pork 8 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/2 bbls. 1 10 1/4 bbls., 40 lbs. 1 85 1/2 bbls. 2 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/2 bbls., 40 lbs. 1 50 1/4 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 15 Sheep, per bundle 70 Uncolored Butterine Solid dairy 10 @ 12 Country Roids 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 40 Corned beef, 1 lb. 1 35 Roast beef, 2 lb. 2 40 Roast beef, 1 lb. 1 30 Potted ham, 1/2 s 45 Potted ham, 1/4 s 45 Deviled ham, 1/2 s 45 Deviled ham, 1/4 s 45 Potted tongue, 1/2 s 45 Potted tongue, 1/4 s 45 RICE Fancy 7 @ 1/2 Japan 5 1/2 @ 6 1/2 Broken 4 @ 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 85 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 85 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 3 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 3 00 28 lb. sacks 1 5 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 Hallbut Strips 13 Chunks 13 1/2 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mechs. 85 Norwegian Round, 100lbs. 3 75 Round, 40lbs. 1 75 Scaled 12 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 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 85 Whitefish No. 1, No. 2 Fam 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 3 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox 3 50 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 50 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 50 Big Master, 100 bars 4 25 Marseilles, 100 cakes .6 00 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 A. B. Wisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large. 4 50 Gold Dust, 100-5c. 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 59 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hand 2 25 Scourine, 50 cakes 1 80 Scourine, 100 cakes. 3 50 Boxes Kegs, English 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, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages @ 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 1/2lb. cans 2 dz. in cs 2 00 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, 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 Basket-fired, fancy .43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 45 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kilo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 34 Piper Heidsieck 66 Boot Jack 80 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 Kilm Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 39 Yum Yum, 1 1/2 oz. 34 Yum Yum, 1lb. pails. 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Plover Boy, 1 1/2 oz. 39 Plover 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 Forex-XXXX 30 Good Indian 30 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 13 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 00 Bushels, wide band 1 25 Market 30 Splint, large 50 Splint, medium 30 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, med'm 7 25 Willow, Clothes, small 6 25 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 65 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each. 2 40 Barrel, 10 gal., each. 2 55 Barrel, 15 gal., each. 2 70	Clothes Pins Round head, 5 gross bx 55 Round head, cartons. 70 Egg Crates and Fillers. Humpty Dumpty, 12 doz. 20 No. 1 complete 40 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork, lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, au red, brass. 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 85 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable No. 1 9 25 18-in. Cable, No. 2 8 25 16-in. Cable No. 3 7 25 No. 1 Fibre 11 75 No. 2 Fibre 10 25 No. 3 Fibre 9 50 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 60 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 10 Whitefish, No. 1 11 1/2 Trout 11 1/2 Halibut 10 Ciscos or Herring 7 Bluefish 15 Live Lobster 25 Boiled Lobster 25 Cod 10 1/2 Haddock 7 Pickrel 9 Pike 9 1/2 Perch, dressed 8 Smoked, White 12 1/2 Red Snapper 16 Chinook Salmon 16 Mackerel 17 HIDES AND PELTS Hides Green No. 1 8 1/2 Green No. 2 7 1/2 Cured No. 1 10 Cured No. 2 9 Calfskin, green, No. 1 12 Calfskins, green No. 2 10 1/2 Calfskin, cured No. 1 13 1/2 Calfskin, cured No. 2 12 Pelts Old Wool 30 Lams 30 @ 50 Shearlings 25 @ 50 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @ 26 Unwashed, fine. @ 21	CONFECTIONS Stick Candy Standard 8 Standard H H 8 Standard Twist 8 1/2 Cases Jumbo, 32 lb. 8 Extra H H 10 Boston Cream 10 Big stick, 30 lb. case 8 Mixed Candy Grocers 6 1/2 Competition 7 Special 7 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 8 Cut Loaf 8 1/2 Leader 8 1/2 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hand Made Cream 15 Premio Cream mixed 12 O F Horehound Drop 10 Fancy—in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 12 Peanut Squares 10 Sugared Peanuts 11 Salted Peanuts 13 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 9 1/2 Lozenges, printed 10 Champion Chocolate 12 Eclipse Chocolates 14 Eureka Chocolates 14 Quintette Chocolates 13 Champion Gum Drops 8 1/2 Moss Drops 9 Lemon Sours 10 Imperial 11 Ital Cream Opera 12 Ital Cream Bon Bons 11 Golden Waffles 12 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 40 Chocolate Drops 65 H. M. Choc. Drops 90 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd. 1 15 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar. 60 Hand Made Cr'ms. 80 @ 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 54 Ten Strike No. 2 6 00 Ten Strike, Summer assortment. 6 75 Scientific Ass't. 18 00 Pop Corn Dandy Smack, 24s 3 75 Dandy Smack, 100s. 3 65 Pop Corn Fritters, 100s 60 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 30 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona .18 Almonds, Avica 18 Almonds, California sft. shell 15 @ 17 Brazil 15 @ 17 Pistoles 13 Cal. No. 1 13 Walnuts, soft shelled @ 16 Walnuts, Grenoble. @ 15 Table nuts, fancy. @ 15 Pecans, Med. @ 16 Pecans, ex. large. @ 18 Pecans, Jumbos @ 20 Hickory Nuts per bu. Ohio new @ 5 Cocoanuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 9 @ 10 Pecan Halves @ 75 Walnut Halves @ 32 Filbert Meats @ 37 Alicante Almonds. @ 42 Jordan Almonds @ 47 Peanuts Fancy, H. P. Suns 7 1/2 @ 7 1/2 Fancy, H. P. Suns, Roasted 8 1/2 @ 8 1/2 Choice, H. P. Jumbo @ 9 1/2 Choice, H. P. Jumbo Roasted @ 10 1/2

