**Twenty-Fifth Year** 

GRAND RAPIDS. WEDNESDAY, SEPTEMBER 4, 1907

Number 1250

# The eye of the PUBLECT Is on



this

Signature W.K.Rellogg

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.

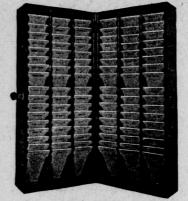
#### The Fleischmann Co.,

of Michiga

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

#### DO IT NOW

Investigate the



Kirkwood Short Credit System of Accounts

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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Michigan Bell Phone 87 Citizens Phone 5087

Pat. March 8, 1898, June 14, 1898, March 19, 1801.

# Pure Cider Vinegar

There will be a great demand tor

# 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 BOYNASHING GOOD GOODS — GOOD PROFITS.

Twenty-Fifth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 4, 1907

Number 1250

#### Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids
Majestic Building, Detroit

#### ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

YOUR DELAYED FREIGHT Easily and Quickly. We can tell you BARLOW BROS., how.

Grand Rapids, Mich

#### The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

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

31/2 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.

#### **GRAND RAPIDS** FIRE INSURANCE AGENCY

THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

FIRE AND BURGLAR **PROOF** 

# SAFES

Grand Rapids Safe Co.

Tradesman Building

#### PAST AND PRESENT.

Vacation time is again ended and again our citizens will be enjoying screened doors and windows, freedom from fles, musquitoes and other insects; again will they lie in comfortable beds and have their meals regularly and well prepared and serv-They will don starched collars ed. and things, wear their trousers creased and their skirts, shirt waists and hair conventionally adjusted. The barbers, hair-dressers and chiropodists will resume operations and the letter carriers, the ice man, the butcher's boy and the fiends who read gas meters and electric light meters will no longer wander about in loneliness.

Everyay routine is resumed, with its scope enlarged, perhaps, by reminiscences as to fishing experiences, yachting and canoe trips, visits to this or that friend here and there and the pleasant times had through the visits of others from far away cities to the homes in Grand Rapids.

To-day a vacation trip may include a visit to European countries or jaunt to Japan and other lands in the Orient without exciting comment beyoud the expression of hope that a pleasant trip may be the portion of the travelers, or it may be a canoeing and camping trip covering a week or two of time; but, as a rule, the nowadays vacation, wherever it is taken, offers little opportunity for rest or recreation. Pleasure there is in plenty, but it is almost invariably diluted by large doses of railway and steamboat time tables, disappointing but beautifully printed menu cards, insistent porters, bell boys, waiters, baggage men, and the like, while the guides, the boatmen, the hunters and the fishermen professionally dispense sizable tales of their adventures, with their eyes, meanwhile, upon one's financial resources and the probability that their guests this season will be their victims next season.

What with palace sleepers, elegant buffet cars, magnificent steamboats, great automobiles, telegraphs, telephones, and all the rest, the summer vacation in 1907 is exceedingly more comfortable and satisfying than it was half a century ago.

Is it? And how do we know, that is, how are we who were not taking vacations in 1857 able to make the comparison?

It is said that in the fall of that year, when the new-born Republican party had John C. Fremont (the Pathfinder), of California, and Wm. L. Dayton, of New Jersey, before the people as their candidates for the presidency and vice-presidency, an-

meeting and that "Hon. William A. Illinois, and others" would deliver addresses.

Straightway, so far as the Grand River Valley was concerned, those who were outright Republicans or Abolitionists and those who were but half convinced began to plan to attend this function. There were no railroads north of the Michigan Central so that travel was by stage, by team and wagon or buggy, on horseback, or on "shanks' horses," so that a journey of fifty-one miles, even for so rare a thing as a mass meeting, must be coupled with some other purpose to make it worth the while. Thus it happened that everybody between the Valley of the Kalamazoo and the Valley of the Grand kept open house for two or three weeks to accommodate the thousands who, living to the north, were taking their vacation by leisurely journeying southward and "visiting the folks."

A notable exception to the rule was furnished by the late Frank B. Gilbert and his neighbor, the late George C. Nelson, who resolved on the day before the mass meeting to why eight hours of time were re young bay mare and Mr. Nelson owned a buggy and harness. They pooled hours. their assets and the mare, being a good stepper, made the fifty-one mile trip between 10 o'clock in the morning and 7 o'clock in the evening and, as Mr. Nelson used to tell it: "Frank's mare was as fresh, seemingly, when she went to her stall in Kalamazoo as when we started."

And so Messrs. Gilbert and Nelson heard speeches by Mr. Howard, then most prominent as chairman of the Congressional Commission to investigate and report on the Kansas rebellion against the abolition or antislavery situation; by Mr. Blair, who four years later became the war Governor of Michigan, and by Abraham Lincoln-reward enough, one might say to-day, for such a trip, but it was not, because it was the beginning of a week's vacation passed in Kalamazoo and at points between that city and Grand Rapids while on the way home.

The old-time vacation never came until after harvest, and because of slowness of transit facilities a journey of fifty or seventy-five miles was about the limit except for the very wealthy, who had their own coaches, horses and coachmen and who could afford to visit Saratoga, the Sulphur Springs, the seashore or the mountains without noting time or expense. There was a deliberateness, a nouncement was made weeks ahead repose about the old season of recthroughout Western Michigan that reation which does not obtain to-day on a certain date a great State mass and, consequently, there was a picmeeting of Republicans would be held turesqueness about it which is absoin Kalamazoo. It was intimated that lutely missing from the pleasure time Gen. Fremont would address the of the present.

Fancy a business man to-day tak-Howard and Hon. Austin Blair, of ing his family in an automobile and Michigan, Hon. Abraham Lincoln, of their luggage in another motor vehicle and after traveling a couple of hundred miles stopping at the home of some old and dear friend-who also owns automobiles and things.

Instead of the rocking, rumbling old horse-drawn coach, instead of the winding of the coachman's horn to announce the arrival, instead of the spontaneous cheer of the welcoming group at the old gateway, instead of the unaffected, hearty, homey reception and the genuine gladness of all, . what would we see? What would we

Ostentation everywhere. More than likely the expectant host would meet the coming guest forty or fifty miles away and, proud of his ned mobile, would give him a race home just for the fun of determining who had the better car and the more expert chauffeur; it is a moral certainty that the "honk-honk" has superseded the song of the horn, and it is a possibility that an hour or two at the table, after having dressed for dinner, will be devoted to explaining be present. Mr. Gilbert owned a quired to make the 200 miles instead of turning the trick inside of seven

> Ostentation is the keynote everywhere of the modern vacation time. Clothes, decorations, habits, conversation, and all, constitute a continuous performance in which pretense cuts a very large figure; and the only possible excuse for such a showing is the fact that a vast amount of cash is kept in circulation in consequence.

> The merchants of Berlin have petitioned the Prussian Minister of Education to make the study of English obligatory in the German gymnasia. Skillful as the Germans are in technical industries and excellent as is their knowledge of economic subjects, the leading men of this great commercial city believe that the course of training in the gymnasia should be broadened. They point out how ignorant Germans are on the subject of colonial politics and how exceedingly advantageous would be a careful study of the methods which have contributed to spread the influence of English spirit and success and of English institutions. Before any steps are taken it is possible that the Esperantists may also wish to be heard.

Our consul at Tsingtau, China, announces that a German brewery there did a thriving business during 1906 and declared a dividend of 75 per cent. This is encouraging. It shows a commendable desire to step into line with the leading Christian nations.

#### PARCELS POST.

#### Strong Position Taken by President Judson.

Wm. Judson, President of the National Wholesale Grocers' Association, recently received the following letter from the Secretary of the National Retail Grocers' Association:

Cleveland, Sept. 1-I have before me a letter from Massachusetts quoting a speech made by the Postmaster General at an outing of the leading Republicans of that State, in which he says

"I also think we should consider, and Congress should see fit to give the Department the right to establish, a parcels post throughout the country, the weight not to exceed five or ten pounds as a trial."

I have received a copy of letter from our Illinois State Secretary, who has written to the Postmaster eral. I have also written the President and the Postmaster General, asking that they carefully consider the consumer. The multitude of modour position and not recommend or mental to the interests of the retail-

I do not think with all of the warning that has been given that realize the position such a bill as bill would place us in.

This five or ten pounds recommended by the Postmaster General is not so bad, but it is only the en-

Last fall the National League of Republican Clubs, which met in Philadelphia, passed a resolution recommending the passage of the parcels post bill. It has been given to me frequently of late that it would not be surprising if both the great parties had a plank in their next platform endorsing the parcels post.

I simply call your attention to the facts as they were presented to me, believing that your organization, made up of the most influential men in the country, would have a great deal of influence both with the Postmaster General and the President, and sincerely hope that you will take this matter under careful advisement.

John A. Green, Sec'y.

President Judson's reply to this letter was as follows:

Grand Rapids, Sept. 2-This parcels post matter is something in which we are all deeply interested, and I am pleased that you are doing all in your power to prevent such a law as you mention being enacted by the next Congress. I believe it can be fairly shown that a universal flat postage rate for delivery of merchandise would be detrimental to the interests of the consumer, whether he lives in the country or in the city. If he lives in the city, it is fair to presume that he has a home of his own. Nearly all of our working people own their own homes; therefore, their interests are far and away from being along the line of the excessive growth parts of the country, and it seems of large cities somewhere at some The growth of his home town is much more to his interest. If he lives in the country and cultivates the land there is nothing so valuable to him as a home market for his farm has sadly interfered with the plans products. The parcels post would di- of packers and crops will be so short

vert much trade from the village store or the medium sized town or city store to the large centers like Chicago, New York, Philadelphia, etc. In the largest cities big catalogue houses have grown up under the present laws and a parcels post law would be greatly to their advantage. I do not believe that these large stores are helpful to the general consumer.

If the housekeeper buys from the catalogue and makes up her mind from a picture, I do not think she will be as satisfactorily served as if she were to go to the country store and make a comparison of the quality and price on the spot. I believe an occasional visit to her home merchant would be much more educational and valuable than the perusal of a printed catalogue at home.

The President of the United States and the members of his Cabinet, I am sure, wish to be practical in these merchandising matters. They are naturally interested in taking care of est homes in our beloved country need advise anything that would be detri- their careful and thoughtful protection. I sometimes fear, however, that they are not altogether practical and do not give careful examination to we real, actual conditions.

I shall be pleased to assist you in what is known as the parcels post any way I can because I think you are right. I am just as much in love with my countrymen as any one. I want them served well, not badly. They do not need a parcels post law which will eliminate natural conditions of distance. They need to be educated to a high degree of loyalty that is due to their locality. farm is worth much more if it is in a well-supported local market than it possibly can be if it depends upon a market in a far distant city, and that is true of a house and lot in any of our medium sized towns and cities. William Judson.

#### Special Features of the Grocery and Produce Trade.

Special Correspondence. New York, Aug. 31-August has not been a very active month, so far as the spot coffee market is concerned, but with the incoming month and the general resumption of business after the summer season it seems probable that more activity will prevail. At any rate sellers are hopeful and certainly are making no concessions to effect sales. It seems inevitable that higher quotations will be made. At the moment Rio No. 7 is quoted at 61/4c. In store and afloat there are 3,925,367 bags, against 3,296,560 bags at the same time last year. Mild coffees have been in very moderate movement and the situation is practically without change, good Cucuta at 91/2c.

The improvement in the tea market which has been noticeable for several weeks continues and dealers are very much encouraged when they compare the present outlook with a year ago. Interest is shown in all as though tea were really "coming into its own."

Sugar has been in only moderate enquiry. The extremely dry weather covering a large part of this section

than ordinarily. Still there is some the improvement is not so pronounced business being done and quotations are pretty well sustained at 4.70@ 4.8oc, less I per cent. cash.

While purchasers of rice have taken only small amounts, the orders have been quite numerous and, in the aggregate, a very good business has been transacted at full rates. Good to prime, 5@53/ac.

With the advancing season a little more activity is shown in spices and holders seem quite satisfied with the situation. The steamer Gibraltar in a few days will bring a full cargo of spices and the market will then be in shape so dealers will know "where they are at."

There is a better demand for molasses not only in the way of withdrawals under previous contract but as regards new business. Stocks are not large, although there seems no dearth, and rates are firm on pre-

seller of tomatoes seem to be resting on their oars. The crop is not yet secure and packers are unwilling to consider any figure below 85c, promptly declining 821/2c f. o. b. Peas are steady, although most of the demand is for grades worth 871/2@90c Corn is strongly sustained and other goods as well seem to favor

Top grades of butter "specials" are @26c; extra factory, 211/2@22c; firsts, grades, and full figures are obtained. Chronicle.

that much less sugar will be required Other sorts are also doing better, but as with the better qualities. Retail figures have advanced to a point that will cause some falling off in consumption, perhaps, for a good many families can not stand 35@40c.

> Cheese seems to sympathize with butter and 133/sc is now quoted for the best, being 1½c advance over three weeks ago. The supply is surficiently large to meet the demand.

> Best Western eggs are worth 21@ 22c; firsts, 20@21c; seconds, 171/2@ Refrigerator stock is being trotted out and sells for 18@21c, probably showing a fair profit to those who loaded up in the spring.

#### Sermon in a Few Words.

We were very much impressed by something we saw and heard while passing along the street a few evenings ago. A young girl was standing in front of a store, and near her, with a hang-dog expression on his In canned goods both buyer and face, was a young stripling of a youth. As we passed the two the girl said to the boy: "Any one who speaks of my father as 'the old man' is not worthy of my respect." From the tone of her voice, we know that the girl spoke from the impulse of a moment, but there was a whole sermon in her utterance. We don't know the girl, but if she lives she will develop into a noble womanhood, and the world will be better for her held at 27c; extras, 261/2c; firsts, 241/2 having lived in it. And the boy, if he has any redeeming qualities in 21c; process, 21@231/2c. The market him, will profit by the lesson given is very firm, especially for the better him in that one sentence.—Burlington

# You Pick a Winner When You Buy for "Spot Cash"

Do you wish to buy standard make of Mason jars, equal quantities, pints, quarts and ½ gallons, at \$3.75 per gross? If so, write us for the deal.

We have broken lines of good Leaf Jap teas at 14, 16, 18 and 20 cents, also a car of bulk and package dust at decided bargains. If interested write us for samples. Teas are booming and this is your chance to get

Our import brands Biwa and Haruha Chop are finest 50 and 35 cent retail teas sold in the State. Prices and samples upon application.

Fine New York Granulated Sugar at 5 cents spot cash, f. o. b. Saginaw, is a better price than 5 cents f. o. b. Toledo, offered by Toledo jobbers.

#### A Few Good Futures

Standard 3's Tomatoes\$	90
Mich. Marrowfat Peas now in stock	85
Fancy Sweet Corn	671/2
Pink Alaska Salmon	921/2
Choice Red Alaska Salmon	271/2

#### THE STEWART MERCANTILE CO. Saginaw, Mich.

Sept. 3, 1907.

#### Grand Rapids Banks All in a Healthy Condition.

More than ordinary interest attached to the bank statements published last week, showing the conditions at the close of business August 22. The Wall street panic, the scarcity of money, the advance in interest rates-these and other circumstances made the bankers want to know how each other stood. Conditions were not right for a "good" statement, and yet the statemens average well whether compared with those of May 20 last or with those of Sept. 4 a year ago. Here is a summary of the totals-with those of May 20 for comparison:

#### National Banks.

May 20.	Aug. 22.
Loans and dis-	
counts\$12,859,069.47	\$12,927,506.15
Stocks, bonds, etc. 858,184.44	833,698,94
Due from banks 2,338,092,32	1.794.704.10
Cash and cash	-,,
items 1,069,751.43	1,111,752.28
Surplus & profits 1,214,377.93	1,167,657,73
Commercial de-	
posits7,469,821.66	7,488,733,02
Certificates 4,049,627.09	3,800,316,47
Due to banks 2,641,096.59	2.592.719.99
Total deposits \$14,634,689.01	
State Banks,	

counts .....\$ 6,128,944.66 \$ 6,198,297.83 Stocks, bonds, etc. 

Total State and National.

Loans and discounts ......\$18,988,014.13 \$19,125,803.98 Stocks, bonds, etc. ....... 5,359,929.84 5.504,730.43 etc. . . . . . . 5,359,929.84 5,504,730.43

Due from banks 3,757,107.25 3,020,800.26

Cash and cash

Surplus & profits 1,871,681.66 1,726,138.80 two accounts given separately, that it

In round figures the National banks show an increase of \$68,500 in loans and discounts as compared with May 20 and of \$20,000 compared with a year ago. The States gain \$70,000 since May 20 and \$451,000 since a year

In stocks, bonds, etc., other than Government, the Nationals carry \$25,000 less than on May 20, while the States have added \$150,000 to their holdings. Compared with a year ago the Nationals have \$107,000 more and the States \$395,000 more.

Since May 20 the Nationals have reduced their reserve deposits by \$544,000 and the States have done the same by \$193,000. The changes from a year ago are about the same.

The cash and cash items show an and \$8,700 for the States.

The surplus and undivided profits show a decrease of \$47,000 for the Nationals and an increase of \$1,100 for the States. Compared with a year ago the Nationals have gained \$72,ooo and the States \$86,000.

The statement of deposits is somewhat peculiar. The Nationals show a gain of \$19,000 in commercial and proximately 17 per cent. of its dea decrease of \$240,000 in certificates, posits, which is tolerably close. while the States lose \$320,000 commercial and gain \$312,000 in savings and certificates. The National banks credit their savings deposits to the "deposits subject to check" account. ment used by the State banks. The 1,804,521.11 1,837,831.30 It would be interesting to have the statement may contain all the sta-

Commercial deposits ...... 9,892,850.29 9,592,277.95 might be known to what extent the Savings & Certificates ...... 13,080,932.18 13,144,267.30 decrease in their commercial showing. Total deposits \$26,265,552.49 \$25,863,827.03 Baring the high prices of all the necessity of the same of the saving separately, that it is a positive for the savings deposits saved them from a decrease in their commercial showing. Baring the high prices of all the necessaries of life the times have been exceptionally favorable for those who have the saving bank habit. There has been great activity in all the industries the past season and wages have been high. The State Bank reports show that the savings deposits have been climbing up at the rate of \$100,000 or more a month. It may be surmised that the savers who patronize the Nationals have been equally thrifty.

> The total deposits show a decrease in the Nationals of \$384,000 and in the States of \$17,700, a total decrease of \$401,700. And yet the total now is \$250,000 more than a year ago.

For a new institution the South Grand Rapids State Bank seems to increase of \$42,000 for the Nationals be doing very nicely. It has been in operation less than a year and yet has accumulated deposits to the amount of \$147,420.71, of which \$113,-584.68 are in savings and savings certificates. Its loans and discounts amount to \$25,215.40 and its bonds, mortgages, etc., to \$117,384.66. Its unemployed funds in reserve and on hand amount to about \$26,000, or ap-

> It would be interesting to know what great head in the State banking department devised the form of state-

tistics desired, but they are so arranged that it takes a pile of figuring to find out what may be wanted. In the matter of assets, for instance, "Due from banks" and "items in transit" are placed in the main column; "due from banks in reserve cities, exchanges for the clearing house and cash are placed in a side column with the total carried to the main column; finally, "stocks and other cash items' is given in the main column. If anybody wants to know what "due from banks" a State bank carries he must add crosswise from main to side column. If it is desired to know what are the cash and cash items the addition must be from the main to the side and back to the main column, skipping the "due from banks." It would be just as easy and much more intelligible to follow the National bank model, giving the "due from banks" in the side column with the total carried out, and then the cash and cash items in the same way. Then it could be seen at a glance as to how the bank stood in quick assets. The Fifth National's statement is the most satisfactory of any of the banks for easy understanding.

#### A Bad Place To Go.

In visiting an Irishman who was suffering from enlarged or varicose veins, I suggested his going to bed until the swollen veins had gone down, after which I could apply an elastic stocking or bandage, and left him, telling him to be sure and go to bed. His reply was: "I hate like the divil to go to bed; there has been so d-n many people die there.

Dr. J. H.

# More Profit for Thrifty Grocers

Thousands of progressive grocers have discovered, and many more are discovering every day, that it is greatly to their advantage and profit to carry in stock a good supply of

# Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color, and one that complies with the pure food laws of every State, and of the United States.

#### It Is the Butter Color the Buttermaker Wants

It is a vegetable butter color that will not spoil the butter.

It is a butter color that is pure and wholesome, free from taste and devoid of smell.

It is a butter color that never becomes rancid, stale or sour.

It is a butter color that never turns the butter a reddish or

It is a butter color that is absolutely harmless.

It has the greatest keeping qualities of any butter color.

It is the strongest butter color made, goes farther and is therefore the cheapest.

It imparts to butter that indispensable rich June shade—a shade that never varies.

It makes butter better, makes it sell quicker and bring a

It is the butter color that helps the buttermakers win 90 per cent. of all the prizes offered, and is, therefore, the butter color that the buttermaker wants.

Dandelion Butter Color Is the Only Successful Vegetable Butter Color on the Market and Its Perfection Is the Result of 25 Years' Experience

Manufactured WELLS & RICHARDSON CO., Burlington, Vt.



#### Movements of Merchants.

Dennison-J. D. Borchers succeeds L. W. Moore in general trade.

sold his stock to Loetz & Gilhams.

Pontiac-A new men's furnishings store has been opened by Burt Len- purchased the drug stock of Brown hoff

be opened by Albert J. Schultz, about will hereafter devote their entire at-Sept. 15.

Mt. Pleasant-A new jewelry store will be opened by Roy S. Dean, of St. Louis.

Albion-Miss Emma Crittenden is succeeded in the millinery business by Lura D. Baker.

Brest-The grocery store and stock of McLaughlin & Mattison has been destroyed by fire.

Petoskey-The Brackett Hardware Co. has changed its name to the Northern Hardware Co.

Cheboygan-The W. & A. McArthur Co., Ltd., has sold its grocery stock and store to E. S. Taylor, of

Cadillac-The general merchandise ter & Baker will be continued by A. K. Baker.

the grocery firm of Burt & Griswold, scribed and paid in in cash. Nat. Kerr succeeding Frank Griswold in the business.

Hastings-W. F. Hicks has engaged in the bakery, ice cream and restaurant business under the style of the Hicks Home Bakery.

Ludington-Thomas Ford has sold his grocery stock to David Gibbs and Martin Larsen, who will continue the business at the same location under the style of Gibbs & Larsen.

Lansing-The grocery stock and purchased by B. M. Underhill, formerly of Bellaire, who will continue the business at the same location.

Elwell-M. C. Lathrop, formerly with the Tyroler Dry Goods Emporium of St. Louis, has resigned that position to accept a similar one with the Hilsinger Mercantile Co. here.

Cedar Springs-Frank E. Bassett, for many years head clerk in the Mather store, is succeeded by his son, Roy, and he goes to Newberry to clerk in the general store of J. A. Shattuck.

Beaverton-Ora C. Bowker sold his grocery stock to George Millard, of Gladwin, and Frank Jackson, of Detroit, who will add a line of dry goods and continue business at the same stand.

Bay City-The Black Diamond Coal Mining Co. has been incorporated to deal in coal, with an authorized capital stock of \$200,000, of which amount \$100,025 has been subscribed and paid in in cash.

Jackson-William M. Palmer has made his son William M. Palmer, Ir., his partner in the boot and shoe will be continued under the style of the Palmer Shoe Co.

Lapeer-A petition in bankruptcy has been filed by Bagley & Smith, grocers, who state that their assets are \$1,208.76, and their liabilities \$1,427.78. They claim \$200 worth of personal property as exempt.

Detroit-E. S. Rickel & Co. have opened a new hat store at 23 Monroe street. The firm is composed of E. S. Rickel, formerly with Dickerson Sturgis-Oliver Moore, grocer, has & Co., dealers in hats and caps, for several years, and M. F. Tynan.

Brown City-C. H. Trumble has Bros. and will continue the business Muskegon-A new shoe store will at the same location. Brown Bros. tention to their drug stock at Davi-

Burr Oak-G. W. Hagenbaugh and Ona Swihart have purchased the meat market of L. E. Milliman and \$50,000 to \$75,000. also that of Wm. Fray. They have moved the Milliman stock to the Fray stand, where they will continue the business.

McBain-Hughston & Co. have merged their general merchandise business into a stock company under the same style, with an authorized capital stock of \$9,000, of which amount \$6,500 has been subscribed the one which was destroyed by fire. and paid in in property.

Pontiac-A corporation has been formed under the style of the Faybusiness formerly conducted by Win- Freeman Hardware Co. to engage in the hardware and plumbing business, with an authorized capital stock of cash. Yale-There has been a change in \$10,500, all of which has been sub-

> Iron River-John W. Molloy, the veteran logger of this place, has taken a contract from the Oliver Mining Co. to cut and bank 2,000,000 subscribed and paid in in property. feet of timber the coming winter near Ross Siding in Gogebic county. The contract price is \$9 a thousand.

Flint-A brick building 40 x 80 feet in ground dimensions, and two stories high with basement, is being erected by Flint P. Smith and will be completed about Oct. 1. It is to fixtures of Hallett & Son have been be occupied by the Princess Manufacturing Co., which makes skirts.

Traverse City-The Julius Campbell Co. has merged its hardarwe and furniture business into a stock company under the same style, with an authorized capital stock of \$25,000, of which amount \$20,000 has been subscribed, \$14,000 being paid in in cash and \$6,000 in property.

Albion-A new clothing store will be opened here by James O'Connor, who is engaged in the same line of business in Lansing. The store will be managed by Frank Laphan, who in in property.

Grandville—The sing for some time, and he will be assisted by Thomas O'Connor.

Coopersville - A co-partnership has been formed by W. D. and Ros. Reynolds, who will deal in coal and feed under the style of Reynolds Bros. W. D. Reynolds will close out his dry goods and clothing busigaged in general trade at Shultz, will soon remove to this place.

Grand Haven-Announcement has been made that Chas. Wiltshire will \$20,000 is subscribed, \$11,000 being retire from the business of the Wilt- paid in in property. business, with a half interest, which shire Glove Co., which will be conducted in the future with Grand Hav- formed under the style of the Ideal increase in the capital stock from en men at the helm of the new stock Heat Retaining Kettle Co., Ltd., to \$300,000 to \$400,000.

stood that the officers of the new company will be, President, S. B. Ardis; Vice-President, Mark Ardis; Treasurer, Andrew Thomson; Secretary and Business Manager, P. H. property. Benjamin. The business will be continued as before.

#### Manufacturing Matters.

Muskegon-The capital stock of the Racine Boat Manufacturing Co. has been increased from \$250,000 to \$400,-

Holly-The capital stock of the Michigan Manufacturing & Lumber Co. has been increased from \$75,000 to \$80,000.

Niles-The Kawneer Manufacturing Co., which makes store fronts, has increased its capital stock from

Lake Odessa-Richmond J. Stahelin, of Bridgman, has purchased a site upon which he will erect a twostory evaporator 32.x 74 feet in dimensions.

Cheboygan-A new frame mill, to be covered with corrugated iron, is being erected by the Cheboygan Flour Mill Co. to take the place of

Croswell-The Croswell Creamery Co. has been incorporated to manufacture butter, with an authorized capital stock of \$6,000, all of which has been subscribed and paid in in

Petoskey-The Hollow Wall Machine Co. has been incorporated to manufacture moulding apparatus, with an authorized capital stock of \$50,000, of which amount \$38,000 is

Lake Odessa-The Lake Odessa Milk Company has been incorporated to manufacture condensed milk and milk products used for food, with an authorized capital stock of \$50,-000, of which amount \$40,000 has been subscribed, \$10,000 being paid in in cash.

Niles-William Stroup and Wm. Cantrell, of this city, have formed a being patents. partnership and leased the business and what is left of the once large Niles Milling Co.'s plant and will put the business on a footing it enjoyed before the disastrous fire months ago.

Detroit-A corporation has been formed under the style of the Utopia Heater Company to manufacture water heaters and cooking and heating devices, with an authorized capital stock of \$30,000, of which amount \$15,000 has been subscribed and paid

Novelty Wood Works, of Grand Rapids, of which W. C. Hammond is the owner, will soon remove to this place. The factory will turn out piano and organ stools and wood seats for churches and opera houses.

Pontiac-A corporation has been formed under the style of the Oakness here and his brother, who is en- land Motor Car Co. to manufacture automobiles and accessories thereto. The authorized capital stock of the company is \$200,000, of which amount

company to be formed. It is under- manufacture heat retaining kettles and dinner pails. The authorized capital stock of the company is \$25,000, all of which has been subscribed, \$100 being paid in in cash and \$24,900 in

Bay City-The Kneeland-Bigelow sawmill has suspended operations for about ten days to enable some repairs to be done. The mill has been in operation steadily day and night a year, and as soon as the necessary improvements and repairs can be made it will start on another year night and day run.

Lansing-At the annual meeting of the Reo Motor Co. it was reported that the output of the factory during the past year was \$4,300,000. During the year \$882,000 was paid out in this city for wages and material. R. E. Olds was re-elected President, Reuben Shettler Vice-President and E. F. Peer Secretary.

Pontiac-The Busha Cereal Coffee Company, which manufactures cereal coffee and other food products, has merged its business into a stock company under the same style, with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed, \$100 being paid in in cash and \$5,900 in property.

Detroit-A corporation has been formed under the style of the American Sanitary Manufacturing Co. to manufacture foundry goods, castings and brass goods. The company has an authorized capital stock of \$40,000, of which amount \$20,000 has subscribed, \$3,000 being paid in in cash and \$14,820 in property.

Jackson-A corporation has been formed under the style of the Hall Rittenhouse Co. with an authorized capital stock of \$100,000. The company will manufacture internal combustion engines and gas producers. The head office of the company is at Bucyrus, Ohio, of which the local office is a branch. The amount of cash paid in is \$10,000, the remainder

Saginaw-J. T. Wylie & Co. own and operate a large stave, heading and hoop plant at Gaylord, another hoop plant at this place and still another large plant at Boyne City. This firm owns more than 150,000,000 feet of hardwood timber in Northern Michigan. Mr. Wylie is a large stockholder in the Batchelor Timber Co., operating a saw mill at West Branch with 80,000,000 feet of timber behind it and manufacturing 12,-000,000 feet annually. He is a stockholder in the firm of Wylie, Buell & Co., of this city, owning extensive tracts of mixed timber in Northern Michigan and operating a shingle mill at Wolverine; he is also a stockholder in the Strable Manufacturing Co., operating a hardwood lumber plant here, and also has other interests. While business from the heel up, he has a genial personality, holds an enviable position in society and business circles and is a champion golf enthusiast.

A special meeting of the stockholders of the Turtle Lake Lumber Co. Detroit-A copartnership has been will be held Sept. 6 to consider an



#### The Produce Market.

Apples-75c for Red Astrachans and \$1.25 for Duchess.

Blackberries-\$1.50 per 16 qt. crate. Butter-The immediate future of this market is in doubt, but unless there comes the increase in supply which is due at this season prices will advance again. Under-grade creameries are hardly as scarce as the finer grades, but all have advanced in sympathy with the finest. The future price depends largely on the weather. Creamery is held at 26c for tubs and 27c for prints. Dairy grades command 22c for No. 1 and 18c for packing stock.

Cabbage-5oc per doz. for home grown.

Cantaloupes-Osage, \$1@1.25 per crate.

Cauliflower-\$1.25 per doz.

Celery-20c per bunch.

Cocoanuts-\$4 per bag of 90.

Cucumbers-15c per doz. for hot house.

Eggs-The present outlook is not for any change in prices, as there is likely to be an increase in the supply as the weather cools. The cooler weather will enable holders of storage eggs to withdraw them, as they can be sold at a profit on the present market basis. The bulk of the receipts are now good enough for table grades. Dealers pay 17c for case count and 10@20c for candled.

Egg Plant-\$1.25 per doz.

Grapes-The crop is about three weeks late in this locality. Ordinarily Concords are in market by the first week in September. This season's Moore's Early are just beginning to turn.

Green Corn-10@12c per doz.

clover and 12@14c for dark.

Green Onions-15c for Silver Skins. Green Peas-Telephones fetch \$1. Honey-16@17c per tb. for white

Lemons-Californias and Messinas have declined to \$5. Heavy importations at New York are responsible for the decline of 50 cents per box. It is not considered probable that prices will get much lower and with

a good spell of hot weather to bring up the demand an advance is likely. Lettuce--75c per bu. for head and 50c per bu. for leaf.

New Beets-20c per doz. New Carrots-15c per doz.

Onions-Spanish command \$1.40 per crate. Louisville fetch \$1.75 per sack of 65 tbs. Large stock from Illinois and ranges from \$1.90@2 per go to, sacks

Oranges-The demand has been unusually large owing to the high prices of other California fruits. The present price is \$5.75@6 per box.

Parsley-20c per doz. bunches. Peaches-Early Michigans com-

mand \$2@2.25 per bu. Pears-\$1.75@2 per bu. for Bart-

letts and Flemish Beauties. Peppers-75c per bu. for green. Pickles-Cucumber fetch 20c per

Plums-\$2.25@2.50 for Burbanks, 000 to \$15,000.

Bradshaws and Lombards. The crop is large and growers are coining money on the crop as they have never made money before.

Potatoes-50@6oc per bu.

Poultry-Local dealers pay 91/2c for live hens and II1/2c for dressed: fined is fair, but nothing more. 8c for live ducks and 10c for dressed: dressed ;live broilers, Ioc. The decline is due to unprecedented receipts last week. Dealers were compelled to ship stock to Chicago to clean up the firm. The demand for tea in a conlocal market.

Radishes-12c per doz. bunches for long and loc for round.

Summer Squash-50c per bu.

75c per bu.

Turnips-6oc per bu.

Sweet Potatoes-The first arrival from Virginia was in during the week. The potatoes are of good quality and the crop is said to be a good one. The Jerseys will be in soon.

Veal-Dealers pay 7@8c for poor and thin; 9@10c for fair to good; at all. Some buyers think that toma-10@101/2c for good white kidney from 90 fbs. up. Recipts are moderate, being inadequate to market requirements.

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

Wax Beans-75c per bu. for home

Willis F. Cornell, who traveled in Michigan many years for Barnhart Bros. & Spindler, of Chicago, has taken the management of the Hotel treme scarcity is the feature of the Cobden, at Alpena, which he has thoroughly overhauled so that it is as badly broken. In futures everything fresh and inviting as a new house. Mr. Cornell was always painstaking ing tendency. Very few California in pleasing his customers and will undoubtedly carry the same ideas into tire list of California canned fruits execution in dealing with his guests.

Drug Co.) has purchased the gasolene launch Leontean, 21 feet long, and has anchored her in Grand River after taking a trip from South Haven to Spring Lake, including stops at Black Lake and Grand Haven. The craft is a model one in every respect, having been built by the Truscotts at St. Joseph about two years ago.

H. B. Fairchild (Hazeltine & Perkins Drug Co.) leaves Sept. 28 for ters and lobster are in about the same Denver to attend the annual convention of the National Wholesale Druggists' Association, which will be held in that city Oct. 1, 2 and 3. The following week he will make a trip to Spokane, returning home via the Canadian Pacific Railway.

Dr. J. A. Ferguson has engaged in the drug business at Rudyard. The Hazeltine & Perkins Drug Co. furnished the stock.

A harness shop has been opened in Montague by Axel Johnson, who purchased his stock of the Brown & Sehler Co.

The capital stock of the Michigan Pearl Button Co. has been increased from \$1,200 to \$20,000.

The Michigan Art Carving Co. has increased its capital stock from \$10,-

#### The Grocery Market.

the near future. The demand for re-

Tea-Values are steady and the en-14c for live turkeys and 16@20c for tire line is selling at full prices. Prices in the primary markets on the other side are still firm and high. Some grades of Japans seem particularly sumptive way is fairly good.

Coffee-The market has ruled weak to steady during the greater part of The demand has been the week. Tomatoes-Home grown command light. Mild coffees are unchanged and steady, Bogotas being particularly firm. Java and Mocha are steady and unchanged, demand fair.

Canned Goods-Tomato packers have taken fresh hope and some of them have advanced their quotations 2@3c per dozen. Many of the Eastern packers are not anxious to sell toes have touched bottom and they are making their purchases on that basis. There continues to be much confidence in canned corn. In nearly every canning district the corn crop is late and somewhat uncertain. The situation in peas is unchanged. It is an effort to get the right quality goods to sell at present prices. String beans are strong. Baked beans are steady and asparagus is high and scarce. Nearly everything in the line of canned vegetables is strong. Exmarket. In spot goods stocks are is decidedly strong with an advancpackers are in the market. The enfor future delivery is decidedly strong. In Eastern fruits gallon ap-L. M. Mills (Hazeltine & Perkins ples are high and strong and everything in the line of small fruits shows an advancing tendency. The trade is waiting for the opening prices on new pack Alaska red salmon. It is predicted that this price will reach a figure that will mean about \$1.50 per in many years. All other lines of salis very strong. Sardines, cove oysposition as last reported. The market is steady on each item.

Dried Fruits-Apricots are scarce well. Apples are scarce and firm, Currants are in good healthy shape. somewhat, but is steady on this side. Raisins show nothing new, being still firm and quiet. The first lot of new foreign Valencias will be shipped this week. The California raisin crop will be a little earlier than was ex- the demand fair. pected. Nothing is doing in prunes of any moment, either in spot or futures. The future market is still delphia, but fairly active in New York. Prices are unchanged.

is in light demand at unchanged the past few months and has just prices. Molasses is quiet and un-returned from the Colonial Sanitachanged. Glucose has advanced 10 rium at Martinsville, Ind., very much points, and has carried compound improved in health.

syrup, both in bulk and tins, up with Sugar-Raws are steady to firm it one cent per gallon. The advance and some sales have been made at is due to the high price of corn. 1-32c advance. Refined is unchanged Practically all manufacturers of and and probably will show no change in dealers in syrup have joined in the syrup advance. The advance caused quite an increase in the demand, particularly with some dealers who took orders at the old price. The scarcity of staple fruits seems sure to heavily stimulate the demand for syrup.

> Rice--Reports from the South say that the quality is good. The market is high, as is usually the case at this time of year. What it will do later arouses much difference of opinion.

> Cheese-The market is firm at the recent advance of 1/2c per pound, due to the falling off in the milk supply of the producing sections, as well as the demand for storage purposes. The quality of the present make is very fancy; plenty good enough for carrying purposes. The price now is considerably above normal, and no advance is looked for in the near future. Under grades have advanced in sympathy with better grades.

> Provisions-From all appearances, we will have lower prices on smoked meats in the near future. Pure lard is firm at an advance of 1/4c. We are approaching one of the best consumptive months for lard, and the price may advance even further. Compound lard is unchanged, though cotton oil has advanced again. This will probably soon cause compound lard to advance and remain on an advanced basis until the new crop of cotton oil is available in October. Barrel pork and canned meats are unchanged and dull. Dried beef has advanced 1@2c on all cuts.

Fish-Cod, hake and haddock are dull on spot, and rule at unchanged prices. Some business has been done in futures at high prices. This year hake rules about at the price of haddock and haddock at about the price of cod. Cod is 1/2@1c above last Domestic sardines are unvear. changed at the last advance, and in dozen to the retailer, the highest light demand. Imported sardines are price known for this popular salmon firm and unchanged. Prices on both sockeye and red Alaska salmon have mon continue high and the market been named during the week. Sockeye prices are \$1.65 talls, \$1.80 flats, and \$1.10 for 1/2 pounds coast, against 20 cents less last year. Red Alaska opens at \$1.15, which is also 20 cents above last year's opening. Spot red and all obtainable are now selling Alaska is firm. The past week has seen a sharp advance in Irish mackerel of \$1@1.50 per barrel. The wind-The market abroad has weakened ing up of summer fish is the reason. From now on fatter and better mackerel will come forward and will command higher prices. Norway mackerel and new shores are about unchanged. The market is firm, and

The Tappan Shoe Manufacturing Co., of Coldwater, announces to the strong. Peaches are slow in Phila-trade in Ohio and Southern Michigan that J. A. Hach, Jr., will report for duty on its spring line September 1. Syrups and Molasses-Sugar syrup Mr. Hach has been seriously ill for

#### MEN OF MARK.

#### J. E. Coulter, President Grand Rapids Shoe and Rubber Co.

This is an age in which opportunity seeks the man rather than the man the opportunity. It was thought in former times that the man who wanted to get on in the world should constantly be on the alert for chances to step into promising opportunities as they would pass by in the procession of life. Indeed, even in these later times the individual, before his ability and achievements have become well known by powerful interests must reach a recognized position through taking advantage of any promising opportunity that is presented. But once he has made his mark, has demonstrated that he can do extraordinary things, has the faculty of both analysis and synthesis, can organize as well as handle details, and possesses executive ability as well, he no longer needs to look for opportunity, for men of affairs and judgment, who have great interests at stake, are constantly looking for and are eager to secure men of superior faculty to take control of special enterprises of various sorts.

