



## New Home of the GENUINE Toasted Corn Flakes

### The Largest Cereal Factory In The World

Fire destroyed our main factory July 4th, last.

It was seemingly a disastrous way of celebrating a grand day.

But a little thing like a big fire could not seriously hinder so great a success as the genuine Toasted Corn Flakes.

It **was** annoying at the time. We were behind on orders—there was no let-up to the demand. So we were compelled to crowd our two remaining mills to the limit. We were forced to find temporary quarters to make good as far as possible the shortage which the destroyed factory had caused. But the final outcome of the fire will overcome any inconvenience that it may have caused the public, the trade or ourselves.

Our immense new fire-proof factory is now being pushed to the most speedy conclusion. Over 150 workmen are rushing the work all possible.

This factory will be the largest and best equipped of its kind in the world. New machinery and every convenience to facilitate the manufacture and handling of this delicious food will be installed.

Unless the demand is simply unprecedented—unheard of—we will in a very short time be able to catch up on orders and supply all calls.

If you are having any trouble in getting your regular allotment of the genuine Toasted Corn Flakes, please be patient just a little longer. Don't be misled into stocking up on an imitation. And remember that a concern that urges you to put in a substitute under such circumstances is not entitled to any consideration from fair-minded members of the grocery trade.

**TOASTED CORN FLAKE CO., Battle Creek, Mich.**



## Every Cake



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

**The Fleischmann Co.,**

of Michigan

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

## DO IT NOW

Investigate the

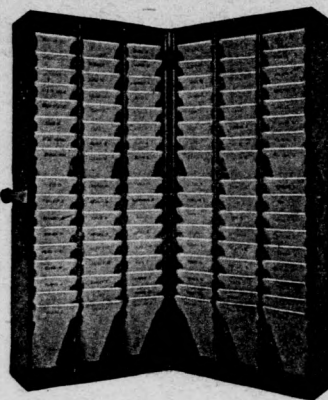
### Kirkwood Short Credit System of Accounts

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

**A. H. Morrill & Co.**

105 Ottawa St., Grand Rapids, Michigan

Bell Phone 87 Citizens Phone 5087



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

# Pure Cider Vinegar

There will be a great demand for

## PURE CIDER VINEGAR

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

Sold Through the Wholesale Grocery Trade

**The Williams Bros. Co., Manufacturers**

Picklers and Preservers

Detroit, Michigan

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

# SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.



# MICHIGAN TRADESMAN

Twenty-Fifth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 11, 1907

Number 1251

## Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids

Majestic Building, Detroit

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

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

## The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

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

**3½ Per Cent.**

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

## Duplicate Typewritten Letters

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

Grand Rapids Typewriting & Addr. Co.  
A. E. Howell, Mgr.

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

## 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

## AN ASSININE ASSUMPTION.

During August, 1905, a special committee of the Grand Rapids Board of Trade was appointed to investigate as to the feasibility and approximate cost of installing a plant for supplying the city with water brought from Lake Michigan. At the annual banquet of that organization, early in 1906, that Committee submitted a report, and at the same time other reports by other special committees were submitted in relation to other resources and plans for providing the city's water supply.

Thus was reopened a discussion which, intermittently, has occupied public attention in Grand Rapids for thirty-four years. No further action in the matter was taken by the Board of Trade until, with the incoming of the present administration of that body, a sub-committee (of the Municipal Affairs Committee) on Our Water Supply was created.

Last spring a number of citizens who were in favor of securing an expression from the electors of Grand Rapids on the water question organized for the purpose of securing such an expression. This group of citizens, self constituted as a committee, requested the privilege of using the auditorium in the Board of Trade building for their meetings, and as that auditorium is open to all citizens or associations having the public welfare in view, the request was granted.

Coincidentally, meetings on the same subject—the submission of the water question to a vote of the people—were held by the sub-committee of the Board of Trade in the same auditorium.

The result was that at the spring election a vote was had on the subject and, by virtue of the expression thus given, the city authorities created a Municipal Commission, consisting of well known citizens, with authority to employ competent assistants and prepare and submit a report on the feasibility and cost of going to Lake Michigan for water. That Commission performed the duty assigned to it; they made a report to the Common Council; the expenses incurred were paid by the municipality and the report is the property of the city. By authority of the municipality our citizens are invited to cast their votes on Sept. 17 either for or against the proposition to issue bonds for the construction and operation of a water works system, to cost, approximately, \$2,500,000—the water to be brought from Lake Michigan.