NINETEENTH CONVENTION.

(Continued from page forty-one)

plan, but I will say that the Secretary, who is chairman of this Committee, has also been very busy since our last Board meeting.

I would be pleased to listen to any suggestions from this convention.

We have only one member to whom we are responding for his relief. That is Brother W. A. Van Alstine, of Quincy, Ill., whose case you are familiar with. Last year our noble hearted brothers of the M. K. of G. contributed \$508 for this fund, which will soon be exhausted.

Frank L. Day, Chairman.

Mr. Devereau: I move you that all of the various reports that have been presented be adopted and filed. Carried.

President: Is the Committee on President's Address ready to report?

Mr. Brown presented the report of the Committee on President's Address as follows:

Your Committee on the President's Address feel that they are unable to present to you a report that will do justice to President Mosher.

We know personally that not one minute of his time has been idle when the interest of M. K. of G. was at stake. He is the man who procured 16 new members and in his commendable modesty has taken application after application to his friends for signature, so they would receive credit therefor and become as active in the work as he himself.

He has kept a record of every new member and who procured it. Your Committee would ask each member to look over this little book of President Mosher.

We have had many good presidents, but President Mosher has set a pace that all future presidents must follow, to insure the future welfare of the M. K. of G. as compared with the last year.

In the President's address he speaks of a plan formulated by the Board of Directors whereby the M. K. of G. act in conjunction with the Board of Trade or Merchants or Manufacturers Associations of different cities, to secure employment for members of M. K. of G. Your Committee feel in duty bound to commend this action and recommend that the Board of Directors appoint an influential member in each city of Michigan to take this subject up with the different Merchants and Manufacturers Associations to bring about concurrent results.

In the recommendation of the President that the financial report of each Board meeting be printed and sent out with the next assessment, your Committee feel like leaving this to the convention without comment, as the old way of having these reports published by the Michigan Tradesman without expense is pitted against this new one with expense attached.

Your Committee heartily commend the President's address regarding new members and wish to emphasize their thanks to President Mosher for the personal energy he has exhibited as an example for each member of the M. K. of G. to follow.

In regard to the giving of prizes to members for securing new members, your Committee are divided and have agreed to leave this to this convention without comment.

We believe each and every loyal member of Michigan Knights of the Grip will heartily indorse the President's recommendations in regard to Vice-President.

We further recommend that each and every President elected hereafter take for his rule and guide the administration of our worthy President, Frank Mosher.

M. S. Brown.

Lou Burch.