The opportunities for men of superior ability, experience, executive and organizing power have multiplied within recent years on account of the marvelous growth of great industrial, commercial and transportation interests that require elaborate organization and division of operation into departments. Such concerns can not be managed by a head man and two or three subordinates, but require numerous heads of departments, superintendents, experts, financial managers, etc. Many of these great concerns have branches and separate plants, each under a special organization, all requiring a force of men as heads of departments of first class ability. Such men are scarcely numerous enough to meet the demand, while it is the particular province of the men in chief authority to seek out, duly estimate without the risk of mistake, the men who are eligible to the different positions that it is necessary to fill. Thus it is that the managers of great enterprises are always on the lookout for the better men, and he who has demonstrated that he belongs to that class soon finds his opportunity to take a position certain to insure him honor, trust and pecuniary profit.

It is said of the gentleman whose portrait graces this page that because of his ability as a successful business builder he was elected Manager of the Grand Rapids Shoe and Rubber Co. over a score or more of applicants, without himself being an applicant, thus affording an illustration of opportunity seeking the man and making no mistake in the choice.

Joseph E. Coulter was born at Ontonagon, April 29, 1861. His father was a Pennsylvania Dutchman and from 7 to 18 years of age. his mother was descended from Scotch-Irish stock. He graduated when 16 years of age and subsequently spent one year at a military acade- at 307 South Union street. my at Yonkers, N. Y. He then took a four years' course at the Michigan ber of the Park Congregational

the degree of Bachelor of Science, being the first native graduate from the tions, being a member of no organiza-Upper Peninsula. His first employment after graduation was as manager of the wheat farm of Charles Holland, of Detroit, in the Red River Valley in Minnesota. He relinquished this position at the end of two years to become station agent at Calumet for the Mineral Range Railway. Not liking the railway business he resigned at the end of six months and took an office position with the late Felix Raniville, manufacturer of leather belting on Pearl street, Grand the notion that the country is going Rapids. At the end of six months he was offered a more lucrative position as book-keeper for the Capital Wagon Co., at Lansing, which he accepted, remaining there five years. He then took the position of traveling salesman and general office man for the city-if you think that there is some-

He has no social nor fraternal affiliation of other character except a Greek letter fraternity which he joined while at college. His only hobby is his home. His tastes are domestic and his highest ambition is to rear his five boys so that they will reflect credit on themselves and be an honor to the family name.

#### All Indications Point To Large Attendance at Fair.

If you are getting into your head to the dogs, that the depreciation of railway stocks and trust bonds is a real falling off in values, that the success of finance depends on Wall street, La Salle street, or any other tunnel of steel and stone in any big Grand Rapids Felt Boot Co. The thing wrong with the business of the

Joseph E. Coulter

first two years he sold all the goods land, take a day off and go out to the remained with this house fifteen until next week, when the fair position of general salesman for the Hood Rubber Co. September 1 he resigned to take the position Rapids Shoe and Rubber Co.

Mr. Coulter was married Jan. 4, 1888, to Miss Alice Weed, of Lansing. They have five boys, ranging The two oldest boys will enter the Michigan Agricultural College this fall, one on from the high school at Ontonagon the mechanical and the other in the forestry course. The family resides

Mr. Coulter has long been a mem-

and kept all the books, but later on grounds of the West Michigan State he was given an office assistant. He Fair Association. You need not wait is years, retiring a year ago to take the open to the public. Go now, when merchants are putting in their exhibits, when the concessionaires are erecting their tents and stands, when President and Manager of the Grand the officers of the Association are getting ready for the big show. A trip to the fair grounds will not only convince one that this is one of the fat years of the world, but also that the West Michigan State Fair this year will be the biggest ever held on the grounds. It will be large in its industrial and business showing, it will excel all previous years in its representation of the products, farm and otherwise, of the State.

If you look at the books of Secre-Agricultural College, graduating from church, and has served as chairman of that institution in 1882. He received the Business Committee several years. the White City will represent the find no larger ones.

whole sweep of things modern, instructive and entertaining. You will see that the business men of the State have confidence in the future prosperity of the State, for their exhibits will surpass anything ever seen here, if not in the State. There will be no gambling on the grounds. The local newspapers will have no cause to record the arrest of the proprietors of "skin games," on the orders of the men who took their money for the privilege of fleecing the lambs. There will be no intoxicating liquor sold on the grounds, so one can take his mother, his wife, or his sweetheart to the big show without fear of having her jostled and insulted by some drunken pup who ought to be in jail.

And there will be plenty of fun at the big fair, too. The farmer boy will be there with his cider barrel. The lunch man will stand in front of his booth and extol the merits of his hamburgers. There will be pretty girls in every one of the six or eight dining halls. Buckskin Ben's Family will be there to show how cowboys live, and how they train horses, dogs and monkeys. There will be real cowboys there, and they will show how to rope ponies. The races promise to be speedy. The purses are large, and the good horses are coming. Communications received from all parts of the State by Secretary Conger show that people are coming from about every township and school district. There will be long excursion trains rolling into the city every day next week, and the interurbans will contribute tens of thousands to the rush. Grand Rapids will be in the lime light next week. Let us meet the visitors in such a way that they will take pleasant memories of the time to their homes, and next year they will come again and bring their neighbors with them It is good for the business of the city to have these strangers visit us, and, besides, we want to make the big day of the Detroit Fair look like thirty cents when it comes time to compare admissions. Get ready for the big fair.

#### Even Beggars.

Jacob Riis, at a convention of school teachers at Atlantic City, decried contentment.

"There is too much contentment." he said. "Contentment is often euphemism for conceit. It is through dissatisfaction and not through contentment with ourselves that we improve.

"Every man is too apt to be contented-that is, to be conceited-to think himself about as fine, and strong, and good, and wise as any one in the world.

"Even beggars! Why, I know a gentleman who, on being accosted by beggar, said:

"'Why don't you go to work? Why do you waste your time begging?"

"The beggar drew himself up. "'Did you ever beg?' he asked.

"'No, of course not,' said man.

"'Then,' said the beggar, 'you don't know what work is."

They who never stop for little joys

# Farwell Service

ONTHS before you see even samples of what you may need for next season, our buyers have been inspecting manufacturers' lines, suggesting a change in finish here, a better weight there, a more liberal measure in this garment, a better dye in this cloth, improving the appearance and quality, and often paying a premium to have our numbers better for the price we ask—that is one phase of what we call Farwell Service.

Our resident buyers, in the Eastern markets and abroad, see to it that prompt deliveries are made. If a mill is likely to favor us on deliveries because of advance payments, we pay for the goods before they arrive, and we are thus able to keep our open stocks in better condition than would otherwise be possible.

When your busy season is at hand and you want goods in a hurry, we have a special corps of early workers who classify and divide your orders, so that, when the regular department force arrives, the filling and shipping can proceed without delay—with the result that you get your goods quicker.

But Farwell Service does not end even here. We help you sell your goods—the best that money will buy—in such a way that you reap the largest possible profits and effect your sales in the easiest possible way. If you want to know how, just ask for a copy of the September issue of our Free Selling Helps.

John V. Farwell Company Chicago, the Great Central Market



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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, September 4, 1907

#### VOTE FOR GOOD ROADS.

Fortunately for the reputation of the Tradesman the defeat of the Lake Michigan water proposition was predicted in these columns before Mayor Ellis declared himself, so it will not be safe for that official to prance around exclaiming, "I told you so!" because we got there first. Beyond question, there is no hope for the Lake Michigan water plan, and its defeat will be largely because of its great cost. Upon this point it is only fair to the Board of Trade Committee to state the truth, that at least one-third of the increased cost over the figures given by that Committee is attributable to the advance in materials and labor during the past eighteen months. And the other fact is still unquestionably in force, that a considerable number of the people of Grand Rapids prefer Lake Michigan water to water from any other source and will have it as soon as they feel able to indulge in the cost of bringing it to the city.

There is another matter and a most important one to be voted upon Sept. 17, and one which the communities directly interested in can not afford to permit to pass to defeat because of their indifference.

That is the proposition to create what shall be known as the Grand Rapids Good Roads District. This plan contemplates including the townships of Walker, Grand Rapids, Paris and Wyoming, the village of East Grand Rapids and the city of Grand Rapids in a single district, where good roads may be built jointly by the district and the State. Kent county is now paying its proportion of the \$270,000 appropriation by the State for the building of good roads, and under present conditions is not getting anything in return. If the Grand Rapids Good Roads District is created through the vote to be cast on Sept. 17 our county will then get value received-its share of the appropriation.

Not only that, but the income will not stop with the receipt of checks from the State. Good roads in any district mean easier and more speedy hauls during all seasons of the year for every farmer in the district; they mean an increase of the daily business in every business center in the rah-boys-everything-goes, circus fash- There would be less incentive not district; they mean closer and more ion, the spectacle wends its way. It only to work but to save. The people intimate acquaintance between com- may be that, permanently located for would say there is no use, since the give it at once.

munities; they mean greater comfort all who travel over the roads, whether it be on foot or in carriages; they mean added and permanent value to every acre along those roads. And Grand Rapids is already a long way behind other counties in Michigan in this matter.

The county roads system has been adopted in Marquette, Menominee, Dickinson and Alger counties, in the Upper Peninsula, while in the Lower Peninsula townships in the counties of Bay, Barry, Calhoun, Charlevoix, Cheboygan, Crawford, Huron, Ionia, Isabella, Kalkaska, Monroe, Oceana, Saginaw and Tuscola are already applicants for State rewards under the Good Roads District system—the system to be voted upon on Sept 17.

For four years the Grand Rapids Board of Trade has been working to get this proposition before the voters of Kent county and now, after no little opposition, it has succeeded in the effort. The Board can go no farther in the matter. It is at last up to the voters and it behooves every person in the district specified to vote in favor of the district system. If the proposition is defeated it will mean that we will not have another opportunity to vote upon it until two years are passed, and if it is defeated it will be the result of indifference on the part of those who really desire good roads but either do not vote at all or, voting, neglect to vote for good roads.

#### OUR CONEY ISLAND INCUBUS.

Among the annual spectacles which visit Grand Rapids there are none more pretentious in their preliminary announcements than are the Pain's ously under the titles of the Siege of Port Arthur, the Bombardment of Santiago, and what not.

They tell how many thousands of burned up each evening, how many hundreds of actors there are in the respective casts of characters, and by the use of all the adjectives in the showman's vocabulary succeed in atinvariably return to their homes disappointed.

The outfit for these exhibitions conof profile scenery with practical arches, doorways and windows so adjusted that buildings may fall and ruins be left exposed, which, with a lot of incoherent marching and countermarching, absurd pantomime and alleged dancing, constitutes a background incomprehensible for a display of fireworks-sometimes generous and striking, but, according to the size of the audience, moe often ly after they are 65 years old. It is meager, and they are almost meaningless.

With an audience seated from 100 to 300 feet away from the fireworkswise precaution probably-and in the dark, and with a brass band picking up its disjointed cues and blaring away with might and main the alleged mimicry is unheard and frequently unseen because of the smoke itable during what might naturally and the distance, and so, with a hur-

at less expenditure on the part of the mobs, the posses, the crowds of citizens, and so on, well drilled and with the musicians thoroughly rehearsed for their effects, these efforts may reach the dignity of a real spectacle, but coming to Grand Rapids for a week and as a side show attraction they are a delusion and our city has had its fill to repletion.

And there is another disagreeable fact about the catch-penny conglomeration at the Lake: It simply deon all such occasions as the Japanese nights. Surely the citizens of Grand Rapids who have bestowed upon the Railway Company the privilege of operating its street car system in this city are entitled to decent consideration at all times, whether or no Ramona pays 3 or 30 per cent. on the investment. The service is barely adequate under ordinary conditions without "rubbing it in" two or three nights each week in the effort to make the enterprise at the Lake particularly profitable.

#### OLD AGE PENSIONS.

Fine spun theories are more liable to find expression in Massachusetts than in any other state in the Union. Presumably this is so because Boston counts itself the best educated, most cultured and altogether the most intellectual community on the globe. In pursuance with Chapter 127 of the Acts of 1907 in that State, Governor Guild has appointed a commission of five persons to "investigate and consider the various systems of old age insurance or the systems of old age pensions or annuities and report upon the advisability of establishing an old age insurance or pension system fireworks exhibitions presented vari- in this commonwealth." The commissioners do not get any pay, are not permitted to travel outside the State except at their own expense and are to report in January, 1909. Presumadollars' worth of fireworks are to be bly there are various theoretical arguments to be advanced in favor of this proposition. When people are old they are not able to earn as much as when in middle life. If they have not prepared for age in advance their tracting goodly crowds, who almost declining days are liable to see something of distress. An insurance scheme of course implies the payment of premiums during youth and middle sists usually of several hundred feet life to be paid out again in annuities when a given age is reached. It is difficult to see why the State should undertake this enterprise when there are private companies perfectly solvent, and with large resources, willing to do this work at no public expense.

It would be very generous for Massachusetts or any other state to pension all its people at so much annualrespectfully submitted, however, that there are a great many other things which the State might better do for its citizens and that to pension them would not be rendering them a real service. The certainty of being cared for at public expense would prevent in many cases that enterprise and industry which would be more credbe regarded as the working days.

three or four weeks or longer, with State will provide all the required comforts and conveniences. There is such a thing as being so generous as to pauperize people and this proposition apparently comes under that classification. The great majority of old people have made some provision for their declining days or they have children who take care of them. The demands of filial devotion are not very often disregarded and where they are, there should be some legal method of enforcing them. A loss of indimoralizes the city's street car service vidual responsibility and increased dependence upon the State are not liable to improve the citizenship nor the industrial and social conditions of the Bay State. Most people need a good deal of incentive to do their best and taking away that incentive is a positive detriment. The State takes care of thousands of its unfortunates annually, whether the misfortunes were self-imposed or otherwise. To go into the pension business and hand out money to everybody over 65 years of age is not an enterprise likely to be attended by good results, nor is it probable that after due investigation the Massachusetts Commission will recommend it.

#### OUR LOGICAL RESOURCE.

By their vote last spring the people of Grand Rapids placed their unqualified disapproval upon the filtered water proposition and by reason of the very recent report, showing the cost of securing water from Lake Michigan, a large increase over the estimate made last spring, that alternative will be defeated beyond any question by the vote to be taken Sept. 17.

And so our city is thrown back upon the double system plan suggested many years ago by the late Thos. D. Gilbert as its most logical resource. This plan embraces the retention and improvement of the present city plant with its mains, through which a supply of water ample for fire protection, street sprinkling and lawn purposes can be provided, and the purchase of the Hydraulic Co.'s plant-which can be obtained at a reasonable figure-with its through which a supply for culinary purposes abundant for a city of 200,-000 population may be delivered.

Grand River water will answer every conceivable need in cases of dust and irrigation, and there fire, will be no necessity for ripping up streets to lay new mains; on the other hand, the spring water at present controlled by the Hydraulic Co. is the largest and most reliable supply of portable water available under present circumstances, and it may be had at a minimum of cost to the city. For these reasons it seem that there should be no further contention over our forty-year struggle for water. There are scores of cities larger and having much larger assessed valuation, as well as net debt, which are not so well off as Grand Rapids would be under the double system plan in the matter of water supply.

Whether or not our fight continues, our city is entitled to the best we can afford to give and we should

has been the announced determination against the enemies of their country in the event of war. These opponents of patriotic devotion to counof such universal brotherhood.

The leading German Socialists, while deprecating a resort to arms in settlement of international disputes and advocating the abandonment of large standing armies and the evasion of military service as much as possible, still announced their willingness to fight in the event that Germany should be attacked by a foreign enemy, thus avowing patriotism to the extent of fighting for defense of the fatherland, even although unwilling to fight the fatherland's battles in any but a war of pure defense.

The French Socialists have been heretofore more pronounced than the Germans in opposition to all semblance of what is termed patriotism. Many of their leaders announced unwillingness to bear arms under any circumstances and boldly ridiculed patriotism as out of date and inconsistent with the brotherhood of man. It now appears, however, that the French Socialists have thought better of their position and have adopted the doctrines of their German confreres In their recent convention a resolution was adopted by a good majority to the effect that Socialists should be willing to fight in defense of the country against foreign aggression.

While this change of front on the part of the French Socialists in a measure removes from their party the stigma of passive treason, the mere fact that it was found necessary to adopt such a resolution and the further fact that it was not unanimous indicates that the tenets of Socialism are antagonistic to true and unadulterated patriotism, as that term has been applied from time immemorial, a patriotism which makes the country's enemies the citizen's enemies, without regard to the cause of the quarrel or whether it leads to aggressive or defensive warfare.

Even under the most indulgent interpretation of the Socialists' doctrine their allegiance to country is but grudging and unreliable and based rather upon the natural tendency to defend one's own home and fireside than upon a pure devotion to the country's honor and welfare, without regard to individual interests. The Socialist idea of internationalism, universal peace and disarmament is as Utopian as a universal religion, or universal honesty and rectitude. But even granting all that, it is a distinct improvement that the Socialists have announced their willingness to fight in defense of their respective coun-

Under the system of universal military service, which obtains in practically all the countries on the continent of Europe, quite a leven of Socialists serve in the armies. It was outside of sentences.

SOCIALISM AND PATRIOTISM. a distinct source of weakness to feel One of the strongest reproaches that a good per cent. of the soldiers heretofore urged against Socialism could not be counted on to fight in and in these days that experience is tary methods. Before that, yellow the event of war even in defense of of many of its leaders not to fight their country. As most armies are trip saddened if only for a few min- many lives every year and it was remaintained for defense, the abandonment of the doctrine of inactivity under all military demands and the try hold to the so-called internation- recognition of the obligation to fight is surely ghoulish to feel the ship their lives and gave them a very alism or universal brotherhood of in defense of the country when at- stop in mid-ocean and to see or know man, and contend that to fight even tacked will thus be a distinct gain to that over the rail the remains of a where their country should be attack- the military strength of countries deed would be a violation of the tenets pending on universal military service. Of course, in countries where military service is voluntary the Socialists will no doubt keep out of the Army by choice, although they will liable to service in the case of a forced draft for defense in the event of invasion.

> The report is published that the General Electric Company proposes to retrench, which means that fewer men are to be employed in its works. The reason for it is that the increased difficulty in borrowing money makes lighter demand for electrical machinery and appliances, and the company is determined to shorten its sail in accordance with the breeze. Last year, it is said, the company employed 15,000 men at Schenectady, whereas now the number working is only 13,500, and report has it that there will be a still further reduction of at least 10 per cent. There are rumors that the Lynn plant may lay off two or three thousand men. The General Electric industry is about all there is of Schenectady, and on it the city's prosperity is based and depends. A considerable reduction of be an unmitigated disaster to the place where it is located. The lesson which this particular text teaches is the desirability of diversified industries in any city. If there can be industrial enterprises in a dozen different lines it is much better, because all are not likely to be in a bad way at the same time. Otherwise when business is dull with one industry it affects the whole community.

> A Texas man is reported to be taking a daily diet of clay, on the theory that it will prolong his life. He expects to live 400 years yet, outdoing Methuselah by several laps. That fellow may enjoy many improvements that are only visions to the present generation. If he wants to go to New York or London he will signal a passing air ship that will come down and take him on board. On the way he will keep in touch with his business at home by the use of the wireless machine that he carries in his pocket. Possibly he may see some sections of the barge canal approaching completion.

> Senator Platt has never claimed remarkable ability as a statesman, but he knew how to set the wires to hold back the parcels post and late revelations indicate that he knew how to put the United States Express Company in the way of making big money and keeping a good share of it for himself and friends.

> The greatest sermons are those

#### BURIAL AT SEA.

Whoever has crossed the oceanno longer a distinction-has had the fever had been a scourge which took utes by witnessing or hearing about a burial at sea. It may be only a stoker or it may be a passenger. It man or woman are thrust, weighted to sink to the depths, perhaps to be the food for fishes. To most people there is something exceedingly repulsive about it. With the deceased it makes no difference and it is really difficult perhaps to say why it is less objectionable to be food for worms than it is to be food for fishes. Ever since ships have sailed the sea those who have died thereon have been buried in the ocean, the burial sometimes preceded by brief but impressive services. There is an agitation on foot to desist from that practice.

Conditions are different now from what they were years ago and the reasons then imperative do not now exist. Formerly it took about as many weeks as it does days to come from Liverpool to New York. It was unsanitary, indeed, it was positively dangerous to keep a body so long on board. Then, too, at that time there was no means to preserve the remains. The embalming process was unknown and ships did not even carry tons of ice as they do nowadays. Sailors are proverbially superstitious and in the old days of sailing vessels their superstition prompted them to oppose the keeping of a dead body the working force in that plant would on board. They thought it brought misfortune, but steam has revolutionized trans-Atlantic travel and sailors are less superstitious than formerly. as well as less numerous. It is only a sentiment, of course, which prompts relatives and friends to desire that the bodies of their dead be buried in the family lot, where monuments can be erected to mark the place. It will make no difference at Resurrection Day, but that sentiment is too deep seated and too strong to be argued with or contradicted. So long as this is so and with all appliances of modern times there is really no reason, if there is any objection, to continue burials at sea.

> With remarkable promptness after the American possession of Cuba yellow fever was stamped out simply the down grade.

because the authorities compelled cleanliness and adopted modern sanigarded as one of the established institutions on the island. The Americans showed the Cubans how to save thorough practical demonstration. All the latter had to do was to keep it up and be assured of practical and, indeed, almost absolute safety. When left to their own devices the Cubans again became shiftless and dirty and, as was to be expected, yellow fever followed. It is no wonder that the American officials who worked so hard in the first instance were disgusted with the islanders. It is fortunate for the Cubans that the Americans are again sufficiently in command of affairs to compel another fumigation and Gov. Magoon has ordered it. By decree he has placed the work of sanitation of Havana in the hands of army experts, who can be depended upon to do their duty. It seems strange that a second object lesson of this sort should be neces-

Mark Twain had the time of his life on his recent visit to England, but it will result in postponing his funeral for which preparation was in progress for at least seven years. He joked with the King and Queen, feasted with all the big societies, and no private citizen of America ever had a more enthusiastic reception by the upper class in England. In an interview on the day he sailed for "I have led a home Mark said: violently gay and energetic life here for four weeks, but I have felt no fatigue and I have had but little desire to quiet down. I am younger now by seven years than I was and if I could stay here another month could make it fourteen. This is the most enjoyable holiday I have ever had and I am sorry the end of it has come. I have met a hundred old friends and made a hundred new ones. It's a good kind of richesthere's none better, I think. For two years past I have been planning my funeral, but I have changed my mind now and have postponed it.'

It is easy to make a dollar go a long way when you get up speed on

#### A TRADE BUILDER

H. M. R. Ready Prepared Roofing-the Granite Coated Kind —is a trade builder for the

dealer in building materials. More durable than metal or shingleslasts longer; looks better.

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Most attractive roofing on the

market. A staple seller. Write today for proof and prices. They are free.

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

#### Frederick J. Baldwin, Hardware Dealer at Coral.

Whether it is fortunate for a man to be born rich depends on what use he makes of his wealth. It is possible for the inheritor of a large estate to make it conduce to his usefulness, happiness and honor among men. Such will be the result if the beneficiary possess a sterling character and has received that heritage from his parents which is better than lands, stocks, bonds or anything else that counts for wealth, namely, an education and training that should give him the right tendencies in life. On the contrary, the individual who was born "with a silver spoon in his mouth," who lacks both native character and correct tutelage, is likely to make a shipwreck of his fortune, of himself and of all else entrusted to him.

An individual who was born of worthy parents, who inherited a high quality of blood, brain and charaster, and whose life has brought him in contact with those who have helped him into paths of rectitude, so briety, industry and success, is really more fortunate than he who was this world's born rich merely in goods, because the child of wealth must encounter all the dangers that are involved in the possession of riches acquired without educative or fortifying effort of his own.

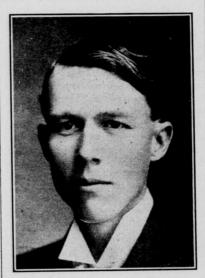
In these reflections the writer has in mind one who has been exceedingly fortunate in his parentage, his fraternal relations and the naturalness of his advent into a business career that, although he is still standing on the threshold of manhood, has already reached the eminence of a remarkable success. His father was a man of great intelligence, sterling character and thorough-going busi-ness habits, who would "rather be right than be President" or success ful and prominent in any relation in life. It would be better to say that the elder Baldwin believed-and he lived up to his faith-that the man would be the mostly truly successlife who ful in every relation of should adhere to the principles of rectitude, square dealing with his fellows, temperance and regularity of gave her a National reputation. She life, good citizenship, high moral resided in Adrian, where she was one character, fidelity to family relation- of the leaders of the so-called Unships, and all that pertains to a decent and worthy manhood. He was truly a good man and a gentleman from the crown of his head to the soles of his feet. Thus his sons were fortunate in the kind of fortune that we have hinted at in having a father who from boyhood to early manhood trained them in the principles and habits that he, the father, esteemed as beyond price in business conduct a good hardware store. In relations as well as every obligation his earlier life he made a collecof life.

Frederick J. Baldwin was born at Dexter, Mich., Sept. 27, 1867, being a quire a comprehensive descendant from Richard Baldwin, who emigrated from Buckingham- Government. He has succeeded to shire, England, to Milford, Conn., in the extent of securing 900 volumes, 1638 and who, in turn, was directly all bearing directly on the subjects descended from Chief Justice Bald-which he decided to make his win, the famous jurist of the fime life study. He attributes his success of Henry VIII. His mother was a to the training and teaching of his Sherman, being a descendant of the father and mother. celebrated Colonial family of that In 1883, 1885 and 1887 Mr. Baldwin

REPRESENTATIVE RETAILERS. name. In 1871 his family removed to

Another brother, Clarion. Baldwin, is engaged in the hardware business in Munising. One sister lives at home with her mother.

Mr. Baldwin has been a member of the Methodist church since he was door neighbor, for five feet of 13 years old, a trustee since he was ground, which he claimed had been 21 and is the Bible class teacher in the



Sunday school. He is a member of Howard City Lodge, No. 329, F. & A M., of the Maccabees, the Odd Fellows and the Michigan Society of the Sons of the American Revolution.

Mr. Baldwin was married to Mary Haviland, of Lakeview, Nov. 6, 1890. Miss Haviland is a grand-daughter of Laura Haviland, whose labors in behalf of the anti-slavery movement derground Railway, which flourished for fifteen or twenty years during ante-bellum times and which assisted thousands of slaves to escape from the thraldom of the South to the freedom of Canada. Mr. and Mrs. Baldwin have two children, a boy 7 years old and a girl 6, and reside in their own home.

Mr. Baldwin's only hobby is tion of postage stamps, but of late years his ambition has been to aclibrary American history, traditions

was a messenger in the Legislature.

plied to a toast on "The Spring."

"The spring," said Mr. Heuston, has its joys. It has its sorrows, too. Here is a story:

"Smith was suing Jones, his next encroached on. Jones' lawyer began cross-examining him.

"'Now, Mr. Smith,' the lawyer said, 'did you, or did you not, tell my client, last year, that the five feet of ground in question belonged to him?

"'Permit-'

"'No, I permit nothing. Answer my question, yes or no. Did you tell Mr. Jones those five feet of grounds belonged to him?'

"'Yes, I did,' said Smith, desperately; 'but please remember that the month was April and we were both working our lawn mowers at the time.'

Royal

The Calamity.

was a messenger in the Legislature.
Coral, where he attended public school, subsequently spending three years at Albion College. In 1882 Mr. Baldwin went to work for the hardware and implement firm of LaDu & Baldwin, purchasing a half interest of each partner in 1893. In 1901 he and his brother, C. A. Baldwin, purchased the interest of the other members of the firm, retaining the old firm name of LaDu & Baldwin, under which they are still conducting the business.

Mr. Baldwin has two brothers in the newspaper business, Levi Baldwin, of the Escanaba Journal, and Eugene Baldwin, of the Pickford Clarion. Another brother, George

was a messenger in the Legislature.
Although he has never been an office seeker, and never expects to be, he was appointed a member of the State Library Commission by Governor Warner last spring for four years and he has been drawn on a Grand Jury. Warner last spring for four years and he has been drawn on a Grand Jury. Whith one lean man of the G. A. R. Another car was ahead of that, another car ahead of that was another car, and ahead of that was another car, and ahead of that another car, and ahead of that another car ahead of that, another car ahead of that another car ahead of that, another car ahead of that another car ahead of that, another car ahead of that, another car ahead of that another car ahead of that anoth

When a man is a god to himself he is the opposite to all others.



#### **COLEMAN'S** Vanilla=Flavor and Terpeneless=Lemon

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#### WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

#### THE SUGAR MARKET.

#### How a Bit of Bad Weather Knocked It Out.

Written for the Tradesman.

The sugar salesman tossed a sample case into a corner of the store and dumped himself into a chair by the merchant's desk.

"How's trade?" he asked.

"Rotten," replied the merchant. "How's your supply of sugar?"

"I haven't opened the last consignment."

The salesman snorted.

"I expected that," he said. "It has been that way all along the line."

"I don't know why," observed the merchant, at the end of a little minute of silence, "but sugar is not in it this year."

"I can tell you why," said the salesman.

"I am waiting."

"The sugar market is flat because we had some disagreeable weather last fall, and some more of the same kind last spring."

"Why don't you go on back to the beginning of the world?" laughed the merchant. "What has last fall's weather to do with the sugar market?"

"Oh, I've gone back far enough. Fully far enough to show the strange way in which various elements of business are niseparably linked and entirely interdependent. You can not smash one branch of business without wounding another."

"I thought you were about to explain the sugar situation."

"That's the point I am making." "But how in the name of the seven seas can you lay the depression in the sugar market to a few bad days

last fall and last spring?"
"Well," said the salesman, "I want you to understand the point first. You knock one business, and you knock a

dozen." "Granted."

"I first got track of this thing through the refiners. They said that sugar was dead as an auto without gasolene. There was no go to it. I said that I could fix that. You see, I thought the salesmen were not working hard enough, or were giving out the wrong line of talk, or something like that. When I got out on the road I heard the jobbers saying the same thing. Then came the wails from the retailers. After that I began to look around for the cause."

"And you lighted a streak of bad weather?"

"You bet I did. It is like this: Last fall the frost came early. Last spring the frost came late. There you are."

"Is this a four-act drama, with the mystery concealed to the end?" asked the merchant, with a smile.

"Oh, didn't I mention the fact that the bad weather ruined the berry crop?"

'So that is the point, is it?"

"Yes, that is the point. The berry crop was late this year owing to the backward spring, and when it did come on it was short lived."

"Yes, I see."

"You didn't sell your usual quantity of sugar during the berry season,

"I surely did not, but I didn't go There never was a fruit year like

to the usual standard?"

"That's right."

"Now you see how the two elements of business are linked together. jar trade in, and all that."

"I fell down on that trade, too, and have a large stock on hand."

"Of course. In every home the season was short in the fruit line. Berries were high. Look what one had to pay for every kind except strawberries, which were quite reasonable in price for a time. Why, the berry season is the sugar season, and this year there was practically no berry season. Women are not going to can berries at 20 cents a box. If they did there would be just ground for divorce."

"They didn't buy berries for the table, even."

"Why should they? You buy a box of red raspberries, for instance. You pay 20 cents for it. When you empty it out it won't fill a pint cup. The bottoms of the berry boxes are getting nearer the top every year."

"And every year it requires more sugar to sweeten a cup of tea."

"Oh, never mind coming back at me. I know about the berry boxes, and so do you. Well, the women did not buy berries for the table. They did not buy berries to preserve. But you haven't got to the worst of it yet. There is no fruit in this State this year. Oh, there may be a patch here and there. I read about a fertile fruit land up North the other day. But the fruit regions are barren. There are no peaches. There ar no plums or pears. There are few apples.

"Then the sugar market has not yet touched bottom?"

"It is not the right thing for me to There will say, but that is the fact. be mighty few pounds of sugar dumped into dishes of peaches and cream this year. My wife says she is going to can green peas and tomatoes. We'll fill the cans up with something, you bet, but I'm afraid sugar will not be one of the ingredients."

"We'll have to start the children to making fudges," laughed the merchant.

"It is all easy enough to understand," continued the salesman, "The bad weather damaged the fruit trees and the berry bushes. The yield of fruit was light-in some sections nothing at all. People did not buy berries, and so did not have to buy sugar to eat on them. They did not invest in fruit cans, and they are a drug on the market. All this shows just what I expressed in the beginning, that business interests are so closely tied together that you can not injure one without striking in some unexpected place."

"What are you people going to do with your sugar?"

"We are going to sell it."

"With every retail store full of unopened barrels? I guess not."

"Yes, we'll sell it, all right. I'm going to sell you some before I leave the store. I can show you by nineteen different processes of reasoning that sugar will be higher next year.

back to an early fall and a late spring this that was not followed by a big give you an order, to be delivered for the cause." crop. Next season we shall not be "And your berry trade was not up able to turn out the sweet stuff fast crop. Next season we shall not be enough. You'll wish when the time ing, you can't smash one business comes that you had doubled your order.'

"But next season is a long way You might go on and bring the fruit ahead. I can't carry sugar over for a reaction. Look here! You're buya year or more, when I can just as ing sugar on the supposition that well buy it as I need it in the busi- there will be a bumper fruit crop ness."

"Next year," continued the salesman, "will be a corker. Even now plums and pears clear down to their There will be a sugar famine up. next year-a famine which will last from the June strawberry to the October peach. You give me your order now and we'll send the goods on whenever you want them. Can you use twenty barrels?"

"Twenty barrels, with the stock we have on now?"

"Perhaps you'd better make it forty, as you are ordering for next spring."

The merchant sat back in his chair and laughed.

"I think you are right about next year's fruit crop," he said, "and I'll draw it.

subject to order.

"That's all right. As I was saywithout wounding another. Also, you can't dump a business without counting on a time when there will come next year. Yes, and you will buy fruit cans on the same supposition. We have a few on hand which we can the fruit trees are full of peaches and sell at cost. Sort of a side line, you see. As I stated once or twice betoes-to the ends of the rootlets, I fore, business is all tied up in a mean. Even with the slump in sugar knot. Yes, this was a bad year for this year we have been able to fill berries and fruits of all kinds, also our orders and that is all. I don't for sugar and fruit cans, but next hear of any new refineries starting year will make it all up. Get ready for it."

> And before the merchant knew it the salesman who had opened his talk with complaints about the slump in the sugar market had booked a large order.

> "I guess business is all tied up in knots," thought the merchant as the salesman went his way, "and I guess that salesman wasn't born yesterday." Alfred B. Tozer.

> Many never write the check of success because they wait for the world's indorsement before they begin to



#### When You Pull Down a Ben-Hur in Your Mit Slow Sellers Retire

The Ben-Hur has been in the game from the moment it was called. Every decision made by the umpire, Public Opinion, has been in its favor, and in accord with the best judges of good playing in the grand stand as well as with the late comers in the bleachers.

Time and again it has made a lucky hit with the dealer when it looked to him that, with his bases all filled with trade prospects, the score was about even between securing the pennant of best pay trade or being relegated to the ranks of the tail enders.

No man's customer has to fumble a Ben-Hur in order to pick out a good one, for he might look over a million without tagging one as poor.

Hurs have had to play against some husky competitors, but there have been few but what have fanned out or have been sent to the bench on an easy pop-fly. Add the Ben-Hur to your pay roll, Mr. Dealer, and note what a steady winning play it will make for the highest trade standing percentage in your locality.

> 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



#### Pay.

It was a hot, dusty day when I dropped in to have another chat with creeping, crowling and flying creamy manager-friend. Outside the heat waves were dancing, and somewhere high up in a cool, shady nook the weather man was sending out consoling bulletins to the effect that there was no relief in sight. On the streets below people were making remarks about the weather man and the soaring mercury-what times they were not mopping the oozing perspiration from their faces.

My friend was in. He was at his desk in his snug little office. There were not many customers in the store at the time, and while the manager was busy going over some statements--and he has, by the way, a wonderful knack of keeping busy even the hottest days as well as the coldest-he was not too busy look up and smile when I hove in. He promptly laid aside his papers, and kindly consented to take up the thread of his loquacity where he had laid it down the week before.

"Let's see," he said, "do you happen to remember where I was at?" I reminded him that he had been talking about some negative qualities that have a way of scaring off the timid bird success; and that the last of these negative qualities stated by him was the lack of freshness and originality in the matter of advertising shoes.

"Oh! I remember now," he said, "it's funny how I started in on that subject in a negative way, isn't it? But the logic of that little speech of mine wasn't perhaps so bad after all; we can sometimes tell how to do a thing by showing precisely how not to do it. We can even define by negation: state what a thing is not, and then proceed to show just what it is.

"The thing that's been of most value to me in my experience in the retail shoe trade is my everlasting hankering after the new, the striking, the fetching." (I like that word "fetching;" it means to go out after, get it, and then bring it in. And that's precisely what success in shoe retailing means. It means going out after trade, getting trade and bringing trade in and converting it into good coin of the realm.)

"I believe in trying things on. Never read of a feasible scheme for boosting the business but I make a note of it here in this little book." (And he proceeded to fish out from a pigeon hole in his desk a little red book filled with notes, clippings and hastily drawn little sketches for advertisements, window-cards and win-thinking of inaugurating one. I do dow-trims.) "I'm always on the not know whether contests work outlook for something to try on. If I hear of an advertising stunt that here. It seems to be indigenous to sounds good and looks good, I proceed to duplicate it. I long ago made in a contest. Of course, the princiup my mind that I'd have a first mort- ple of novelty must be utilized in gage on every good idea that floats working them up. People will not my way. I'm much obliged to the go on continually guessing at grains genius who dug up the idea-some- of corn in a half gallon Mason fruit times wish I could see him face to jar; but if ingenuity is employed in

face; but pending such a greeting I utilize the fruit of his brain. That's the way Shakespeare did, so the crit-Shakespeare and I are very much alike in that respect at least.

"I try window effects that are far enough out of the ordinary to attract attention. I've had a live alligator, a bald eagle, chickens, ducks, and divers and sundy other swimming. tures in my windows at various times. I once had a typical tramp in my window for three days. He was the limit. You should have seen him. Dirty, ragged, bewhiskered-the personification of indolence and degeneration. The only thing about this weary Willie' that wasn't positively discreditable was a patent colt blucher, 'without spot or wrinkle or any such thing,' which he wore on his right foot. During his stay in that window he rolled cigarettes and cast happy glances at that swell patent colt blucher. He would sagely lift his shaggy eyebrows and reluctantly divert a wistful look from that elegant shoe member to the bystand-That look said much although his lips remained silent. It said: 'Gentlemen, behold that shoe! Kindly focus your peepers upon it! Isn't it a peach? Mark you how it sets off the rest of my elegant attire! Gentlemen, there is nothing sweller in this blooming town than this blucherunless it is something else in this man's line. Friends, this man certainly is good to me. Note, will you, how tranquilly I sit here in the umbrageous sheltering of this window! Isn't it nice of him? He's a nice man; come in and let him prove it!' And you should have seen how the people foregathered at that window. It gave me a boost.