Thus, in outline, is given the history of the present water works contention.

And yet, in the face of such a history, the cry has been raised that the Board of Trade is booming the Lake Michigan plan.

The officers of the Board of Trade have been especially careful, ever since the question has been raised of procuring a more abundant and better water supply than is at present provided, to maintain an absolutely neutral attitude, and in no way whatever, either directly or indirectly, has the Board, as an organization, advocated any specific source of supply or any particular plan for the desired system. So far as the creation of the Municipal Commission or its method of procedure or the payment of expenses that were incurred is concerned, the Board of Trade had no more to do with these things than it has had with the planning and construction of the Ocean Railway to Key West.

True, the Board has had, during the past six or seven months, a sub-committee on Our Water Supply and it is true that that Committee has held several meetings and made various reports, but in each instance and most emphatically those reports have opposed the Lake Michigan plan, so that officially, instead of favoring or "booming" the Lake Michigan plan, the Grand Rapids Board of Trade has, through that Committee, maintained continuous opposition thereto.

And this is not declaring that the Board of Trade as an entity is for or against any of the several plans proposed. Such a declaration in regard to the bonding of the city for any purpose whatever would be impossible, for the reason that the Board is a voluntary organization of citizens formed for the advancement of the general welfare of the city and having politics and religion as the two topics which may not under any circumstances be discussed. The members of the Board of Trade are competent to speak for themselves on those matters and, speaking, are not called upon to defend themselves.

## A PRIME FARCE.

Fifty-seven years ago Harriet Beecher Stowe's Uncle Tom's Cabin made its first appearance, and the same year the present Constitution of the State of Michigan was adopted.

Mrs. Stowe solved the great mystery and her story, long ago dramatized for stage presentation, is still before the public in that form. The legislators who formulated the Constitution of Michigan are all of them gone and most of them forgotten, and the Constitution is at present up for consideration.

What is the analogy?

Nothing startling except that it is probably a fact that 99 per cent. of the people of Michigan are better acquainted with the text and situations in Uncle Tom's Cabin than they are with the chapters, sections and paragraphs of the State Consti-

tution; and yet they are invited to elect delegates to a convention for the purpose of providing a new Constitution for our State.

If the proposed Constitutional Convention were to take up the great fiction of the slave trade and life and formulate a substitute which should eliminate the Simon Legree, the Uncle Tom, the Topsy and the Miss Ophelia, the general public would recognize the ruthless slaughter of their ideals and vote it down instantly, and they would do so intelligently; but when the new Constitution comes before the people it will contain the best efforts of railway attorneys, professional office holders, habitual lobbyists and representatives of the liquor traffic, and that work will be so deftly veiled and so capable of all sorts of construction that the people will be forced in self defense, because of their inability to unravel the tangle, to vote it down.

Then the \$10 a day delegates will chuckle over the thought that it was easy money and agree with their constituents that the half century old bulwark of our liberties is good enough after all. Besides, there will remain the possibility of another Constitutional Convention and additional \$10 per in a few years, so that they or their grandchildren may come in on the graft.

Of course, a new State Constitution will be "nuts" for the lawyers because it will mean that 99 per cent. of their clients during the next twelve or fifteen years will be absolutely in the air as to the real intent and effect of each clause in the new document and so, helpless in regard to that upon which they must rely for their own preservation, they will be forced to fee the lawyers to the limit.

It is a fine thing, this Constitutional Convention, with a majority of the delegates lawyers, and a majority of those lawyers well known as railway attorneys. And it is not only members of the polite professions who are on the side of the railways. With Tip Atwood as the leader it is safe to assume that the miscellaneous contingent of farmers, artisans and plain men of business will develop a good showing on the side of the common carriers. In the light of such a situation all that the common herd can do is to vote down the substitute, and even although the document is not yet formally shaped it is an easy guess that this last resource will be utilized.

A Portland correspondent writes: John Ramsey will go on the road for the Ramsey-Alton Manufacturing Co. the last of this month. His territory will be Central and Southern Michigan.





### Gay Colors in Men's Neckwear and Hosiery To Prevail.

My, but the men are coming into their own, so far as concerns brilliancy of color in neckwear and hosiery.

I was talking with a leading haberdasher, the other day, a man who began with his firm when a mere lad and who has worked his way up until now he is a partner and the buyer of all the goods in his department.