The report of the Committee on Amendments was here called for and presented as follows:

Your Committee on Amendments beg leave to submit the following report:

We recommend the Amendment to Article II, changing the number of Section 1 to Section 2 and adding one new section, to be designated as Section 1, to read as follows:

The President, Secretary and Treasurer and members of the Board of Directors shall reside in the State of Michigan.

We also recommend the Amendment of Article III, Sec. 1, after the word Michigan in the eighth line, adding Ohio, Indiana, Illinois and Wisconsin.

We recommend the proposed amendments to Article III, Article IV, Article V, Article VII, and Article X, be not adopted.

We further recommend that Article VII, Section 1, be amended to read as follows: The annual meeting shall be held on the last Friday and Saturday of December of each year, unless such days fall on a legal holiday, in which case the Board of Directors shall designate other days during the same week of the month, on which the convention shall be held, and that the next annual convention shall be on the last Friday and Saturday of December, 1908.

A. A. Weeks,

H. C. Klockseim,

J. J. Frost,

Committee.

M. S. Brown: I move that we take up the first part of this report, that is the

change of the jurisdiction, taking in the various states, not take it up as a whole report. Carried.

Moved and supported that the report of the Committee on President's Address be accepted and filed. Carried.

M. S. Brown: I move that that part of the Committee's report as to the taking in of the several states be not adopted. Carried.

Moved by M. S. Brown, duly supported, that the balance of the report of the Committee on Amendments be indefinitely postponed. Carried.

President: I will appoint on the committee to draft a letter of thanks to Governor Warner and Commissioner Glasgow, J. J. Hanlon, W. J. Devereau and Graham Morehouse.

Upon motion the meeting adjourned until Aug. 24, at 9 o'clock.

Saturday Morning.

Meeting called to order by President Mosher.

E. P. Waldron introduced Governor Fred M. Warner.

Governor Warner then addressed the convention, stating his position in regard to proposed legislation affecting mileage books, etc.

Mr. Hanlon thereupon read and presented to Governor Warner the letter drafted by the Committee appointed by President Mosher, as follows:

At the annual convention of the Michigan Knights of the Grip, a resolution was unanimously passed, authorizing the President to appoint a committee of three to draft a letter expressing our thanks to our Honorable Governor and Commissioner Glasgow for their untiring efforts in the passage of the 2c bill. While it must be admitted the traveling men were potent factors in creating sentiment, we recognize the fact that it would have been impossible for us to have brought about the desired results without the hearty co-operation of His Excellency and the Railroad Commissioner, and we wish to avail ourselves of this opportunity to also thank Commissioner Glasgow for his valued information and kindly greeting to us through the chairman of our Legislative Committee, J. J. Frost. We desire not only to thank our Honored Brother, the Governor, for his valued services, but we wish to convey to him our appreciation of his kindly consideration to us as commercial travelers.

M. S. Brown: I move that it be the sentiment of this convention that the Governor concede to the railroad companies the right to charge 10c extra and issue a receipt therefor to be redeemable at any office of the company within ninety days, when fares are paid in cash on the trains, providing the railroad companies issue interchangeable 1,000 mile mileage books for \$20, good for bearer and family or anyone else over the entire systems. Carried.

President: We will proceed to the election of officers. I will appoint as tellers J. P. Sheridan, J. L. McCauley, H. C. Klockseim. Are there any nominations to be made?

Thereupon J. D. Robinson presented the name of A. A. Weeks, of Grand Rapids, as candidate for the office of President.

Lou Burch then presented the name of John W. Schram as candidate for the office of President. Mr. Jones supported the nomination of John W. Schram.

The convention proceeded to ballot with the following result:

Whole number of votes cast, 78, of which John W. Schram received 45; A. A. Weeks, 27; Henry Goppelt, 6.

Upon motion of A. A. Weeks, John W. Schram was declared the unanimous choice of the convention for President for the year 1908.

President: Are there any nominations for Treasurer for 1908?

Manley Jones presented the name of George J. Heinzelman, of Grand Rapids, as a candidate for the office of Treasurer.

Mr. Robinson presented for consideration of the convention the name of Henry P. Goppelt for Treasurer.

Mr. Goppelt: I wish to thank Mr. Robinson, but I positively can not accept the nomination.

Mr. Devereau then presented the name of James C. Wittliff.

Ballot for Treasurer was then had and declared closed.