"And the window-cards I have designed from time to time. I believe in window-cards. They have a telling effect. No doubt about it. That is, provided they are gotten up in a telling way. You have to keep on trying to get such effects, however. And it is truly wonderful how the ideas on window-cards come trooping in when you get into the swing of designing them. So many facts and incidents of local or general interest can be incorporated in one's window-cards. Mr. Somebody, high up in the political or industrial world, goes somewhere, or does something or other to get himself newly written up and photographed. Very good; use his picture (or sometimes a cartoon of him) together with a big headline, then break off abruptly or otherwise, and proceed to say things about your shoes. The community gets stirred up over some happening or other; very well, hinge your statement about your shoes onto this bit of local news. It tells.

"And contests-well, I'm nearly always in the midst of a contest, or everywhere, but I do know they work

# 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

\$1.50

1.60

6532 Kangaroo Bal ½ D. S. and Tip 6538 Kangaroo Extra High Cut D. S. Tip - - 1.90

Write us

HIRTH-KRAUSE CO.

Shoe Manufacturers Grand Rapids, Mich.

GRAND RAPIDS SHOE

# Come and See Us

if you are in Grand Rapids during the progress of the West Michigan State Fair, Sept. 9 to 13.

Whether you buy shoes of us or not, you will be interested in seeing how they are made and in learning how we put so much more wear and comfort into our goods than are to be found in ordinary footwear.

Rindge, Kalmbach, Logie & Co., Ltd. Grand Rapids, Mich.

getting people to guess at something feels when a gamey old bass rises ing out occasionally. I have found or other they will guess all right. People love to guess; and everybody naturally imagines that he can guess just a little better than the other -fellow. When you add to the natural desire to excel in guessing the further stimulus of getting a five dollar gold piece or a five dollar pair of shoes, they will make an effort for at least one fling at it-and that's all you want. You get your money back from the multitude of flings.

"Another thing about the contest proposition: if you want to make a big success of it be sure to arrange in such a way as to include and interest the little folks. Little folks are on the outlook for such things. It exercises their imagination to read a glittering proposition about how one can secure a big prize just by lucky guess or by the display of a little skill in some way or other. They will be sure to rehearse the proposition at home, and they will din it into the ears of the grown-ups until bye and bye the grown-ups will become interested. I always make it a point to keep in touch with the little folks. My special window trims, many of my advertisements, and most of special holiday boost material are designed and constructed with reference to the childish imagination. figure that if it is sufficiently simple and meaty to fire the imagination of the little people, it is plenty good enough for the other heads. And it will not do to assume that just any old thing is good enough for little folks, because such is not the case. They are capable of appreciating the very best. I believe with Kipling that grown-ups often make the signal success of 'talking down to their superiors.' I try to give them something both in my advertisements and in my window trims that is really worth while.

"It is a shoe dealer's business to attract attention. He must somehow get the impression generally borne in on his fellow townsmen that he is on the map. This result can be accomplished only by novel and original devices. If one just moves along at the old dog-trot pace he will never succeed in focusing attention. must be a twentieth century flyer The world is full of average men. We find average men everywhere. But it is not the average man that leads crusades, inaugurates reformations, or cops the biggest slice of the world's business. It isn't the ordinary shoe dealer in the community who gets the trade. He may be as honest as the day is long, and he may know shoes, and conscientiously try to retail the very best shoes that can be retailed at the price; but if he is deficient in the quality of trying on new methods and of adopting unusual devices for capturing attention, it's no go. People will find their way to the shop of the man who hatches new ideas and startles them with new devices.

"Isn't it funny how we like to be startled? A brand new idea, a novel device, a catchy window fairly sets one's nerves a tingle with the thrill of excitement and pleasurable emotion. Now that's a fact. The surprise and joy one finds in the tingle at the end of a line of poetry; the thrill and surprise and joy one

suddenly to a fly; the delight and that out from my own experience. indignantly deny any such pleasurable emotions) over an impromptu dog fight-something of the same thing one appreciates when he unexpectedly butts into the man who has generated a new idea and set it forth in striking form. When one considers the satisfaction wrapped up in the new and fetching, it is really a wonder shoe retailers do not strive to conduct their business along new and fetching lines.

"But, of course, it remains to be said that the old, the tried and the beaten paths are the smoothest. One can see one's way through when he has gone over that road repeatedly in the past. No danger of getting lost. No likelihood of losing out. And doubtless undue caution, over-conservatism and unwillingness to plunge lie at the basis of much present day old fogvism.

"One of the penalties incident to

surprise one feels (although he might Not all of my schemes work. Some of my novelties, for instance, fall on a flat and unappreciative public. Once I was fooled on an alleged novelty which proved to be a rejuvenated antiquity. It was so old it was funnyand it cost me lots of money, too. But I took my medicine.

"And I keep on trying things. Bet your life I do. Because one novelty failed I should be a fool to decry all novelties

"And in the meantime I am on the hunt for new ideas. I read the trade papers, daily and weekly papers, magazines, books on advertising, etc.and whatever I read, and wherever I read it, I find help, suggestion and inspiration for a little brain-exploding on my own account. The good ideas are still plentiful-perhaps the best of all of them as yet undreamed of in our merchandising. Why shouldn't I be out after them? I am. And I am willing to pay for them-provided I can't get them without it."-Cid Mctrying things is the possibility of los- Kay in Boot and Shoe Recorder.

# Fall Shoes

They will be looking for them soon. Don't overlook our "Skreemers" for men and our "Josephines" for women.

Michigan Shoe Company,

Detroit, Mich.

# School Shoes===Get Shod

Our line of Boys' and Girls' School Shoes is the strongest ever. Built for wear and tear and at the same time have all the grace and style of the larger shoes for men and women.

Two of



No. 761/2.....\$1.25

Our Leaders Notice the Up-to-date Style to be Found in All of Our Shoes



No. 2541 .... \$1.00

761/2 - Boys' Box Calf Blu	\$1	25	
90-Boys' G. M. Blu	2	00	
212-Boys' Satin Bal	1	75	
610-Kang. Blu	1	75	
771/2-Youths' Box Calf Blu	1	15	
213-Youths' Vici Blu	1	25	
276-Youths' Satin Bal	1	05	
617-Youths' Kang. Blu	1	50	
78-L. M. Vici Blu	1	15	
00 F 3F D G 16 D 1		10	

See Our Fall Catalogue r Complete Description

Selling Agents



Not in Any Trust

GRAND RAPIDS SHOE & RUBBER CO.

28-30 South Ionia St.

Grand Rapids, Mich.



n e w up-to-date business of some kind, just so is there always room for a new shoe in your stock that will broaden your trade and make you a big profit.

H. B. "HARD PANS" have been so built up and built over-improved-that they fairly justify our claim of newness.

Shoes that put a new snap into business.

Shoes that you can sell a person of intelligence.

Shoes on which you can talk quality and know that the shoes will make good.

Quality out of all proportion to price. Be fair to yourself.

# **Hard Pans**

men's and boys', a case or two, and look for this label on the strap of every pair.

#### Herold-Bertsch Shoe Co.

Grand Rapids, Mich.

Makers of the





#### Arranging the Hardware Stock Advantageously.

Competition in all lines is now so ware merchant will let his efforts to order. be at the top of the heap cease with the careful buying of his goods and attractive advertising. Every such hardwareman realizes the value of having his store attractive in arrangement and clean and neat in appearance. As one man put it at a recent convention of hardware merchants, "There are thousands of hardware stores to-day that are as clean and neat as a jewelry shop." One reason he gave for this welcome change from former conditions of chaos and disorder was that so much hardware buying is now done by women. However dull and lacking in the artistic one may consider a hardware store to be under normal conditions, yet the merchant can no longer afford to fail to make his store attractive to the prospective customer. It is necessary to please the eye of the buyer.

First of all a handsome and artistically arranged window display, showing a modern line of goods, clean and bright, will make a valuable impression on the passer-by. He will study the display of such a window when he would not give a second glance to a badly arranged hardware assortment behind a dingy window, dirty and unattractive. Even if he is not in the market for hardware, the sight of an artistic layout will please him, and the first time he needs something in the hardware line the chances are ten to one that he will drop into the store whose window shows a spirit of progressiveness on the part of the proprietor.

Once in the store the customer will be impressed, either favorably or unfavorably, with his surroundings. Neatness, cleanliness and convenience in arrangement of the goods give the customer immediate confidence in the store and its proprietor. Further, these attributes please the eye, make his stay a pleasant one and incline him to return for future purchases. On the contrary, a store which has the appearance of confusion is an annovance to the customer. It makes him scorn the whole establishment, spoils his temper and makes him several times harder to please than would have been the case had his surroundings been agreeable. If it is necessary to keep him waiting for few moments, through stress of business, he has the more time to see the confusion and chaos. The wait does not improve his temper, and, having nothing but unpleasantness to look upon, the chances are favorable to his leaving the store in its relations to the one thing. a bad temper without purchasing anything. Not only does he thus become antagonistic to the store, but a vision of the badly managed store is Irish peasant, brought up entirely on apt to come up in his mind several potatoes, has weak eyes; the sailor, times during the day, and he is like- kept too long upon salt pork, acly to tell his friends about it, and quires scurvy. The body cries out influence them against that shop. against continuous feeding on a single 14-16 Ottawa St.

Even in a small shop the careful food. merchant can arrange his stock so as to make a comprehensive display, yet maintain neatness. There is a decided commercial value in the careful pressions from other souls at such arrangement of stock, for a moment an infinite variety of points that it is gained in reaching the article desired absurd to suppose one idea can feed by the customer often results in a it, even for a day. sale to other customers in the store, who would have left had there been stance, exploits a worthy cause; yet keen and brisk that no careful hard- a long delay in filling the first man's

> A few hours spent in a careful study of how every inch of space in the store may be utilized to best advantage will pay the proprietor many those who have made temperance the times over. It is just such points as these which put one store ahead of its neighbor.

In America to-day the retail hardware merchants of every section of the country hold annual meetings at such points as these. The result has been marked, and the same spirit is being shown in other parts of the world, notably Australia, where the progressive hardware man keeps a watchful eye on what his American brother is doing. One means which progressive hardware men are using to increase their sales is the installation of phonographs and other attractive novelties, which tend to bring women and children into the store, as their influence is potent on future sales. Also, by making the hardware store attractive, the merchant educates the public up to a higher regard for hardware stores and dispels the old-fashioned ideas regarding dullness

Merchants find it very much their financial advantage to make their stores as neat and attractive as possible. The effect is far in excess of the effort.-American Exporter.

#### Seeing Things in Wrong Relations and Incorrect Proportions.

For several years I have preached again and again in these pages on the virtues of concentration. And I have not one word to take back of all my protestations as to these virtues; for there can be no doubt that concentration of thought and act is absolutely necessary to the accomplishment of result. But a larger observation of the human problem, and the broader view of human powers and limitations which comes with later wisdom ,admonish me now to qualify my earlier statements. This, then, is my new pronouncement: Conconcentrate your thought and purpose, but not to the exclusion of other thoughts and purposes. ways keep the use of your two mental eyes. Do not become a one-eyed man of one idea.

The one-idea man sees things in wrong relations and incorrect proportions. All questions outside of the one thing are thrown out of focus. His judgment is perverted; he is insane in a minor degree; the validity of all truth is measured by

There are examples a-plenty of the starving and futile effect of the entertainment of a single idea. The

So with the soul. such a multitude of interests cluster about it, it touches and receives im-

The temperance enthusiast, for intemperance as an idea is not enough to furnish food for a human soul; and if I should wish to quickly find a narrow-minded and uncharitable person I would look for him among specialty of their lives-not because temperance is bad (for it isn't) but because one idea is had. And so with the whole body of agitators and reformers on specialized lines. The reform enthusiast, whatever his spewhich they discuss with one another cialty, permits no liberty of judgment, no range of opinion.

It is not the quality of the idea which a man entertains that hurts him. The body will sicken if one fares exclusively on beets as on beef, on peaches as on parsnips. And the soul, too, because it demands participation in every expression of the Divine life, will dwarf and starve upon even the grandest single idea. There are hundreds of sad and sapless Christian ministers who are living thin, stingy lives because they have shut out all ideas save religious ones. The greatest preachers are those who have largest knowledge of and sympathy with their fellowmen and the widest acquaintance with all the ideas that enter as motive into human conduct. The fault of the narrow ones is not Tweezer in Keystone.

It bears that they have too much of Chrisrelation to such a wealth of truth, tianity, but that they have not enough of anything else.

Money-making is entirely proper. It is right to try to get rich, when wealth can be honestly won. But when money-making becomes the supreme object in life, when the money-making idea is made the pivotal motive of all action, the soul starves as rapidly as the purse fattens.

Whatever may be said of the effect of devotion to a single idea on the devotee, nothing is better provednothing in philosophy is more clearly demonstrable-than the fact that it is hurtful to the idea. The man is so much interested in the prosperity of his idea that he is not competent to testify in relation to it. He can not entertain a rational comprehension of its relations to himself and the community. He does not possess idea; the idea possesses him.

Ask the one-idea man, brought face to face with his enthusiasms, as to his credentials. How large a man is he? How broad are his sympathies? How wide his knowledge? How catholic his tastes? What is the relative importance of his single idea to the complex total which makes for the needs of the whole human society? The man himself will answer your last question off-hand, with confident assurance; but he is the least qualified of all persons to sit in judgment on the question. The one-eyed man of one idea can not be an impartial judge. He is blind on one side.-John

# **OUR NEW CATALOGUE**

Showing the Choicest Styles of

### Monogram and Paramount STOVES AND RANGES

is now ready. Every stove merchant should have one. A business proposition for business men.

WORMNEST STOVE & RANGE CO., Grand Rapids, Mich.

Vice-President, Ulysses S. Silbar Secretary and Treasurer, Frank VanDeven

#### Grand Rapids Paper Co.

Representatives of Manufacturers and Wholesale Dealers in

PAPER BAGS, CORDAGE AND WOODEN WARE

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

#### 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

GRAND RAPIDS, MICH,

#### Chas. M. Alden, President Michigan Retail Hardware Association.

Perhaps the "question before the house" is one of unusual interest. Perhaps it has been handled through all stages of vehement argument to acrimonious debate, even to the verge of interchange of unpleasant personalities. That danger line reached, one man-usually he is located in an inconspicuous place in the council chamber-rises to his feet, is recognized and enters calmly but vigorously the list of the debaters.

The effect upon the surcharged atmosphere is immediate, electrical. Raucous voices are hushed, Heaven's first law succeeds disorder, the members lean eagerly upon his words. Quietly he offers an explanatory interpretation of the question in a few incisive words that clear the atmosphere as have none of those of the previous speakers. The chances are that he is, although he may not be, better posted generally upon the different angles of the problem under consideration than are others of the members, but his influence upon them and upon the legislation is paramount, decisively effective. His argument may be inherently no stronger, his eloquence less dramatic, than that of his predecessors, yet his words prevail as against those of the numbers who have preceded him.

A unit only among a number, with no apparent advantages in his reasoning, an explanation of the cause of the outcome must be sought beneath the surface. It is found in his recognized personality and further analysis finds the phase of that personality which tends to force and effectiveness-the dominating phase of actual sincerity.

The assertion, usually uncontradicted, has long been made and as long has been accepted as true that no other argument is as strong as ridicule. Granting that the assertion is in part true, it is so only within limitations; ridicule is but ephemerally effective. A generation ago upon a popular candidate for the presidency were concentrated the shafts, pictorial and literary, of the contemporary most finished masters of ridicule and sarcasm, yet but for the eleventh hour contretemps of a mentally unbalanced clergyman the candidate would have triumphed overwhelming-Ridicule will turn the tide of popular decision for the time being; sincerity, recognized as an infinitely greater force, will reverse its effects. Consciously or unconsciously, men of all grades of mentality or morality, from the least enlightened and the least culpable to their antitheses, recognize the force of sincerity and find nothing to nullify it permanently.

Civilization will hail riches, prowess, honors, popularity, but it will bow humbly to sincerity in its fellows. The exponent of known sincerity, of great singleness of purpose, has his exemplification in all bodies of men; he is found in every association and to him defer its highest officers. Such an exemplar, whose daily life and whole life work have been dominated as their most conspicuous characteristic by sincerity, at 277 Scribner street.

REPRESENTATIVE RETAILERS. is the subject of this biography. But not alone in sincerity does Mr. Alden reflect the sturdiness and stalwartness of his New England ancestors, for he embodies every quality best to call him a man in the truest

> Charles M. Alden was born at Pontiac, Nov. 14, 1853, being the eighth descendant of John Alden of Colonial fame. When he was 2 years old his family removed to Grand Rapids, where his father, Dr. John M. Alden, was elected City Physician, being the second practitioner to hold that position. In 1858 the family moved to Detroit, where the father died Jan. 27, 1870. They then returned to Grand Rapids, where Mr. Al- the annual convention held in Deden attended school in the old stone school house on Turner street. When he was 16 years of age his mother died, and he thereupon went to work in the factory of Henry S. Smith,



driving wooden teeth in hay rakes. He subsequently worked for the Michigan Barrel Co. and on his 18th birthday he apprenticed himself to learn the tinsmith trade in the hardware store of J. Whitworth & Son. The work in the tinshop was superintended by George G. Whitworth, subsequently President of the Grand Rapids Board of Trade and now Treasurer of the Berkey & Gay Furniture Co. In June, 1875, he purchased an interest in the firm of J. Whitworth & Son and the firm name became J. Whitworth & Co. In 1880 he purchased George G. Whitworth's interest in the business, when the firm name became Whitworth & Alden. This relation continued until 1885, when he sold his interest to his partner and formed a copartnership with his brother, George W. Alden, and engaged in the hardware business on West Bridge street under the style of Alden Bros. In 1880 the firm sold out to Barnett & Richards and Mr. Alden served as clerk in the retail department of Foster, Stevens & Co. for a year. On the death of John Whitworth, in 1890, he and Karl S. Judson purchased the stock and have continued the business for the past seventeen years under the style of Alden & Judson.

Mr. Alden was married Oct. 1877, to Miss Nellie S. Garrick. They have four children-three girls and a boy-and reside in their own home

the First Presbyterian church since he was a boy. He has been an elder of the church since 1887; clerk of the session since 1898, superintendent that enables those who know him of the Sunday school for twenty years and choir master for twentyfive years. He is also President of the Grand Rapids Sunday School Association.

> Mr. Alden has always been an advocate of organization. He was one of the founders of the Grand Rapids Retail Hardware Association and long been a member of the Michigan Retail Hardware Association and was elected Vice-President at the convention in this city a year ago. At troit two weeks ago he was elected an come in once a week

Mr. Alden has been a member of President, and it goes without saying that he will give the organization the benefit of his best thought and most painstaking effort. He has been a member of the Grand Rapids Board of Trade for many years and has always been active in furthering the interests of that organization. the last annual meeting of the Board he was elected a Director.

#### Plans for the Future.

Sentimental bridegroom-Why is my darling so pensive? Is she planserved as its first President. He has ning some love-inspired project for our mutual happiness?

> Practical bride-Yes, dearest, I was wondering whether we'd better send the washing out or have a wom-

# Welcome, Merchants!

We extend to all merchants attending the West Michigan State Fair a most hearty invitation to come and smoke with us our

S. C. W. 5c Cigar

G. J. JOHNSON CIGAR CO., Makers Grand Rapids, Mich.

A grocer is in business for the money he makes out of it. He makes his money not from the spasmodic sales here and there, but from the steady daily trade of his customers.

Any little thing he may do to betray the trust that is put upon him to sell his customers good stuff is a great risk. If he wants to treat his customers squarely and fairly he wants to sell them articles that will always give satisfaction.

One of the most noteworthy examples of this kind is Jennings' Flavoring Extracts. They are all right from every point of view: flavor, purity, strength, quality and price.

If you are not handling them now let us know. There is no time better than the present to begin.

Jennings Flavoring Extract Co.

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

ESTABLISHED 1872





#### SMART SOCIETY.

#### Why It Worships at the Shrine of Mammon.

Naturally those who exist only for pleasure object to me. It does not may be quite sure that there is more suit them to be told, as I have told them in my sermons, that one of the symptoms of our National decadence our greed of gold. Our God is Mammon-we praise, reverence and worship wealth. Hence the rush for quick returns, for dividends, for ready money. Men and women alike admit that they measure happiness by wealth, and by wealth they measure respectability. And so down some of them drop in prostrate admiration before the golden calf, to which they are prepared to offer any sacrifice. provided only the oblation will secure for them an immediate return of gold.

What is the explanation of this rush for the flash of gold? Do people worship wealth for its own sake, and seek it for the mere excitement of making it? No; besides liking wealth so much for its own sake, we pursue it as fiercely as we do because we want pleasure more. There is a fever thirst for pleasure. All this I have said, and a great deal more, and, naturally, it has evoked denials.

Some of my correspondents, in taking me to task on account of the subjects of my sermons, have assured me that it would have been better had I discussed in the pulpit such questions as woman's rights, vaccination and vivisection, while other unconscious humorists have pointed out that in my series of discourses I might have dealt with rabbit shooting and horseracing.

A large number accuse me of exaggeration-ignorance-but I suppose I must be familiar with what is going on among my own class. If I am in the habit of meeting certain kinds of people, I can not well avoid learning how they conduct themselves-that is, unless I keep my eyes shut. As a matter of fact, I know more than I have chosen to reveal. Those who maintain that there is nothing wrong with the state of smart society either have a sight so dimmed that they can see nothing, or are accustomed to low principles, or are so extremely innocent that their eyes have not been opened. No observant man or woman can fail to notice that we are on the down grade.

I claim to be acquainted with the conditions governing every grade of life-poor and rich. I fraternize with all classes. People do me the honor of coming to solicit my advice; therefore I must understand what they are suffering from. I can not tender advice unless I am informed of the position of things upon which I am requested to advise. It falls to my lot to diagnose cases spiritually, just as a physician has to diagnose physi-As for the confessional, and what is asserted as to its not being secret, anybody who has sense is aware that a priest knows nothing out of the confessional of what is told him in it. To make use of any details brought to light at confession, either directly or indirectly, would be about the biggest crime that a priest could commit.

But one does not require any such

place in London. People may contend what they please about Paris, Berlin, Vienna and Rome, but, whatever villainy flourishes out there, you of it in this mammoth metropolis, which is called, on the continent, "Europe's nursery of vice."

The national character is changing for the worse. There can be no doubt as to that. There is a great deal too much imported villainy from other places through Paris, and if, instead of following the example of the viciousness of these places, we imitate some of their virtues, it would be more to the point. We are altogether too fond of amusement, and as we can not have amusement without money people must have money, and as money is mostly in the hands of men, women will do anything to get some of it from them, and if you venture to exhort them to stand in the rear of their affections and to hold themselves a little dearer they will calmly turn round and reply that seemly behavior is too dull, that life is not worth living unless they can get into the swim and taste of what fruit they want, and drink at whatever fountain they wish, and stoop to any villainy that is handy.

I don't mean that all women hold these views, but it is curious that people should ask one to wait until the whole mass is on a level before lifting one's voice. It would be a poor business if our florists and fruiterers adopted this principle in regard to their wares, wouldn't it? On the contrary, when I am journeying early of a morning east or west, I find the fruiterer is chucking out the rotten apples and the tainted oranges from his barrels, and that the florist is changing the water in which the flowers stand and tossing aside all the bloom that fades, and droops, and dies. But, of course, if a priest attempts to act in any analogous way when dealing with the bloom and fruit of a higher creation he at once is pelted by all the rotten oranges. apples and eggs that are to be discovered in the neighborhood.

Expression of opinion as what one does may come in the form of praise: then it is a southwesterly wind. It may come in the form of blame, and then it is a northeasterly wind, but in either event it is an idle wind. I respect the voice of my conscience, which is the voice of God before everything else on this little planet, and as long as I am on good terms with it I am as happy as a man can be who is living a life of probation, waiting for a better one to Father Bernard Vaughan. come.

Mrs. Sol Grundy
Hired on Monday
Mary Ann Johnson as cook.
Mary quit Tuesday,
Therefore, on Wednesday
Maggie McGinnis she took.
Thursday had Nora;
Friday got Flora;
Till Saturday noon had Estelle.
Mrs. Sol Grundy
Packed up on Sunday
And moved to a family hotel.

Consider well your actions, What's done you can't recall; No use to pull the trigger. Then try to stop the ball.

"Boil it down until it simmers, Polish it until it glimmers; When you have a thing to say, Say it—don't take half a day."

#### Moving.

In the distribution of American manufactures a very important part is played by the traveling salesman. he is indispensable or not, but it is safe to say that it will be long before he is eliminated as a factor in American commercial life.

With cheap postage and a tireless printing press, more or less determined efforts have been made from time to time to do without the services of the commercial traveler, but few manufacturers have solved the problem of dispensing with his services, hence he continues to be regarded as the necessary missionary of trade. This being the case, the man who gets the orders and keeps the wheels of the factory moving ought to be given the consideration and respect he deserves.

There are those who fail to accord such consideration to the traveling salesman, including some cold-blooded individuals and journals that superciliously refer to him, if they give him any notice at all, as "a necessary evil." Such a view of the missionary of trade is, we believe, an unjustifiable one.

If the man who sells goods "on the road" for a manufacturer or a wholesale house is no more than "a necessary evil," the retail salesman and saleswoman might be placed in the same class, but we have not yet heard of anyone senseless enough to call the retail salesman "a necessary evil."

Taken as a class the commercial their country and to the communities in which they claim residence. More than once they have proved their patriotism and they are citizens of credit and renown. In the communities in which their families live and to which they return with eager speed whenever the exigencies business will permit, they exhibit a high type of citizenship and are noted for their progressiveness and their public spirit, while in the communities which they visit in their eternal quest for orders they are ever welcome and their presence sheds unbounded joy.

States the commercial traveler is a perpetual delight, brightening darkest day and lightening the gloom of night.

Does a sick and weary traveler need the comfort of human sympathy? The commercial traveler is there to extend it in a whole-souled jovial way that fills the bill.

Does a case requiring charity present itself? The commercial traveler is ever charitably inclined and his omnipresence makes him invaluable to the needy.

Does an emergency arise demanding courage, patience, energy, clearsightedness, self-sacrifice? The commercial traveler is the first and readiest to respond.

Are there difficulties and dangers to be met and surmounted? The commercial traveler is found to be a leader of men as he is a pioneer of trade.

Watch him as he enters the country town in quest of business. Note the time at the straight gate.

intelligence to perceive what is taking The Factor That Keeps the Wheels cheery smile that wins him a welcome. See the fraternal ease with which he greets the station agent and the baggage master and the village marshal and the bus driver, and note Opinions may differ as to whether the warmth of their recurring welcome.

As he enters the hotel and registers for a brief stay between trains, see how cheerily, almost affectionately, he is greeted by the proprietor or the night clerk. Do not worry lest he should be given an uncomfortable room, for his welcome is a genuine one and he will get the best there is in the house. .

Watch him as with sample case in hand he starts to see his trade in the town, or prepares his display in the sample-room, which he transforms temporarily into a wholesale store. Note the confidence, the conscious rectitude in every move, and see how he impresses himself upon those with whom he comes in contact, for confidence begets confidence and the cheery man has all the world for friends.

In the store of the country merchant note the diplomacy of the missionary of trade. Observe care and good judgment with which he comports himself-treating no two men alike, but all as brothers; looking at things from their point of view apparently, but in the end impressing his own views upon his customers as surely as the casting is formed by the mold.

Note his patience under rebuff; his perseverance in the pursuit of trade; his disregard of personal discomfort and the petty hardships of traveling; travelers of America are a credit to his unfailing optimism under all circumstances-and who shall say that he is not, in his thousands, a power in the land and a mighty influence for good.

Remember that on the efforts of this one cheerful, energetic, businesslike individual the welfare of fifty or a hundred American workmen pends; that it is he and his like who keep the mills and the factories at work; that in the distant city "the house" depends upon his efforts from day to day to dispose of its output and keep its employes at work-and then call him "a necessary evil" if you will, but in the name of truth and On the railroads of the United justice lay due emphasis on the word necessary.

For the commercial traveler is as necessary to the business life America as raw material is to a factory, or power to an engine. He is the motive power of the manufacturing world—the factor that keeps the wheels revolving and the machines at mork.-American Artisan.

#### The Transportation Question.

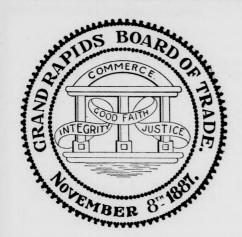
Sister has an auto
Bubble wagon green—
Careful folks skedaddle
When she strikes the scene.

Brother for his outings Has a motor boat Chugging through the v Beating all afloat. the waters

Mother has a carriage And a pair of bays; When she takes her airing Lordly dust they raise.

Just how father travels
None have heard him st
Save we hear him mutter
That he pays the freight.

The crooked saint will have a hard



# Perpetual

Half Fare

# Trade Excursions To Grand Rapids, Mich.

Good Every Day in the Week

The firms and corporations named below, Members of the Grand Rapids Board of Trade, have established permanent Every Day Trade Excursions to Grand Rapids and will reimburse Merchants visiting this city and making purchases aggregating the amount hereinafter stated one-half the amount of their railroad fare. All that is necessary for any merchant making purchases of any of the firms named is to request a statement of the amount of his purchases in each place where such purchases are made, and if the total amount of same is as stated below the Secretary of the Grand Rapids Board of Trade, Board of Trade Building, 97-99 Pearl St.,

# will pay back in cash to such person one=half actual railroad fare. Amount of Purchases Required

If liv	ing v	within	50	miles	purc	hases	mad	le from an	y mer	nber o	of the	e fo	llow	ving firms	aggre	gate at lea	st		\$100	00
II liv	ing v	vithin	75	miles	and	over	50,	purchases	made	from	any	of	the	following	firms	aggregate			150	00
II IIV	ing v	vithin	100	miles	and	over	75,	purchases	made	from	any	of	the	following	firms	aggregate			200 (	00
II liv	ing v	vithin	125	miles	and	over	100,	purchases	made	from	any	of	the	following	firms	aggregate			250 (	00
If liv	ing v	vithin	150	miles	and	over	125,	purchases	made	from	any	of	the	following	firms	aggregate			300 (	00
It liv	ing v	within	175	miles	and	over	150,	purchases	made	from	any	of	the	following	firms	aggregate			350	00
II liv	ing v	within	200	miles	and	over	175,	purchases	made	from	У	of	the	following	firms	aggregate			400 (	00
II IIV	ing v	within	225	miles	and	over	200,	purchases	made	from	any	of	the	following	firms	aggregate		•••••	450	00
II IIV	ing v	within	250	miles	and	over	225.	Durchases	made	from	anv	of	the	following	firms	aggregate			E00 (	00

# Read Carefully the Names as purchases made of any other firms will not count toward the amount of purchases required. Ask for "Purchaser's Certificate" as soon as you are through buying in each place.

ART GLASS Doring Art Glass Studio. AUTOMOBILES Adams & Hart Richmond, Jarvis Co. BAKERS Hill Bakery National Biscuit Co. A. M. Scott Bakery BELTING AND MILL SUPPLIES F. Raniville Studley & Barclay BICYCLES AND SPORTING GOODS W. B. Jarvis CO., Ltd. BOOKS, STATIONERY AND PAPER Edwards-Hine Co.
Grand Rapids Stationery Co.
Mills Paper Co.
M. B. & W. Paper Co. BREWERS Grand Rapids Brewing Co. CARPET SWEEPERS Bissell Carpet Sweeper Co. CEMENT, LIME AND COAL S. P. Bennett Fuel & Ice Co.
A. B. Knowlson
S. A. Morman & Co. CIGARS AND TOBACCO CIGAR MANUFACTURERS G. J. Johnson Cigar Co. Geo. H. Seymour & Co. CLOTHING AND KNIT GOODS Clapp Clothing Co. Ideal Clothing Co.

COMMISSION—FRUITS,
TER, EGGS, ETC.
Bradford & Co.
C. D. Crittenden
J. G. Doan
E. E. Hewitt
Yuille-Zemurray Co.
CONFECTIONERS
A. E. Brooks & Co.
Putnam Factory Nat'l Candy
Co.
CROCKERY, HOUSE FURNISHINGS
Leonard Crockery Co.
G. R. Notion & Crockery Co.
DRUGS AND DRUG SUNDRIES
Hazeltine & Perkins Drug Co.
DRY GOODS
Grand Rapids Dry Goods Co.
P. Steketee & Sons
ELECTRIC SUPPLIES
Lewis Electric Co.
Lynch & Ball Co.
M. B. Wheeler Co.
FLAVORING EXTRACTS AND
PERFUMES
Jennings Manufacturing Co.
GAS ENGINES
Lynch & Ball Co.

G. R. Grain & Milling Co.
Valley City Milling Co.
Voigt Milling Co.
Wykes & Co.

GROCERS
Judson Grocer Co.
Lemon & Wheeler Co.
Musselman Grocer Co.
Worden Grocer Co.

GRAIN, FLOUR AND FEED

HARDWARE
Clark-Rutka-Weaver Co.
Foster, Stevens & Co.
HEARSES AND AMBULANCE
Michigan Hearse & Carriage CoHOT WATER—STEAM AND
BATH HEATERS
Rapid Heater Co.

ICE CREAM
Kelley Ice Cream Co.

MEATS, FISH. OYSTERS &
FANCY GROCERIES.
Dettenthaler Market
MEN'S FURNISHINGS.
Otto Weber Co.

MILLINERY
Corl, Knott & Co.

MUSIC AND MUSICAL INSTRUMENTS
Julius A. J. Friedrich

OILS
Standard Oil Co.

PAINTS, OILS AND GLASS
V. C. Glass & Paint Co.
Harvey & Seymour Co.
Heystek & Canfied Co.
Pittsburg Plate Glass Co.

PIPE, PUMPS, HEATING AND
MILL SUPPLIES
Grand Rapids Supply Co.

SHOES, RUBBERS AND FIND-INGS
Herold-Bertsch Shoe Co.
Hirth-Krause Co.
Geo. H. Reeder & Co.
Rindge, Kalmbach, Logie &
Co. Ltd.

PLUMBING AND HEATING SUPPLIES
Ferguson Supply Co. Ltd.
The Federal Co.
Wolverine Brass Co.

POST CARDS AND NOVELTIES
W. P. Canaan
READY ROOFING AND ROOFING MATERIAL
H. M. Reynolds Roofing Co.
SADDLERY HARDWARE
Brown & Sehler Co.
Sherwood Hall Co., Ltd.
SAFES
Grand Rapids Safe Co.
SAUSAGE MANUFACTURER
Bradford & Co.
SEEDS AND POULTRY SUPPLIES
A. J. Brown Seed Co.
SHOW CASES AND STORE
FIXTURES
Grand Rapids Fixtures Co.
STOVES AND RANGES
Wormnest Stove & Range Co.
TELEPHONE COMPANIES
Citizens Telephone Co.
Mich. State Telephone Co.
TINNERS' AND ROOFERS'
SUPPLIES
Wm. Brummeler & Sons
W. C. Hopson & Co.

UNDERTAKERS' SUPPLIES
Durfee Embalming Fluid Co.
Powers & Walker Casket Co.
UPHOLSTERING SUPPLIES
A. F. Burch Co.

WALL FINISH
Alabastine Co.
Anti-Kalsomine Co.

Anti-Kalsomine Co.

WALL PAPER
Harvey & Seymour Co.
Heystek & Canfield Co.

WHOLESALE FRUITS
Vinkemulder & Company

WINES AND LIQUORS
Dettenthaler Market

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

#### BLAME THE TYPEWRITER

#### If Anything Comes Out Wrong in Your Letters.

Said the public stenographer and typewriter in the hotel:

'Yes, there are many funny happenings in the careers of stenographers; a great many pathetic occurrences and loads of irritating ones. ludicrous ones are caused mainly from the indistinctness of the dictator's articulation, instead of the natural stupidity of the stenographer, lic speaker. In the office which this as he is prone to think.

"For instance, one man said to his stenographer, in thanking a friend to whom he might write, and which for a Christmas present: 'I will en- one 'What's name' might be is nadeavor to reciprocate,' and the letter came back to him: 'will never reciprocate.'

wondered at such an expression, but of the man to whom he was writing nevertheless, having asked him three he would start another, probably givtimes if that was what he had said, ing that name correctly. and receiving an affirmative reply, so wrote it. This was the last letter for that day, so Miss Stenographer put her hat on and went home before it was signed. The next thing. I have dismissed that particuday her employer said to her, laugh- lar matter from my mind. I expect ingly:

"'You did the darndest thing yesterday.'

replied, 'but I asked you several her as if he thought she were an times if that was what you had said, idiot, to tell her to whom such a letand you said "Yes." What did you ter might be written. do about the letter?

it and sent it off.'

"'Well, I wish you wouldn't swear at me at any rate,' replied the young putting his finger on the note book

"'When did I swear at you? I never did-at least, not where you could hear me,' the employer added smil- asks the stenographer.

"Another man dictated 'Rolling of the page, where my finger is. Jeems' (a slang expressing of his while what it meant.

"The recipient of the epistle made King Edward VII.'s mind. this the occasion for a letter, saying

and what came forth for one letter ed a very doubtful association, after thinking and thinking, I finally wrote me.' it as it sounded, and I was called down in a high handed manner when who never knows when he's said the real fault was that of the dictat-

"These and many similar errors are caused either by defective hearing or ter, then he will boil it down until lack of proper dictating, but the it gets to a page, saying in an enblame usually attaches to the poor couraging and remonstrative sort of stenographer. The employer thinks, no doubt, that there is no use of hav-while,' making the stenographer feel ing a secretary if the fault for all as if she were to blame for all of this mistakes can not be put upon her. As doing over. a fascinating red haired woman once "Oh, no, I do not mean to say that exclaimed, 'What's the use of my red the stenographer is never to blame;

hair if I can't have a temper?' So with the secretary: if they are not to be scolded when the boss is out of temper they are no use whatever.

"Some men, most men I may say expect mind reading to be one of the qualifications of the typewriting girl.

"One man who has come under my observation a good deal would pick up a bunch of letters and read them for a while, and then start off, 'Tell what's name,' and then he would proceed to dictate at the rate of a pubman manages there are about 160 agents and loads of personal friends turally a puzzle to the stenographer.

"When this nice old man would reach the end of this letter, before she "The shorthand pen wielder had would have time to ask him the name

"When the dictation was finished and his stenographer asked him the name of the man he would say, 'Now, you must remember when I say any you to get it down on your note book. I've forgotten all about it now.' So the stenographer had to appeal to "'I know what it was now,' she the chief clerk, who would look at

"Sometimes the stammering and "'Oh, replied the boss, 'I corrected repeating man has to be dealt with. He will say, 'No, don't put that last down. Take out from there to there,' and insisting upon having that particular part scratched out.

"'What do you want taken out?'

"'Right down there at the bottom

"And then the stenographer will be own for the James River), and the at sea, for she knows he has no more perturbed stenographer sent it off idea of the meaning of the notes un-'rolling jeans,' wondering all the der his finger than he has of the inhabitants of the moon or what is in

"Sometimes their dictation is exthat such names were desecration of ecrable English, and when the stenthe beautiful river, so the nice old ographer undertakes to punctuate gentleman dictated another letter, be- and revise she is told never to change ginning: 'I hope you will pardon the anything he says, Then real trouble error of a new stenographer, who comes when she hands him out a letsolemnly swears that with the help ter just as he dictated it. He deof od she will never so grievously clares and swears he never used such English in all his life and hasn't the "One man used to chew his words, girl got any sense at all? But he still insists on saying, 'It was a matter beone day sounded as much like "Prow- tween Mr. Smith and I.' Why, I ler's Protective Association' as any- know a man who made a girl write thing else, and although that seem- a letter over because she changed it to 'a matter between Mr. Smith and

> "And then, again, there is the man enough until his letter is written three or four times. First he will dictate a long six or eight page let-



Every grocer knows that the way to a customer's heart is through the coffee he sells him.

### Flint's Star Brands

of coffee are roasted in the most modern and scientific way, their aroma is unexcelled and they not only wend their way into the customer's taste but they make new customers. Because of our enormous facilities our prices are low. Our quality is supreme.