Said he:

Did you notice our new fall neckwear window? Isn't the line a beauty? What do you think of the bright colors? Some of them are startling? Well, they are, rather, but it's what we've got to come to. There have been slight hints, heretofore, that we were going to see a difference when the leaves begin to fall, but even the non-conservatives could scarcely predict such an uprising of the flamboyant. But you will notice one thing—just let me show you," and the dapper young man was off down the aisle. Returning presently, he opened up four or five boxes he took down from a shelf at the other end of the passageway. "Let me just show you some dandies in the way of men's neckfixins. Now could anything be handsomer than that?" and he deftly knotted a heavy silk tie into a four-in-hand around his left thumb and fingers, a trick that looks so easy in the doing and yet is so difficult to one not accustomed to the manipulation.

The tie the buyer held up for my inspection and admiration was a wonderful combination of green and brown diagonal stripes. The silk, as said, was thick and the weave just a little on the fancy. Green and brown together sounds loud enough to be heard at the Ryerson Library over on Fulton Street Park, and yet the tie was really subdued in tone. It was the exquisite blending of the colors, which were so intermingled that the general effect was "rich but not gaudy."

And then the haberdasher began to disclose the contents of sundry other dainty boxes. And what do you think was in 'em? Some of the most recherche hosiery your eyes ever feasted on. You never saw anything prettier, even in ladies' hosiery. Really, those sox seemed too beautiful to be worn by mere man! Such a "waste of sweetness on the desert air!" They ran the gamut of the common colors, and then there were uncommon shades—that is, uncommon for these particular wearables. Why, there actually were purples. Not a crass purple; it was royal purple. There was a silvery sheen that softened the otherwise garishness. It looked like the under side of a poplar leaf, if you can imagine how that would look in lisle thread! These lisle hose were so thin that they were almost like bolting cloth or chiffon. And if these were so fine think

what are the silk goods in this line—retailing as high as \$5 a pair!

"Oh, me, oh, my!" said I. "It would tear a \$10 bill to tatters to indulge in some of your hosiery and neckwear."

"Humph! A \$10 bill—why, a fellow can easily make a \$50 bill look sick at this counter!" exclaimed the dealer. "Ten dollars doesn't go very far with a faddish fellow nowadays, let me assure you. We have silk ties up to \$5 apiece. Then there are suspenders at \$5 and handkerchiefs to retail at \$1 or more, collar buttons and shirt studs and cuff buttons that count into big money and mufflers and neckscarfs that do not go for a song. Oh, yes, it costs something at the present to even make a hit at following the dictates of Dame Fashion. She's a fickle old girl, at the best, and she can lead a man a merry chase. When you consider that the goods at this counter are only the beginnings of a gentleman's outfit you can understand that paying the tailor is no easy task—that is, for the man of ordinary means, the one who has not all the money in the world to do with. Oh, of course, there are many here in Grand Rapids who don't mind expense, who stock up every month or so on these very things I'm exhibiting to you, but it is not to be denied that they burn a hole in the poor man's pocket.

"Who will wear these ultra-styles? Everybody who is fond of vivid colors. Time was when you couldn't hire a man of taste to take up with these things, but now the man who follows good form will not be out of place if he adds these resplendent togs to his everyday wardrobe. We wouldn't be up-to-the-second if we didn't carry this gay merchandise in stock. It seems flashy, but it isn't a bit sporty, because the weave tones the colors down to a point where they are not so showy as one would believe.

"You may say to your Tradesman readers that haberdashers are in for a list of lively colors for fall and winter neck and footwear," and the speaker began carefully to fold and lay the costly-priced goods in their respective cartons.

\* \* \*

All the windows of Furniture Town are assuming autumn tinges, as befits the more somber season.

The I. M. Smith Co. has one of its big Monroe street windows devoted to ladies' thick dress goods in brown and green and brown invisible plaid. The background is dark red and the top and sides are outlined with big bunches of luscious blue grapes good enough to eat—almost. The foliage (apparently) displays the effects of an early frost. The fruit and attendant leaves are trailed across the front edge of the floor near the plate glass. Maple leaves, also touched by Jack Frost's fingers, are distributed here and there on the goods, as well as on a light brown sign which conveys the following information:

Fashion's  
Edict  
For  
Fall

The window adjoining this fall fab-

ric exhibit contains only all-over lace, both black and white, and all-over embroidery, for shirt waists, also chiffon veilings for automobile enthusiasts.