President: While we are waiting for

(Continued on page forty-eight)

Special Price Current

AXLE GREASE



Mica, tin boxes....75 9 00
Paragon55 6 00

BAKING POWDER

Royal

10c size 90
1/4 lb. cans 1 35
6oz. cans 1 99
1/2 lb. cans 2 50
3/4 lb. cans 2 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS



G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Bock35
Tokey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
35 1/4 lb. pkg. per case 2 60
6 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass5 1/2 @ 9
Hindquarters7 1/2 @ 10
Loins8 @ 14
Rounds7 @ 8
Chucks5 @ 8 1/2
Flats5 @ 5
Livers5 @ 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
Lambs13 1/2
Spring Lambs@ 14

Veal

Carcass6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 50

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
Royal Java
Royal Java and Mocha ...
Java and Mocha Blend ...
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1/2 to 2 in.7
1 1/2 to 2 in.9
1 1/2 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

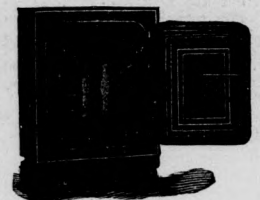
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 15
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 25
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

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.

Wanted—To exchange first-class city property, vacant or improved, for good stock of general merchandise, with location in manufacturing town of not less than 5,000. Write Vicksburg Clothing Mfg. Co., Vicksburg, Mich. 155

For Sale—Long-established drug business in Michigan city of 40,000. Reason, death of owner. Best display windows in city, good fixtures, good stock, good business opportunity. Last invoice \$3,000. Address A, care Tradesman. 154

For Sale—Clean stock dry goods, carpets and notions, invoicing \$10,000, in a live Michigan town. Address X. Y. X., care Tradesman. 153

For Sale—Cheap, a complete set of grocery fixtures, good as new. Address S. W. Cline, Route 3, St. Louis, Mich. 151

For Sale—Laundry in best growing business center of 20,000 in Michigan. Money-maker for right party. Address No. 150, care Tradesman. 150

Increase Your Business—Save money on your advertising. Your advertisement placed in over 100 different magazines, (going in every single one) only 10c line. Big discounts on all publications. Our lists, particulars, etc., free. Queen City Advertising Co., 207 St. Paul Bldg., Cincinnati, Ohio. 149

A first-class drug store for sale. Enquire of F. Utley, Hesperia, Mich., or Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 147

For Sale—A good paying photo gallery on account of poor health. No opposition. Part down, time on balance. Write N. K. M., Freeport, Mich. 148

For Sale—General stock, invoicing about \$9,000. Leading business in small town. Clean stock, good business for right man. Sales for 1906, \$35,000. Address No. 161, care Michigan Tradesman. 161

For Sale—Beautiful farm of 320 acres finely improved, 8-room house, fine orchard, steel barn, two windmills, water piped to house and barn, 60 acres in alfalfa; beautiful home six miles from Lincoln, 2½ miles from Havelock; price only \$85 per acre, cheap at \$100. Enquire of J. F. Lansing, 202 So. 12th St., Lincoln, Neb. 146

For Sale—A good clean dry goods stock, invoicing about \$4,000. Location in best part of city. Address The McKinley Estate, St. Johns, Mich. 145

For Sale—Thoroughbred St. Bernard pups. W. C. Gaunt, Portland, Ind. 144

Free Booklets—How to quit business, not a theory but a fact. We do the work where others fail. Write to-day, G. E. Breckenridge, Edinburg, Ill. 142

Wanted—Small, good paying drug stock in Michigan. \$1,000 down, balance on time. Address No. 143, care Tradesman. 143

For Sale—Bakery, ice cream parlor and restaurant. Only bakery in town of 1,500 population. Doing a good business. At a bargain if sold quick. Part down, balance on time. Address Home Bakery, Williamston, Mich. 141

Bakery—Bake shop complete and up-to-date. Roberts portable oven (new), horse, wagon, sleigh, store fixtures. Good location. Splendid business. Cause, poor health. \$800 cash. C. Harold, Mt. Jewett, Pa. 140

For Sale—A clean, up-to-date stock of clothing and furnishing goods; stock will invoice about \$5,000; I have the best location in town of 2,000; county seat; this stock must be sold by Sept. 15. Good reason for selling. Address Joe Peterson, Mt. Carroll, Ill. 138