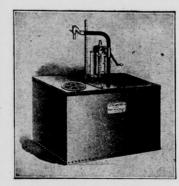
Write and tell us just what your trade demands, our coffees always suit, and remember: Flint's Star Brands MAKE NEW customers.

#### The J. G. Flint Company

6-8-10-12 Clybourn St. 110-112 West Water St. Milwaukee, Wisconsin



# A Fire-proof Oil Tank



Cut 19-First Floor Outfit Any Size, Any Capacity

#### That's the Bowser Self-Measuring Tank

#### Because-

The Bowser is leak proof, evaporation proof and waste proof. It prevents spilling and overflow. With it there are no oil-soaked floors, no oily waste, measures, funnels and cans, no

explosive vapors. The oil in the tank cannot get out nor can fire starting from some other cause get to the oil.

As an insurance policy alone the Bowser will pay you, for it's the only tank that is always safe—the only fire-proof oil

It is also the most economical, the cleanest, the most convenient and the greatest labor-saving oil tank possible to

Explained in Catalog M. Send for it.

#### S. F. BOWSER & CO., Inc. Fort Wayne, Indiana

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

neither is she all the time at fault. There are cases of funny typographical errors. Owing to the arrangements of the keys, f being just below r, it is easy to say 'Deaf Sir' instead of 'Dear Sir,' also 'Dear Sis,' or 'Dear Sit,' all of which would be rather puzzling to the man not understanding these small things.

"Another cause of trouble is from the fact that the girls from different states come here to work, and do not understand the colloquialisms of this place, nor does the employer understand those of the region whence his new employe comes.

"Some people now in New York say 'lawr' for 'law,' and 'drawr' for 'draw.' So when a man dictates that to his stenographer who does not understand his peculiarities of speech the result is disastrous. Other troubles arise from the fact that people coming from certain parts of the country are supposed to say 'flo' for gods. 'floor' and 'dough' for 'door,' so complications abound."—New York Sun.

A Duluth man has discovered cure for the annovance of English may well covet. sparrows. It is fly paper-just common, sticky fly paper. A colony of sparrows had built their nest under the eaves of his house, and were specially boisterous in the early morning hours, when the family wanted to After trying in vain to drive them off with stones, eggs, shot and burning their nests, he happened to think of fly paper. He wound the water pipes and tacked strips along the eaves. The following morning there was an unusually loud noise in the sparrow colony, but it did not last long. By the time the owner arose for the day there was utter silence about the eaves. An investigation developed the fact that there was not a sparrow in the neighbor-That there had hood of the house. been some was evident for the fly paper was pretty well covered with feathers. Judging from the assortment the owner of the house has an idea that there were some "great doings" when the sparrows and the sticky paper came together.

A good many professions of religion are set up on the theory that people believe their ears rather than their eyes.

#### ART OF GOOD TALKING.

Much Depends on Cultivation of the Voice.

Written for the Tradesman.

Nature shows great partiality in distributing her gifts. To only few, and those her prime favorites, does she grant the priceless boon of a full, rich, sweet, melodious, persuasive voice. Beauty of voice is more to be desired than beauty of face or figure. It has a deeper and more enduring charm.

From earliest times men have rec- hearer. ognized the power of the voice. The ancient Greeks had their silvertongued orator, the eloquent Nestor. "the words from whose tongue flowed sweeter than honey." According to Homer, he ruled over three genrations of man, counseled the Hellenic chieftains in the Trojan war and was held to be as wise as the immortal

The most commonplace remark may be saved from dulness by musical utterance. "Just a soft twang in the turn of the tongue" is a gift all of us

According to our foreign critics the American voice is bad. Loud, harsh, high-keyed, strident, nasal, rasping, raucous, irritating-these are some of the uncomplimentary adjectives applied to the tones emanating from our vocal organs. Humiliating as they are to our national pride, we can not gainsay the strictures of our judges from over the water. We can only take our medicine and strive as best we may to mend our vocal ways.

There are three main causes for our harsh and disagreeable voices: The all but universal cold in the head induced by our climate, the high nervous tension under which we work and the general ignorance and indifference which prevail in regard to everything pertaining to the speaking voice. If a boy or girl gives promise of becoming a singer, the parents will tug hard at the pursestrings to advance the money for the necessary training, but if a child shows no especial musical talent they will let him grow up making no effort to correct faults in the voice, even when these are so serious that every word he speaks is a punishment to his hearers.

The major blessings often come vocal improvement can be given in tone as, "Thus endeth the first lesfrom what we call the minor virtues, these columns; only a few simple, son."

Quillo.

practical suggestions that everyone can follow.

Let us, so far as possible, get over our catarrh.

Let us do all that circumstances will permit in the line of intelligent voice-culture, aiming especially at the betterment of the ordinary conversational tones.

Let us cultivate repose and ease down on the excessive tension, so that our voices may not have that "strung-up" quality so wearing upon the nerves of both speaker

One should strive never to betray impatience or irritation by the voice. This is an important point in selfcommand. The voice, held thus under good control, reacts and soothes and quiets the fretted spirit.

By good rights everyone should have a phonographic record of his own voice. He could study it then as a thing a little apart from himself and note the defects and also the points of excellence. In lieu of this it is well to listen and hear one's self talk. Then make habitual use of only those tones that are pleasing to the ear. A little effort and practice will often result in a surprisingly good modulation of the voice.

While talking too loud is the much more common fault, talking entirely too low or in an indistinct, mumbling fashion is equally bad. The hearer's patience is severely taxed if he must constantly strain the ear to catch the meaning. Physical weakness or mental timidity may account for the use of a tone too low to be followed easily. With others it is purely an affectation, something assumed by the over-nice as an indication of gentility

The monotonous manner of talking, the use of one unvarying, expressionless tone in sentence after sentence, like the drip, drip, drip of water from the eaves on a drizzly day, is one of the worst of all conversational vices and any one addicted to it should reform at once. Neither wit nor wisdom are ever recognized when expressed in this tiresome way. Give us any other kind of a bore rather than the bore of the monotonous voice, the sort of a person who has been aptly described as o his hearers.

Of course, no elaborate system of I do love her!" in exactly the same

Established in 1873 Best Equipped Firm in the State

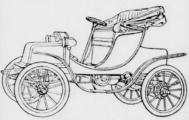
Steam and Water Heating Iron Pipe

Fittings and Brass Goods Electrical and Gas Fixtures Galvanized Iron Work

The Weatherly Co.

If you want an Electric Carriage that is built right, is right and works right, you want the stylish, noiseless and simple

#### BABCOCK



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

We will be glad to give you demonstration on request.

Ask for Babcock catalogue.

#### ADAMS & HART 47-49 No. Division St.

Grand Rapids, Mich.

#### Wanted SECOND-HAND SAFES

Grand Rapids Safe Co. Grand Rapids, Mich.

# Are You a Storekeeper?

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

TRADESMAN COMPANY, Grand Rapids, Mich.

#### THE BANK ROBBER.

#### Mutual Relation Sustained by Bank and Jail.

John Ford came into the two rooms which we were pleased to designate as our sumptuous apartments, threw a dust covered handbag into the corner, turned up the light, and said: "Beer! Quick!"

Obediently and hurriedly I rushed to the back room, dug laboriously into the ice filled trunk that served the purpose of refrigerator, and rescued from the wreck of the night before two lonely bottles.

"Here," I said, "and thank the gods that you're rooming with somebody who's got sense enough to stay at home and look after the creature comforts of the establishment instead of somebody like yourself, who would run away and leave the shop beerless and without a word of explanation.'

Ford did two things that took about two seconds each. He emptied the first bottle of beer. Then he emptied the second. When this process was accomplished he breathed heavily for a minute, regarding me with the complaisant air of a satisfied man who is looking at a dissatisfied one, and said: "You are a good side kicker. Also a good provider. For the sake of the beer which you have furnished and the reprimand which you think you have extended I will tell you of the exciting and interesting adventures which have befallen me in the last few days, during my absence from this palatial place of residence. But thank the beer, young man, for the tale. Had the place been beerless I assure you I would have gone to bed without a word to you about my absence or anything else."

I said: "Let me hear the tale, then I will say if the beer was well spent or otherwise."

"Exactly." Ford brought out his dirty little pipe and lighted up. 'Judge you if the tale be well,' and if it is, keep the ice box well filled in the future.

"I have been in the country, moncher-out among the tall lies the uncut hair. For two days I have forsaken the harsh, dishonest ways of the city for the innocent, unsophisticated paths of rural existence. the last four days I have abided in the land of plenty, peacefulness and paregoric. I have deserted the pursuit of the thieving clerk and the robbing manager, for four days of existence, in the country, where nobody steals anything from anybody-unless they think they can get away without being caught. What did I go out into the honest country for?

"To catch a thief, of course.

"The First County Bank of Deborah has trouble on its hands. No mention at first what kind of trouble it is. First telegram to me reads simply: Will I take the case?

"I sit down and wire back: 'What might the case be?' or words to that effect. Comes back an answer: 'Will you take it?' And I reply: 'Nit! Go to the Bankers' Detective Associa-tion; they're your people.' And the County Bank of Deborah obeys my injunction.

"One week goes by. The bankers' detectives go out to Deborah and

come back. Nothing doing. The County Bank certainly is in trouble; but the Association men don't seem to be able to discover where the trouble starts, so naturally they can not stop it.

"Another wire to me: 'Will I take the case now?' 'No,' I wire, 'not until you explain.' 'Can't explain,' they say. 'Come, anyhow.' Try the Pinkertons,' I advise; and they try the big fellows for another week.

"But they don't have any more luck than the people who are paid by the year and then the County Bank of Deborah sends me the wire

that cinches me on the job. "'Bankers' Association and Pinkertons have fallen down. Will you take the case now?

"And I ran to the nearest telegraph office and sent: 'Yes, will be on next train.

"You see when the bank men and the Pinkertons both fall down it's a cinch that the case is worth while.

"Deborah was a nice little sleepy town in the middle of a county where they raise ninety bushels of corn to the acre and where every acre is under cultivation. It was the county seat. It was small and sleepy, but, Oh, my! it was one of those country towns where they keep it all at home and the total amount of the deposits that the County Bank of Deborah carried would have shocked anybody who was accustomed to thinking that \$4 was a lot of money in the country.

"And thebank was haing trouble. Oh, it was having lots of trouble. It was being robbed-actually robbed-

systematically and it didn't have any more idea of how the trick was being done than it did of how Morgan manages to run the country.

"The losses were out of the daily cash. They weren't big; \$10, \$15, \$20 at a time. But they were consistent the cashier himself discovered and reported them. Now if the cashier not have been anything strange about the case at all. The number of bank thefts where the cashier does not report them are so plentiful-but you read the papers about how they get arrested a few weeks later when the woman gets tired of having them on the reward. That kind are common. The only question is: Who is the woman?

"But this was different. The cashier was an old fellow, and he hadn't left town, and Deborah wasn't quite up to the snug little flat game, and he owned too much stock in the Bank to need to take anything small enough to need reporting. There was no excuse for suspecting him if it had been one of the usual cases. This cashier simply had discovered that the daily cash turned up \$15 or \$20 short every so often, and he'd been trying for thirty days to get a glimmer as to how and by whom the trick was being turned.

"And he wanted to find out. That was the difference between this gent and sundry other cashiers in similar circumstances whom I Ihae known.

"There were three other employes

were his assistant, a teller and an 18year-old boy who was sweepout, messenger and book-keeper, as the case demanded. They were the regular type of small town bank employesnice, pale young men, who used 'Oh, mercy!' as their strongest cuss word and the funny thing about it was that and had about as much backbone as a tame rabbit. However, that's the kind that rob their employers to pay had not reported them there would for somebody's stockings, and I gave each and every one of these young men a looking over that would have shocked their parents had they known it was going on. The result disgusted me. The worst that I could find about them was that one of them sometimes smoked cigarettes, another around the flat and decides to cut in played bottle pool for the cigars and the third had a girl who had played Topsy in a home talent 'Uncle Tom's Cabin.' And they were the pick of the town!

> "'Your underlings are perfectly safe,' I said to the cashier. 'They have not nerve enough to pick up a pocketbook that a blind man's dropped. Give me a position in your Bank so that I may see how the thefts have occurred, if they have occurred, and don't change a thing from the way it has been running.

"Next day I was general assistant to everybody in the place. I was a young man from another part of the State whose father was going to put him in business or do something or other awful to him, and who wanted to get an insight into the way banking was conducted on a country town scale. I learned. It took all of fifteen minutes to get next to their system. in the Bank besides the cashier. There By the end of the day I saw that it



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was all moonshine about the thefts; the bum with the Bank. I can't exthey couldn't have occurred, couldn't plain how those things come; it would possibly have occurred, unless the

"'You are the robber,' I said to him; 'or else there haven't been or are not any.'

"'How do you know?' says he.

have seen,' says I. 'None of your young men would rob you; nobody else could. Count your cash again and tell me where you've been making mistakes.'

'Did you count it this evening?' he asked.

'I did.'

"'That's good,' he said. 'And did you see the safe locked?'

"'Aye, aye. "'And sealed?'

"'Ditto. Will you see me about 10 to-morrow? Thanks.

"At 10 there was much consternation in the County Bank and I was the most consternated of them all. We opened the safe together that hour and some miscreant had performed the impossible while we slept the sleep of the just and unjust. Twenty dollars had been amputated from the wad that I saw locked up there the evening before.

"'Fine,' said the cashier. 'It happens every so often, and it was due again now. That's why I wanted to be sure that you counted the mazuma and sealed the coffers. Now you see the result. Look around a little more, and see if you can't see something that has escaped me, and the Bankers' Association men, and the Pinker-

"'I'm the goat,' I admitted. 'I'll look until I do find that, if I have to stay in this town until I'm gray headed.

"I meant it, too. I certainly was ashamed.

"'Now,' said I to myself, 'you look around outside the Bank and see what you can see.'

"And I certainly did. About the first thing I saw was that the sheriff of the county whose jail was across the street from the Bank was an intelligent and sociable sort of gent. I fraternized with him from the take-

"'Say,' he says at the third drink, 'come over and let me show you a character. I've got a fellow in jail who was sentenced to sixty days on an error, but who won't get out; won't let me put him out. Says he was sentenced to serve sixty days, and insists that he's going to do it, whether I want him to or not. Come on, let me introduce him to you.'

"The fellow was a new town bum, but he had his notions of a citizen's 'The law says that I must serve sixty days,' says he, 'and I'm going to do it. Say, boss, can't you get a fellow a drink?"

"'You're sure you need anybody to give you the price of a drink?' I asked. I'd got a glimpse at the man while he was sizing me up on the sly, and the man wasn't at ease, far from it.

"'Sure! What d' you mean that?' he says.

"But I didn't trouble to explain. To I had had a hunch that connected low in due course.

take too long to try, anyhow. But I cashier himself had committed them. went back to my hotel and thought. And the end of my thinking was a stone wall that looked like this: The money has been taken out of the vault at night by somebody who got "'I have looked in the Bank and into it without going through the front door. Now, whoever that was came in from the outside of the Bank-

"I jumped up and kicked myself. I ran as hard as I could to the cashier's home, and all the way there kept ringing in my ears the name of the bum in jail and the robbery.

"I roused the cashier out of the bosom of his home, and he got the President, and we went down and opened the vault. It was the old kind of vault, set in the wall of the building, and with nothing but a half inch plate between the money and the masonry below. And that plate was loose-the bolts holding it to the edges of the vault had been cold chiseled off. It was the old tunnel trick. The tunnel was way below. We got into it and groped into the darkness. We went quite a ways. Then we knocked up against some loose bricks. I poked them out of the way and I shoved my head and shoulders up through the floor of the cell of my friend the bum.

"There was a fine little mixup when he noticed my intrusion, but I managed to catch him by the feet and down he came. When we had him securely fastened we stood around and asked him one big question: 'Why didn't you take it all while you had the chance?

"'Huh!' says he, 'if you'd waited until my time was up you'd 'a' seen what I'd done. I was waiting for the end-that's why I wouldn't leave my But I didn't dig the tunnel; I wouldn't have worked that hard for the whole Bank. It was here when I came. Some fellow who was in here before me must have dug it and then got chucked out just before the thing was ripe. I wouldn't take that chance; that's why I stuck, and I was just stealin' enough to keep me in good grub and drinks and tobacco. Now do your worst.'

"The cashier looked him over. 'All right,' says he, 'you're too big a fool to waste a trial on, so-here!" And he kicked him straight across the cell.

"And that's the end of that mystery. Are you sorry you gave me the beer?" James Kells.

The Pacific Coast has strenuously objected to the admission of Chinese to this country, and now they are confronted with another and perhaps more serious race problem. More than 1,000 Hindus crossed the Canadian border into the State of Washington recently and have become competitors in the labor market. The inhabitants have already taken alarm at the prospect of an invasion from India, and no doubt will soon be clamoring for a new exclusion law. India is a possession of Great Britain, and if she should object to discrimination against her dusky subjects, inmake a long yarn short and sensible, ternational complications might folMr. Grocer-

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TRADESMAN COMPANY, Grand Rapids



How to Get the Best Work Out of Clerks.

A retail merchant, who carries special line of goods and handles from seventy to a hundred men, has come to the conclusion that his employes are only children of a larger growth: that most of them have a marked development of the smaller capacity of the average boy either to industriously pretend to work or to shirk it outright. This same merchant who for years has successfully handled men will also tell you that his are typical American employes, and that the steady going German or Swede soon catches their spirit.

"I don't like to work with Schmidt and Hansen any more," said a bright young German who had been two years in America. "They just stick to their job; never say a word. But get around Burdick and Lewis, then there's some life-something doing!"

But take notice, my young German friend, you who are getting the "flip" spirit of glossing, shirking, codding and kidding, that the big merchants are those who were reared in the oldfashioned stick-to-your-job school of the United States and Europe, and the development of any large business to-day depends upon the ability of some one with a watchful eve, a firm hand and a cool head to get results from this force of big, lively, naturally lazy and shiftless boys.

"Are you fellers waited on?" It was the salesman with the sociable, offhand air who spoke; and it happened that the proprietor was quite a distance away. Several days afterward they met, face to face. "See here, Thompson," said the latter, "don't let me hear any such expressions as that again. Those men seemed to be gentlemen, and you acted like a bartender. This is no kindergarten for salesmen."

A clerk left for his midday lunch. and did not reappear at the store un-"How's this? You til next morning. seemed to be well enough when you left. You didn't complain of anything." Yes and no. After some floundering the clerk admitted that the base ball fever got the better of him. As a rule this employe among the fairly reliable clerks, and when the boys got ready to leave that night the proprietor made a general announcement: "Whenever anybody wants to go to a base ball game, let me know, and I'll let him off-if he wants to be docked. But don't play hookey like a kid. There have been several applications, and, under the new rule, they have all been granted, even during the busiest of days and hours.

In most retail stores it is a rule if a salesman finds that for some temperamental reason or for lack of skill or character penetration he is not adapted to the handling of a customer, he may turn the latter over to another employe. A certain clerk, whose record for sales was above the averalmost immediately asked for a sub-considered from the viewpoint of the

stitute. Although surprised, the manager sent another clerk, who promptly made a sale. Mr. Manager looked at the clock; it said three minutes after 6. The next day salesman No. lishment. I was let out without explanation, but for cause. Any one who would allow two or three minutes overtime to stand in the way of a sale for the house was certainly splitting hairs so minutely as to be especially valueless to the business. It was a trick, too, but not played with sufficient skill to deceive the man used to handling is against their code of honor.

A retail house on State street, Chicago, is one of the busiest in the city at certain hours of certain days, and after the rush periods it is customary for the salesmen to pick up papers or other refuse and generally "clear While this slicking up was progressing one day, in which process most of the men were engaged with various degrees of energy, one of the clerks strolled past another and winked; smiling then, in a superior way, he walked toward the front of the store as if to wait upon a customer. But neither a wink nor smile escapes those who habitually handle three or five score men. The winking and smiling employe soon made another sale, but half an hour afterward, as he was standing unoccupied, the proprietor edged up to him, saying politely: "Mr. Jones, if you think you are above that porter like work of clearing up after the rush, you'd better try a more hightoned place. Don't think I failed to see you pass the wink to Mr. Fletcher.

A good man was leaving the house to go into business for himself. The proprietor took him out to dinner, and said incidentally: "Now, if there is anything crooked going on in our business that I ought to know, I think you owe it to your honor and to me to tell me about it. Understand, I don't ask for names; for if you gave them you might be injured, and I know the feeling against boys and men who 'peach' or 'snitch' on each

The man who was to become an ex-salesman replied that he did not know of anything more than the regular carelessness and the desire to have a good time-sometimes at the expense of the house. Then he hesi-

"There is something else," said the merchant, looking at him sharply.

"It may not amount to anything, but perhaps I ought to speak about it, for it hasn't seemed exactly straight to me. But there is a man who openly boasts that he gets more credit for less cause than any one else in the house."

The proprietor looked annoyed, then dark, but his face cleared as he thanked his employe, and said he would investigate, as if there was anything in business which nettled him and was demoralizing to the entire force it was for a man not only to shirk but to boast of "pulling the wool over the old man's eyes."

Since that day the general manager was taken out to dinner and let into the boss' confidence, each of the age, was assigned his customer and hundred employes has been carefully

possible culprit, and through this process of elimination the day is surely approaching when there will be one less salesman in a certain estab-

The chief deduction from the above circumstance is based upon the fact that the merchant refused to receive the name of the offender. In his handling of men, whether directly or through his lieutenants, he has made it a rule never to attempt to induce his employes to take a course which

Said a well known retail merchant: "I must watch the bulk of my clerks as a cat does a mouse-without appearing to; but when I find a man whom I can absolutely trust it is my policy to interfere with him as little 99 Griswold St. as is possible and to give him the



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credit of good suggestions even to near future the man without some cents, or any multiple of that amount. temptation is always strong to live the point of openly putting them in practice. One of my managers made one the other day which was so good and yet so simple that I was astonished I had not thought of it myself.

"With us Monday is the great complaint day of the week, and heretofore it had been customary for myself, my managers and two or three of my most polite and diplomatic clerks to receive kickers and smooth side. their tempers. About noon of one of these harassing days a particularly bumptious customer got fastened to me, and crushed my attempts at smoothing by roaring at me like a wild man, and threatening to 'follow me around all day' if I didn't give him back his money. My nerves were frayed, and self-control left me. 'You will follow me around just about one minute before you get pitched out of the door,' I yelled in his own key. And he went.

"At the close of the day my head manager suggested that hereafter he should divide the kickers among the entire clerical force, sizing up the kicker and the seriousness of his kick, and assigning each case to some one judged competent to handle it, but never giving more than two or three cases to each man, thereby saving the nerves of the most competent salesmen and leaving them in a condition to do justice to themselves and the customary trade. 'Under the present arrangement,' he said, 'all your best men are simply "all in" Monday noon, and unfitted to do good work for the balance of the day.' And it was so; I realized how it was myself. Well, since his arrangement has gone into effect the kickers of Monday and every other day have been disposed of without even friction to the working force." H. G. Cutler.

#### Aiding Clerks To Save Their Money.

A very young man owes it to himself to lay up in store a part of his earnings against the future. The thought is age-old, but none the less important in the present day. Indeed, it is probably more necessary nowadays to be able to stand on one's own feet when mature manhood is reached than it has been at any period in the past.

We hear much of the oppression of capital upon the middle and poorer classes. Unquestionably the leaders of industry are unheedful of wrongs committed in the completion of their vast enterprises. They deal with big figures, subdivide their work into contracts, or leave the execution of their orders to subordinates, and make no complaint provided their ends are accomplished and adequate selves. They put aside, or, rather, profits are computed. Little time have they, and less inclination, to enquire into the conditions under which their plans are perfected. It is up to the superintendents, managers or contractors if the treatment of employers does not measure up to the modern standard of business morality.

So it has come to pass that the line between the moneyed set and the toilers is more clearly drawn. Only recently a noted financier gave uttercontinually. It means that in the fits, and weekly dues of twenty-five

substantial backing will find himself In the event of demise of any memto an extent at the mercy of others ber the total death benefit with inpossibly less capable but better off terest is paid over to the heirs to ways be a living for the fellow who loan department is conducted, in permanent income.-Haberdasher. has talent and knows how to use it. But lacking the power of means for investment even he will be materially handicapped in the race for a good livelihood and a little luxury on the

It resolves itself, then, into question on which side of the gulf the young man of to-day will stand a decade or two hence. Saving on a small salary is no easy task. But it is beyond dispute that many of the wealthiest men of the day laid the foundations of their fortunes in the years of small income, acquiring then the qualities which stood them in good stead later on in life. Of course it requires determination of the grimmest kind in the first stages. Without an inflexible purpose to accumulate against all odds the effort is vain. As a matter of fact the young men who learn this lesson and profit by it, say, in the twenties, are mighty few. It is the old story of the child who knows more than his father, and awakens some day to a realization of his mistake. Oftentimes it is a waste of words to tell clerks and others what they ought to do in this respect. There is here a failing in human nature probably never to be eradicated. The best one dare hope for is that some will take heed and profit by the advice of men who have been through the mill and corrected their shortcomings in time to recoup. If only young men could understand what a few years of close reckoning would mean afterward; if they could be made to know how consistent and persistent economy would enlarge the bank account; if they could see how fast interest accumulates, no urging would be necessary, and the number of veterans holding down scanty positions would diminish continually.

But to the practical point: As the young man has a duty to himself to perform, so, too, the employer is bound by common ethics to evolve and carry into effect a practical working plan for the benefit of those under him. Welfare work, so-called, has progressed remarkably, and proven its efficacy as a means of better-In course of time the ing service. movement will develop new phases, and without a doubt the personal interest of the workers will become a vital part of this beneficent scheme.

In England many establishments have instituted what is called The Provident Fund, the object of which is to aid employes to save for themthe firms put aside for them, a given amount regularly, the interest being compounded. There are just penalties imposed upon the shirkers, and the employe discharged for cause loses a part, at least, of the increment.

It is surprising what results are being obtained on a small scale by some of the benefit associations in various houses in our own country. Where there are fifty or more employes one of the best plans works as follows: ance to the sentiment that the chasm New members pay an initiation fee between these two classes is widening of \$1 and a like sum for death bene-

which generous rates of interest are charged. This brings in considerable

There is no purpose to establish a large permanent fund. Rather, at the end of each year, or two weeks or so before the holidays, a division is made on the basis of numerical membership. And it is found that in very rare cases does the individual share fall below the total of dues for the year. Usually there is a liberal advance, and in addition to the life protection and the loan feature members receive a stipulated sum weekly in case of sickness or disability, for a period not exceeding fourteen weeks.

The quarter, half dollar, or more per week, as one may elect—and the final "divvy" is proportionate—is never missed by the members. In truth, they force themselves to save. The Treasurer must be ready to come to the aid of the man who needs a five or ten spot to tide him over a day or two, and the heads of the house ought to take an active interest in the plan to make it effective.

While this particular system adapted in the haberdashery trade only to the larger outfitting establishments there are ways of helping the clerks in the average shop to help themselves. We have told of the plan practiced by one Gotham merchant who rewards faithful service by appropriating a share of his profits semi-annually according to salaries, the positions being graded and promotions made whenever deserved. Other retailers adopt the policy with employes who receive a salary sufficient for their needs of paying all The further advances semi-annually.

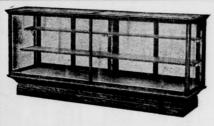
up to one's weekly stipend, but the clerk who gets a lump sum every six months is liable to put it to good use in this world's goods. There will al- cover immediate expenses. A limited in some direction that will net him a



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# Do You Know Lady Vernon?

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#### DR. WILEY'S THEORIES.

#### They Would Compel the Human Race To Starve.

New York, Aug. 21—In reviewing necessary to Dr. Wiley's latest work, "Foods and cles of food. Their Adulteration," I find that it contains some very valuable information. The matter on preservatives, however, I consider open to criticism.

On page 37, in a paragraph on Chemical Preservatives, he says:

"In the quantities used they neither impart a taste nor odor to a preserved meat, but by their germicidal properties prevent the development of taking of foods thus preserved ever organic ferments and thus make the having been distressed by so doing. preservation of meat far more certain and very much less expensive. For this reason the practice has gained he says: a great vogue, not as a means of benefiting the consumer but rather as a means of enriching the packer and dealer. Chemical preservatives are also highly objectionable because they keep meats apparently fresh while in reality changes of the most dangerous character may be going on.'

Any packer who reads this paragraph will refute the statement that he is enriched by using preservatives. human system. This fact is thor-The pork packer or the fish curer could preserve his products by salt, nation, who have consumed borated which would be more economical for him than borax or boric acid.

On page 37, in a paragraph on Preservatives Used, he says:

"The principal chemical preservatives used in the curing of meats are borax and boric acid and sulphite of others respecting the magnitude of soda. There are many other chemical preservatives which have been employed, but these are by far the most low.' useful, the most certain and the most widely employed. Borax and boric land permits one-half of I per cent. acid, of the two classes, are by far the more common. \* \* Borax has the property of paralyzing fermentative action and thus securing immunity from decay."

As borax and boric acid are the most useful, the most certain and the most widely employed, why should they be condemned as food preservatives? As they are certain preservatives, changes of the most dangerous character could not be going on.

Continuing in the above paragraph the Doctor says:

"The use of any kind of a chemical preservative agent on meat is most reprehensible, no matter what kind they may be."

I do not see how a preservative can be reprehensible if it will preserve the article it is used on, thereby keeping it in a fresh, wholesome condition until it is consumed. The Doctor continues:

'Unfortunately experts differ specting the influence of these chemical preservatives upon health. The users of chemical preservatives have employed experts of known fame and distinction to testify in favor of these products, while the consumer, perhaps, is not able to go to the expense of securing expert testimony, and therefore, as respects numbers of witnesses at least, chemical preservatives have an advantage. In a case of this kind the accused must be considered guilty until proven innocent."

This is contrary to law. A defendant is always considered innocent until he is proven guilty, and the pre-

to the effects of boron preservatives is sufficient. If laws are made peron the human system is that they are innocent when used in quantities ing the amount permitted, there necessary to preserve perishable arti-

On page 38 Dr. Wiley says:

"No expert would testify that borax has never been injurious. Even those who appear in its favor admit that, but plead that it is generally used in small quantities, and therefore can not be harmful."

To preserve food only a small quantity of borax is required, and there is no evidence of persons par-

On page 38, in the paragraph on the Arguments of Small Quantities,

"The fallacy of the argument for small quantities is so evident that it needs only to be presented in brief form to show the intelligent and thinking people of this country the fallacy of the claims of experts in favor of chemical preservatives."

There is no fallacy as to the argument that small quantities of boron preservatives are non-injurious to the oughly demonstrated by the English foods for twenty-five years and waxed fat on the diet.

On page 40 he says:

"If the admission of small quantities is permitted then there can never be an agreement among experts or the small quantity, and continued litigation and disagreement must fol-

This statement is not correct. Engof boric acid in butter, one-quarter of I per cent. of boric acid in potted cream. Experts abroad agreed that that was a sufficient amount. The Chemistry prove boric acid to

ponderance of evidence in reference tenth of I per cent. of benzoic acid mitting the use of preservatives, statwould be no litigation in reference to the quantity.

> On page 55, paragraph on Preservatives, he says:

"The preservatives which are principally used in meat are borax, boric acid, sulphite of soda and benzoic acid. All of these preservatives have been shown by researches in the Bureau of Chemistry to be deleterious to health. They should be rigidly excluded from all meat, as well as other food products."

Researches made by the Bureau of Chemistry proved that borax and boric acid were beneficial instead of detrimental, as the members of the borax "poison squad" were in better health (according to Dr. Wiley's own statement) after the borax diet of seven months than they were when they voluntarily offered their stomachs to Uncle Sam for experimental purposes.

On page 81, in the paragraph on Beef Juice, he says:

"A true beef juice must be extracted from the cold meat and not with the aid of heat, hot water or other solvents. It is difficult to preserve an extract of this kind without sterilization, and the heat required for sterilization is likely to coagulate the albuminous material which is expressed. It is a great temptation, therefore, in some cases to preserve the beef juice by a chemical preservative other than common salt. Boric acid and sulphite of soda may be used for this purpose, but these substances are objectionable on the score of possible injury to health."

On page 55, the Doctor says researches made by the Bureau of benzoic acid advocates claim that one-deleterious to health; on page 81 he

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states it may possibly injure the these canned products as those menhealth.

On page 83, in the paragraph on Preparation of Blood, he says:

"There is no doubt of the valuable nutritive properties of blood, and its preparations are sometimes used as

It is a well known fact that salt withdraws blood, while borax or boric acid comparatively closes the pores, thus preventing the loss of blood. According to Liebig, by salting considerable proteins are extracted from the meat and one-third of the nutritive value of meat is lost in this way. Borax would prevent this loss, consequently it should be recognized as an ideal preservative.

It seems the Doctor is desirous of decreasing the consumption of meat, as he states on page 93:

"It may not be amiss, however, to say that probably, in the United States especially, a larger quantity of meat is eaten than is either necessary or wholesome."

On page 116, in the paragraph on Poisonous Principles in Eggs, he

says:
"While fresh eggs for most people form a food product entirely devoid of danger, nutritious and easily digestible, eggs may easily become injurious and even poisonous. \* \* There are many people who are remarkably sensitive to the influence of eggs, and those who possess this idiosyncrasy are injured even by eggs which are perfectly harmless to other people."

According to Dr. Wiley's theories, however, if eggs are injurious to the weakest of those who are called upon to partake of them, they should be condemned as a food product.

On page 125, in the paragraph on Salted and Dried Cod, he says:

"Under the modern system of quick curing the salting and smoking have largely disappeared, and the fish are cured in brine, and with the help of borax a product is produced which is less palatable than the old fashioned cured fish."

The above method does not apply to the method of curing codfish in Gloucester, which is the largest fishing center in the United States. For the past twenty odd years the codfish in Gloucester have been cured by 50 per cent. of dry salt and 50 per cent. of boric acid dredged along the This process makes backbone. mild cured fish and prevents a fungus growth along the backbone, which salting alone does not prevent. Codfish cured with boric acid and salt are in a much milder condition than if cured with salt alone, consequently it is not necessary to parboil them, resulting in their being more easily digested and far more nutritious.

On page 137, in the paragraph on Canning of Salmon, he says:

"Cases of poisoning from eating canned salmon have been reported and in some cases they may prove fatal. Every can of salmon which is to be eaten ought to be examined carefully in order to see if there are any incipient signs of decomposi-

On page 156, in the paragraph on Canned Lobsters, Clams and Crabs, he says:

"\* \* \* \* The same precaution should be observed in the eating of

tioned in the case of salmon. Numerous instances of illness, and sometimes of death, have been reported as the result of eating these canned products which have been imperfectly sterilized."

Irrespective of the number of cases of poisoning and deaths that have occurred from eating canned fish, lobsters, clams, etc., Dr. Wiley most strenuously objects to boron preservatives, which would preserve the fish in a wholesome condition until it was Irrespective of thorough sterilization at the canning establishment, it does not prevent the formation of ptomaine poison when the can is left open for a while in the home of the consumer.

On page 164, in the paragraph on Adulteration, he says:

"The chief adulterations of oysters are the floating and the treatment of boric acid. shucked oysters with formaldehyde, boron compounds and other preservatives to keep them from spoiling. These processes are thoroughly reprehensible and are rapidly disappear-

The above paragraph would lead a person to believe that the formaldehyde, boron compounds and other preservatives that were used to keep the oysters from spoiling were used together. Such is not the case, howboric acid and salt is the preservative mostly used, and as the preservative keeps the oysters from spoiling. thereby preventing the formation of poisonous germs, it is not just to con- and butter.

sider the use of a preservative reprehensible.

On page 184 he says:

"It is a common supposition that salt in butter is a preservative. This is true when used in large quantities, that is, in quantities which render the butter somewhat unpalatable. The very small quantity of salt used purely for condimental purposes can not be regarded as aiding in any material way the preservation of the product.'

The above is the reason the butter for the English market is preserved with boric acid. The Englishman vigorously objects to heavily salted butter, and by the aid of boric acid he obtains a lightly salted, sweet, nutritious butter, with the original flavor retained. Dr. Wiley would seriously object, however, if the American buttermaker desired to place on the market butter lightly salted, preserved with one-half of I per cent. of

On page 185, in paragraph Coloring Butter, he says:

"\* \* \* \* Oleomargarine and butter are distinguished from each other by their natural colors, and also by their chemical and physical properties, and therefore there can be no justification for the coloring of butter on the plea that it distinguishes it from oleomargarine."

While it is true oleomargarine can be detected by its chemical properties, ever. The combination of borax, a good quality of oleomargarine can not be detected by the average consumer. I have seen expert butter testers who could not tell the difference between colored oleomargarine

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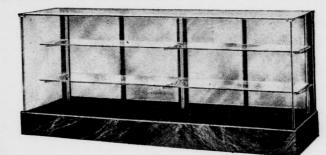
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# The Case With a Conscience

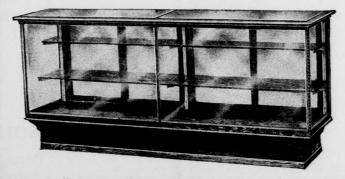


N your store equipment plans, don't lose sight of the fact that we have a case for every special use as well as the regular sundries and department fixtures.

The cases we illustrate herewith are a few of our "Specials." They may suggest a need in your merchandising plant.

We have no fads or fancies in our fixture building, but we've the goods your merchandising knowledge will tell you are practical.

You can't afford to buy a foot of cases till you've talked with us.



By the way, we're beating all records on deliveries.

#### Grand Rapids Fixtures Co.

South Ionia St. Grand Rapids

On page 180, in the paragraph on Adulterations of Oleomargarine, he

"Since the coloring of oleomargarine is permitted upon the payment of a tax, oleomargarine which is colored can not be said to be adulterated when the tax has been paid, although if coloring were not a legalized operation it would be an adulteration'

It is evident from this paragraph that an adulterated article can made unadulterated simply by the payment of a tax.

On page 196, in the paragraph on American Cheese, he says:

Rennet is sometimes treated with borax to preserve it during transit. In such cases the borax may not all be removed by the whey and is consequently found in ripened cheese. Its introduction in this way should be avoided."

One part of good rennet will coagulate one thousand parts of milk. One-half of 1 per cent. of boric acid the cans, the use of antiseptics would preserve the rennet, conse-practically a thing of the past." quently the infinitesimal amount that might not be removed by the whey could only be determined by a chemist, who could hardly find a trace of declared to the Agricultural Departthe preservative, consequently the use of boric acid in rennet should not be condemned.

On page 214, in the paragraph on Digestibility of Cheese, he says:

"\* \* \* Attention must also be

Attention must also be paid to idiosyncrasies in these cases, as there are many people who find it impossible to digest cheese in any

As cheese produces deleterious effects on some of the weakest of those who are called upon to partake of it, according to Dr. Wiley's theory it should be condemned as a food product, irrespective of the boric acid used to preserve the rennet.

On page 253, in the paragraph on Harmfulness of Baking Powder Residues, he says:

"The question of the harmfulness of residues left by the various forms of baking powder is one which has been of much interest to the hygienists and physicians. principal question which has been discussed is, Which of them is the least harmful?"

It is evident from the above statement that baking powders are harmful, and if Dr. Wiley's theories were enforced, the use of baking powder would be prohibited.

On page 312, in the paragraph on Corn, he says:

"\* \* \* In the case of canned corn and other canned vegetables the nitrogenous decomposed products are not usually very poisonous. On the other hand, in the case of meat, and especially of fish and crustaceans, the degradation products from nitrogenous constituents of the food become poisonous and are known collectively under the name of ptomaines."

This paragraph states that canned corn is not usually very poisonous. As the statement shows that canned corn is poisonous sometimes, why does not the Department of Agriculture permit the use of a preservative which would preserve and thereby prevent the propagation of poisonous germs?