### Old Concern Goes and New Ones Come.

Niles, Sept. 10—The Niles Milling Co., the oldest manufacturing concern in the city, will go out of existence within a few days. E. S. Badger, the General Manager, who is one of the oldest acting millers in the Northwest, having been for forty-three years steadily employed in the business, in some of its phases, has bought up all of the stock, and expects to close out the business this week.

Several months ago the company's big brick flour mill, which was erected in 1868, was destroyed by fire, and the waterpower and the company's frame mill will be taken over by millionaire C. A. Chapin, who desires, it is said, to raise his dam in the St. Joseph River at Buchanan, which he could not do so long as the waterpower he has just purchased from the Niles Milling Co. remained in the hands of others, as the raising of the Buchanan dam will injure that waterpower, which is situated in the Dowagiac Creek, near where that body of water empties into the St. Joseph River.

The Niles Milling Co. was the most extensive buyer of grain in this section of the country at an early day, but of late years it has been impossible for the company to secure enough wheat at home to feed its big mills.

The Pears-East Grain Co., of Buchanan, has launched the Niles Grain Co. to succeed the Niles Milling Co. C. B. Brown, late of Cassopolis, is to be associated with them in the grain business here, and will be the business end of the company. The members of the Pears-East Grain Co. are Charles F. Pears, Cashier of the First National Bank of Buchanan and Vice-President of the Niles City Bank, and William W. East, formerly of the C. Bishop Grain Co., of Buchanan.

### Some Recent Business Changes in Wisconsin.

Racine—The Racine Novelty Manufacturing Co., largest maker of automobile tops in Southern Wisconsin, has been sold to an Eastern trust. The price paid for the plant is said to have been about \$100,000.

Appleton—The Joseph Rossmeissel Shoe Co., recently incorporated with an authorized capital of \$25,000, will take over the business conducted for many years by J. & M. Rossmeissel. Those interested are Joseph Rossmeissel and his two sons.

Edgar—The Star Cheese & Butter Co. has been incorporated, with an authorized capital of \$2,250, to engage in the manufacture of butter and cheese.

Green Bay—The G. Oldenburg Furniture Co. has been incorporated, with an authorized capital of \$10,000, to take over the retail business conducted for many years by G. Oldenburg & Co.

### The Candy Department.

Confectionery should be as profitable a feature of the ordinary grocery store as of the ordinary drug store, but quite frequently this is not the case. Why should not the grocers listen to advice which has been found good by druggists? The following advice, to-wit: "Who will not buy candy if it is temptingly displayed in proper amounts and assortments? Do not make a mistake by putting in box candy alone, for you will lose over half of the trade. Buy only good candy, but have as many kinds as possible, and make a good showing with it. Have a small case near the soda fountain, and in it keep glass trays filled with soft and mixed candies. In the wall case put your jars and fancy bottles with the harder varieties, lozenges, etc. Keep the case and tray and bottles extra—ultra—conspicuously clean. In this you must insist always, otherwise many a good customer will pass it by. In displaying candy it is conclusively shown that it pays to 'tempt' the purchaser. Have everything so neat, clean and tempting that they simply can not pass it by, if only for five cents' worth of 'those,' or ten cents' worth of 'these.' Many dealers refuse to handle candies, except a very few of the common kind, as fruit tablets, licorice sticks and a few others—for the reason that the profits are eaten up by their clerks. While this may be true, it can easily be remedied—for such a trade winner as candy should not be discarded before 'all means have failed' to keep the profits in the register. The remedy is to simply have a 'candy' button on your cash register; by comparing receipts with stock every week you will soon find that very little candy is taken, unless paid for."

These suggestions should be given proper consideration by grocers who have candy in stock, but very few calls for it. They come from a dealer who knows his subject.—Merchants' Review.

### It Broke.

"Freddy, you shouldn't laugh out loud in the schoolroom," exclaimed the teacher.

"I didn't mean to do it," apologized Freddy. "I was smiling, when all of a sudden the smile busted."

## We Are Buying

Apples, Peaches, Pears, Plums, Grapes, Onions, Potatoes, Cabbage. CAR LOTS OR LESS.

## We Are Selling

Everything in the Fruit and Produce line. Straight car lots, mixed car lots or little lots by express or freight.

### OUR MARKET LETTER FREE

We want to do business with you. You ought to do business with us. COME ON.

**The Vinkemulder Company**  
Grand Rapids, Mich.



## ART OF GOOD TALKING.

## Cultivate the Faculty of Being a Good Listener.

Written for the Tradesman.