For Sale—Confectionery business. Handsome new furniture, all white enameled, with beautiful, new, up-to-date soda fountain. Metal tables and chairs. Walls covered with mirrors. Linoleum on floor. Elegant silver and glassware. Store well stocked. Good trade in town of over 5,000 population. Investigation solicited. A bargain. Address No. 137, care Michigan Tradesman. Grand Rapids, Mich. 137

For Sale—Hardware stock, consisting of builders and general hardware, tinware, plumbing and heating, tinshop tools and store fixtures. Will invoice near \$8,000. Reason for selling, failing health, must change climate. For further information address No. 136, care Michigan Tradesman. 136

For Sale—Grocery and crockery stock. Invoices about \$3,000, including fixtures. Last year's sales \$20,000. No trades considered. Write Lock Box 610, Neillsville, Wis. 156

For Sale—On good terms, only harness shop in town, with buggy and farm implements. W. F. Nagler, Howard City, Mich. 135

For Sale—Stock general merchandise in best business town 1,300 in Eastern Michigan. Will inventory about \$2,000. Doing good cash business. Will sell for all or part cash. No trade. Address 158, care Tradesman. 158

For Sale—Clean stock groceries, fine location. Doing good business. Ill health cause for selling. Address Judson Grocer Company, Grand Rapids, Mich. 160

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

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

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. Shaddock, Lansing, Mich. 108

Wanted—Out-of-date ladies' coats, skirts, suits or men's clothing. Address Lock Box 113, Toledo, Iowa. 107

For Sale—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

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

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 stock dry goods and groceries. First-class town located in best Southern Michigan farming section. No competition. E. D. Wright, c-o Muselman Grocer Co., Grand Rapids, Mich. 88

For Sale—Hotel and general store, under one roof; brick building, in good railroad town. Address H. Paulsen, Gowen, Mich. 86

For Sale—Meat market in south end. Doing good business. Address No. 80, care Michigan Tradesman. 80

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, inventory 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—Small country store, doing strictly cash business. A moneymaker. Address No. 770, care Michigan Tradesman. 770

I WANT TO BUY

From 100 to 10,000 pairs of SHOES, new or old style—your entire stock, or part of it.

SPOT CASH

You can have it. I'm ready to come.

PAUL FEYREISEN, 12 State St., Chicago

For Sale—A clean stock of drugs, fixtures, etc., complete. Everything up-to-date. Stock invoices about \$2,700. Annual sales \$5,000. In town of over 2,000. Store centrally located. An old stand. Expenses light. Reason for selling, other business requires attention. Address No. 591, care Tradesman. 591

Special Attention—Drug stores and positions anywhere desired in United States or Canada. F. V. Kniest, Omaha, Neb. 951

Wanted—Best price paid for coffee sacks, flour sacks, sugar sacks, etc. Address, William Ross & Co., 57 S. Water St., Chicago, Ill. 960

For Sale—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$8,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

Wanted—Two thousand cords basswood and poplar excelsior bolts, green or dry. Highest market price paid, cash. Excelsior Wrapper Co., Grand Rapids, Mich. 859

HELP WANTED.

Wanted—At once, good man to sell goods to farmers. Someone who can sell goods, a hustler. No dead ones need apply. Want him to be familiar with mowers, binders, grain drills, windmills, gas engines, cream separators, sewing machines and all kinds of farm implements. A good steady position for the right party. Address No. 152, care Michigan Tradesman. 152

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—Saleswoman, 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

SITUATIONS WANTED

Wanted—Position as clothing man and advertisement writer, 15 years' experience. Successful manager. Writer of business bringing advertisements. Can assist or take charge. Open to proposition Sept. 10. Address No. 157, care Tradesman. 157

Position wanted as relief pharmacist. Capable of taking charge of drug store. No liquor, tobacco or cocaine. Address for ten days, Lock Box 76, Fremont, Mich. 159

Wanted—Position as show card writer. Will furnish reference and samples of work on request. Address O. K., care Michigan Tradesman. 139

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. 134

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**

NINETEENTH CONVENTION.