On page 313, in the paragraph on Adulteration of Canned Peas, he says: It is greatly to the credit

of the canners of the United States that the use of sulphate of copper has never come into use in this coun-

The Doctor must have written the above before he made his reputation as a food expert. It is a well known fact that sulphate of copper was used for the coloring of peas, beans, spinach, etc., in the United States quite extensively prior to the passing of the pure food law.

On page 315, in the paragraph on Adulteration of Canned Tomatoes, he

\* \* \* The use of antiseptics to insure the conservation of the contents of the can was formerly practiced to some extent, salicylic and benzoic acid being the chief antiseptics employed. Since it has been made possible to easily, speedily and economically sterilize the contents of

According to the press there were over one hundred and fifty merchants in Washington a short time ago who ment that their business would ruined if they were not permitted to use benzoic acid, which shows that the use of preservatives in canned tomatoes, catsup, etc., is not a thing of the past.

On page 316, in the paragraph on Tomato Catsup, he says:

"\* \* \* A catsup bottle carefully opened and used in such a way as to avoid infection and then returned to the ice box can be kept for many days without danger of fermenta-

That statement is correct, but we must remember there are millions of families consuming catsup who do not have ice boxes, consequently some other method of preservation must be resorted to so as to preserve the catsup until it is consumed.

On page 330, in reference to Worms in Apples, he says:

"It is evident that the farmer can not be held responsible in all cases for this condition of the fruit. Nevertheless, it is only fair to state that, in the modern development of the spraying industry, the ravages of insect pests can be restrained and controlled, if not entirely prevented, by the proper spraying of the fruit. This spraying introduces another danger which can not be forgotten, namely, Souring and Swelling of Canned the remaining upon the surface of the fruit of some of the spraying material itself."

> It is evident from this paragraph that Dr. Wiley approves of modern methods of preserving the apple on the tree, but objects to modern methods preserving the apple in the can.

> On page 495, in the paragraph on Adulteration of Mince Meat, he says:

> "When mince meat is made in large quantities, transported long distances. and sometimes kept for a long while on the shelves of the grocery, the subject of preservation becomes matter of serious importance."

If it is of serious importance to prevent mince meat from spoiling, it certainly is just as important a matter to prevent other meat products from spoiling. According to the press

have been over forty-one hundred cases of ptomaine poisoning and one hundred and fifteen deaths resulting from partaking of foods that had deteriorated so as to favor the propagation of poisonous germs. The above clearly demonstrates that there is a vital necessity of properly preserving perishable articles of food.

The remainder of Dr. Wiley's excellent work is devoted to Part VI., Vegetables, Condiments, Fruits; Part VII, Vegetable Oils, Fats and Nuts; Part VIII., Fungi as Foods; Part IX., Sugar, Syrup, Confectionery and Honey; Part X., Infants' and Invalids' Foods.

Dr. Wiley's work is certainly of value in reference to the chemical and nutritive composition of food stuffs in general. However, the work would be far more valuable to the public if it contained information in reference to the digestibility of foods. Dr. Wiley has frequently stated that if a substance was injurious to the weakest of those who were called upon to partake of it, its use should be prohibited.

According to Doctors Friedenwald and Ruhrah, in their work, Diet in Health and Disease, the digestibility of various foods is commented upon as follows:

On page 78, "With some persons eggs in any form are indigestible and produce unpleasant eructations, nausea and headache."

On page 87, "There are several varieties of fish that are poisonous.'

Crustaceans. "In some persons the crab and lobster are especially apt Agents. to bring on nausea and vomiting and

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coupon books, selling them all at the same price. We will cheerfully send you samples and full informa-

Tradesman Company

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other more distressing conditions."

Shell Fish. "The hard muscular portion is tough and rather indigestible, and it is best omitted from invalid dietaries. Oysters should never be fried for the sick"

On page 92, Legumes. "Of the legumes the pea and bean are the most important food products; legumes are apt to produce fermentation, and in this way occasion flatulence and gastro-intestinal distress."

On page 95, Sweet Potato. "When boiled it usually becomes mealy, but is often converted into a stringy, sodden mass that is difficult of digestion."

On page 96, "Cabbages contain a considerable quantity of sulphur, and on this account are apt to cause flatulence."

Sauerkraut. "Owing to the fermentation it produces sauerkraut is considered indigestible."

On page 97, "Cucumbers are very indigestible."

On page 100, Bananas. "The many varities differ in digestibility and in flavor. The ordinary banana as obtained in the United States is con-

sidered indigestible."
Grapes. "The habit of swallowing the skins and seeds of grapes is most pernicious, as intestinal irritation is

often brought about in this way."
Raisins. "They are indigestible unless well cooked."

"Melons are considered indigestible."

"Nuts are not easily digested." On page 102, Chestnuts. "They are

often eaten raw and are quite indigestible." "Walnuts are quite indigestible."

"Cocoanut is exceedingly indigestible."

On page 103, "Mushrooms are apt to produce gastro-intestinal irritation and disagree with many persons."

On page 106, Spices and Condinents. "In certain gastric disturbments. ances, as well as diseases of the kidneys, they act as irritants and should be avoided."

On page 133, Tea. "Tea retards digestion. For this reason tea is not a suitable beverage for persons suffering from gastric disturbances. Among the more prominent symp toms of excessive tea drinking are gastric disorders, cardiac distress and a variety of nervous symptoms, such as excitability, sleeplessness and muscular inco-ordination."

Coffee. "It is an excitant of the nervous system, and in some persons produces nervousness, excitability and insomnia."

It can readily be seen from the above that if Dr. Wiley's theories were enforced the human race would have to be relieved of idiosyncrasies. obtain new digestive organs or starve to death. H. H. Langdon.

#### So Foolish of Her.

"She acts as if she were the only girl he ever loved."

"Yes; and she was telling me he's just a perfect lover."

"That's the silly part of it. She calls him a perfect lover and she forgets that it's only practice that makes perfect."

No man ever found that laying up treasures in Heaven prevented his finding real treasures here.

#### Finding the Donkey.

The usual group was around the country store, talking of Dick Mullins' lost donkey. Every one had been looking for it, without success, since it had strayed out of the pasture lot a day or two before.

Jim Thompson, a lanky individual, regarded as more or less of an imbecile by the townsmen, finally spoke

"I think I could find your donkey." "How can you find him, Jim," asked the owner, "when the best men in town ain't been able to git a trace of

"Wa-al," rejoined Jim, "I kin try, can't I? How much is it worth to

The owner "allowed" it was worth a dollar.

"All right," said Jim, and walked away on his search. To the surprise of all, he returned in less than half an hour, leading the missing donkey by a rope halter.

"Sakes alive!" exclaimed Mullins, as he paid over the dollar, "how in the world did ye find him so quick, Jim?"
"Wa-al," returned Jim, "I thought

returned Jim, "I thought to myself, 'Now, ef I was a jackass where would I go?' And so I went there, and he had."

#### The Rule of Contraries.

A man's life is full of crosses and temptations.

He comes into this world without his consent, and goes out against his will, and the trip between the two is exceedingly rocky. The rule of contraries is one of the important features of the trip.

When he is little the girls kiss him, but when he is grown the little girls kiss him.

If he is poor he is a bad manager; if he is rich he is dishonest.

If he needs credit he can't get it; if he is prosperous everyone wants to do him a favor.

If he's in politics it's for pie; if he's out of politics you can't place him, and he's no good for his country.

If he doesn't give to charity he is a stingy cuss; if he does it is for show.

If he is actively religious he is a hypocrite; if he takes no interest in religion he is a hardened sinner.

If he shows affection he is a soft specimen: if he seems to care for no one he is cold-blooded.

If he dies young there was a great future ahead of him; if he lives to an old age he has lived beyond his usefulness.

The Road is Rocky, but Man Loves to travel it.

Brattleboro, Vt., is suffering from a scarcity of girls, and a great effort is being made to attract them from other places. The proprietors of the big overall factory there announce that they will be obliged to remove their plant to some other place, unless a large number of girls can be speedily secured. Until recently the factory has been running at full force, but within a few months the number of employes has dwindled, until of late the company has had to curtail operations to a large extent. No reason is known for the lack of help, as the work has hitherto been considered clean and fairly easy.

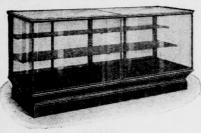
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All good Merchants sell them.

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#### NEXT TO THE HUSKS.

#### This Clerk Finds Fortune an Elusive Dame.

Written for the Tradesman.

Dear Ex-Boss: When I left little old Grand Rapids I figured on returning in a parlor car. I am on my way back, all right, but I am riding on the rods when I am not hiking through the dust. That is, I think I am on my way back. I don't know where this train is going, except that the general direction is east. In other words, I don't know where I am going, but I am on my way. I am now sitting in the shade of a tank out on the boundless prairie, waiting for brakey to get out of sight so I can mount the rods again.

I am hungry and sleepy, but I am not sobbing. It serves me good and right. When a grocer clerk has a good position, where he can savmoney and dress and live like a gentleman, he ought to have sense enough to stay put. There are possibilities in a position like that. A young man may make almost anything of himself if he will only hold that self down. It rests with his own self whether he is to be thrifty merchant or a hobo, ditched out of my back teeth. That served in a desolate land and asking handouts from door to door. I couldn't I had a right to go out into the see it in that light when I was opening your store at 6 a. m. and waiting my mixing with the tramps and the for the pretty little milliner girl who thieves! I thought I was seeing the used to come early for her bottle of milk. If you see Nellie, tell her that I am coming back. She will believe

Since writing you I have been away out in the timber country, and also down in the brick country. I used to kick when I had heavy work to do at the grocery on the corner. I think you heard a few of my remarks about moving heavy barrels and boxes. You used to laugh when I kicked. I remember that you said once that kicking did not pay, and you explained that when a horse stopped to kick he wasn't pulling. I shall always remember that, and the way you said it. Out in the timber country I worked in a stave mill. If Like many another grocer clerk, I I felt like joking I should say that thought I was abused in the old days, it was a staving bad job. That is but you let one of these discontented one of the places where the tenderfoot does all the hard work.

Of course I didn't have to cut the trees down or cut the staves. All I er there's a dollar or ten in it. You had to do was to stay in a steam vat bet he will. I want to say right here about as large as your butter room that if I ever go out to seek my forand pass red hot bolts to a husky tune again I'll go as a gentleman, and man on the outside. It was a nice The steam was so thick that I couldn't see, and the bolts were so hot that they burned my hands.

During the few days I worked in the steam vats I thought a good deal about the cool grocery, with the pleasant-faced customers and the of this gentle epistle. nights on the shady streets of old Grand Rapids, with the moonlight in the attic-I had to crawl out, for high lights rivaling the moon. But I head if I hadn't-there was no one fellow goes out to seek his fortune I lit into that until I felt like a fuzhe usually goes to the tough country? zy little bee. Next morning I hop-I guess that there is a devil in the human heart which prompts him to the station.

do fool things as soon as he gets where he thinks his people won't boss. know about it. It is a sure thing that when boys go out to seek fortune they look for it in mighty queer places. Here I was looking for mine in a stave mill in a swamp, a thousand miles from God's country. I could have seen just the old white apron I used to wear at the store I should have hugged it.

the hay, there in the swamp, because the mosquitoes were so large and so thick that we couldn't sleep in the house. Anyway, there wasn't beds in the house for us all. They say that mosquitoes won't operate where there is a loft of hay, but they got me, just the same. I have been thinking the matter over since, and I firmly believe that they landed on the outside of the barn, bored through the planks and reached me, lying close to the wall on the inside. This may seem to you like exaggeration, but I can explain my wounds in no other way.

I got the ague, there in the swamp, and shook until the filling dropped me good and right, too. Of course world if I saw fit, but the idea of world, but it was only a mighty cheap imitation. Be it known that life is not in the slums, as many suppose. It is where there is earnest endeavor and patient effort. There! That reads like something out of a book, but I didn't get it out of a book. I got it while I was riding the rods, and while I was shaking with ague there in the swamp.

They moved me into the house when I took sick, and kindly left me there alone, with nothing to eat or drink, for two days. I guess they were afraid to disturb the sweet repose I was supposed to be enjoying. Say, but I wouldn't have kicked on moving the corner of the store then! chaps get up against such a game as that and he'll be back the next week for his little old pay envelope, whethnot as a hobo. What can a young man be thinking of to look for an opening in life among hobos who carry tomato cans to cook in and would drop stiff at the thought of a bath? I'm dead sore on this thing, as you have probably surmised from the tone

When I crawled out of that bed shining through the foliage and the the rafters would have bumped my was not in Grand Rapids. I was in the house but me. I frisked to the away in a swamp seeking my fortune. pantry for something to eat, and all Say, why is it that when a young I found was a pail of brown sugar.

"Where are you going?" asked the

"Going away."

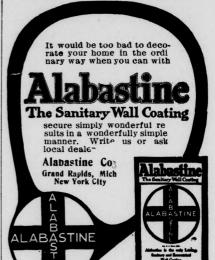
"But we need you here."

I said that I wouldn't stay if he gave me the mill.

"Well," he said, "if you quit this way you won't get any pay for the work you have done here.'

That was a nice mess, wasn't it? Anyway, I got on the wagon and was landed in a little blind siding We used to sleep in the barn on of a place where there wasn't anything to eat. About that time I began to think of the cracker barrel at the back of the store and the big cream cheese under its wire roof out by the door. I guess I had this game coming, all right. Anyway I got it.

When the fast freight left the



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Encourage economy by pushing these brands and make MORE PROFIT

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blind siding that night it carried a hungry man on the rods. Come to think about it, it carried two hun- on crackers and cheese. gry men, for there was a chap from Pittsburg on the car ahead of me We introduced ourselves in the ditch after brakey threw us off. Clint was a good fellow. He had a dime, and we bought bread with it at a bakery down in the bad lands and we feasted. All I contributed to the banquet was good advice. He listened patiently, and said he'd think it over. Clint may take a brace sometime, double prices for inferior goods. That is the way with most of the a living. They do double work for all they get, and what they get isn't worth having. Lots of people get the notion of getting something for nothing. You advise them to try it. They'll back water if they get up against the hobo game.

Right here I want to say that this man Josiah Flynt and this man Jack such terms as clairvoyance, or lucid-London have done incalculable mis- ity. Clairvoyance sometimes is rechief in throwing the glamor of garded as the direct perception-not They tell their stories well, and the mind; but in this form it may perbest magazines print them. They make interesting reading, but they sible that mind is only able to perraise the Old Nick with any young man who is at all inclined to dis- mind, as by telepathy, and that it percontentment. Flynt is dead, and bum look attractive, and Jack Loncould get hold of that boat I reckon there would be a wet mess of it directly. He makes hard fare and detive. His influence over young men Brown pictures are for the kids.

I am not advising every clerk to stay put and never try for anything better, mind. I have a notion, though, that it is better for a clerk to go out as a gentleman and look for a position which would be an improvement over the old one than to wake up in the morning on the sunny side of a haystack, with the farmer's dog nibbling at his heels. At least it looks that way to me. I don't know as I shall ever get over the vicious ideas I drew in from the Weary Willies. If I do it will be because I know now how false and vicious they are. But there are plenty who never do get over them. The human mind is about like a board. You get it warped out of shape and it will never be right again. You may press it, and steam it, and do what you will to correct the fault, but it is a warped board still, and always will be.

I guess you think by this time that I am writing you a sermon. Well, I want you to know how I feel about I want you to read this letter to Charley and Mike when they get the side-door Pullman fit on again. In the meantime, I am working toward "Ah'll take him jest like he is. If home on the rods. southeast corner of the store for me, he'd die; an' if he was ter git any and leave the window unfastened, as wuss, Ah'd kill him myself!'

I wrote you once before, so I can crawl in when I get back and fill up

> Yours on the rods, Ex-Clerk.

The boy is not home yet, but is daily expected-on the rods.

Alfred B. Tozer.

#### Science Studies the Occult.

Four things are asked of the scientific world to prove ere it rejects. And Sir Oliver Lodge does the asking. 1. The influence of mind on mind but he will have to get made over by other than the ordinary channels if he does. He is one of the fellows of sense—the phenomenon in general who thinks he is collecting a living called telepathy; telepathy from one from the world, and who is paying living mind to another, either spontaneous or induced experimentally 2. The receptivity or sensitiveness of boys who think the world owes them certain persons—sometimes in a more or less unconscious state, sometimes by means of a portion of their organisms temporarily released from control-to conscious influences which are inoperative or at least unnoticed, and consequently often are spoken of as occult. This condition of hypersensitiveness is referred to by romance over the life of the tramp. through the senses-of matter by haps never occur, because it is posceive directly the contents of another ceives matter only through the senses will never more make the life of a of the organism it is connected with. 3. There appears to be an extended don is sailing around the world in a kind of telepathy possible, viz., teleyacht. If the thousands of men Jack pathy from deceased persons, which London has started out on the road may be either spontaneous or induced through a special trance state of the living person acting as conductor. 4. The influence of an organism on matception and prison life seem attracter beyond the ordinary range of its accustomed action-the production of is almost as bad as the Buster movements in bodies without perceptible contact, the production of light, the rearrangement of chemical elements, the transformation and transfer of physical energy in unusual directions-all apparently accomplished by some kind of subliminal, soto-speak, distilling, activity; in other words, the group often called by a recognized abbreviation psychical phenomena. Sir Oliver Lodge looks forward to an anti-materialistic revival, the signs of which he already

#### Just As He Was.

A Richmond minister not long ago was asked to perform a marriage ceremony by a young negro couple. As he had employed the groom for a year or two, he consented, knowing what prestige would come to the couple by reason of having been married by a white minister. At the appointed time the happy pair arrived, and the ceremony proceeded.

"Do you take this man for better or for worse?" the minister asked.

For all her shyness, the bride spoke up bravely.

"No, sah; Ah don't," she said. You save the he was ter git any better, I's 'fraid 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." अअअअअअअअअअअ

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#### Striking a Blow at the Root of Personal Liberty.

I had the pleasure of a call last week from a young man whom I saw now a resident of Baltimore and travels through four or five Southern desk and church furniture company. He told me that one of the first things he had to learn when he be- him. gan traveling in the South was that nearly every man with whom he was compelled to do business must be addressed by his assumed title, on penalty of utter failure in case he claims. A title is like a bank note. overlooked this important requisite; that every school teacher, no matter and if a man feels military or judihow young or inexperienced, is a "Professor;" that every man who that every man who works in a drug store is a "Doctor," and that every lawyer is a "Colonel." My young friend showed me a clipping from a Richmond paper, stating that a society had recently been formed in Virginia for the "suppression of titles," and hereafter in that commonwealth, when a man airily refers to himself as "Colonel Bloodgood" or "Major General Fightem," he will have to prove that he fought, bled and died for his country. No parlor courtesy titles will pass muster.

The society has provided itself with an ironclad constitution that says, among other things:

"Believing that the indiscriminate bestowing of titles, regardless of the recipient's real claim to distinction, is being carried much too far, this society is established with a view to eliminating such titles except in cases where the recipient can prove a right to have his name prefixed by a word implying distinction.

"We believe, further, that the bestowal of spurious titles is degrading onels and judges. to the worthy and cheapens the worth of such appellations."

Seemingly all the privates in the civil war were killed and few officers were left of lower rank than colonel. This society presumes that all persons should be addressed as "Mr.," unless the contrary is shown.

Now, I have not a doubt that the Society for the Suppression of Titles means well, and is sincere in inaugurating what it believes to be a needed reform, but in reality it is making terrible mistake. It is striking a deadly and insidious blow at the very root of personal liberty and is trespassing on grounds where it has no right to poach.

The sources of happiness are not so plentiful in this world that they should be unnecessarily curtailed, and if a man can get any pleasure in adorning his name with gewgaws, it is nobody's business whether they are genuine or pinchbeck, and he should line. be left to enjoy his harmless idiosyncrasy in peace. You remember Oliv-

ful supreme ruler" of something or other, until he found out that the long string of august titles belonged to the little lame shoemaker around the corner. Once I knew a dull little lawyer, who, through some chance, served as police justice for a couple of days, but ever after his wife spoke of him with awe and respect as 'Judge Smith," and he went through grow up in Grand Rapids from early life so encircled with a judicial halo childhood to young manhood, who is that in time he came to believe himself that he had adorned the Supreme bench. Shear many a man of his States in the interest of a large school title of doctor or professor or captain and he is like Samson shorn of his hair-there is nothing left of

> Now, I maintain that no committee has any business to go poking its nose into a man's past to see if he is entitled to all the distinction he It ought to pass at its face value, cial enough to be a captain or judge, and looks the part enough to make other people accord him the honor, he has a perfect right to all the satisfaction he can get out of it. There are people who are so pompous, even in the cradle, it seems absurd to address them as plain "Mr."

> Of course, requiring a man to make good his right to bear a title would be for the glory of those who really have established a record. If colonels were as scarce as kings in a republic we would go miles to see one. If judicial ermine was not as plentiful as marked-down remnants of calico we would have a greater awe of it; but this is a democratic country, where the greatest good to the greatest number is the fundamental principle, and there is no use in robbing the vast majority of their cherished glory for the sake of adding luster to the titles of the few. And of one thing you may be very sure, the self-brevetted are never going to offer themselves up as a sacrifice for the glory of the real col-

Another reason why the Society for the Suppression of Titles should be suppressed and muzzled is that there is no telling how far it will carry its baleful researches. It may not stop at clearing up military titles and one can but shudder at the thought of the awful slump in human happiness there would be if all the people who are enjoying reputations as beauties and wits and philanthropists and artists and for being literary were suddenly called upon to make good their right to these

Perhaps the idea of one enjoying what the Virginia society stigmatizes as a spurious distinction does not appeal to me as so heinous an offense, because of a gentle little old maid I once knew who went through life enveloped in an adulation of authorship that real authorship seldom brings, yet who never published

When I first knew her the gentle old face was as reminiscently beautier Wendell Holmes' story of the ful as a rose long pressed between man of whom he stood in such awe the covers of a book, but she still for years because the papers always wore girlish frocks and her hair

spoke of him as the "most worship- drawn back in flowing ringlets, as becomes a daughter of the muses.

> We always spoke of her as a poet. The local paper invariably referred to her as one of our most talented authoresses or sweetest songbirds, and in the little village in which we lived we guarded her as something almost too fine and precious for human nature's daily food. When guests from the cities came to see us we took them to see her, proudly conscious of the distinction of living cheek-by-jowl, as it were, with genius, and somehow Miss Aurelia, sitting in her dim old parlor, with its faded brocade and carved mahogany, or wandering down the paths of her rose-scented old garden, looked so much the very incarnation of poetry, nobody ever thought to question her right to the title.

Only once was the matter brought into discussion. Maria Wheat's cousin from Chicago, a rude, material young man, coming home from Miss Aurelia's, asked Maria what Miss Aurelia had published.

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

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

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

Tradesman Company

Grand Rapids, Mich.

talent on mere common newspapers, for, as Maria Wheat said, it is just like you do," said Miss Maria, with as much a poem to live beautifully freezing reproof; "she is writing a as it is to write beautifully, and Miss great book. She doesn't have to Aurelia's whole life had been one publish a thing the minute she writes it."

And, indeed, none of Miss Aurelia's writings had ever seen print, but there wasn't a house in the village where, hidden away in the leaves of the family Bible, next where was written in a trembling hand, "Little Janey, or Baby Tom died on-" there wasn't one of Miss Aurelia's poems. Perhaps they were faulty in construction, childish and commonplace in sentiment and would not have passed a single canon of literary criticism. God knows. We blistered them with tears and somehow they seemed ministers of healing.

Miss Aurelia had been left a little property that sufficed for her simple wants, but by and by she did a strange thing. She turned her beautiful old house into a boarding house and filled it up with strangers. We grieved over it as if it had been a public misfortune, for we felt somehow that the atmosphere of boarders was inimical to poetry and that the great book that she was writing would be postponed, but Miss Aurelia only smiled at our protests, and said mysteriously that she was doing her greatest work.

We did not understand and we never thought of putting two and two together; not even when the blacksmith's oldest son, who had taken every honor the village schools could offer, suddenly went off to college. We wondered a little how he got the money, for his father could not afford to give him a penny, but we forgot even this in surprise and admiration at the reports that came back of the boy's success.

Two years, three, four passed. Miss Aurelia still kept her boarding house. The lad finished college, went into journalism and wrote a book so simply sweet and true to life that it took the country by storm and swept him into sudden fame and fortune. Strangely enough the first copy reached that little village on the day when Miss Aurelia, having come to the end of the last chapter of life, lay dying, and then we knew the whole story, and that she had worked and toiled and sacrificed herself in order that the boy's flower of genius might come to its full fruition.

Very gently we put the book into her hands, and the feeble fingers wandered caressingly over it. long ago," she murmured, brokenly, "I knew that-that I was a fraudthat I could never write the book everybody expected and I did not deserve the praise and admiration you gave me, but I could not bear to part with it. It was so sweet and it made my life so beautiful. I was not consciously dishonest, you know, at first. I believed in myself and afterwards I didn't have strength lage. to tell you that I was just a poor farthing rushlight of talent that could never do anything worth while, but now I have atoned. I have given to the world a genius and another hand by." shall write my great book."

And it did, but over Miss Aurelia's omitted.

"Miss Aurelia doesn't waste her grave we carved the word, "Poet," as it is to write beautifully, and Miss glad, sweet song. Dorothy Dix.

#### Some Japanese Proverbs.

Speak of a man, and his shadow comes.

A tongue of three inches can kil! a man of six feet.

The fly finds the sore spot.

A small-minded man looks at the sky through a reed.

A woman to rule is as for a hen to crow in the morning.

Good doctoring needs not half from marvels.

Love flies with the red petticoat (only unmarried girls wear this garment).

If you hate a man let him live. Many words, little sense.

To be over polite is to be rude. The doctor can not cure himself. Hell's torments are measured by

money. There are thorns on all roses.

Enquire seven times before you believe a report.

He is a clever man who can preach a short sermon.

Treat every old man as thy father. A man who lends money to a friend will never more see his friend nor his money.

Thine own heart makes the world.

The poet at home sees the whole world.

The throne of the gods is on the brow of a righteous man.

#### Swimming on the Railroad.

A tramp has beaten all known records by swimming twenty-seven miles in thirty minutes. He did not mean to do it. He merely tried to steal a ride from St. Louis to Chicago on the rear of a locomotive tender. When the train started he fell over backward, through the open manhole, into the water tank

The noise of the train drowned his cries for help, and he was obliged to swim until the first stop was reached at Alton. When taken out he was nearly dead, but the engineer was so unfeeling as to call his attention to the fact that the water was only four feet deep, and he might have stood

The conductor also, unfeelingly, asked him for his ticket, but the tramp said he had not come by rail but by water.

#### Held Up.

"Stop!" shouted the man on the country road, holding up a warning hand. Muttering something about rural cops, the automobilist obeyed.

"Turn around and come back to town with me," said the "You were going at least thirty-five miles an hour."

"You're a constable, I suppose," said the automobilist, with a covert sneer, when they had reached the vil-

"Me?" replied the passenger. "No, I'm the farmer and had to come in to town when all the teams was busy. Nice growing weather. Thanks. Good-

Ensuing comment is purposely

#### When Not To Advertise.

Will a merchant who is wise ever cease to advertise? Yes—when trees grow upside down; when the beggar wears a crown; when the ice forms on the sun; when the sparrows weigh a ton; when gold dollars get too cheap; when their secrets keep; when a fish forgets to swim; when old Satan sings a hymn; when the girls go back on gum; when a 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 only the man that's wise will neglect to advertise.

A married couple was coming out of the house and they were speeding down the street, he dressed to kill and with a hairpin in her mouth and doing her best to pull on a pair of refractory gloves. "Why don't you dress in the house," he growled. "I would as soon see a woman put on her stockings in the street as her gloves." "Most men would," she said sweetly, and then the silence was so intense that you could hear a chocolate drop as they hurried to catch the

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#### THE YOUNG MAN.

#### Not Do.

Some one, with criticism in his tone, has asked me where, out of the out with ambition to an end that shall betray them at the last-where is that definite one line in which ambition may expend itself to the end of a full and ripened life of satisfied contentment with its accomplished success?

There is no one such infallible line of endeavor for any one individual ever born and trained to civilized life! Burdette, the humorist, years ago explained why this statement is true other I ever heard or read:

"God allows sin and discontent to rule the world in order to keep the angels from wanting to emigrate!"

It is one of the ironies of fate that it is the young and untried man who is charged with choosing or accepting his occupation in life, virtually that he may discover at the end whether he "likes it or not." Ask the first mature man you meet who has a son in school-ask him if he is intending to have his son grow up to the profession or trade or business which he himself has followed all his life.

This is one of the supreme tests of the mature man's real satisfaction with himself and with his calling in life. It is remarkable how few men there are in any walk of life who are willing to say that they would choose for an only son that path by which they have reached either failure or worldly success. Or if the father be willing to make this choice for his son, how many sons there are who refuse to accept it.

Ordinarily that man who has made much money in business would enter his son for one of the professions. That man who has struggled through a profession which has doled his living out to him is most likely to choose a business career for his son, which is one of the great working forces that tend to keep the equilibrium of the world. Seeking for the cause of this leveling influence it will be found always in that one worddiscontent! In some way something has not satisfied ambition. Ways to it, means to the end, success or failure-something has been lacking.

"What am I going to do?" is that inevitable question which comes to the young man in any position in If a dead father shall have left him \$100,000,000 as a legacy he must ask what he is going to do with it. If a father shall have left him penniless he must ask himself how he shall acquire at least a moiety of money which must be his passport in the world.

But when the question is asked by the young man who has everything to gain, he must ask the further question, "What have I to do it with?" A man with a wood chopper's ax asking whether he should cut wood or sink a shaft to a coal bed 200 feet below him would be a fool. If he should have only a pick and attempt to become a wood chopper, society would put him in a madhouse.

basic truths of right living, the nursing of ideals and holding fast by them Some Things He Should and Should though the heavens fall. Most of them have fallen into disrepute because of having fallen into disuse and because of didactic and hypocritical myriad callings in which men start pratings by the man who preaches one thing and who does another. But I had that rare opportunity not long ago of talking with a business man who had just drawn checks for \$50,000 in payment of outlawed debts which the law said he didn't owe, and if I am a judge of men \$500,000 or \$500,000,000 would not have bought the look that was in that man's face or taken the light from his clear gray eye. Here was a man, too, who, failing once in his business life, would and his explanation is as good as any have his son pursue that line of work to which he had lent dignity and honor by one individual act of honesty! Would you ask why?

I have told that young man who would ask the road to an ambitious goal which shall be all-satisfying that no such goal is possible. It is a fallacy which was ordained a fallacy in the laying of the foundations of the world. Absolute satisfaction and content is as chimerical as the scheme of perpetual motion. Perpetual lack of motion would be the result of absolute content; also an impossibility in nature. Contentment merely to die when one has reached the limit of life may be the only realization of this condition.

But at the same time discontent is certainty in such varying degree in the world that the modification of that discontent is worth while. The law of compensation holds good through all the complex organization of civilized social life. In his adaptability to that life in which nature left him with the instinct of self-preservation the young man must find his compensation as he moves toward his ambitions. Those intricate mechanisms of the social body are so adjusted in such intricate design and movement that I would not risk saying that the most accomplished burglar in the world were a better man for refusing to commit burglary! How could I when 100,ooo decent guardians of the law make a decent living because of the burglar's menace to society?

As a final broad counter question of my young friend, What is ambition that it should seek a profound fulfillment of its ends?-take from the highest order of the ambitions that personal element of selfishness and you have crippled the ambitious man at the starting line! And if I were the ruler of the destinies of men and might wish to endow an individual with the miseries of the damned, I would make him wholly selfish and turn him loose that he might earn them all! John A. Howland.

#### Too Many Toots.

A woman on the train entering Grand Rapids asked the conductor how long the cars stopped at the Union Station.

He replied: "Madam, we stop just four minutes, from two to two, to two two."

The woman turned to her compan-I am chary always in referring the ion and said: "I wonder if he thinks young man to some of those old, he's the whistle on the engine?"

#### How To Make Them Pay.

The merchant who has not received an answer to his dunning letters for a long while should send his debtor a statement with a higher amount than he owes. Of course you should not expect to make him pay the higher sum, but in almost every case you will at least get, without delay, a more or less polite answer in which will be stated that the amount is wrong, that he owes only so and so much, and that he will pay that and no more by to-morrow, in a week or a month, etc. It will close more than likely with the well-meant advice to employ a book-keeper who can figure, if you can not do it your-

The more or less spirited remarks must not bother you. Your purpose is accomplished, and you have, if not more, at least an acknowledgment of his debt in your hands, which gives you a fine opportunity to tackle him again and remind him of his promise, at the same time excusing your mis-

#### Too Restful for Him.

Percy-You didn't stay long in the quiet little town where you went last week to rest up.

Gayboy-Didn't stay long? I was there forty-eight hours, and there wasn't a blamed thing pulled off in all that time but a teachers' convention, an auction sale and a prayer

A man is not charitable because he feels like giving ice in January and coal in August.

#### **Our Specialty** Feed, Grain and Mill Stuffs

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You will save money by getting our quotations, and the quality of the goods will surely please you.

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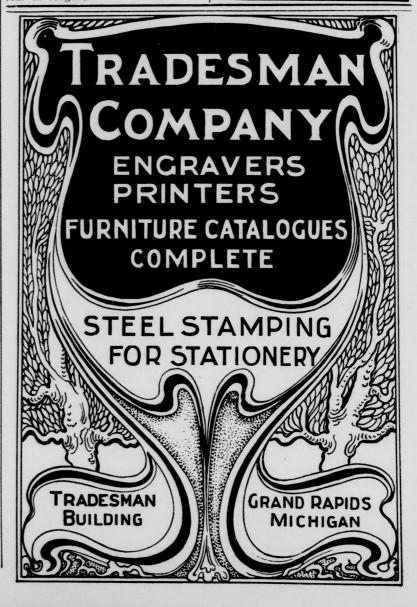
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#### WHY IT PAYS

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The retail dealer who does not realize the extent of his personal, working interest; his actual proprietorship in the popularity and selling power of a well advertised, well known trade mark, is overlooking one of his most valuable assets. Countevery year in aggressive national advertising campaigns that have made the buying public about as familiar with the Nation's flag. They have learned by experience the quality these trade marks stand for, and they honestly want it.

And right here we come to a great commercial truth: The general public recognizes nothing as "Just as Good." The science of modern publicity has -nothing-else-goes!

It is true that an occasional dealer, who thinks he has a sufficient reason for pushing a less widely and favorably known article, may, by using his personality and persuasiveness as a a customer. He may even possess sufficient salesmanship and commercial vitality to stem the tide of trade mark popularity for a time, or even in under the Flag!-American Gromake a little local headway against it. But what does it profit him in the end?

While he has been pushing the "Nearly Good" article and making one-sixth of a cent extra profit for two cents' worth of extra work, his neighbor grocer has been handing out the Real Thing and lots of it. His customers come in and ask for it, and recognize it because it bears a well known trade mark that even the children know is a guarantee of uniform excellence.

At last there comes a time (it always comes) when the "Nearly Good" article reaches the end of its string. It may have been put out of business, it may have been skinned in quality until it is business suicide to handle it any longer, or any one of a dozen other reasons may make a change imperative. Has the trifling extra profit paid for the trouble of pushing it instead of selling it-for the unknown, but none the less certain, percentage of dissatisfied customers-and finally for the up-hill work of beginning all over again with another new brand of goods? Well, hardly!

In the meantime the dealer who handles the "Real Thing" still keeps passing called-for goods across the counter under the same old trade mark. He needn't push them; that has been done for him, better than he could do it.

As an illustration of what trade mark value means to the retail dealer, take the products of the National Biscuit Company for instance.

Does the grocer ever have to stand sponsor for the quality of the contents of a package of biscuit, crackers or wafers bearing on either end in red and white the well known trade mark of the National Biscuit Company? Not that he recalls! That trade mark stands for nation-wide good will and distribution, for a the ice cooler church.

quality and value as standard as a national coin, and a quality index of the store where it is prominently displayed. Where could you find a woman-or a child-who does not "Know Uneeda Biscuit?"

Now, Mister Retailer, you are brainy enough to hold "good will" as of greater worth to you than "stock and fixtures." Let's get right down to brass tacks and figure it out. Does less millions of dollars are spent it pay you to push an article that's "Almost Good" for the sake of doubtful promise of a doubtful profit? Apply this argument to anything with certain trade marks as they are you handle. It matters not whether it's flour in bags or flour in biscuit. One mighty truth applies alike to all: A cut in cost means a cut in value. and the Public is wise to the game! Where you think you see a fraction of a cent greater profit, there really exists a shortage somewhere; it may not appear on the surface, but it is taught the public what it wants. And there. Do not forget that a trade mark that sets a national standard, and is accorded universal recognition, has its proportionate, personal value to you, if you only get in line. Such a trade mark may be likened to the flag of a mighty nation—it is the emfulcrum, overcome the inclinations of blem of a prosperity in which you may share.

> Don't be an "Almost Good" grocer. Be a commercial patriot. Come

#### He Could See His Finish.

Two city men went to the country to spend their vacations, and in field one hot afternoon a bull made for them. Frightened out of their wits, the two men scampered round and round the field, the bull too close to their heels to give them time to scale the barb-wire fence. At length, though, the nimbler man got a small lead, and managed to get over the fence to safety. He stood in the road, then, and shouted encouragement to his friend. His friend needed encouragement. He was certainly having a dreadful time of it. Round the field he dashed ,and the bull's lowered and ferocious head was always within a few yards of his coattails. Quite fifty times he must have made the circuit. On the fifty-first he shouted, as he tore past his comrade: "Give my farewell messages to the wife and little ones. This is my last round."

#### How Stoneware Is Made.

The common stoneware plates, bowls, etc., are made from a composition of clay and flint. First the clay is beaten in water, and thus purified, mixed with the flint, which has been calcined, ground and suspended in water. The mixture is then dried in a kiln and afterwards beaten to a proper temper. Then it becomes fit to be formed at the wheel into dishes, cups, bowls, etc. These are baked in a furnace and glazed with common salt. The salt being thrown into the furnace is volatilized by heat, becomes attached to the surface of the ware, and is decomposed, the muriatic acid flying off and leaving the soda behind it to form a fine, thin glaze on the ware, which resists ordinary

The water of life is not found in

# 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.

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**GRAND RAPIDS** 

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W. F. Blake, Tea Department E. A. Gregory, Notion Department W. S. Canfield, Flour Department



Sheetings-The volume of trading has been considerably less in these may be expected to improve when The cessation is doubtless the result of the nature of the period through which we are passing and may have been to some extent produced by agitation in other quarters.

Bleached Goods-The demand for these goods keeps up with unabated fected by the shut down, complaints regarding the difficulty produced by it are numerous. Prices remain practically at last week's standards, no advances having been made in any of the important tickets.

Domestics-In some lines the demand is as strong as ever. In others it is hardly as much so. There is little change over the conditions which obtained last week, nor is a considerable improvement looked for until after the approaching holiday.

Prints-The best activity of the market is perhaps represented in the demand for prints. The new season's goods are being well taken, particularly in fancies. The vacation period will be a serious handicap to many that are included in the mills to close down, and for these houses in particular could not have come at a worse time. Large factors located in other sections will not close down. Little is heard about the further proposed advance, but this is no indication that it will not be forthcoming.

Dress Goods-There is not much change in the general aspect of the market this week over the one preceding, and the idea is becoming more and more generally confirmed that the season is to be pre-eminently one in which plain staples are to play the larger part. Were fancies likely to play a large part it is apparent that their appearance in force is now overdue, as the time is fast growing exceedingly short in which to make and deliver them. Some are being taken, to be sure, but as explained last week, they are only of the most subdued character, particularly in the cheaper goods.

Underwear-There has been very little change in the knit goods situation since last week, general conditions holding strictly to the lines to However, the market is not any more season of the year, and, in fact, it just like the innocent.

it is none the less as steady as could be desired. The bulk of this business is coming in spontaneously, since it is entirely unsolicited by the mills. Most of them are sold up well into 1908, and it is difficult to understand how buyers can reasonably expect to secure very early deliveries. In spite of this, quite a number of the mills are accepting this business, and agreeing to the deliveries asked for. goods during the past week, but it As to whether or not they will be able to put this business through on the business picks up in a week or time it is rather a doubtful proposition.