A lady wrote thus to the advice column of a daily paper: "I am a poor talker. When I am alone by myself, my thoughts seem to come freely enough, but when with others, even my relatives and intimate friends, I can think of very little to say and my sentences are broken and halting. I have been at least fairly well educated and have always enjoyed good social position, so that I can not attribute my deficiency to lack of culture or to meager opportunities. Please tell me what I can do to attain greater ease and fluency in conversation."

The editor of this particular advice column is a very modern and up-to-date personage and her replies to the many questions she receives, while they seldom contain any great profundity of wisdom, are always conventional and reflect accurately what is "in the air" upon the particular subject.

She answered as follows: "Don't try to be a talker at all. Evidently Nature never intended you should be one, so don't bother your brains about it. But you need not despair. Become a good listener instead. It is far smarter to listen well than to talk ever so brilliantly, and it will bring you many more friends. Learn to draw out the people in whose society you are placed; get each one to talk to you about that which in-

terests him most. You will soon have the reputation of being exceptionally agreeable and clever, and the desirable things of life will come your way."

This editor did not originate this piece of counsel. It is impossible to tell just who did get it up in the first place, but exactly the same idea, expressed, however, in a great variety of different ways, has been widely current for a number of years. It is given as an unfailing prescription for attaining business or social advancement. Is a young man peniless and at the foot of the ladder, eager to scale the dizzy heights of success? It is only necessary, say the advocates of this theory, that he become the faithful and assenting listener to all the dissertations, however lengthy and uninteresting, of some garrulous old gentleman of wealth and influence. The youth, now so impecunious, will soon have whatever plum of a position he covets.

For the plain and unattractive damsel whom Nature seems to have overlooked entirely when distributing feminine gifts and graces, these advisers have this encouraging word: "Dear girl, be just a little bit shrewd. Whenever a man engages in conversation with you, seize your opportunity. As soon as possible, in some tactful manner, lead him to talk upon his particular hobby. Quite likely this may be himself and his own achievements; but, whatever it is, listen with rapt attention so long as he chooses to continue, uttering no

sound but an occasional pertinent enquiry or exclamation."

The homely young lady who will faithfully follow this recipe is assured that some wealthy and eligible suitor will speedily lead her to the altar, to the envy and amazement of girls who are both beautiful and accomplished.

This advice which we are considering has in it some golden grains of truth. It lays emphasis on the fact that one of the greatest courtesies that can be extended to any person is to listen with close and sympathetic attention to whatever he has to say. To know how to listen is as important as to know how to talk.

As to drawing out and stimulating in conversation those with whom one comes in contact, it is a superficial observer indeed, who does not know that to be skilful in doing this is a most valuable ability and one almost indispensable to any person who aspires to popularity or leadership.

The trouble with this piece of counsel is that it is given out as if it were the right thing for very wide and general application, when in reality, it can be wisely used only in a partial and limited manner.

The young man who follows it too closely may find to his dismay that the position he has been currying favor to obtain is handed to some other fellow who, by the prompt and clear expression of his ideas, has given the impression of having initiative and force of character.

The homely girl needs to be a better listener than her fairer sisters, but unless she feels prepared to

spend her remaining days in boredom, let her beware of letting the man who is paying her serious attention do all the talking. Where there is not sufficient mental affinity that conversation will be mutual and not one-sided, there is small basis for marriage. The egotist makes a most disagreeable husband.

The gracious hostess, in order to put a bashful young man at his ease, will encourage him to talk with her a little upon athletic sports, if that is the subject upon which he is most at home. But suppose she is entertaining several college boys who are not at all diffident. Then she will pursue a policy of repression if it is needed and, without wounding their feelings, give them to understand that the conversation must not run greatly to football or the boat race.

The theory of conversation under discussion, if carried far enough to produce its logical results, would divide society into two classes, the talkers and the listeners, or, more correctly, the bores and the martyrs. The assertive and egotistical would do all the talking, the meek and unassuming would do all the listening.

Worst of all, the following of this plausible advice would debase the uses of conversation, for it carries the idea that talk is merely something to be endured as a means of flattering the person who is speaking. It would drag a great art down from its high position as the stimulus and recreation of noble and brilliant minds, and corrupt it to selfish personal advancement. Quillo.

## STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.

ROYAL BAKING POWDER CO., NEW YORK.