(Concluded from page forty-six)

the tellers, it would be a good time to receive nominations for Secretary, if there are any.

M. S. Brown presented the name of M. V. Foley as a candidate for the office of Secretary.

The tellers then reported on the ballot for Treasurer, as follows:

Whole number of votes cast, 83, of which Mr. Heinzelman received 24; Mr. Wittliff, 55; Mr. Kelly, 2; Mr. Goppelt, 2. Mr. Wittliff was declared elected.

Mr. Hanlon presented the name of Frank L. Day for the office of Secretary.

Mr. Haskell presented the name of W. D. Roys, of Ann Arbor, for the office of Secretary, but Mr. Roys declined the nomination.

Ballot for the office of Secretary was then declared closed.

President: The next in order would be nominations for three members for the Board of Directors to succeed H. C. Goppelt, J. C. Wittliff and A. A. Weeks.

J. J. Frost placed a nomination H. P. Goppelt to succeed himself.

E. P. Waldron nominated Mark S. Brown as a member of the Board of Directors. Mr. Brown announced that he would not consent to have his name go before the convention.

Mr. Wittliff: There being no other names and as Mr. Brown does not wish to accept the nomination, I move that the Secretary be instructed to cast the ballot of this convention for Henry P. Goppelt to succeed himself as a member of the Board of Directors. Carried.

The tellers then announced the vote on Secretary as follows:

Whole number of votes cast, 94, of which M. V. Foley received 57; Frank L. Day, 37.

On motion of Frank L. Day, M. V. Foley was made the unanimous choice of the convention as Secretary for the year 1908 by a rising vote.

The Secretary then cast the vote of the convention for Henry P. Goppelt to succeed himself as a member of the Board of Directors.

President: The next will be the election of a successor on the Board to Brother Wittliff.

Mr. Haskell then presented the name of F. L. Day as a candidate for the office of Director.

Mr. Day: I think it would be well, inasmuch as I have been a member of your Board for two years and over, that you extend this honor a little further.

Mr. Brown: I would like to place in nomination the name of W. D. Barnard as a member of the Board of Directors.

Mr. Hanlon then supported the name of Frank L. Day as a member of the Board of Directors.

President: Prepare your ballots for a successor to J. C. Wittliff as a member of the Board of Directors.

Ballot closed.

President: Next in order will be the nomination for a successor to A. A. Weeks as a member of the Board of Directors.

Mr. Jones: I would like to place in nomination a man from the city of Grand Rapids, A. A. Weeks, to succeed himself.

Mr. Brown: If there is no opposition, I move that the rules be suspended and the tellers be instructed to cast the unanimous votes of this convention for A. A. Weeks. Carried.

The result of the ballot for the office of Director to succeed Mr. Wittliff was announced as follows:

Whole number of votes cast, 72, of which Mr. W. D. Barnard received 57; F. L. Day, 15.

President: I declare W. D. Barnard elected as successor to J. C. Wittliff on the Board of Directors.

The Secretary then cast the unanimous vote of the convention for A. A. Weeks as a member of the Board of Directors to succeed himself.

President: I would like to have a report from Gordon L. Grant, of his district. As he is not here, we will listen to the report of the Committee on Resolutions.

E. A. Stowe presented the report of the Committee on Resolutions, as follows:

Resolved—That the thanks of our members present are due to the traveling men and business men of Saginaw for the hearty reception and generous entertainment they have accorded us on the occasion of our nineteenth annual convention.

Resolved—That the thanks of the organization are due the officers and committees for the painstaking effort and faithful service they have given us during the past year.

Resolved—That we commend the act of Secretary Day in sending out a detailed financial statement to our members and recommend that same may be made a regular feature hereafter.

Resolved—That we recognize in Governor Warner our strongest friend and most stalwart champion and shall ever feel grateful to him for his successful efforts in our behalf in the face of the most bitter and unscrupulous opposition ever faced by a Chief Executive.

Resolved—That we commend the administration of Railway Commissioner Glasgow, who has performed the duties of his office with a fairness and fearlessness which entitles him to the approval and co-operation of every fair minded man in the State.

Resolved—That we congratulate our members on the gradual and healthy growth of our organization and bespeak the co-operation of every member in expanding the membership and increasing the usefulness of the association.