Hosiery-The situation in these goods is still strong, and as far as firmness is concerned this branch of the knit goods market is far in advance of underwear. The feeling of optimism which has made itself evivigor, and as many houses are af- dent in the hosiery market is still much in evidence and shows no signs of abating. Not only is the business good with the general situation strong on fall lines, but also on lines for the spring of 1908 there are considerable activity and a marked degree of strength. It is a well-known fact that many of the hosiery mills are completely sold up on their lines for next season, and that they are positively refusing to accept any more orders until they can tell more definitely where they stand. In regard to the lines of goods which are to be most popular for the season of 1908 there are at present many predictions. It seems safe to assume that gauzes will be even more in evidence than However, they were last season. since there is no doubt about the fact that in hosiery especially there has been a trend toward the better and more expensive grades of goods, the prediction that laces and fine embroidered hose are to be much stronger than they were this last year seems to bear a good deal of weight. In fact, it is thought by many that these goods will show an increase in popularity over the past several seasons.

It has been more than once suggested and sometimes on very high authority that it would be better and more effective if some of the offending magnates and millionaires who, as heads of corporations, violate the anti-trust laws could be imprisoned. The suggestion is that they have plenty of money and paying a fine. even of a big sum, does not frighten them nor inconvenience them very much. No man, rich or poor, would willingly spend very much time in jail, and most people are willing to walk pretty straight to keep out of state prison. Another feature which is an added argument is that the fine which they have adhered all summer. imposed upon the corporation is taking money from the stockholders, and quiet than would naturally be expect- that the guilty ones have to pay for ed under normal conditions at this their offense only proportionately, is if anything a little more active have bought the stock for an investthan usual. The fact that the buyers ment and who have done no wrong were short on goods last year has at all are compelled to contribute evidently taught them a lesson by just like an old offender. There are which they intend to profit. For this some very bad corporations which reason reorders are still being placed have some very good shareholders, for the season of 1908. Although That phase of the criminal prosecuthis business is being carried on in from the side of the public prosecusuch a quiet manner that it is prac- tion is attracting attention both tically impossible to calculate its tor and that of the unoffending stock-volume with any degree of accuracy, holder.

R. S. V. P.

Although Johnnie's and Willie's mothers are warm friends, those boys are always fighting each other.

After a recent battle the victorious Johnnie was urged by his mother to go and make friends with his fallen foe. She even offered to give him a party if he would go over and invite Willie to come to that festivity.

After much urging Johnnie promised to do as his mother wished. So the party came off at the appointed time and was violently enjoyed by all present. But Willie did not come.

"Now, Johnnie, did you invite him?" asked Johnnie's mother.

"Yes, I did! Yes, ma'am, I invited him!" answered Johnnie. "I invited him," he added, reflectively, "and I dared him to come."

Largest Exclusive Furniture Store in the World

When you're in town be sure and call. Illustrations and prices upon application. Klingman's Sample Furniture Co.

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Closing out and reducing stocks of merchandise a specialty. Address

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# Every Dry Goods and

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are invited to make our store headquarters during "West Michigan State Fair" Week, Sept. 9 to 13. A visit to our city will pay you.

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7E extend a cordial invitation to all visitors at the West Michigan State Fair. Make our store your headquarters and inspect one of the best lines of dry goods in the State.

#### P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

#### THE RUBBER INDUSTRY.

#### Increasing Demand Due To Improv-Methods.

It is not often that the industry producing the by product is the only outlet for its own waste, as is the case with India rubber. In this instance, practically the whole output becomes, sometimes in a very brief space of time, a waste product. In some cases, as with motor car tires, mechanical deterioration takes place long before chemical changes cause disintegration; but in others oxidation of the material renders it unfit for its original purpose.

For many years, especially while abundant supplies of crude rubber were obtainable at moderate prices, little attention was paid to waste rubber, although as early as 1846 it was recognized that such waste might be utilized with advantage, and Parkes laid the foundation of the alkaline method of recovery. Of late years, however, there have been remarkable developments in the India rubber industry. The increased demand, mainly due to electrical progress and improved methods of locomotion, has more than equaled the immediately available increase in price.

The total production of rubber last year was about 68,000 tons, and the increase in the annual output has been about 15,000 tons in five years. America easily leads the way with a production of 42,800 tons, of which 41,000 tons, or nearly two-thirds of the whole quantity harvested, is credited to Brazil. Much has been said and written lately about the production of rubber in Mexico, and considerable amounts of American capital have been invested in guayule rubber; but last year the whole production of Mexico only amounted to 200 tons, so that the quantity of this lowclass rubber is not yet of importance.

It has been calculated that only about 300,000 tons of the shrub from which guayule rubber is extracted are available, and, with a yield of 6 per cent. of rubber, this quantity would of the present processes at present only produce about 18,000 tons of rubber. Africa comes next as regards quantity, the output being 23,400 tons. The Congo Free State is here the largest producer, having brought 4,500 tons into the market. In view of the methods by which this rubber is obtained it can scarcely be expected that the production will be materially increased in this district. Germany is devoting much attention to rubber in her African colon'es, and will soon be producing plantation rub-

The rubber derived from Asia and Polynesia is estimated at 1,800 tons per annum; but this quantity will probably increase rapidly within few years, and no doubt plantation rubber will in time displace Para from its premier position as regards quan-Some of the rubber sent from plantations in the East is of excellent quality, quite equal to the best Para, and very free from impurities; but many of those who grow rubber are not sufficiently informed as to the requirements of the user, and there cal inventor who has not been trained.

time, yield some 25,000 tons of rubber per annum; but too little is the rubber is left behind. The sepaknown of the influence of climate, ration is only partial; but the removsoil and diseases of the trees to make this a reliable estimate.

The great bulk of the rubber produced is of good quality, and, if it went into consumption in the state of purity in which it is received by the manufacturer, the average quality of the waste would also be high. Unfortunately, however, substances of during the process of manufacture. sometimes make up the greater part of the weight of what is sold as India rubber, while the rubber itself is largely replaced by substitutes, generally consisting of some form of solidified oil.

One ingredient, however, is common to nearly all forms of manufactured rubber, and it is this that has proved the stumbling block to most inventors who have endeavored to utilize rubber waste. It is the sulphur used in vulcanizing, part of which enters into chemical combination with the rubber and which is very difficult to expel again without injuring the quality of the material. Vulcanization is at present a necessity, for no other process has yet been discovered which renders rubber so inert to changes of temperature. Once the vulcanization takes place, however, the cut surfaces of rubber will no longer adhere to each other, and the material can not be worked into a homogeneous mass. It is probably the sulphur that is the cause of the disintegration of rubber, because crude rubber will keep for a great number of years without deterioration.

Nearly all other vulcanized articles contain traces of sulphuric acid, due to the gradual oxidization of the free sulphur, and this is probably the main cause of the deterioration. Rubber which has become brittle through age can not be regenerated by any in use, and is practically valueless.

In many cases, however, rubber articles have to be discarded long before chemical disintegration sets in. Motor car tires and shoes are worn out by attrition, sometimes in a very short time, and are valuable material; tubes of bicycles and motor cars are the best waste available on a large scale; but as they can be utilized by grinding and mixing with fresh rubber without undergoing any chemical process, they command a relatively high price. Manufactured rubber contains mineral matters of various kinds, known as filling materials.

In regenerating rubber it is not necessary to remove all of these; but their presence naturally diminishes the value of the product obtained. Perhaps the most troublesome purity in rubber waste is fiber derived from the fabrics which so frequently form the basis of rubber goods. In a motor car tire, for instance, there ma ybe eight or ten thicknesses of fabric in about half an inch.

The best method of removing fiber is here a wide field for the trained is the mechanical one, as this does chemist, as compared with the chemi- not deteriorate the quality of the rubber. The whole mass is ground It is estimated that trees already into a coarse powder, which is then

of which the fibers are removed, and al of the fiber is generally complete enough for practical purposes.

There are, however, some materials in which the fiber is so intimately incorporated with the rubber that it mentitious powers, it is deficient in can not be separated by mechanical means. In such cases the grinding is of the varieties of recovered or recontinued until the fiber is reduced to a powder, which remains in the the most varied properties are added recovered rubber, as the fiber is destroyed by chemical means. Mineral matters of various kinds chemical reagents used differ according to the nature of the fiber.

> Vegetable matter is destroyed by treatment with an acid, generally sulphuric acid, or an acid salt, followed by heating. The decomposed fiber can then be washed out, togethwith such mineral matter as is soluble in the acid used. For the destruction of animal fiber, such as wool, an alkaline solution is preferable, followed by drying and subsequent washing. Although India rubber is less acted upon by both acids and alkalis than the fiber with which it is mixed, yet there is always sufficient action to deteriorate considerably the quality of the recovered prod-

> Innumerable attempts have been made to recover rubber by dissolving the waste in a suitable solvent: but most of these have failed, owing to the fact that vulcanized rubber becomes insoluble in the usual solvents for raw rubber. It will swell in many liquids, but will not dissolve till such a degree of heat is applied that the

planted should, in about ten years' exposed to a current of air, by means rubber itself is decomposed. Vulcanized rubber can be converted into a homogeneous mass by superheating, but this causes a decomposition of the rubber itself, and, although the product can be used in admixture with fresh rubber, and has even great ceelasticity and tensile strength. Many generated rubber in the market are in reality overheated, while some are overworked.

> In spite of the poor quality of the rubber recovered by the old process, the trade in this article is considerable, especially in the United States. No less than 40,600 tons of waste rubber were imported into the United States last year. The recovered rubber exported amounted to 380 tons, of which Great Britain took 211 tons. N. Y. Commercial.

> It is easy to attribute to foes the failures due to our own faults.

Corl, Knott & Co., Ltd.
20, 22, 24, 26 N. Div. St., Grand Rapids

### SELL Mayer Shoes

Your Business Grow

Edson, Moore & Co.

Wholesale Dry Goods

DETROIT

#### MEN OF MARK.

#### Amos S. Musselman, President National Grocer Co.

Wise is the builder who is capable of designing a structure and fortunate is he if he may be privileged to participate in its erection. When the foundation on which the structure is to stand is laid he should see that every detail of the work is properly carried out and at each subsequent stage must he be on hand and exercise that discriminating care and supervision without which perfection can not be achieved. If the coveted goal, perfection, is to be reached it is necessary that he direct the operations, watch every detail, see that every part of the building is satisfactorily completed before subsequent additions thereto shall be begun, to leave no flaw behind which may result in the undoing of his labor. Without the exercise of this high degree of concern may creep in carelessness of construction to nullify all the anxious thought and watchful labor that have been expended.

Many worthy enterprises are abandoned or left incomplete because the attention and interest of the originator are allowed to waver. Concentration of every energy and application until the conceived project has been carried to a successful conclusion or admitted failure are necessary qualifications for those who achieve more than ordinary success or position originator must follow closely the lines that he has designed, giving no greater heed to the gratuitous advice or recommendations of others than meets with his approval and coincides with his own judgment. Offers of greater remuneration and greater honors must be weighed in the balance with the aims, hopes and endeavors which beckoned at the beginning, and on the comparative showing made must the decision ultimately be based.

Not all the logic of the universe will make a success of a man destined to failure nor, on the other hand, can the difficulties and obstacles which circumstances sometimes build up in the path of the ambitious serve as effectual bars to their progress. If wise be the man who understands what he wants and how he is going about it, then doubly wise is he who is equipped with that saving grace of philosophy and that indescribable attribute which enables him to understand and appreciate his fellows and to them to him and his interests with the substantial bonds of friendship, based on a proper recognition of their rights and their welfare which always secures mutual respect.

The only kind of business success worthy of the name is that which permits of the accumulation of a fortune and the retention of old friendships and, what is probably more to the point, the perpetuation of the disposition and character which distinguished the builder when the project was begun.

Amos S. Musselman was born on farm eight miles from Gettysburg, Pa., October 19, 1851. He attended common school until he was 15 years

for three years. The death of his father compelled him to leave college nership continued for five years, and take the management of the when Mr. Musselman purchased the farm, on which he remained two interests of his partners and formed years, when he resumed his studies a copartnership with William Widdiat the Gettysburg College. The panic of 1873 resulted in the failure of an enterprise with which he was conhis entire means, necessitating a change in his plans for the future, and he thereupon entered Eastman's Business College, at Poughkeepsie, N. Y., whither he went in 1875. He took partment of the institution. In Oc- the esteem in which he was held by

South Division street. This copartcomb under the style of Amos S. Musselman & Co. Three years later name became Musselfirm nected and in which he had invested man & Widdicomb, and the place of business was changed to its present location, in the Blodgett building on South Ionia street. In February. 1803. Mr. Widdicomb retired from the business and the firm was succeeded the entire commercial course at this by a corporation, with a paid-in capinstitution, and was so proficient on ital stock of \$70,000, of which Mr. graduation that he was engaged to Musselman was the President and teach in the banking and business de- General Manager. As an evidence of tober, 1876, Mr. Musselman came to the business public it is only neces-

Amos S. Musselman

Grand Rapids, and accepted a position with the firm of Graff & Mc-Skimmin, jobbers of teas, coffees and of large means and great shrewdness, spices at 56 Kent street, representing Mr. Peter Graff, whose entire time was engrossed by his milling interests. The firm subsequently purchased the wholesale grocery establishment of Samuel Fox & Co., and Mr. Musselman remained with the house until January, 1879, when he resigned to take the position of book-keeper with Hibbard & Graff, who were at that time the leading flour millers man decided to embark in the whole-

sary to refer to the fact that his associates in the company included men and that when it was known he was to have the management of a newlyorganized grocery company many of the leading financiers of the city were among those whose application for stock could not be granted.

So prosperous was the house and that two branch houses were subsequently established—one at Trav- this city for the general census of erse City, under the management of of the city. On the failure of this Howard A. Musselman, and another at firm, in February, 1881, Mr. Mussel- Sault Ste. Marie, under the management of John Moran. Both of these sale grocery business, and in June of houses soon came to be strong facthat year the firm of Fox, Mussel- tors in their respective localities and money to every good project which of age, when he entered the Pennsylvania College, at Gettysburg, Fox, Amos S. Musselman and L. L. quite as creditable, relatively speak-

where he pursued the classical course Loveridge, opened for business on ing, as that enjoyed by the Grand Rapids house.

Mr. Musselman was one of the chief factors in the organization of the National Grocer Co. and elected First Vice-President. About two years ago he was elected President of the organization in place of Mr. Higginbotham, since which time he has had the management of the business. The company is composed of thirteen different houses and the annual sales aggregate \$9,000,000.

Mr Musselman has been a member of the Westminster Presbyterian church ever since he came to Grand Rapids, and is one of its most prominent and hard-working members. He took an active part in the organization of the Madison Avenue Presbyterian church, of which he was practically the founder. When he took hold of the project there was only a small Sunday school. Now there is a prosperous and growing church society, located in a building of its

Mr. Musselman is a member of the Masonic fraternity, including the Knights Templar, the Knights of Pythias, Royal Arcanum and the Peninsular and Kent Country Clubs. He is a member of the Board of Trustees of the Michigan Reformatory at Ionia, which he has served since he was first appointed by Governor Pingree.

Mr. Musselman was married in 1877 to Miss Ella Hostetter, of Lancaster, Penn. For many years they resided in a comfortable home at 38 South Prospect street, but about two years ago they purchased a tract of land on Robinson road, overlooking Fisk Lake, on which they have erected one of the most beautiful and commodious country houses in Michigan. No children have come to grace the family circle, but both are fond of children and they frequently entertain them at their home.

Mr. Musselman was for several years Vice-President of the Grand Rapids National Bank, but subsequently identified himself with the Fourth National Bank, which he serves well and faithfully in the capacity of director. He is an officer and director in the Boyne City Lumber Co. and Boyne River Power Co. and connected, financially and officially, with numerous other leading industrial and manufacturing institu-

Mr. Musselman was a charter member of the Grand Rapids Board of Trade and has been a director of the Board of Trade ever since it was organized, and has also served the organization in the capacity of President and Treasurer. He has also acted as Chairman of the Committee on Statistics and the record he made in that office caused him to be selected by the Census Bureau, on the recommendation of the Board of Trade, so aggressive was the management as the most eligible person to prepare the manufacturing statistics of 1800. This duty was discharged so acceptably as to win for him the encomiums of the Census Department.

Mr. Musselman has given cheerfully and largely of both time and city, commercial, moral or spiritual, receives his deepest sympathy and earnest support.

Mr. Musselman is a firm believer in heredity and so takes no credit to himself for being the man he is, but modestly attributes his success to his ancestry, which was of good old Dutch stock, from which so many of our best citizens sprung. That he is an honor to his ancestors and training will be admitted by all who know him.

During the recent senatorial campaign conducted in the interest of William Alden Smith, Mr. Musselman acted as chairman of the Executive Committee and much of the success of the campaign was due to the energy with which he directed the work of the several committees and hundreds of workers. On the successful termination of the struggle Mr. Musselman's name naturally came into prominence in connection with the office of Governor and many of his friends are urging him to stand as a candidate. Whether he will finally yield to these importunities remains to be seen.

#### Magnet Lifts Six Tons.

Electro-magnets are much used in connection with cranes and other conveyors for lifting heavy pieces of iron or steel. The Illinois Steel Company has a magnet weighing 1,200 pounds, which lifts six tons. Belgium magnets are used to lift tons of hot metal in founderies and rolling mills.

The power of the electro-magnet is regulated by the switch controlling the current. The magnet is lowered to the object needed, with the current turned off. When the switch is closed the magnet becomes active, holds the articles to be lifted while they are raised and transported to their destination. When they are lowered the switch is opened and the magnet immediately releases them. As the operator of the crane controls the action of the magnet through the switch, this one man can attend to all the details of transferring heavy metal objects. No assistant is needed to attach them to the conveyor or to release them when they reach their destination.-Technical World Magazine.

#### Nineteen Hour Days.

"Our hours," said a nature student, "are nothing to the birds. Why, some birds work in the summer nineteen hours a day. Indefatigably they clear the crops of insects.

"The thrush gets up at 2:30 every summer morning. He rolls up his sleeves and falls to work at once And he never stops until 9:30 at night, a clean nineteen hours. During that time he feeds his voracious young 206

"The blackbird starts work at the same time as the thrush, but he 'lays off' earlier. His whistle blows at 7:30, and during his seventeen hour day he sets about 100 meals before

"The titmouse is up and about by 3 in the morning, and his stopping time is 9 at night. A fast worker, the titmouse is said to feed his young 417 meals -meals of caterpillar, mainly-in the long, hard, hot day."

_	MICHIGAN	
1	Hardware Price Current	В
1	AMMUNITION.	Li
-	Caps.  G. D., full count, per m	D
1	Musket per m	St 60
1	Cartridges.           No. 22 short, per m	Pe
1	No. 32 short, per m 5 00 No. 32 long, per m	BPS
	Primers.  No. 2 U. M. C., boxes 250, per m1 60  No. 2 Winchester, boxes 250, per m1 60	Ca
-	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	St
-	Loaded Shells.	F
-	New Rival—For Shotguns.  Drs. of oz. of Size Per No. Powder Shot Shot Gauge 100	
	120 4 11/2 10 10 \$2 90 129 4 11/2 9 10 2 90 128 4 11/2 8 10 2 90	
	126 4 14 6 10 2 90	OSS
-	135     414     114     5     10     2 95       154     414     14     4     10     2 00       200     3     1     10     12     2 50       208     3     1     8     12     2 50       236     314     145     6     12     2 65	В
	236 3¼ 1½ 6 12 2 65 265 3½ 1½ 5 12 2 70 264 3½ 1½ 4 12 2 70	ASV
-	Discount, one-third and five per cent. Paper Shells—Not Loaded.	20
	No. 10, pasteboard boxes 100, per 100. 72 No. 12, pasteboard boxes 100, per 100. 64 Gunpowder.	1
-	Kegs, 25 lbs., per keg 4 75 ½ Kegs, 12½ lbs., per ½ keg 2 75 ¼ Kegs, 6¼ lbs., per ¼ keg 1 50	FCC
-	Shot In sacks containing 25 lbs.	CF
-	Drop, all sizes smaller than B2 10 AUGERS AND BITS	F
	Snell's         60           Jennings' genuine         25           Jennings' imitation         50           AXES	In
	First Quality, S. B. Bronze 6 00 First Quality, D. B. Bronze 9 00	1:
	First Quality, S. B. S. Steel	1 1 1
	Railroad	10
	BOLTS   80   Carriage, new list   70   Plow   50	1_
,	BUCKETS	
,	Well, plain	
	Wrought, narrow 75	NA
	½     in.     5-16 in.     ½     in.     ½     in.       Common     .7½     .6½     c.     .5%     c.     53-10c       BB     .8½     .7½     c.     .7½     c.     6½     c       BBB     .9     c.     .8     c.     .7½     c.     7½     c.	NAN
- 1	BBB9 c8 c71/2c7 c	iı
	Cast Steel, per Ib 5 CHISELS	S
-	Socket Firmer         65           Socket Framing         65           Socket Corner         65           Socket Slicks         65	13
1	ELBOWS	v
	Com. 4 piece, 6 in., per doz	2
,	EXPANSIVE BITS Clark's small, \$18; large, \$26 40	1
2	Clark's small, \$18; large, \$26	1
	New American         70&16           Nicholson's         70           Heller's Horse Rasps         70           GALVANIZED IRON.	1
7	Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28 List 12 13 14 15 16 17 Discount, 70.	1
	GAUGES Stanley Rule and Level Co.'s	1
t	GLASS	18
5	Single Strength, by boxdis. 90 Double Strength, by boxdis. 90 By the lightdis. 90 HAMMERS	N I
e	Maydole & Co.'s new listdis. 33½ Yerkes & Plumb'sdis. 40&16 Mason's Solid Cast Steel30c list 76	1
t	HINGES	17
e	Gate, Clark's 1, 2, 3	I
y	Kettles 50 Spiders 50 HOLLOW WARE	I

		_
Hardware Price Current	Bar Iron	(
AMMUNITION.	Light Band	=
Caps.  G. D., full count, per m	Door, Porcelain, Jap. trimmings 85 LEVELS	1,
Musket. per m	Stanley Rule and Level Co.'sdis. 50  METALS—ZINC	1
Cartridges.  No. 22 short, per m	600 pound casks	1112
No. 22 long, per m.       3 00         No. 32 short, per m.       5 00         No. 32 long, per m.       5 75	Bird Cages       40         Pump3, Cistern       75         Screws, New list       274	3
Primers.  No. 2 U. M. C., boxes 250, per m 60  No. 2 Winchester, boxes 250, per m 60	Pump3, Cistern 75 Screws, New list 871/2 Casters, Bed and Plate 50&10&10 Dampers, American 0	2
Gun Wads.	MOLASSES GATES Stebbins' Pattern	1,
Black Edge, Nos. 11 & 12 U. M. C 60 Black Edge, Nos. 9 & 10, per m 70 Black Edge, No. 7, per m 80	PANS Fry, Acme	1,
Loaded Shells.  New Rival—For Shotguns.  Drs. of oz. of Size Per	PATENT PLANISHED IRON	1
No. Powder Shot Shot Gauge 100 120 4 11/6 10 10 \$2 90 129 4 11/6 9 10 2 90	"A" Wood's pat. plan'd, No. 24-2710 80 "B" Wood's pat. plan'd. No. 25-27 9 80 Broken packages ½c per lb. extra. PLANES	1
128 4 1½ 8 10 2 90 126 4 1½ 6 10 2 90 135 4½ 1½ 5 10 2 95 154 4½ 1½ 4 10 3 00	Ohio Tool Co.'s fancy	-7
200 3 1 10 12 2 50 208 3 1 8 12 2 50	Sandusky Tool Co.'s fancy 40 Bench, first quality 45 NAILS	1
236 314 114 6 12 2 65 265 314 114 5 12 2 70 264 314 116 4 12 2 70	Advance over base, on both Steel & Wire Steel nails, base	1
Discount, one-third and five per cent.  Paper Shells—Not Loaded.  No. 10, pasteboard boxes 100, per 100. 72	10 to 16 advance Base 18 advance 5	1
No. 12, pasteboard boxes 100, per 100. 64 Gunpowder.	6 advance 20 4 advance 30 3 advance 45	
Kegs, 25 lbs., per keg 4 75 ½ Kegs, 12½ lbs., per ½ keg 2 75 ¼ Kegs, 6¼ lbs., per ¼ keg 1 50	2 advance	1
Shot In sacks containing 25 lbs. Drop, all sizes smaller than B2 10	Casing 8 advance 15 Casing 8 advance 25 Casing 6 advance 35 Finish 10 advance 25 Finish 8 advance 35 Finish 6 advance 35 Barrell % advance 35	
AUGERS AND BITS	Finish 8 advance	
Jennings' genuine         25           Jennings' imitation         50	RIVETS   Iron and tinned	
First Quality, S. B. Bronze 6 00 First Quality, D. B. Bronze 9 00	ROOFING PLATES	1
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	20x28 IC, Charcoal, Dean	
BARROWS Railroad	14x20       IC, Charcoal, Dean       7 50         14x20       IX, Charcoal, Dean       9 00         20x28       IC, Charcoal, Dean	
BOLTS Stove	Sisal, ½ inch and larger 9½	
Plow	List acet. 19, '86dis. 50 SASH WEIGHTS	
Well, plain4 50 BUTTS, CAST	SHEET IDON	
Cast Loose, Pin, figured	Nos. 18 to 21 3 90	
½ in. 5-16 in. ¾ in. ½ in.       Common     .7½c     .6½c     .5¾c     .5¾c     .5¾c     .5¾c       BB     .8½c     .7½c     .7     c     .6½     c       BBB     .9     c     .8     c     .7½c     .7     c	Nos. 22 to 24 300 Nos. 25 to 26 400 No. 27 410	-
CROWBARS	inches wide, not less than 2-10 extra.  SHOVELS AND SPADES	-
Cast Steel, per lb	First Grade, Doz 6 50 Second Grade, Doz 5 75 SOLDER	
Socket Firmer         65           Socket Framing         65           Socket Corner         65           Socket Slicks         65	The prices of the many other qualities	
ELBOWS		-
Com. 4 piece, 6 in., per doznet 65 Corrugated, per doz	SQUARES Steel and Iron	
Clark's small, \$18; large, \$26 40 Ives' 1, \$18; 2, \$24; 3, \$30 25		-
FILES—NEW LIST           New American         .70&10           Nicholson's         .70           Heller's         Horse Rasps         .70	TINIMALI AWAY CRADE	
GALVANIZED IRON.	14x20 IC, Charcoal 9 06 10x14 IX, Charcoal 10 50	-
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28 List 12 13 14 15 16 17 Discount, 70.	14x20 IX, Charcoal	
Stanley Rule and Level Co.'s60	TRAPS	1
Single Strength, by boxdis. 90 Double Strength, by boxdis. 90	Manage shalos non des balos 101/	
HAMMERS	MIDE	-
Maydole & Co.'s new listdis. 33½ Yerkes & Plumb'sdis. 40&16 Mason's Solid Cast Steel30c list 76	Bright Market         60           Annealed Market         60           Coppered Market         50&10	-
HINGES Gate Clark's 1. 2. 3dis. 60&10	Tinned Market	м
Pots	WIRE GOODS	1
Common dis. 50	Bright80-10	-
Au Sable dis. 40&10	WRENCHES	1
Stamped Tinware, new list	Baxter's Adjustable, Nickeled	-

#### Crockery and Glassware

-	Crockery and	Glassware
-	STONEWA	
1	No charge for Butters	State of the state
	½ gal. per doz	
-	10 gal. each	
1	15 gal. meat tubs, each 20 gal. meat tubs each	1 28
	gal. meat tubs, each	
	2 to 6 gal. per gal Churn Dashers, per doz. Milkpan	7½
	½ gal. flat or round bott 1 gal. flat or round bo Fine Glazed N	om, per doz. 52
	Fine Glazed A	Ailkpans tom, per doz. 60
	½ gal. flat or round bot 1 gal. flat or round bot Stewpar	
	gal. fireproof, bail, 1 gal. fireproof, bail p	per doz % er doz1 16
	luna	
	½ gal. per doz ¼ gal. per doz 1 to 5 gal., per gal	51 81/2
	SEALING	WAX Per doz
	Pontius, each stick in	carton 40
,	No. 0 Sun No. 1 Sun No. 2 Sun No. 3 Sun Tubular	38
	No. 3 Sun Tubular	
,	1 3 2 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	50
	With Porcelain	Lined Caps
)	Pints	Per gross
	Pints Quarts ½ gallon Caps.	
-	Fruit Jars packed 1	dozen in box.
-	LAMP CHIMNE	YS—Seconds. Per box of 6 doz.
	Ancher Carton	
)		riugated tube
)	No. 2, Crimp top	
0	No. 0, Crimp top No. 1, Crimp top	Cartons
)	No. 2 Crimp top	in Control 10
)	No. 0, Crimp top	3 80
	No. 2. Crimp top	Garton-
)	No. 1. wrapped and lal	beled 4 60
	Rochester in	Cartone
0	No. 2 Fine Flint, 10 in No. 2. Fine Flint, 12 in No. 2, Lead Flint, 10 in No. 2, Lead Flint, 12 in	n. (85c dos.)4 60 n. (\$1.35 dos.) 7 50
0	No. 2, Lead Flint, 10 in	n. (\$1.65 dex.) \$ 75
0	No. 2, Lime (75c doz.	Cartons
0	No. 2, Lead Flint, (95	doz.) 50
0	No. 1, Sun Plain Top.	(\$1 doz.)5 76
0	No. 2, Sun Plain Top,	(\$1.25 doz.)6 % NS
5		pout, per doz1 80 pout, per doz1 60
0	3 gal. galv. iron with s	pout, per doz. 2 50 pout, per doz. 3 50
-	3 gal. galv. iron with fa	ucet, per doz. 4 50
	5 gal. Tilting cans 5 gal. galv. iron Nac	pefas
5	No. 0 Tubular, side life	RNS
0		
005	No. 2 Cold Blast Lar No. 12 Tubular, side l	ntern 7 75 amp 12 08
5	LANTERN	GLOBES 50
0	No. 0 Tub., cases 2 de	z. each 55 z. each 55
000	No. 0 Tub., Bull's eye,	each, per bbl. 2 25 cases 1 dz. e. 1 26
0	Roll contains 32 yar	ds in one piece.
3	No. 1, % in. wide, per No. 2, 1 in. wide, per	gross or roll. 38
50		
545	OOUBON .	nination1 50
5	50 books, any denon 100 books, any denon 500 books, any denon 1000 books, any denom Above quotations are man, Superior, Econo grades. Where 1,000 at a time customers printed cover without	nination2 50
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#### Present Conditions Compared With Those of Earlier Periods.

A prominent operator was in a contrasting present conditions and the fall and winter trade sets in. experiences with those of earlier periods I soon became an intent listener. venturing to ask a question now and then to keep up the interest.

"Say, young fellow, do you remember those years when we had 14@15c prices for finest creamery in the summer-that year for instance when the quotation, based upon the selling value of the butter, was 15c for ten consecutive weeks?" was the way my friend went at me. Continuing he said: "What a time that was, and yet it was probably the most destructive with you again."—N. Y. Produce to the dairy interests of anything that Review. has happened in twenty years. It simply discouraged every farmer who had a dairy, and they began to give the ecclesiastical band wagon are not up keeping cows. I met an old fellow out in Iowa who had a good farm, well stocked, and I asked him whether it paid to milk cows when he got so little for the butterfat. 'No sir,' was his quick reply, 'and you bet I ain't agoing to do it. Neither my boys nor me will pull teats at them A year later I saw him again and he had sold more than half his herd. That was the turning point, however, and we have had better prices every year since, and it is my firm conviction that the production of butter is not keeping pace with the increased consumption due to the larger population of the country. Think of 15c for June butter in 1897, 20@21c in 1906, and an average of 23@25c for June, 1907.

"But the improvement in values for farmers' butter has been equally as great. In those days when farm separators were not much in use, and there was no way of working over the 'packing stock' as it is called, except by the ladle packers, it was no uncommon thing to buy carloads of the farmers' butter at 8@10c per pound New York. I am informed that one of our tropical packers had at one time nearly half a million pounds of this stock that cost between 10c and 11c. That wasn't so many years ago after all. Compare the prices that are now paid and tell me, if you can, what has caused the change. Well, I'll tell you what I think about it. The introduction of the farm separators was perhaps the first important thing to bring about the change. It gave farmers an opportunity to separate the cream at home and the creamery agents were soon on hand to buy this cream to ship to some central point for churning, leaving the good skimmilk for the farmer to feed to his stock. This has materially lessened the quantity of butter made in the private dairy on the farm. When the method of rehandling this farmers' butter by melting, rechurning, etc., was discovered, and the packing stock of the

country so manipulated as to make a palatable table butter, it enhanced the value of the dairy butter at least 50 per cent., some years even more. Look what the packing stock of the country is bringing to-day—18@19c at Far Western shipping points, and up to 20c or more at Chicago. The process or renovated factories are the big buyers, and they store milreminiscent mood when I met him lions of pounds of these goods durthe other day, and as I rather enjoy ing the summer to work over when

"Don't think that I am a Rip Vanwinkle, just waking from a sleep of twenty years, to discover these mighty changes, for I am not. have been in the heat of the fight and have watched intently the development of these changes; and I want to say to you candidly that the fellows who come after us-those who are here twenty-five years from now -will see even greater changes than I can recall. Put that down in your

The people who are climbing 'nto the ones who are amking the heavenly music in this world



# Dairy Feeds

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

Cotton Seed Meal 0. 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

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Band Instruments and Music Publishers

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**Both Phones** 

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### Ship Your Eggs to Egg Specialists

We handle nothing but eggs; we study nothing but eggs; we think of nothing but eggs; we give our whole time to eggs. That's why our service is so good—why it is better than you can get elsewhere. THEN WHY NOT SHIP TO US?

Stencils and cards furnished on application.

L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York Established 1865. We honor sight drafts after exchange of references

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.

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PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Pourtry Beans and Potatoes. Correct and prompt returns.

Marine National Bank, Commercial Agents, Express Companies; Trade, Papers and Hundreds of Shippers Retablished 1872

# 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.

by the Daily Trade Bulletin, of Chicago, shows the increase in total that free consumption is restricted holdings on August I was about 25 and holders of storage eggs in first per cent. as compared with last year. The compilers give the holdings in full outlet to which the moderate New York State as 1,010,300 cases, price of their goods should entitle which seems low if the Jersey City them. holdings are figured in with those of New York City, which is usually done. We had about 872,000 cases in New York and Jersey City August 1 and the addition of stocks at Buffalo, Albany, Troy and Interior New York houses would certainly make a total far above the preceding estimate.

The Trade Bulletin estimate for Illinois is 1,125,442 cases, which is considerably less than the estimates for Chicago alone that have come to us from Chicago operators; but, as we have before pointed out, the Chicago estimates heretofore printed by us have been out of harmony with the reports of receipts at that point this unfortunate evil we should like and the Trade Bulletin estimate is more in line with the probabilities. With uncertainty of Chicago holdings and the wide range in the estimates there is, of course, an element of doubtfulness in the general position of the market, but the general information obtainable makes the Trade Bulletin estimate of a total increase of 25 per cent. over last year look at least conservative.

The decrease in volume of fresh egg movement during August has to condemn them totally-are strongbeen favorable to holders of storage goods and has led to a greater output of the latter than is often realized in August, if, indeed, it has not been the better goods with which they are greater than ever before recordedas it certainly has been in some places. It now looks as if Boston will wind up the month with nearly 50,000 cases reduction from her highest point and New York's August reduction promises to be fully 60,000 or a little more. The stock going into consumption has, naturally, consisted chiefly of the cheaper goodssuch as were put away during June and July-but has included a moderate quantity of moderate priced May packings and a few cars of Aprils. The opportunity to move refrigerators has been rather eagerly seized by holders and there is a very large quantity of stock available at about present prices. The comparatively free early movement has given good many of the trade a more hopeful feeling as to outcome of the season's storages, but the present situation, while immediately satisfactory, is not without some rather unfavorable features, which should not be overlook-The shortening supply of fine fresh eggs has forced prices for such to a point where consumptive demand is quite likely to be affected, and already some of our local dealers are complaining of a lessening output.

It is unfortunate that consumers can not more universally get the benefit of retail prices for eggs in fair relation to their actual wholesale value. As fresh laid eggs become scarce, and advance to high prices under the demands of a fastidious class of trade, there are many retailers who take advantage of the wide difference in price between fresh and storage eggs to substitute the

Observations of a Gotham Egg Man. latter for the Former and make big The estimate of egg stocks made profits at the expense of the general market. It is by this means, largely, and second hands are deprived of the

> If the consuming public could generally secure the good to fancy storage eggs now offering on the wholesale market at a range of, say, 18@ 21c at the lowest retail prices that would afford a fair profit, there would be strong probability of maintaining the recent large scale of consumption; but fresh eggs that now sell at say 20@22c cost jobbers considerably more than that when candled out and they are obliged to charge retailers about 27c for the No. 1 grade; and this makes a retail price so high as to invite a trade killing substitution.

If any one can suggest a cure for to hear it.

The Board of Health is still on the warpath here in the effort to stop the sale of spot eggs in consumptive channels. And we understand that the inspectors are now inclined to seize and condemn any lots of inferior country packed stock that contain an excessive proportion of spots and rots. Under these conditions eggs that contain many of these unsalable rejections-even if not enough ly discriminated against by buyers and the presence of the worthless eggs seriously detracts from the value of mixed. The necessity for country candling-at least to the extent of getting out the rots and spots, and such poor eggs as are likely to become spots in transit-is becoming more and more urgent.-N. Y. Produce Review.

Judge Landis evidently made an unintentional error in fixing the amount of the Standard Oil fine. The railroad rate for shipping oil was "six cents per 100 pounds in carload lots." The Judge assumed a carload lot as the unit offense, and as 1,462 carload lots had been shipped at the unlawful rate, he imposed the maximum fine of \$20,000 for each carload thus shipped. But the rate was by the 100 pounds. It was equally open to him to assume that each hundred pounds shipped at six cents constituted a distinct violation of the law. This would have made 202,400 separate and distinctive violations, which at \$20,000 each, amounts to \$5,848,000,000. These are figures that might stagger even the great octopus, but if the statement is correct that whatever the cost may be it will eventually come out of the people in an advance in oil, it will be best to let the fine stand as the sensational Judge made it.

The saddest infidelity is being faithless to the best we know.

We want competent

#### Apple and Potato Buyers

to correspond with us H. ELMER MOSELEY & CO. 506, 508 Wm. Alden Smith Bldg. GRAND RAPIDS, MICH.

# APPLE BARRELS

Can deliver anywhere in Michigan. Get our prices before purchasing.

#### RAPIDS COOPERAGE CO. GRAND

Manufacturers of Barrels and Dealers in Slack Barrel Cooperage Stock.

310 SOUTH FRONT ST.

BOTH PHONES

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 Sept. 6 will pay 17 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.

# 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.

7 N. Ionia Street

Successors to Bradford & Co. Grand Rapids, Mich.

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

Clover and Timothy Seeds. All Kinds Grass Seeds. Orders will have prompt attention.

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS
Office and Warehouse Second Ave. and Railroad.
OTH PHONES 1217 GRAND RAPIDS, MICH. BOTH PHONES 1217

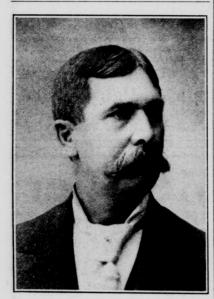
Printing for Produce Dealers



#### SUCCESSFUL SALESMEN

#### Michael V. Foley, the Veteran Cigar Salesman.

Michael V. Foley was born at Dubuque, Iowa, May 21, 1841. His father was an Irishman and his mother was a native of Kentucky. He was educated at Sinsinawa College, Grant county. Wisconsin, near Galena, III. but at 15 years of age he terminated his school career and embarked in steamboating on the Mississippi River. On the breaking out of the war in 1861 he enlisted in the 19th Illinois Infantry at Galena. On the expiration of his first enlistment he reenlisted in the 31st Iowa Infantry, remaining in the service altogether four years and two months. He never got higher than the rank of First Sergeant, owing to the fact that no officers in his company resigned or were killed. From 1865 to 1883 he followed steamboating as an occupa-



tion, serving in every capacity from cook to captain. In 1876 he commanded the C. J. Peck on a trip from Pittsburg to Fort Benton, Montana, a distance of 4,515 miles, being the longest trip that can be made by fresh water in this country. In 1881, while in command of the steamer Black Hills, he took out of the Yellowstone 12,037 loose dry Buffalo skins and 150 bales of furs, being the largest load of the kind ever taken out of the Yellowstone region. In the spring of 1884 he retired from the river service and traveled for E. J. Ressegieu, of Sioux City, Iowa, selling cigars in South Dakota and Northern Iowa for one year. During the next two years he sold cigars for W. S. Conrad, of St. Paul, covering the same territory. He then engaged to represent Moshier Bros., of Stillwater, Minn., in Minnesota and Dakota, which he continued to do for two years, at the expiration of which time he removed to Saginaw and engaged to travel from Philadelphia to the Pacific coast for the Ben twelve and one-half years. On the that person's right to live. Woman,

business in Saginaw at 213 Genesee avenue, selling out to the trust two years later and engaging in the tea and cigar brokerage business, covering Saginaw and Bay City. In addition to his other duties he conducts a temperance pool and billiard room, which is patronized quite extensively by the traveling men of the Saginaw Valley, and which is the common visiting place for traveling salesmen who reside in Saginaw or who happen to be sojourning in that market. It is not at all strange that this should be the case when Mike's individuality and personality are taken into consideration.

At the recent annual convention of the Michigan Knights of the Grip, held at Saginaw, Mr. Foley was elected Secretary of the organization. He will assume the duties of his new position January 1, 1908, at which day as an intolerable nuisance. time the headquarters of the association will be removed from Jackson to Saginaw.

Mr. Foley was married Dec. 1879, to Cornelia A. Hays, of Bellevue, Iowa. They reside at 710 Jones street, Saginaw.

Mr. Foley is an attendant at the Congregational church and is a member of the United Commercial Travelers and of the Foresters, in both of which organizations he has always been regarded as a reliable member and trustworthy adviser.

#### Why Women Should Not Sacrifice Themselves.

Of all the idealist abominations that make society pestiferous, I doubt if there be any so mean as that of forcing self-sacrifice on a woman under pretense that she likes it; and, if she ventures to contradict the pretense, declaring her no true woman. In India they carried this piece of idealism to the length of declaring that a wife could not bear to survive her husband, but would be prompted by her own faithful, loving, beautiful nature to offer up her own life on the pyre that consumed his dead body. The astonishing thing is that women, sooner than be branded as unsexed wretches, allowed themselves to be stupefied with drink, and, in that unwomanly condition, burnt alive.

No man pretends that his soul finds its supreme satisfaction in self-sacrifice; such an affectation would stamp him as a coward and weakling. But men are not the less loved on this account. No one ever feels helpless by the side of this self-helper; while the self-sacrificer always is a drag, a responsibility, a reproach, an everlasting and unnatural trouble with whom no really strong soul can live. Only those who have helped themselves know how to help others and to respect their right to help themselves.

It is not surprising that our society. being directly dominated by man, comes to regard woman not as an end in herself like man but solely as a means of ministering to him. The ideal wife is one who does everything the ideal husband likes, and nothing else. Now, to treat a person as a Hur Cigar Co., which he did for means instead of an end is to deny

termination of his connection with if she dares face the fact that she is it would be a cruel kindness to let a this house he engaged in the cigar being so treated, either must loathe parrot out to fall a prey to cats, or herself or else rebel.

> The young wife finds that her husband is neglecting her for his business; that his interests, his activities, his whole life except one small part lie away from home and that her business is to sit there and mope until she is wanted. Fortunately things do not remain forever at this point. The self-respect she has lost as a wife she regains as a mother, in which capacity her use and importance in the community compare favorably with those of most men in business. She is wanted in the house, wanted in the market, wanted by the children; and now, instead of weeping because her husband is away in the city thinking of stocks and shares instead of his ideal woman, she would regard his presence in the house all

> This prosaic solution is satisfactory only within certain limits. It depends altogether upon the accident of the woman having natural adaptability for domestic management and the care of children, as well as upon the husband being fairly good natured and livable with. Hence arises the idealist illusion that adaptability for domestic management and the care of children are natural to women and that women who lack them are not women at all. If we have come to think that the nursery and the kitchen are the natural sphere of a woman we have done so exactly as English children come to think that a cage is the natural sphere of a parrot-because they never have seen one anywhere else. No doubt there are philistine parrots who agree that it is better to be in a cage than out, so long as there is plenty of hempseed and Indian corn there. There even may be idealist parrots, who persuade themselves that the mission of a parrot is to minister to the happiness of a private family by whistling and saying "Pretty Polly," and that it is in the sacrifice of its liberty to this altruistic pursuit that a true parrot finds the supreme satisfaction of its soul. I will not go so far as to affirm that there are theological parrots, who are convinced that imprisonment is the law of the universe because it is unpleasant. But I am confident that there are rationalistic parrots, who can demonstrate that

at least to forget its accomplishments and coarsen its naturally delicate fibers in an unprotected struggle for existence.

Still the only parrot a free souled person can sympathize with is the one that insists on being let out as the first condition of making itself agreeable; a selfish bird, you may say, one that puts its own gratification before that of the happiness of the family-who is so fond of it-before even the greatest happiness of the greatest number; one that in aping the independent spirit of man has unparroted itself and become a creature that neither has the home loving nature of a bird nor the strength and enterprise of a mastiff. All the same, you respect that parrot in spite of your conclusive rea-Bernard Shaw. soning.

#### What Mary Said.

Judge Brewer cites a striking example of the sort of spoke which the trickster can insert in the wheels of

A witness testified in a certain case that a person named Mary was present when a particular conversation took place, and the question was asked: "What did Mary say?"This was objected to, and after some discussion the Judge ruled out the question. An exception to this decision was immediately taken, and on appeal the higher court reversed the verdict and ordered a new trial on the ground that the question should have been answered.

At the second trial the same enquiry was propounded and elicited the information that Mary said nothing!

# "The Smile That Won't Come On"

They all wear it in some hotels. The moment you step in HOTEL LIVINGSTON you see the word WELCOME written across every

# 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.

# Electric Light "Heat Power

THE THREE
BRANCHES
OF THE
ELECTRICAL
INDUSTRY
WHICH

# Serve the { Home Merchant Manufacturer

ELECTRIC Illumination in the Home promotes health and cheerfulness.

- "Heat for household needs insures comfort and convenience.
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- "Illumination for the manufacturer increases his production with same facilities
- "Heat for Ovens, Soldering Irons, Glue Pots and numerous other factory appliances makes the workshop as comfortable as the home.
- " Power turns the wheels of industry toward Prosperity and Success.

# The Advantages of Electricity

will naturally extend its use **among all classes** and with the Proposed New Rates of the

# Grand-Rapids-Muskegon Power Company

all consumers will share the benefits



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City, and Owen Raymo, Wayne.

#### Dangers of the Rubber Nipple and Its Dummy.

The dangerous nature of the long rubber tube that connected the nipple with the bottle is now well known, but the danger of infection, due to difficulty of thoroughly cleansing, was not wholly escaped when the long tube was done away with, as Dr. Ernest Wende demonstrated most convincingly several years ago. The doctor found that rubber teats, after they had been in use for only a short time and their cleansing had been punctiliously attempted, teemed with micro-organisms, not only on the surface, but deep in the substance of the rubber.

But it seems that gastrointestinal disease is not all the evil that the rubber teat is capable of causing. In Paediatrics we find an abstract of a very interesting paper by Dr. Tom F. Pedley, of Rangoon. Dr. Pedley fully appreciates the dangers arising from bacterial contamination of the rubber teat, but his special purpose in this paper has been to set forth certain observations of his own which make it almost sure that the use of the rubber teat is apt to lead to certain deformities of the alveolar processes which result in an abnormal permanent denture that predisposes the child to dental disease and perhaps to adenoid disease in the pharynx, also to an irregular formation of the hard palate.

These results Dr. Pedley is inclined to ascribe to the faulty shape of the teat, whereby the child is forced to suck its milk instead of squeezing it into its mouth as it does from the "If," he says, "we mother's breast. have in the past given this matter a thought, we have come to the conclusion that Nature has especially and mercifully endowed the infant with great powers of suction. This is an error, for the muscles concerned should not be called upon to do much more than those of a man drinking from the hollow of his hand." He suggests as a substitute for the teat the end of a rubber finger stall large enough to cover a man's thumb, but he adds that a baby three months old can quite easily be taught to drink from a cup, and that no harm can result from a baby's drinking without sucking.

The trouble wrought by the rubber sinner; but not for his sins.

teat finds a powerful accessory cause, in Dr. Pedley's opinion, in the excessive employment of its dummy, the baby "comforter," or "pacifier," a rubber teatlike device for deluding the child into the feeling that it is receiving food and for enabling it to close its jaws on a soft substance.

#### Insinuations Are Dangerous.

A case occurred recently in England where the druggist had to pay \$500 in damages to a proprietary manufacturer, on a package of whose preparation he had attached the following sticker:

Caution: Sold without our recommendation or responsibility and supplied only upon this understanding.

In the course of the trial the druggist said that he preferred to push his own goods to those of others, but was practically compelled to keep articles which were advertised, there was "a demand for them from gullible public," on many which, as in the present instance, he made very little profit. He admitted that if an extra 21/2 per cent. discount, for which he had been contending, had been allowed, the caution label would not have been used.

It would be policy for druggists to exercise great care as to the method they adopt in belittling a preparation or in any way attempting to dis-No self-respecting courage its sale. pharmacist will sell anything that he knows is a fraud, but at the same time he has no right to injure an upright manufacturer's business even by insinuation, simply because he does not make the profit he thinks he should.

#### The Drug Market.

Opium-Is very firm at unchanged

Morphine-Is steady. Quinine-Is firm but unchanged. Cocoa Butter-Is very firm at the

ecent advance. Glycerine - Continues very firm with higher tendency.

Balsam Fir-Has advanced and is tending higher.

Oil Peppermint-Is steadily declining on account of marketing the new crop.

Oil Cloves-Has declined on ac count of lower price for the spice. Gum Camphor-Has again declin-

ed and is tending lower. Gum Aarabics-Are very firm and tending higher on account of small stocks.

Linseed Oil-Is very firm and tending higher on account of higher price for the seed.

#### Spanish Olive Oil Adulterated:

The increasing adulteration Spanish olive oil, particularly rape-seed oil, is the subject of strong complaints in Spain, and government interference is asked for. The flimsy suggestion is made that adulteration should be permitted where the oil is to be exported, on the ground that other countries permit such admixtures!

The man who thinks he is weighty because he is wordy usually is short weight when it comes to works.

The church is a shelter for the

The Tenure of the lobber Secure.

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

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

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

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

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

finds it necessary to keep everlastingly at it in order that it shall always be in good repair and work smoothly.

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

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

#### Her Condition.

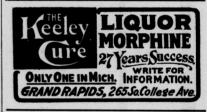
A widow, coy and sweet, was wooed by a bluff old sailor, who thought the world of her. But not trusting himself to make a direct proposal of marriage, he decided to speak to her in the metaphor of the sea.

"Kate," he said, "your boat is drifting down the sea of life, with no strong hand to steer it safely past the rocks. May I be your captain and sail it for you?"

"No, Jack," she answered, with an engaging blush, "but you may be my second mate if you like!"



YOUNG MEN WANTED — To learn the Veterinary Profession. Catalogue sent free. Address VETERINARY COLLEGE, Grand Rapids, Mich. L. L. Conkey, Prin.



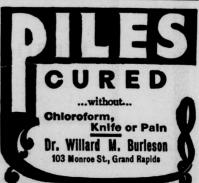
# POST CARDS

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New Year, Birthday and Fancy They are beautiful and prices are right.

The sale will be enormous. FRED BRUNDAGE

Wholesale Drugs Stationery and Holiday Goods 32-34 Western Ave. Muskegon, Mich.



Booklet free on application

### WHOLESALE DRUG PRICE CURRENT

WIIO	LLO	VI	LE DRUG PR	(ICE	CURRENT		
Aceticum	6@	8	Copaiba	5@1 85	Scillae Co	@	50
Aceticum Benzoicum, Ger Boracic	70@	75 17	Copaiba       1 75         Cubebae       1 35         Erigeron       2 39         Evechthitos       1 00         Gaultheria       2 50         Geranium       02         Gossippli       Sem gal       70         Hedeoma       4 00	5@2 50	Prunus virg	000	50 50
Boracic Carbolicum Citricum	26@ 3 65@	29 70	Gaultheria2 50 Geraniumoz	0 @ 4 00	Tinctures		
Hydrochlor Nitrocum Oxalicum	8@	10	Gossippii Sem gal 70 Hedeoma4 00	0@ 75 0@4 50	Anconitum Nap'sR Anconitum Nap'sF		50
Phosphorium, dil.	14@	15 15 47	Junipera 40 Lavendula 90	0@1 20 0@3 60	Aloes & Myrrh		60 50 60
Phosphorium, dil. Salicylicum Sulphuricum Tannicum	13/4 @	5 85	Gossippii Sem gal 77 Hedeoma 4 00 Junipera 4 00 Lavendula 90 Limons 2 77 Mentha Piper .2 00 Menta Verid 3 25 Morrhuae gal 66 Myrleia 3 00 Olive 1 00 Picis Liquida 10 Picis Liquida gal. Ricina 1 06	5@3 00 0@2 25	ASSTORTIGS		50 60
Tartaricum	38@	40	Morrhuae gal1 60	0@1 85	Atrope Belladonna Auranti Cortex Benzoin		50 60
Aqua, 18 deg Aqua, 20 deg Carbonas Chloridum	4@	6	Olive	0@3 00	Barosma		50 50
Carbonas	13@	8 15 14	Picis Liquida gal. Ricina1 06	@ 40 6@1 10	Cantharides Capsicum		75 50
Aniline a		.	Rosae oz6 50	@1 00 0@7 00	Cardamon Co	1	75 75 00
Black2 Brown2	80@1	00	Sabina 90	00 45	Castor Catechu Cinchona Cinchona Co.		50 50
Red2	50@3	00	Sassafras 90	00 95	Columbia		60 50
Cubebae Juniperus	22@	25	Tiglil 10 Thyme 40	001 20	Cassia Acutifol . Cassia Acutifol Co		50 50 50
Xanthoxylum		10 35	Picis Liquida gal.         Ricina       1 06         Rosmarini       1 06         Rosae oz.       6 56         Succini       40         Sabina       90         Santal       90         Sassafras       90         Sinapis, ess, oz.       110         Tiglii       1 10         Thyme       40         Thyme, opt       15         Theobromas       15	@1 60 5@ 20	Digitalis		50 50 35
Copaiba	75@	85	Potassium		Ferri Chloridum Gentian		50
Copaiba3 Peru3 Terabin, Calada	00@3 65@	25 70	Bi-Carb 15 Bichromate 13	5@ 18 3@ 15	Gentian Co Guiaca Guiaca ammon		60 50
Cortex	40@	45	Bromide 95	00	Hvoscvamus		60 50
Abies, Canadian. Cassiae Cinchona Flava	1	20	Carb         12           Chlorate         po. 12           Cyanide         30           Iodide         2 56           Potassa. Bitart pr         30           Potass Nitras opt         7           Potass Nitras opt         7	2@ 14	Iodine		50 75 75 50 50
		18	Potassa, Bitart pr 30	002 60	Myrrh		50 50
Myrica Cerifera Prunus Virgini Quillaia, gr'd Sassafraspo 25		20 15 12	Potass Nitras opt 7 Potass Nitras	50 8 80 26	Nux Vomica Opil Opil. camphorated		50 25
Sassafraspo 25 Ulmus		24 20	Sulphate po	15@18	Opil, deodorized	2	00
Extractum			Radix	0@ 25	Quassia Rhatany Khei		50 50
Glycyrrhiza Gla Glycyrrhiza, po	24@ 3 28@ 3	30	Althae 30	0 35	Sanguinaria		50
Haematox, 1s Haematox, ½s Haematox, ½s	13@	14	Anchusa 10 Arum po Calamus 20	@ 25 0@ 40	Serpentaria Stromonium Tolutan		60
	16@	17	Gentiana po 15 12 Glychrrhiza pv 15 16	200 15 600 18	Valerian Veratrum Veride		50
Carbonate Precip. Citrate and Quina	2	15	Gentiana po 15. 12 Glychrrhiza pv 15 16 Hydrastis, Canada Hydrastis, Can. po Hellebore, Alba. 12 Inula. po 15	@1 9° @2 00	Zingiber		60
Citrate Soluble		55	Hellebore, Alba. 12 Inula, po	200 15 800 29			35
Solut. Chloride Sulphate, com'l Sulphate, com'l, by bbl. per cwt Sulphate, pure		15 2	Iris plox 35 Jalapa, pr 25	5@ 40	Aether, Spts Nit 3f : Aether, Spts Nit 4f : Alumen, grd po 7 Annatto	34@	38
bbl. per cwt		70	Maranta. ¼s Podophyllum po. 15	@ 35 5@ 18	Annatto	40@	50
Flora		1	Rhei	5@1 00 0@1 25	Antifebrin	@	25 20
Arnica	40@	25 50	Spigella1 45	5@1 50	Argenti Nitras oz	@ @ 10@	58
Matricaria	30@ 3	35	Serpentaria 50	00 55	Arsenicum Balm Gilead buds Bismuth S N2	60@ 10@2	25
Barosma Cassia Acutifol,	40@	45	Serpentaria 50 Senega 85 Smilax, offi's H Scillae po 45 20 Symplocarpus	@ 48 @ 25	Calcium Chlor, 1s Calcium Chlor, 1s Calcium Chlor, 1/4s Cantharides, Rus, Cantharides, Rus,	000	10
Tinnevelly Cassia, Acutifol Salvia officinalis,	15@ 3 25@ 3	20	Scillae po 45 20 Symplocarpus	0@ 25	Cantharides, Rus. Capsici Fruc's af	@1	75
Salvia officinalis, ¼s and ½s Uva Ursi	18@	20	Valeriana Eng Valeriana, Ger 15 Zingiber a 15	5@ 20	Capsici Fruc's af Capsici Fruc's po Cap'i Fruc's B po	@	22 15
Gummi	8@	10	Zingiber j 25		Carmine, No. 40	25 70 00 4 50 70	27 25 55
Acacia, 1st pkd Acacia, 2nd pkd Acacia, 3rd pkd Acacia, sifted sts.	@	65 45	Semen	@ 16	Cera Flava	40@ 60@	42
Acacia, 3rd pkd Acacia, sifted sts.	@	35 18	Anisum po 20 Anium (gravel's) 13 Bird 1s	3@ 15 4@ 6	Cassia Fructus	@	35
Aloe Barb		65 25 25	Carui po 15 12 Cardamon 70	2 <i>m</i> 14	Centraria Cataceum	34@	35 54
Aloe, Cape Aloe, Socotri Ammoniac	55@	60	Cannabis Sativa 7	200 14 700 8 5001 00	Chloro'm Squibbs Chloral Hyd Crss 1	35@1 20@	60
Asafoetida	35@	40	Chenopodium 25	5@ 30	Chondrus Cinchonidine P-W	38@ 38@	48
Catechu, 1s	@	55 13 14	Foeniculum	@ 18 7@ 9	Corks list, less 75%	00.00	
Catechu, 1s Catechu, 1s Catechu, 1s Catechu, 1s Chuphorae Euphorbium Calbanum	20@1	25	Lini grd. bbl. 2%	4@ 6 3@ 6	Cretabbl 75	800	45
GalbanumGambogepo1 Gauiacumpo 35 Kino po 450	@1 25@1	0-	Phariaris Cana n	5@ 80 9@ 10 5@ 6	Creta, precip Creta, precip Creta, Rubra	9@	11
	CO :	TO I	Rapa	. 8 10 9@ 10	Cudbear		12
Masticpo 50 Opium7	@ 7	101	Spiritus		Dextrine Emery, all Nos. Emery, po Ergota po 65	@	10
Shellac Shellac, bleached	60@ 60@	(1)	Frumenti W D. 2 00	0@2 50 5@1 50	Ergotapo 65	60@	65
Tragacanth	70@1	00	Frumenti1 25 Juniperis Co O T 1 65 Juniperis Co1 75	5@3 50	Etner Sulph	70 <i>@</i> 12 <i>@</i>	80 15
Herba Absinthium	45@	60	Juniperis Co 1 78 Saccharum N E 1 96 Spt Vini Galli . 1 75 Vini Oporto 1 25 Vini Alba 1 25	0@2 10 5@6 50	Galla		30
Eupatorium oz pk		20 25	Vini Oporto1 25 Vini Alba1 25	5@2 00	Gelatin, Cooper	@	60
Majorium .oz pk Mentra Pip. oz pk Mentra Ver. oz pk Mentra Ver. oz pk Rue oz pk Tanacetum V Thymus V. oz pk		20 25 28 23 25 39	Sponges		Gelatin, French Glassware, fit boo 7		60
Rueoz pk		39 22	Florida sheeps' wool carriage3 00	0@3 50	Less than box 70% Glue, brown	11@	13
Thymus Voz pk		25	carriage3 00 Nassau sheeps' wool carriage3 50 Velvet extra sheeps'	0@3 75	Glue white	15@	25
Magnesia Calcined, Pat	55@	60	Wool, carriage	@2 00	Glycerina	@	25
Carbonate, Pat	18@ 2	20 20 20	Velvet extra sheeps' wool, carriage Extra yellow sheeps' wool carriage Grass sheeps' wool, carriage Hard, slate use Yellow Reef, for slate use	@1 25	Humulus	35@ @	
Carbonate	18@	20	carriage Hard, slate use	@1 25 @1 00	Hydrarg Ch Cor.	@	85
Oleum Absinthium4	90@5	00	Yellow Reef, for slate use	@1 40	Hydrarg Ox Ru'm Hydrarg Ammo'l	@1	10
Absinthium4 Amygdalae Dulc. Amygdalae, Ama 8	00@8	25	Syrups		Hydrarg Ungue'm ! Hydrargyrum	50@ @	60 75
Auranti Cortex2	75@2 8	85	Acacia Auranti Cortex	@ 50 @ 50	Ichthyobolla, Am.	90@1 75@1	00
Cajiputi	85@ S	90	Zingiher	@ 50	Iodine, Resubi3	85@3	90
Cajiputi	50@ S	90	Ipecac Ferri Iod Rhei Arom Smilax Offi's 50	Ø 50 Ø 50	Lupulin3 9	00@4	
Citronella	0000 1	U	Smilax Offi's 50 Senega Scillae	@ 50 @ 50	Lycopodium	70@	75
Conium Mac	80@ 9	U	bomac				. 0

Liquor Arsen et	Rubia Tinctorum 12@ 14	Vanilla 9 00@
Hydrarg Iod @ 25	Saccharum La's. 22@ 25	
Liq Potass Arsinit 10@ 12	Salacin 4 50@4 75	Oils
Magnesia, Sulph3@ 5	Sanguis Drac's 40@ 50	bbl. gal.
Magnesia, Sulph. bbl @ 11/2		Whale, winter 70@ 70
Mannia, S. F 45@ 50	7.0	Lard, extra 85@ 90
Menthol 2 90@3 00	Sapo, M 10@ 12	Lard, No. 1 60@ 65
Morphia, SP&W 3 45@3 70	Sapo, G @ 15	Linseed pure raw 40@ 43
	Seidlitz Mixture 20@ 22	Linseed, boiled41@ 44 Neat's-foot, w str 65@ 70
Morphia, SNYQ 3 45@3 70	Sinapis @ 18	Spts. Turpentine Market
Morphia, Mal3 45@3 70	Sinapis, opt @ 30	
Moschus Canton. @ 40		Paints bbl L.
Myristica, No. 1 25@	DeVoes @ 51	Red Venetian1% 2 @3
Nux Vomica po 15 @ 10 Os Sepia	Snuff, S'h DeVo's @ 51 Soda, Boras 9@ 11	
Pepsin Saac, H &	Soda, Boras, po 9@ 11	
P D Co @1 00	Soda et Pot's Tart 25@ 28	
Picis Liq N N 1/2	Soda, Carb11/2 @ 2	Vermilion, Prime
gal doz @2 00	Soda, Bi-Carb 3@ 5	American 13@ 15
Picis Liq qts @1 00		Vermillion, Eng. 75@ 80
Picis Liq. pints @ 60	Soda, Sulphas @ 2	
Pil Hydrarg po 80 @ 50 Piper Nigra po 22 @ 18	Spts. Cologne @2 60	
Pil Hydrarg po 80	Spts, Ether Co. 50@ 55 Spts, Myrcia Dom @2 00	Lead, red
Pix Burgum @ 8	Spts, Vini Rect bbl @	Whiting, white S'n @ 90
Plumbi Acet 12@ 15	Spts, Vi'i Rect ½ b @	Whiting Gilders' @ 95
Pulvis Ip'cet Opil 1 30@1 50	Spts. Vi'i R't 10 gl	White, Paris Am'r @1 25
Pyrethrum, bxs H	Spts, Vi'i R't 5 gal @	Whit'g Paris Eng.
& P D Co. doz. @ 75		
Pyrethrum, pv 20@ 25		
Quassiae 8@ 10 Quina, S P & W18@ 20	The state of the s	Varnishes
Quina, S Ger 18@ 28		No. 1 Turp Coach 1 10 1 20
Quina, N. Y 18@ 28	Thebromae600 75	Extra Turp1 60@1 70
		THE THE TOTAL TO

# Drugs

We are Importers and Jobbers of Drugs, Chemicals and Patent Medicines.

We are dealers in Paints, Oils and Varnishes.

We have a full line of Staple Druggists' Sundries.

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Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

# **GROCERY PRICE CURRENT**

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

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ndex to Markets	1	2
By Columns	ARCTIC AMMONIA	Oysters
Col	12 oz. ovals 2 doz. box75 AXLE GREASE	Cove, 1lb @1 05 Cove, 2lb @1 85 Cove, 1lb. Oval @1 20
mmonia 1	Frazer's  1tb. wood boxes, 4 dz. 3 00  1tb. tin boxes, 3 doz. 2 35	Plums Plums
	17b. wood boxes, 4 dz. 3 00 17b. tin boxes, 3 doz. 2 35 3½1b. tin boxes, 2 dz. 4 25 101b. pails, per doz6 00 151b. pails, per doz7 20 251b. pails, per doz12 00	Marrowfat 90@1 3 Early June 90@1 60 Early June Sifted 1 15@1 80
Baked Beans 1 Bath Brick 1	25tb. pails, per doz12 00 BAKED BEANS	Peaches
Brushes 1	1th con nor doz 00	Pie
Butter Color 1	2tb. can, per doz	Grated @2 50
Candles 1 Canned Goods 1	English 85	Pumpkin   84   60   60   60   60   60   60   60   6
Carbon Oils	Arctic	Fancy
heese	6 oz. ovals 3 doz. box \$ 40 16 oz. round 2 doz. box 75 Sawyer's Pepper Box	Standard @ Russian Caviar
Chewing Gum	Per Gross.  No. 3, 3 doz. wood bxs 4 00  No. 5, 3 doz. wood bxs 7 00	14 lb. cans
Clothes Lines	PPOOMS	Salmon
Cocoa Shells	No. 1 Carpet, 4 sew 2 75 No. 2 Carpet, 4 sew 2 40 No. 3 Carpet, 3 sew 2 25 No. 4 Carpet, 3 sew 2 10	Col'a River, talls 1 80@2 00 Col'a River, flats 2 10@2 20 Red Alaska 1 30@1 4 Pink Alaska @1 00
Confections		Pink Alaska @1 00
Cream Tartar	Common Whisk         90           Fancy Whisk         1 25           Warehouse         3 00	Domestic, ¼s3½@ 3¾ Domestic, ½s @ 5
Dried Fruits 4	BRUSHES Scrub	California, ¼s11 @14 California, ½s17 @24
Farinaceous Goods 5 Fish and Oysters 10	Solid Back 8 in	Domestic, ¼s 3½@ 3¾ Domestic, ½s
Fish and Oysters Fishing Tackle Flavoring extracts Fresh Meats	Stove	Standard1 20@1 40
	Stove   No. 3	Succotash Fair8
Gelatine	1 Snoe	Fair
Grains and Flour 5	No. 8     1 00       No. 7     1 30       No. 4     1 70       No. 3     1 90	Strawberries           Standard         1 05           Fancy         1 40@2 00
Herbs 6 Hides and Pelts 10	BUTTER COLOR W., R & Co.'s, 15c size 1 25 W., R & Co.'s. 25c size 2 00	Tomatoes
Hides and Petts	CANDLES	Good @1 20
	Paraffine, 6s       10         Paraffine, 12s       10         Wicking       20	CARBON OILS
felly	CANNED GOODS	Perfection @10; Water White @10
Licorice	Apples 31b. Standards1 10 Gallon	D. S. Gasoline @17 Gas Machine @24
Meat Extracts	Blackberries	Deodor'd Nap'a @14 Cylinder29 @34 <sup>1</sup> /
Mince Meat		Engine
N	Baked	Breakfast Foods
Nuts	Wax	Cream of Wheat 36 2lb 4 5 Egg-O-See, 36 pkgs. 2 8 Excello Flakes, 36 lb. 4 5 Excello, large pkgs. 4 5 Force, 36 2 lb. 4 5 Grape Nuts, 2 doz. 2 7 Malta Ceres, 24 1lb. 2 4 Malta Vita, 36 llb. 2 8 Mapl-Flake, 36 llb. 4 6 Pillsbury's Vitos, 3 doz 4 2 Kalston, 36 2lb. 4 5 Sunlight Flakes, 36 llb. 4 5 Sunlight Flakes, 20 lgs 4 6 Vigor, 36 pkgs. 2 7 Voigt Cream Flakes 4 5 Zest, 26 2 2lb. 4 1 Zest, 36 small pkgs. 2 7 Crescent Flakes
Olives		Excello Flakes, 36 lb. 4 b Excello, large pkgs4 5 Force 36 2 th
Pipes	Brook Trout 21b. cans, spiced1 90	Grape Nuts, 2 doz2 7 Malta Ceres, 24 11b2 4
Pipes	Clams Little Neck, 11b. 1 00@1 25 Little Neck, 21b. @1 50	Malta Vita, 36 1tb2 8 Mapl-Flake, 36 1tb4 0
Provisions	Clam Bouilion	Ralston, 36 2lb4 5 Sunlight Flakes, 36 1lb. 2 8
Rice 1	Clam Bouilion   Burnham's ½ pt 1 90   Burnham's pts 3 60   Burnham's qts 7 20	Sunlight Flakes, 20 lgs 4 0 Vigor, 36 pkgs2 7
Salad Dressing	Red Standards 1 30@1 50	Voigt Cream Flakes4 5 Zest, 20 2lb4 1 Zest 26 small pkgs 2
Sal Soda	Corn	Crescent Flakes One case
Salt Figh 7	Fair	One case free with te
Seeds Shoe Blacking	French Peas Sur Extra Fine22	Cases. One-half case free wit
Soda	Extra Fine	One-fourth case free wit 23/4 cases.
Spices Starch Syrups	Moyen11 Gooseberries	Freight allowed.  Rolled Oats
Syrups	Standard	Steel Cut, 100 lb. sks. 3 3 Monarch, bbl6
Tea	Standard	Steel Cut, 100 fb. sks. 3 3 Monarch, bbl 6 5 Monarch, 90 lb. sacks 3 1 Quaker, 18-2 1 5 Quaker, 20-5 4 2 Cracked Wheat
Twine	Picnic Talls	Quaker, 20-5
Vinegar 1	Mustard 1th 80	24 2 %. packages 2 5
Wicking	Mustard, 21b 2 80 Soused, 1½ 1b 1 80 Soused, 21b 2 80	Columbia, 25 pts4 1 snider's pints 2 2
Woodenware	Tomato, 11b	CHEESE
Y Yeast Cake 16	Mushrooms Hotels19@ 20 Buttons24@ 25	Acme @141

3	4
	Cracknels \
Gem	Coffee Cake, pl. or ice Cocoanut Taffy
Emblem @15 Gem @15 Ideal @14 Jersey @14½ Riverside @14½ Springdale @13½ Warner's 15 Brick @16	Cocoanut Bar Cocoanut Drops Cocoanut Honey Cak Cocoanut Hon. Finge Cocoanut Macaroons
Warner's 15 Brick @16	Cocoanut Hon. Finge Cocoanut Macaroons
Leiden	Dandelion Dixie Cookie Frosted Cream Frosted Honey Cake Fluted Cocoanut Fruit Tarts Clinger Gems
Sap Sago @22 Swiss, domestic @16	Frosted Honey Cake Fluted Cocoanut
Sap Sago @22 Swiss, domestic @16 Swiss, imported @20 CHEWING GUM American Flag Spruce 50 Beeman's Pepsin 55 Best Pepsin 45 Best Pepsin 55 Best Pepsin 55 Largest Gum Made 55 Sen Sen 55 Sen Sen Pepsin 55 Sen Sen Freath Per'f 1 00 Sugar Loaf 55 Yucatan 55 Bulk CHICORY Bulk	Ginger Gems
Beeman's Pepsin 55 Adams Pepsin 55	Graham Crackers Ginger Nuts Ginger Snaps, N. B.
Best Pepsin 45 Best Pepsin 5 boxes 2 00 Black Jack	Hippodrome Honey Cake, N. B. G. Honey Fingers, As. I. Honey Jumbles
Largest Gum Made 55 Sen Sen 55	Honey Jumbles Household Cookies . Household Cookies Io
Sen Sen Breath Per'f 1 00 Sugar Loaf 55 Vucatan 55	Household Cookies Ic Iced Honey Crumpet
Bulk	Imperial
Bulk Red Eagle 5 Franck's 7 Schener's 6	Island Picnic Jersey Lunch Kream Klips
CHOCOLATE	Lem Yem
German Sweet 24	Lem Yem Lemon Gems Lemon Biscuit, Squa Lemon Wafer
Caracas	Mary Ann
Premium, 48 33	Mary Ann Marshmallow Walnu Mariner Molasses Cakes
Cleveland	Mixed Picnic
Colonial, 1/28 35 Colonial, 1/28 38 Epps 42	Newton
Epps 42 Huyler 45	Own non Come
Huyler 45 Lowney ½8 41 Lowney, ½8 40 Lowney, ½8 39 Lowney, 18 39 Van Houten, ½8 12 Van Houten, ½8 20 Van Houten, ½8 40 Van Houten, 18 72 Webb 29	Penny Cakes, Assort Pretzels, Hand Md Pretzelettes, Hand M Pretzelettes, Mac. M
Van Houten, 1/8 12	Pretzelettes, Hand I Pretzelettes, Mac. M Raisin Cookies Revere, Assorted
Van Houten, ½s 40 Van Houten, 1s 72	Revere, Assorted Rube Scotch Style Cookies
Wilbur, 1/2s 39	Charm Charme
	Sugar Fingers Sugar Gems Sultana Fruit Biscul Spiced Gingers Spiced Gingers Iced Sugar Cakes Sugar Squares, large
COCOANUT   Dunham's ½s & ¼s 26½   Dunham's ¼s	Spiced Gingers Spiced Gingers Iced
COCOA SHELLS	Sugar Squares, large small
201b. bags	small Superba Sponge Lady Finger Sugar Crimp Vanilla Wafers
COFFEE	
Rio   131½   Fair   14½   Choice   16½   Fancy   20   Santos   131½   Chommon   131½   Choice   16½   Choice   1	In-er Seal Good
Choice	Albert Biscuit
Common	Animals Butter Thin Biscuit Butter Wafers Cheese Sandwich Cocoanut Dainties Faust Oyster Fig. Newton
Choice	Cheese Sandwich Cocoanut Dainties .
Peaberry Maracaibo	Five O'clock Tee
Mexican	Ginger Snaps, N. B.
Choice	Lemon Snap Oatmeal Crackers
Choice	Oysterettes Old Time Sugar Cor Pretzelettes, Hd Md Royal Toast
African	Royal Toast
O. G	Saratoga Flakes Social Tea Biscuit.
Mocha Arabian21	Soda, Select Sultana Fruit Biscu
New York Basis Arbuckle16 00	Uneeda Biscuit Uneeda Jinjer Wayi Uneeda Milk Biscuit
Package   New York Basis   Arbuckle   16 00   16 70   17 70   17 70   17 70   17 70   18 70	Royal Toast Saitine Saratoga Flakes Social Tea Biscult Soda, N. B. C. Soda, Select Sultana Fruit Biscu Uneeda Biscuit Uneeda Milk Biscuit Vanilla Wafers Water Thin Zu Zu Ginger Snap Zwieback
McLaughlin's XXXX	Zu Zu Ginger Snap Zwieback
McLaughlin's XXXX McLaughlin's XXXX sold to retailers only. Mail al orders direct to W. F. McLaughlin & Co., Chica-	Barrels or drums
80.	Fancy caddies
Extract Holland, ½ gro boxes 9: Felix, ½ gross	DRIED REUIT
Hummel's foil, ½ gro. 85 Hummel's tin, ½ gro. 1 45	Apples Sundried 9
CRACKERS National Biscuit Company Brand	California
Seymour. Round 6	California Prur 100-125 25tb. boxes.
Coda (	80- 90 251b. boxes 70- 80 251b. boxes
Select Soda 8	60- 70 251b. boxes
Zephyrette13 Oyster	100-125 251b. boxes. 90-100 251b. boxes. 80-90 251b. boxes. 70-80 251b. boxes 60-70 251b. boxes 50-60 251b. boxes 40-50 251b. boxes 30-40 251b. boxes
N. B. C., Round 6 Gem	Corsican
Sweet Goods. Boxes and can	Currants Imp'd 1 lb. pkg
Boxes and can Animals	Imported bulk
Cartwheels 8 Currant Fruit Biscuit 10	Lemon American Orange American