The report was adopted.

M. S. Brown moved that the thanks of the Michigan Knights of the Grip be tendered E. A. Stowe for attending the convention and for devoting so much space in the Michigan Tradesman in furthering the interests of the organization. Adopted.

The Special Committee on Nominating Vice-Presidents recommended the selection of the following:

First District—Lou J. Burch, Detroit.

Second District—Henry R. Hague, Jackson.

Third District—C. W. Stone, Battle Creek.

Fourth District—L. E. Finout, Cassopolis.

Fifth District—Manley Jones, Grand Rapids.

Sixth District—J. D. Robinson, Flint.

Seventh District—Frank E. Minne, Port Huron.

Eighth District—Gordon L. Grant, Saginaw.

Ninth District—N. Christofferson, Manistee.

Tenth District—R. S. Richards, Bay City.

Eleventh District—A. W. Peck, Traverse City.

Twelfth District—Wm. G. Tapert, Sault Ste. Marie.

The report was adopted and those brothers declared elected as Vice-Presidents in the several districts.

President: Next in order is the introduction of resolutions.

Mr. Schram: I move you that the President, Secretary and Treasurer be asked to make a second report. I believe it has been the case for the past two or three years that we have had only a half year's report. It is not a great deal more trouble for them to make their complete report. Carried.

President: Any further resolutions? Any unfinished business?

N. B. Jones: I move that the time of holding the next convention in Manistee be fixed for the month of August, 1908. Carried.

M. S. Brown: I move that we go back to the order of business on constitutional amendments. Supported.

N. B. Jones: I raise a point of order that he is out of order. Motion put and carried.

M. S. Brown: I move that the constitution be so amended that the Board of Directors will designate the date of the annual convention, subject to the approval or suggestions of the State convention.

Moved and supported that we adjourn. Lost.

M. S. Brown: Now I will go back to my original motion. The motion was carried that we go back to the constitutional amendments to take up the matter of constitutional amendments that was carried. Now I want to amend the constitution. I want to amend the constitution so that the constitution shall state the month in which the convention shall be held, that the Board of Directors shall set the day of the month for the convention.

Supported. Moved and supported that the whole matter be postponed indefinitely.

President: We are now on Mr. Brown's motion to amend the constitution. I do not think it is possible to amend the constitution without giving thirty days' notice in writing. I will have to decide that your motion is out of order for that reason.

Moved and supported that we adjourn. Mr. Brown: I appeal from the decision of the chair.

Motion to adjourn stated and tie vote resulted, and thereupon the chair declared the convention adjourned.

REVIVAL OF RIVER TRADE.

Notwithstanding the fact that the Mississippi River, as a channel of inferior commerce, has been very nearly abandoned between St. Louis and New Orleans, so that not a single steamboat is plying between the two cities, or even between Memphis and New Orleans, where the water is deep enough for almost any craft except the great ocean steamers, there is no such falling off in traffic on the Ohio River.

So important is the Ohio as a channel of commerce that in the year 1906 the traffic carried on it amounted to 11,427,784 tons. These figures take account only of the business done by regular lines, while it is claimed that, counting the trade on its tributaries, the total traffic will be not less than twenty million tons. The great manufacturing city of Pittsburg stands at the head of the Ohio, and furnishes a large proportion of the freight that is carried on its waters, while the immense coal-mining operations upon its upper tributaries and its lower reach make great use of its waters for transportation.

The Chamber of Commerce of Pittsburg, representing more than a thousand of its manufacturers and merchants, has issued a memorial to the United States authorities asking such improvement by the Government of the channel of the river as will secure a navigable waterway with a low-water depth of nine feet. Among other things the memorial sets forth the following:

"Although the Ohio River has had certain local improvements made by the Government at its head and also at a few points along its course where navigation is especially difficult and dangerous, yet insofar as the heavy through traffic, which can only be carried on at certain flood stages, is concerned, it is, with these exceptions, in its primitive and natural condition.

"It is entirely safe to assume that within a short time after a permanent nine-foot stage was provided in the Ohio from its head to its mouth, the present tonnage would be trebled or quadrupled.