4	5
Cracknels	London Layers, 3 or
Cocoanut Bar10 Cocoanut Drops12	London Layers, 3 cr London Layers, 4 cr Cluster, 5 crown Loose Muscatels, 2 cr
Coffee Cake, pl. or iced 10 Cocoanut Taffy	Loose Muscatels, 3 cr Loose Muscatels, 4 cr 10 Loose Muscatels, 4 cr 10 Lose Muscatels, 4 cr 10 Lose Muscatels, 4 cr 10 Seeded 1 lb. 14½@15
Dandelion 10 Dixie Cookie 9 Frosted Cream 8 Frosted Honey Cake 12 Fluted Coccanut 10	
Frosted Honey Cake 12 Fluted Cocoanut10	Sultanas, package @12 FARINAGEOUS GOODS
Fluted Cocoanut 10 Fruit Tarts 12 Ginger Gems 8 Graham Crackers 8	Beans   Dried Lima   6½   Med. Hd. Pk'd   2 00   Brown Helland   2 00
Graham Crackers 8 Gringer Nuts 10 Gringer Snaps, N. B. C. 7 Hippodrome 10	Farina 24 1th packages 1 77
Ginger Shaps, N. B. C. 10 Hippodrome	
Household Cookies 8 Household Cookies Iced 8	Flake, 50fb, sack 1 00 Pearl, 200fb, sack 3 70 Pearl, 100fb, sack 1 85 Maccaroni and Vermicelli Domestic, 10fb, box 60 Imported, 25fb, box. 2 50
Iced Honey Crumpets 10 Imperial	Maccaroni and Vermicelli Domestic, 10th. box 60
Iced Honey Jumbles12 Island Picnic11 Jersey Lunch 8	
158	Common         3 75           Chester         3 75           Empire         4 35
Lemon Biscuit, Square 8 Lemon Wafer16	Peas Green, Wisconsin, bu. 2 15 Green, Scotch, bu
Mary Ann 8 Marshmallow Walnuts 16	
Mariner	East India 61/2 German, sacks 7 German, broken pkg
Mary Ann	Tapioca Flake, 110 lb. sacks 7 Pearl, 130 lb. sacks 6½ Pearl, 24 lb. pkgs 7¾
Newton         12           Nic Nacs         8           Oatmeal Crackers         8           Orange Gems         8           Oval Sugar Cakes         8           Papping Cakes         8           Assorted         8	Pearl, 24 fb. pkgs7% FLAVORING EXTRACTS
Orange Gems 8 Oval Sugar Cakes 8 Penny Cakes, Assorted 8	FLAVORING EXTRACTS Foote & Jenks Coleman's Van. Lem. 2 oz. Panel 120 75
Penny Cakes, Assorted 8 Pretzels, Hand Md 8 Pretzelettes, Hand Md. 8 Pretzelettes, Mac. Md. 7½	Coleman's Van. Lem. 2 oz. Panel 1 20 75 3 oz. Taper 2 00 1 60 No. 4 Rich. Blake 2 00 1 50
Revere, Assorted14	Terpeneless Ext. Lemon
Rube	No. 2 Panel 75 No. 4 Panel 1 50 No. 6 Panel 2 00 Toper Panel 1 50 2 oz. Full Meas. 1 20 4 oz. Full Meas. 2 25
Scotch Style Cookles 10 Snow Creams	Toper Panel
Spiced Gingers 9 Spiced Gingers Iced10 Sugar Cakes 8	Jennings D C Brand Extract Vanilla
Sugar Squares, large or small	No. 2 Panel
small 8 Superba 8 Sponge Lady Fingers 25 Sugar Crimp 8 Vanilla Wafers 16	No. 6 Panel
Vanilla Wafers16 Waverly	No. 2 Panel
	No. 2 Assorted Flavors 1 00 GRAIN BAGS Amoskeag, 100 in bale 19 Amoskeag, less than bl 19½
In-er Seal Goods   Per doz. Albert Biscuit   1 00 Animals   1 00 Butter Thin Biscuit   1 00 Butter Wafers   1 00 Cheese Sandwich   1 00 Cocanut Dainties   1 00 Fig Newton   1 00 Ginger Snaps, N. B. C. 1 00 Graham Crackers   1 00 Lemon Snap   50	Amoskeag, less than bl 191/2 GRAIN AND FLOUR
Butter Wafers 1 00 Cheese Sandwich 1 00 Cocoanut Dainties 1 00	GRAIN AND FLOUR Wheat New No. 1 White 91 New No. 2 Red 92
Faust Oyster 1 00 Fig Newton 1 00	Winter Wheat Flour Local Brands
Frotana 1 00 Ginger Snaps, N. B. C. 1 00	Patents 4 95 Second Patents 4 70 Straight 4 40 Second Straight 4 25 Clear 3 80 Subject to usual cash discount
Graham Crackers 1 00 Lemon Snap 50 Oatmeal Crackers 1 00	Second Straight 4 25 Clear 3 80
Oatmeal Crackers 1 00 Oysterettes 50 Old Time Sugar Cook 1 00 Pretzelettes, Hd Md. 1 00 Royal Toast 1 00 Saltine 1 00 Saratoga Flakes 1 50 Social Tea Biscuit 1 00 Soda, N. B. C. 1 00 Soda, Select 1 00 Soda, Select 1 00 Sultana Fruit Biscuit 1 50 Uneeda Biscuit 50 Uneeda Milk Biscuit 50 Vanilla Wafers 1 00 Zu Zu Ginger Snaps 50 Zwieback 1 00	Subject to usual cash discount.  Flour in barrels, 25c per
Royal Toast 1 00 Saltine 1 00	barrel additional. Worden Grocer Co.'s Brand Quaker, paper
Social Tea Biscuit1 00 Soda, N. B. C 1 00	Quaker, cloth
Soda, Select 1 00 Sultana Fruit Biscuit 1 50 Uneeda Biscuit 50	Eclipse
Uneeda Jinjer Wayfer 1 00 Uneeda Milk Biscuit 50 Vanilla Wafers	Fanchon, 1/8s cloth5 35 Grand Rapids Grain & Mill- ing Co. Brands.
Water Thin 1 00 Zu Zu Ginger Snaps 50	Wizard, assorted 4 30 Graham 4 25
CHEAM IARIAN	
Barrels or drums         29           Boxes         30           Square cans         32           Fancy caddies         35	Golden Horn, family. 5 35
DOIED DEILITS	Wisconsin Rye
Apples Sundried 9½@10	Wisconsin Rye
Apricots California22@24	Wingold 1/2 Brand
O-He-mis Downer	Wingold, ½s
100-125 251b. boxes. @ 6 90-100 251b. boxes. @ 6 80-90 251b. boxes. @ 6 70-80 251b. boxes. @ 7 60-70 251b. boxes. @ 7 50-60 251b. boxes. @ 8 40-50 251b. boxes. @ 8 30-40 251b. boxes. @ 9 14c less in 50tb. cases.	Best, ½s cloth 5 60 2 Best, ½s cloth 5 50 Best, ½s cloth 5 50 Best, ½s cloth 5 40 Best, ½s paper 5 40 Best, ½s paper 5 40 Best, ½s paper 5 50 Best, wood 5 70
60-70 251b. boxes@ 7½ 50-60 251b. boxes@ 8 40-50 251b. boxes@ 8	Best, 1/8s paper 5 40 Best, 1/4s paper 5 40
30- 40 25 b. boxes. @ 9% 1/4 c less in 50 b. cases	Best, wood
Corsican @18	Laurel, ¼s cloth5 60 Laurel, ¼s&i/s paper 5 50
Imp'd 1 lb. pkg @ 93 Imported bulk @ 93	Wykes & Co. Sleepy Eye 1/8 cloth6 00
Peel	Sleepy Eye, ½s cloth5 80 Sleepy Eye, ½s paper5
Lemon American13 Orange American14	Sleepy Eye, 4s paper5 80

Company   Comp	6	7	8	9	10	11
Compared Action   Compared   Compared   Compared Action   Compar	Bolted3 20 Golden Granulated3 35	Bologna 61/2	Scotch, in bladders37 Maccaboy, in jars35	Moyune, medium30 Moyune, choice32	Round head, 5 gross by 55	Stick Candy Dalla
Winter   March   19   10   10   10   10   10   10   10	No. 1 Corn and Oats 28 Corn, crackedN26 50 Corn Meal, coarse26 50	Pork 8   Veal 7   Tongue 7	J. S. Kirk & Co	Pingsuey, medium30 Pingsuey, choice30	Egg Crates and Fillers. Humpty Dumpty, 12 doz. 20 No. 1 complete 40	Standard Twist 8½
March   Marc	Winter Wheat Bran 24 00 Winter Wheat Mid'ng 26 00 Cow Feed	Beef Extra Mess 9 75	Dusky Diamond, 50 8 oz2 80 Dusky D'nd, 100 6 oz. 3 80	Choice30	Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15	Extra H H
Dereite and service of the control o	Wykes & Co.	Rump, new	Savon Imperial3 50	Oolong Formosa, fancy42 Amoy, medium25	Cork, lined, 8 in 70 Cork lined, 9 in 80	Mixed Candy
Dereite and service of the control o	Gluten Feed         28 50           Malt Sprougs         23 00           Breewrs Grains         26 50	1/4     bbls., 40 lbs.     1 85       1/2     bbls.     3 20       1     bbl.     7 75	Satinet, oval	English Breakfast Medium20	Mop Sticks Trojan spring 90	Special 71/
Dec	Dried Reet Puln 17 50	Kits, 15 lbs	Ivory, 6 oz	Fancy40	No. 1 common 80 No. 2 pat, brush holder 85 121b. cotton mop heads 1 40	Rippon 10
Sect.	Carlots	Hogs, per 1b 28 Beef, rounds, set 16	Acme, 70 bars3 60	TOBACCO Fine Cut	Palls 2-hoop Standard2 15	Kindergarten 10 Bon Ton Cream 9
December   1995   Common   1	No. 1 timothy car lots 14 00	Uncolored Butterine	Acme, 25 bars4 00 Acme, 100 cakes3 50	Cadillac	3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45	Star
Description	HERBS Sage			Pay Car	Fibre	O F Horehound Drop 10 Fancy—in Pails
The path prop of the path of	Senna Leaves 25 HORSE RADISH	Roast beef, 2 fb 2 40 Roast beef, 1 fb 1 30 Potted ham, ¼s 45	Good Cheer	Tiger40	Hardwood       2 50         Softwood       2 75         Banquet       1 50	Coco Bon Bons12 Fudge Squares13
Proceedings   Process	5 lb. pails, per doz2 15 lb. pails, per pail55	Deviled ham, ¼s 45 Deviled ham, ½s 35	Snow Boy4 00 Gold Dust, 24 large4 50	Palo35 Hiawatha41	Traps Mouse, wood, 2 holes, 22	Sugared Peanuts11 Salted Peanuts13 Starlight Kisses11
Special Common	30 lb. pails, per pail98 LICORICE Pure	Potted tongue, ½s 85	Kirkoline, 24,41b 3 80   Pearline	Battle Ax	Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65	Lozenges, plain 9½ Lozenges, printed 10
MACT EXTRACTS  MACT EXTRACTS  ATTOURY & Or	Sicily 14 Root 11	Japan	Babbitt's 1776	Spear Head, 7 oz47           Spear Head, 14% oz. 44           Nobby Twist55	Rat, spring 75	Eclipse Chocolates14 Eureka Chocolates14
Section   Column	C. D. Crittenden Co. Noiseless Tip4 50@4 75	Columbia, ½ pint2 25 Columbia, 1 pint4 00	Soap Compounds	Old Honesty	16-in. Standard, No. 3 6 75	Champion Gum Drops 8½ Moss Drops 9 Lemon Sours 10
Emile   Month   March   Marc	Armour's, 4 oz 8 20 Liebig's Chicago, 2 oz. 2 25	Snider's small, 2 doz. 1 35	Rub-No-More3 35	Boot Jack80 Honey Dip Twist40	16-in. Cable No. 37 25	Ital. Cream Opera12 Ital. Cream Bon Bons 11
Condoc   50   Chapter   20   Supplies   20   S	Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES	Packed 60 fbs. in box. Arm and Hammer3 15	Enoch Morgan's Sons. Sapolio, gross lots9 00	Cadillac	Wash Boards	Old Fashioned Molasses Kisses, 10th, box 1 20 Orange Jellies
Score   Scor	Choice	Emblem	Sapolio, single boxes. 2 25 Sapolio, hand 2 25	Great Navy36	Dewey	Old Fashioned Hore- hound drops10
No.   1	Good 22 Half barrels 2c extra	Granulated, bbls 85	SODA	Flat Car32 Warpath26	Double Peerless	Peppermint Drops10 Chocolate Drops65 H. M. Choc. Drops90
Bulk, 1 gal, kegs. 65   25 105; b. sacks. 25   10		Lump, bbls	Kegs, Engilsh434	I X L, 5tb	Universal	Bitter Sweets, as'td 1 15 Brilliant Gums, Crys, 60
Sample   S	Bulk, 1 gal. kegs1 65	100 3 lb. sacks 2 10	Red Letter 90	Chips	12 in	A. A. Licorice Drops90 Lozenges, plain55 Lozenges, printed55
Stuffed, 5 oz	Queen, pints 2 50	56 lb. sacks 30	Cassia, China in mats. 12 Cassia, Canton 16	Duke's Mixture40 Duke's Cameo43	Wood Bowls 13 in. Butter	Mottoes
Stuffed   Portion   2	Queen, 28 oz	Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20	Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55	Cream	17 in. Butter	Hand Made Cr'ms .80@90 Cream Buttons 65 String Rock 60 Wintergroom Parsies 60
PICKLES   SAL FISH	PIPES Clay No. 216 per box 1 25	Solar Rock 56 lb. sacks 24	Cloves, Zanzibar 20 Mace 55 Nutmegs, 75-80 45	Corn Cake, 11b	Common straw 134 Fibre Manila, white 234	Old Time Assorted2 75 Buster Brown Goodies 3 50 Up-to-date Asstmt3 75
Half bbls., 200 count 4 5 5 mail white bls., 1,200 count 5 7 5 mail white bls., 1,200 count 5 mail white bls., 1,200 count 5 7 5 mail white bls., 1,200 count 5 mail white bl	PICKLES Medium	SALT FISH	Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15	Air Brake36 Cant Hook 30	Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3	Ten Strike No. 16 50 Ten Strike No. 26 00 Ten Strike, Summer as-
Strips   13	Half bbls., 600 count4 50	Large whole @ 7 Small whole @ 6½ Strips or bricks7½@10½	Pepper, shot 17 Pure Ground in Bulk	Country Club32-34 Forex-XXXX30 Good Indian25	Wax Butter, short c'nt. 13 Wax Butter, full count 20 Wax Butter, rolls 15	Scientific Ass't18 00  Pop Corn Dandy Smack 24s 65
No. 52 Rover enameled 1 50 No. 535 Royel chain mid 2 10 No. 535 Royel chain mid 2 10 No. 588 Ricycle 2 00 No. 589 Ricycle 2 00 No. 580 Ricycle 2 00 No. 580 Ricycle 2 00 No. 580 Ricycle 2 00 No. 581 Royel 2 00 No. 582 Royel 2 00 No. 583 Ricycle 2 00 No. 584 Royel 2 00 No. 585 Royel 2 00 No. 585 Royel 2 00 No. 586 Royel 2 00 No. 587 Royel 2 00 No. 588 Ricycle 2 00 No. 1	PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 25	Halibut Strips	Cassia, Bataviva 28 Cassia, Saigon 55 Cloves, Zanzibar 24	Silver Foam	Magic, 3 doz	Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50
POTASH   Cans in case   Sabbitt's	No. 572, Special 75 No. 98 Golf, satin finish 2 00	Holland Herring White Hoop, bbls11 00	Ginger, African 15 Ginger, Cochin 18 Ginger, Jamaica 25	Cotton, 3 ply26	Yeast Foam, 3 doz 15 Yeast Cream, 3 doz 100	Cracker Jack 3 25 Checkers, 5c pkg case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5
Provisions   Pro	POTASH 48 cans in case	White Hoop, keg 65@ 75 White Hoop mchs. 85 Norwegian	Mustard	Jute, 2 ply       14         Hemp, 6 ply       13         Flax, medium N       24	FRESH FISH Per 1b.	per box
No.   1, 100lbs.   7 50	Penna Salt Co.'s3 00 PROVISIONS	Scaled	STARCH 20	VINEGAR Malt White, Wine, 40 gr 9	Whitefish, No. 1	Putnam Menthol1 00
Short Cut Clear   17 50   Bean     16 00   Brisket, Clear   19 00   Prisket, Clear   19 00   P	Mess	No. 1, 100lbs	11b. packages4@5 31b. packages	Pure Cider, B & B14 Pure Cider, Robinson 13	Ciscoes or Herring 7   Bluefish 15   Live Lobster 25	NUTS-Whole Almonds, Tarragona18
No. 1, 1 tollbs.	Short Cut Clear17 50 Bean16 00 Brisket, Clear19 00	Mackerel Mess, 100lbs 15 00 Mess 40lbs 6 20	Barrels@314 Common Corn	No. 0 per gross30	Cod	Almonds, California sft.
Bellies	Clear Family16 00 Dry Salt Meats	Mess, 10tbs 1 65 Mess, 8tbs 1 35 No. 1, 100tbs	SYRUPS	No. 2 per gross50 No. 3 per gross75 WOODENWARE	Perch, dressed 8 Smoked, White 121/4	Walnuts, soft shelled @16
Hams, 14 lb, average. 13½ Hams, 16 lb, average. 13½ Hams, 18 lb. average. 12 hold. Average	Bellies	No. 1, 8lbs	Barrels	Bushels	Chinook Salmon16 Mackerel17	Table nuts, fancy@15 Pecans, Med@16 Pecans, ex. large@18
Ham, dried beef sets. 15   California Hams	Hams, 12 lb. average. 13½ Hams, 14 lb. average. 13½ Hams, 16 lb. average. 13½ Hams, 18 lb. average. 13½	No. 1, No. 2 Fam 100tb	5 b. cans 2 dz. in cs. 1 95 2½ b. cans 2 dz. in cs 2 00	Splint, medium3 00 Splint, small2 75	Green No. 1 81/2	Hickory Nuts per hu
Mince Ham	California Hams	Anise 10	Fair	Willow, Clothes, me'm 7 25 Willow, Clothes, small 6 25	Cured No. 1 9 Cured No. 2 9 Calfskin, green, No. 1 12	State, per bu
Compound	Boiled Ham21 Berlin Ham, pressed 8½	Canary, Smyrna 4½ Caraway 10 Cardamom, Malabar 1 00	Japan Sndried medium 24	51b. size, 12 in case 63	Calfskin, cured No. 1 13½ Calfskin, cured No. 2 12	Spanish Peanuts9@10 Pecan Halves @75 Walnut Halves @32
80 lb. tubsadvance   1/8   Poppy   9   Regular, fancy	Compound 9	Mixed Bird 4 Mustard, white 91/6	Regular, medium24	Butter Plates No. 1 Oval, 250 in crate 35	Old Wool 30@ 50	Jordan Almonds @47
10 ib. pailsadvance 7/8 Handy Box, small 1 25 Nibs 22@24 Barrel, 5 gal., each 2 40 Unwashed, med @26 Choice, H. P. Jumbo @97/4 Barrel, 10 gal., each 2 50 Unwashed, med @26 Choice, H. P. Jumbo @97/4	80 lb. tubsadvance 1/8 60 lb. tubsadvance 1/8 50 lb. tinsavandce 1/4	Poppy 9	Regular, fancy36 Basket-fired, medium 31 Basket-fired, choice38 Basket-fired, fancy 42	No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60	Tallow No. 1 @ 5 No. 2 @ 4	Fancy H. P. Suns 71/4 @ 73/4
5 ID. Palisadvance I Miller's Crown Polish 55 Familiags	10 lb. pailsadvance %	Handy Box, Small1 25	Nibs	Barrel, 5 gal., each2 40 Barrel, 10 gal., each2 55 Barrel, 15 gal., each2 70	Unwashed, med@26 Unwashed, fine@21	Choice, H. P. Jumbo @944 Choice, H. P. Jumbo Roasted@1014

# Special Price Current



ASE	Mutton
	Carcass @ 9½ Lambs 13½ Spring Lambs @14
9	Veal Carcass 6 @ 8%
	CLOTHES LINES
-	Sisal
75 9 00	r0ft. 3 thread. extra1 00 72ft. 3 thread. extra1 40 90ft. 3 thread. extra1 70 60ft. 6 thread. extra1 29 72ft. 6 thread. extra
.55 6 00	Jute
DER	60ft. 75 72ft. 90 90ft. 105 120ft. 150
size 90	Cotton Victor
cans 1 35	50ft 1 10 60ft 1 35 70ft 1 60
cans 2 50	Cotton Windsor
cans 3 75	50ft
cans 4 80	70ft1 80
ans 13 00	80ft 2 00
eans 21 50	Cotton Braided 40ft. 95 50ft. 1 85 60ft. 1 66



Galvanized Wire
No. 20. each 100ft. long 1 90
No. 19. each 100ft. long 2 10
COFFEE

	White House, 17b
	White House, 21b
	Excelsior, M & J. 11b
	Excelsior, M & J. 210
1	Tip Top. M & J. 11b
1	Royal Java
5	Royal Java and Mocha
3 2 2	Java and Mocha Blend
2	Boston Combination
,	Distributed by Judson
	Grocer Co., Grand Rapids
	Lee, Cady & Smart, De-
5	troit: Symons Bros. & Co.
5	Saginaw; Brown, Davis &
	Warner, Jackson; Gods-
5	mark, Durand & Co., Bat-
5	tle Creek; Fielbach Co.
5	Toledo.
5	
U	Peerless Evap'd Cream 4 00

(U)			
B	AKEI	32	4
	لكاناة		3
	OAN		
3	VAN	3	

Butts

Franklin Baker Co	No. 6, 15 feet No. 7, 15 feet		
	No. 8, 15 feet		
	No. 9, 15 feet		
70 14 lb. pkg. per case 2 60 85 14 lb. pkg. per case 2 60	Linen		
\$8 % Tb. pkg. per care 2 60 16 % Tb. pkg. per case 2 60	Small Medium		
FRESH MEATS	Large		
Beef	Pel		
Carcass .5½ @ 9 Hindquarters .7½ @ 10 Leins .8 @ 14 Rounds .7@ 8	Bamboo, 14 ft Bamboo, 16 ft Bamboo, 18 ft		
Chucks 5 @ 6½ Plates @ 5 Livers 8	GELA Cox's, 1 doz.		
	Knox's Sparkl		

Plymouth Rock ......1 26



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Thirty-five sizes and styles 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 Repids 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 26 100 cakes, small size. 3 85 50 cakes, small size. 1 95 Tradesman's Co's Brand



Diack	nawn.	one	DUA		00
Black	Hawk,	five	bxs	2	40
Black	Hawk,	ten	bxs	2	25
т	ABLE	SAU	CES		
Halfor	d, large			.3	75
Halfor	d, smal	n		. 2	25

Use

Tradesman

Coupon

**Books** 

Made by

Tradesman Company

Grand Rapide Mich

# FINE



be so popular with your customers for the reason that nothing else is so useful. No housekeeper ever has too many. They are a constant reminder of the generosity and thoughtfulness of the giver.

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# TRADESMAN COMPANY

GRAND RAPIDS, MICH.

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Mich. 178

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Chyology written literature. 177

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Bureau of Research, 618 E. St. 176
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Every merchant, home owner, church, business college, etc., should use a "Big 3" gas plant for lighting, heating and cooking. Agents wanted. "Big 3" Gas Co., Sycamore, Ill. 175
Wanted—Good location for drug store or purchase established business. Address No. 174, care Michigan Tradesman. 174

For Sale—Paying coal and wood business. Best location in Jackson, Michigan, on Michigan Central railroad. Sales past three years, over \$25,000 annually. Address Jackson, care Tradesman.

For Sale—A clean stock of hardware, thware, agricultural implements and the shop and tools in Coloma, Mich. Also store building and residence. This property must be sold and can be had at a bargain. Communicate immediately by letter or in person, with J. J. Rutka, Trustee, c-o Clark-Rutka-Weaver Co., Grand Rapids, Mich. 172

ter or in person, with J. J. Rutka, Trustee, c-o Clark-Rutka-Weaver Co., Grand Rapids, Mich. 172

For Sale—Young black Shetland, broken; a pet. Emmel, Barnevald, Wis. 171

160 acres of good land free to old soldiers and Spanish war soldiers. Address A. W. Giffin, Roll. Okla. 169

Wanted Tailor—To locate in beautiful and growing village of Montague, Mich. Address Secretary Board of Trade, Montague, Mich. 168

For Sale—Clothing, furnishings and shoe stock of \$20,000. No. 1 location in town of 6,700. Last year's business \$52,-000. Reason for selling, poor health. Address P. O. Box 427, Minot, N. D. 167

To Exchange—For stock general merchandise or groceries, 316 acres land eleven miles west Traverse City, one mile to good market. School house on place. Small cranberry marsh, young orchard, gravelly loam clay subsoil and good water. Land slightly rolling. Stephen A. Pike, R. F. D., Cedar Run, Mich. 166

If you want to buy, sell or exchange property, any kind, anywhere, or if you want a partner, additional capital, position or location, state what you want and send 10c for the Investor's Guide, 370 Bank Commerce Bldg., Minneapolis, Minn. 164

For Sale—On easy terms, \$3,000 general stock near Gaylord. Splendid cash

For Sale—On easy terms, \$3,000 general stock near Gaylord. Splendid cash business. Would take part real estate. Address California, care Tradesman.

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.

For Sale—Clean stock dry goods, carpets and notions, invoicing \$10,000, in a live Michigan town. Address X. Y. X., care Tradesman.

care Tradesman.

For Sale—Cheap, a complete set of grocery fixtures, good as new. Address S. W. Cline, Route 3, St. Louis, Mich.

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, partculars, 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.

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.

dress 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 thincoln, Neb.

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.

For Sale—Bakery, ice cream parlor

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.

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

poor nearth. \$800 cash. C. Harold, Mt. Jewett, Pa.

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.

Grand Rapids, Mich. 137

For Sale—Hardware stock, consisting of builders and general hardware, tin-shop 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.

For Sale—On good terms, only har-ness 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.

For Sale—Clean stock groceries, fine location. Doing good health cause for selling. Address Judson Grocer Company, Grand Rapids, Mich.

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.

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.

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

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.

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.

Harbor, Mich.

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.

A good location for furniture business. Address B. J. G. Bettelheim, Brookfield, Mo. 123

For Sale or Exchange—For desirable real estate, a \$1,500 bazaar stock. A bargain for immediate sale. A. E. Shadduck, Lansing, Mich. 108.

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.

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.

For Sale—Meat market in service and spot and services are resulted in the services of the servi

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 Mich-igan Tradesman.

For Sale—Corner drug store, inventories about \$3,500. Reason, ill health. Box 787. Cheboygan. Mich. 2

For Sale—Four floor cases, 1 umbrella case, 1 triplicate mirror, 3 folding tables, 2 shoe store settees, All in first-class condition. Address No. 15, care Michigan Tradesman.

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.

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., Chiago. III. 961

For Sale—Small country store, doing strictly cash business. A moneymaker Address No. 770, care Michigan Trades-man.

#### I WANT TO BUY

100 to 10,000 pairs of SHOES, new yle-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.

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. Ad-dress William Ross & Co., 57 S. Water St., Chicago, Ill.

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.

For Sale—Stock of groceries, boots shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain Must sell on account of other business Geo. Tucker, Fennville, Mich. 538

Wanted—Two thousand cords bass-wood and poplar excelsior bolts, greer or dry. Highest market price paid, cash Excelsior Wrapper Co., Grand Rapids Mich.

Wanted—Clerk in general store. Must have had experience. Married man preferred. Good position for good man. Charles N. Cowles, Riley, Mich. 181

Wanted—Experienced man for general store. Must be a hustler. Box 86, Manton, Mich. 179

Wanted—Salesman calling on large retail dry goods trade, to carry something strictly new in ladies' hand bags. Address for particulars, Thos. A. Sutton, Johnstown, Wis. 170

Wanted—Salesman, who is acquainted.

Wanted—Salesman who is acquainted with grocery and drug trade, Western and Northern section Michigan. Lightner-Seely Co., Detroit, Mich. 163

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 deparement. Only good men can fill these places. Must be correct in character and habits. References required. J. A. Shattuck & Co., Newberry, Mich.

#### SITUATIONS WANTED

Position Wanted—By registered pharmacist 36 years old. Married. Registered 17 years. Am working now, desire a change, Address No. 165, care Michigan Tradesman.

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.

Wanted Position — Salesman, young man (25) married. Eight years experience clothing and shoes, four years as manager and buyer. Al references. Ready Sept. 1. Address Clothing, care Tradesman.

Wanted—Position as window trimmer and card writer. Can furnish best of references. Address 1341 5th Ave., Grand Rapids, Mich. 128

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 inter-



Tradesman Company

> Grand Rapids, Michigan

#### FORTY-TWO YEARS AGO.

#### How the City Looked at the Close of |I| am not. the War.

Written for the Tradesman

Presuming that work will be commenced upon the new postoffice building in the not far distant future. I Grand Rapids as I found it when I entered the city forty-two years ago. While a charter had been granted to the city by the Legislature of the and indefinite, it is pretty generally State, the place was a mere village. It was not as large as Kalamazoo, which was known as "the largest village in the West," it then having a village form of government. Grand One-half of its population might have been seen on any pleasant day sitting on the big boulders in the river and the remainder standing on the bridges, watching the movements of had just closed and the people seemed to require a period for rest and the vacant store at 10 Lyon street reflection before engaging actively in the business affairs of the world. But to return to my purpose: The postoffice was located on Lyon street and the Arcade, which is now the rear of the Giant clothing house. A sin- the bills come due about Sept. I, gle room, 20x40 feet in size, was used, and the postmaster, the late Noyes L. Avery, had three assistants-Charles Cole, W. E. White and James D. Lyon, all of whom passed away many years ago. Mails were received daily by stage from Kalamazoo, Hastings and Greenville, and three times each week from Newaygo and Big Rapids. The only railroad connecting the city with the outside world-now the Grand Trunk-brought one mail daily from the East and the West, and it was the habit of the people to assemble at the postoffice at 6 o'clock and witness the distribution of the same. Mr. Avery and his assistants were experts in their employment, and when the windows were thrown open the boxes were cleared of their contents very quickly. Every man was his own letter carrier, and in the transaction of business he did not have the typewriter, the telephone, the copying press or the card index system to expedite his work. Only one stenographer lived in the city at that The testimony of witnesses in the trial of cases in the courts was written "long hand" by the clerks and the attorneys, and trials were necessarily long and tedious. The stores were small and the service poor. No deliveries of purchases were made and there were but two public drays in the place. The ground upon which our half million dollar postoffice will stand was but partly occupied, and considered of little When the location was selected for the present structure many protests were filed with the officials at Washington because of its remoteness from the business center of the city. I might "go on" as long as Tennyson's brook with these reminiscences, but to do so might create

the impression in the minds of your reads that I am an "old man," which Arthur S. White.

#### New Jobbing House Flashes in the Pan.

About June 15 Frederick D. Helmer came to this city from the East am reminded of the postal business of and announced his intention of engaging in the jobbing of grocers and druggists' sundries, including wines, liquors and tobaccos. While his antecedents were somewhat indistinct conceded that he was on the road for Gus H. Ebelings, wholesale liquor dealer at South Bend, from 1902 to 1905, traveling in the State of Indiana. He also claims to have been manager of the Greenwood Lake Ca-Rapids was a quiet, sleepy little place. sino, at Greenwood, N. J., during the season of 1006, but as this resort is now out of existence and as the owner is in Europe there is no way of verifying this statement. Helmer is a man about 47 years of age and claims to be a widower. He came their neighbors with fishing rods and here with \$600 in money, claiming to spears. The war between the states have real estate in Chicago and one or two other properties. He rented and began sending out orders indiscriminately for liquors, tobaccos, patent medicines, toilet preparations, etc. So far as can be learned no payments have been made, it evidently being the intention of Helmer to have which, by the way, was a somewhat notworthy date with him because that was the date he was to get married, and on which date he was to start out on the road and also issue a catalogue None of these plans have materialized so far as the Tradesman's knowledge goes. For the past three or four days there has been no one in the store during business hours, and so far as is disclosed from the front windows nothing is left to speak of except a little office furniture and a half famished cat. The bank account was garnisheed Sept. 3 by Hon. Peter Doran on a claim for \$117 held by the Horlick Malted Milk Co. and the landlord has taken steps to regain possession of the property by means of a landlord's lien. But for the cautionary reports sent out by the local representative of the Bradstreet Co., who quite early evidently reached a conclusion that there was something shady in the enterprise, the list of creditors would probably have been very greatly augmented.

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

Buffalo, Sept. 4-Creamery, fresh, 22@27c; dairy, fresh, 18@25c; poor to common, 17@20c.

Eggs-Choice, 18@20c; candled, 21@22c; fancy, 22@23c.

Live Poultry-Broilers, 15@16c; fowls, 13@14c; ducks, 12@13c; old cox, 9@1oc.

Dressed Poultry-Iced fowls, 131/2 @141/2c; old cox, 10c; springs, 16@

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@2.25 per bbl.; mixed and red, \$1.75.

Rea & Witzig.

#### The Grain Market.

has been considerable strength in all grains the past two or three weeks, wheat having shown an advance in futures of practically 10c per bushel, corn about 5c and oats

The demand for wheat both for domestic and foreign shipments has been active with moderate movement. Harvest in the Dakotas is now progressing rapidly and the general opinion seems to be the wheat crop of this country is practically made, although it is a little early yet for the extreme Northwest and some reports would indicate that the frost had done considerable injury and that there would be more or less damage to quality. Foreign crop news is favorable; at the same time we are now on an export basis for spot shipments and there is very little anxiety on the part of wheat holders.

Old corn is in good demand and the market seems to be advancing a little each day. Feed prices are extremely high and until the season is far enough advanced to insure the corn crop we do not look for any relief for the feeders.

While the price of oats is sensationally high, they are still following corn and the large shortage in the crop throughout the country is likely to hold prices very firm throughout the year.

Mill feeds have advanced from week to week in keeping with coarse grains, bran in middlings now selling in carlots from the West at from \$24@27 per ton, and the demand really is in excess of the supply.

L. Fred Peabody.

It is reported that Sir Thomas Lipton is again to challenge for the cup. Desirable as it is to have yacht races and interesting as they are, it would be better perhaps if somebody else would come over from the other side with cup lifting intentions. Sir Thomas' attempts have been very sportsmanlike, but unsuccessful. There would be more general interest if yacht club, by the aid of a syndicate would make the effort. It is all very Thomas to keep on challenging in is barely possible that he is not unmindful of the advertising which goes along with this enterprise. Probably Americans think it is better for Mr. Lipton to make repeated challenges than to have none at all, but all must agree that somebody else could do

as well.

A Hillsdale correspondent writes:
Chas. Kalder has resigned his position as traveling salesman for Fred Brundage, of Muskegon, and goes Brundage, of

son, Baker & Co., of Detroit, as special traveling representative in the West.

West.

The International Stewards' Association, which during the past week has been in session in Chicago, has declared in favor of the intelligible menu card, one printed in English and not in French. No reason has week has been in French. No reason has a large store and hardware. Henry Eoff, Fountain, Mich.

Wanted — Registered pharmacist to work in drug store and hardware. Henry Eoff, Fountain, Mich.

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Frinting—Wonderfully low prices, letterheads, envelopes, etc. Samples free, Independent Printing House, Walkerton, Ind.

For drug stores in Michigan, city or country, address National Drug Exchange, 814 Chamber Commerce, Detroit, Mich.

For Sale—Second-hand Kidder printing press, chase 14x11. Will sell cheap, Address O. & W. Thum Co., Grand Rapids, Mich.

ever been given why the menu should be printed in French unless it is the fear of the hotel proprietors that those who have not had a course of training in some female finishing school would actually get something to eat, if they could tell what they were ordering.

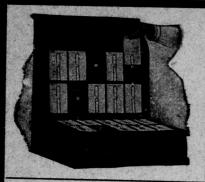
St. Ignace-Edward Jones, a Saginaw lumberman, has moved his band sawmill to this place, where he will rebuild and furnish employment to about fifty men. The mill has a capacity of 60,000 feet of lumber daily. Much of the timber has been guaranteed, while Mr. Jones himself owns large tracts of timber in Chippewa county. The mill will saw both hard and sofe timber. The new mill is built on the site of the old M. L. Co.'s plant, which Mr. Jones bought for \$8,000.

Indianapolis has at last torn down some of the signs which offend the city ordinances. It is over a year since the owners of these eyesores were warned that they must comply with the law. This shows how well ordinances of the kind are enforced. That is no fault of the law, however, and it is to be hoped that within a short time more of them will be passed. Even a patch of weeds is more sightly than a huge bill board slathered with glaring advertise-

E. L. Crossman, who was on the road several years as salesman for the East Jordan Lumber Co., taken the position of subscription agent for the local office of the Bradstreet Co. He succeeds I. H. Walden, who has been promoted to the position of Superintendent of the Green Bay office of the same com-Mr. Crossman is a gentleman pany. of wide experience and excellent reputation.

A writer in the Worker's Magazine is of the opinion that girls do not eat enough. He probably never some other individual or some foreign had the pleasure of setting up a light lunch for one of these slender of foreign nautical men of means, creatures, otherwise he would revise his diagnosis. Those who get patriotic and public spirited for Sir along on a ham sandwich, an order of pie, a glass of iced tea and a definitely, but it is monotonous. It piece of pickle are few and far between.

> Owosso Press: Alwyn Pond has secured a position as traveling salesman for the Cummins Co., of Worcester, Mass.



# Money Thrown

Many merchants are positively throwing away money in the handling of their ACCOUNTS!

It is only a little each day and they do not notice it; it's like a little LEAK from a barrel, just a drop at a time, but if it is not stopped the barrel will soon run dry.

STOP THE LEAKS!

They amount to a great many dollars in the course of a year.

DOING USELESS WORK is a LEAK.

FORGETTING TO CHARGE GOODS is a LEAK.

Errors and disputes cause loss of trade.

LOSS OF TRADE IS A LEAK.
THE McCASKEY ACCOUNT REGISTER handles ALL YOUR ACCOUNTS with only ONE WRITING, showing EVERY DETAIL of the business.

Then why spend your time in copying and posting?

INVESTIGATE the GREATEST LABOR-SAVING, MONEY-

MAKING device ever invented for the retail merchant.

A 64 page catalog FREE for the asking

# The McCaskey Register Co.

27 Rush St., Alliance, Ohio

Mirs. of the Famous Multiplex Duplicate and Triplicate Pads; also Single Carbon Pads in End Carbon, Side Carbon or Folded Pads...

J. A. Plank, Tradesman Bldg., Grand Rapids, State Agent for Michigan

Agencies in all Principal Cities



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

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

# You See It Coming

FILLING A GLASS LAMP FONT is a very simple operation because the surface of the contents is seen rising toward the top. Carelessness is the only excuse for pouring in too much and going beyond the capacity.

A METAL FONT is not so easily filled because you can only guess how much is in it. Experience may enable you to guess fairly close but absolute accuracy is impossible.

OLD STYLE SCALES present the same difficulties. No weight is shown until you have too much and the scale goes down. You must either take a little out or suffer a loss.

MONEYWEIGHT AUTOMATIC SCALES show at all times the weight on the scale and you pour on the goods until the correct weight or money

value is indicated. This means a prevention of loss and a saving of money.

OLD STYLE scales prevent you from seeing their defects, with the accompanying loss of merchandise and profit.

We ask the opportunity of showing you what it amounts to. Let us send our representative to you.



# Moneyweight Scale Co.

58 State St., Chicago

# What Is the Good

Of good printing? You can probably answer that in a minute when you compare good printing with poor. You know the satisfaction of sending out printed matter that is neat, ship-shape and upto-date in appearance. You know how it impresses you when you receive it from some one else. It has the same effect on your customers. Let us show you what we can do by a judicious admixture of brains and type. Let us help you with your printing.

Tradesman Company Grand Rapids

# Leonard Crockery Co.

Wholesale and Commission Merchants

# Grand Rapids, Michigan

Celluloid
Case Goods
and
Novelties

Genuine Rich Cut Glass a Specialty

Decorated Bohemian Glass Water Sets

Wine Sets

Largest Stocks of Imported Decorated China

Agents for Rogers Bros. 1847 Oneida Community S. L. & G. H. Rogers Wm. Rogers

We Carry
A Complete Line
of Genuine
Sterling Silver

If you intend visiting our beautiful city on account of the

# West Michigan State Fair

September 9 to 13

you should not fail to visit our stores and view our grand exhibit of profitable merchandise.

Make this house your

# Headquarters

and we will see to it that your visit will be both pleasant and profitable.

Our newly decorated salesrooms

134 to 140 East Fulton Street
(Just two blocks from the Union depot)
are resplendent with

Most Beautiful and Extensive Lines of

# Holiday Goods

Come early to make your personal selections and secure the best bargains. Take advantage of our

Special Terms to Early Buyers

Half Fare Rates on All Railroads During Fair Week

Selling Agents for Homer Laughlin's Semi-Porcelain Dinner Ware

Imported and
Domestic
TOYS
Of Every Description

Teddy Bears Wood, Tin, Iron, Mechanical Toys Books, Blocks and Games

Complete Lines of House-Furnishing Goods at Lowest Prices

Decorated Parlor Lamps
Glass Lamps
Burners and Chimneys
Gas Lights, Gas Mantles, Etc.

Over 60 Patterns in Imported and Domestic Decorated Dinner Ware

Remember We Make

NO CHARGE FOR PACKAGE OR CARTAGE On Any Goods Shipped From Grand Rapids