"That this result will be surely achieved will be evident from the fact that navigation is now possible from Pittsburg on an average of only about seventy-nine days in each year for craft of heavy draft, while with the proposed improvement it would be carried on an average of 320 days. Not only the increased period of operation but the greater certainty would vastly promote shipments on the river.

"One of the largest coal companies in the world, whose mining properties are situated in this district, reports that it has been impossible to

secure more than 70 per cent. of the cars needed to accommodate the capacity of its mines now opened. As a result its output has been curtailed 30 per cent., while the opening of new mines has been prevented.

"The proposed improvement of the Ohio to Cairo and its connection with the Great Lakes would result in the great expansion of this and many other industries of the Pittsburg district and other sections connected by this waterway, the growth of which has been similarly hampered by the lack of proper transportation facilities.

"The expenditure of about \$50,000,000 within the next few years for the deepening of the Ohio would speedily yield a return of many fold that amount to the people of the nation, every one of whom would be benefited by the increased prosperity and the decreased cost of commodities that would follow from the improvement and cheapening of transportation facilities thereby offered."

The mention of a canal to connect the Ohio River at Marietta, Ohio, with Lake Erie, at Cleveland, is intended to bring iron ore through by water from the Lake Superior mines, where it is dug out, to Pittsburg, where it is manufactured. The cheap transportation which a waterway affords is necessary to heavy and crude freights like iron ore and coal, and the ability to bring ores through the lakes and into the Ohio River, and thence through that river to Pittsburg, where the coal is mined, will give an enormous advantage to the manufacturers of that city, and it demonstrates the enterprise of the Pittsburg people.

The abandonment of the Mississippi River by commerce makes a loud accusation against the lack of enterprise of the cities and people along its shores. They have deserted the river and put themselves wholly in the hands of the railroads. About the only freight that goes to New Orleans down the river is coal, which is shipped all the way from Pittsburg, and although there is still a loud outcry for the deepening of the Mississippi, there is no assurance that it would be used below St. Louis any more than at present.

Fortunately, the enterprising people of Chicago are most actively urging the opening of a waterway with a depth of fourteen feet from Chicago to the Gulf. If they can secure this—and it will be a cold day when Chicago fails in any great undertaking—the great river will be redeemed from its condition of desuetude and abandonment, and it will become again, as it once was, a great highway of commerce.

That Chicago will succeed where so many others have failed may be accepted as something wholly reliable, and it gives ground for strong hope for the revivification of the river trade, which is now an unconsidered item in the commerce of the Mississippi Valley.

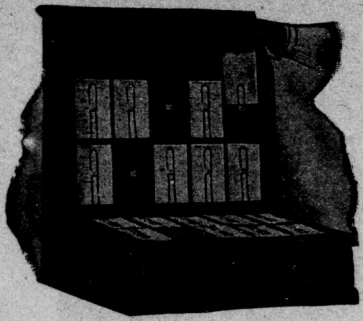
BUSINESS CHANCES.

For Sale—On easy terms, \$3,000 general stock near Gaylord. Splendid cash business. Would take part real estate. Address California, care Tradesman.

162

Wanted—Salesman who is acquainted with grocery and drug trade, Western and Northern section Michigan. Lightner-Seely Co., Detroit, Mich.

163



Don't Fool Yourself

Mr. Merchant, don't think because you are keeping the books and doing the posting yourself that you are saving money.

You are **HOLDING PENNIES** before your eyes and **HIDING DOLLARS**.

YOUR STORE needs your **ATTENTION**.

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YOU ARE LOSING MONEY every day by being so busy looking after little details that you can't take time to **INVESTIGATE MORE IMPORTANT MATTERS**.

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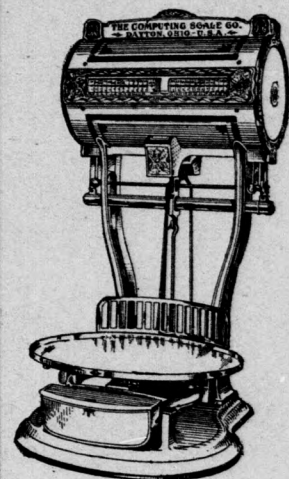
A METAL FONT is not so easily filled because you can **only guess** how much is in it. **Experience** may enable you to guess **fairly close** but **absolute accuracy** is **impossible**.

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