### Movements of Merchants.

Wyandotte—John H. Crichton is installing a line of groceries.

Pontiac—D. H. Elliott will again engage in the furniture business.

Kingston—W. E. Miller, of Lum, has purchased the drug stock of F. A. Francis.

Rochester—H. J. Tower, of Detroit, has purchased the stock of groceries of B. A. Phelps.

Port Huron—Askin & Burman, of New York City, will open a ladies' and men's furnishing store here.

Stanton—A copartnership has been formed by J. W. Gaffield and R. M. Bennett to engage in the produce business.

Otsego—A. D. Hancock, of Mendon, will soon move his stock of dry goods, clothing and boots and shoes to this place.

Crystal—H. S. Phillips has sold his drug stock to Geo. W. Cadwell, formerly of Carson City. Mr. Phillips has removed to Middleton.

Fowlerville—A. H. Hughes & Son have sold their stock of general merchandise to Silas Fowler. Clayton Dunn will remain in the store with Mr. Fowler.

Otsego—Rathbun & Piper, confectioners, have dissolved partnership, C. G. Piper continuing the business. C. R. Rathbun will engage in the jewelry business.

Kalamazoo—G. L. Peekstok, dealer in groceries, flour and feed, has sold half of his stock to A. Rynbrand. The business will be continued under the style of Peekstok & Rynbrand.

Pinconning—The Pinconning Elevator Co. has been incorporated with an authorized capital stock of \$5,000 of which amount \$3,000 has been subscribed, \$2,600 being paid in in cash and \$400 in property.

Hudson—Chas. Atkinson has purchased the half interest of George Lowe in the bakery and restaurant which has been conducted for the past few years by Lowe & Atkinson, and will hereafter conduct the business.

Cass City—Amos Bond, who owned an interest in the drug firm of L. I. Wood & Co., has sold same and will go south. The firm name will remain unchanged and the business will be managed by Mr. Wood as before.

Lawton—The Lawton Grape Association has been incorporated to handle grapes and other produce with an authorized capital stock of \$1,000, all of which amount is subscribed, \$250 being paid in in cash and \$250 in property.

McBain—A corporation has been formed under the style of the McBain Grain Co. to deal in beans, hay, grain and flour and feed with an authorized capital stock of \$9,000 of which amount \$4,800 has been subscribed and paid in in cash.

Cadillac—George C. Webber will re-engage in business in Cadillac,

taking up the same old lines he was dealing in, including furniture, carpets, rugs, etc. He has not yet definitely determined his location, but will announce same very soon.

Marshall—S. F. Dobbins, of this city, is now the principal owner of the Pittman-Coates hardware store of Battle Creek. W. R. Simons, of that city, has an interest in the concern, Mr. Dobbins is President and Mr. Simons, Secretary and Treasurer.

Ionia—Henry A. Cutler, who for years has been in the butter and egg trade in this city, has made up his mind to discontinue the business and will leave for the West, prospecting for a location. Mr. Cutler says the butter and egg business in Ionia may be continued by his father and brother.

Sturgis—C. C. Froh recently purchased the stock in the grocery store and bakery of Geo. E. Bates and John A. Dice, who conducted business under the style of Geo. E. Bates & Co. Mr. Bates subsequently purchased an interest of Mr. Froh and these two men will continue the business under the style of Froh & Bates.

Otsego—G. H. Siple & Co. have purchased the wood, coal and feed business of Wm. Sebright & Co., and combined it with their own business. The firm of Siple & Co. also take the real estate embracing the Hotel Revere and the land to the north of Helen avenue back to the property of the Standard Oil Co. Sebright & Co. take in part payment some lots and real estate contracts in the village. They retain the ice business.

Battle Creek—Ranger & Farley furniture dealers and funeral directors, have just celebrated the twenty-fifth anniversary of their engaging in business in this city. In August, 1882, C. M. Ranger and W. D. Farley came to this city and started in the same business and in the same store that they now occupy. Both were young men at the time, Mr. Ranger now being 54 years of age and Mr. Farley 53. Both had been school principals and were college chums together. Mr. Ranger came here from Elk Rapids, and Mr. Farley from North Manchester, Indiana, and immediately upon their arrival started in the present business.

### Manufacturing Matters.

Payment—The Sugar Island Lumber Co. recently finished its season's cut.

Lansing—The Peerless Motor Co. has increased its capital stock from \$50,000 to \$100,000.

Grand Haven—J. P. Rose has opened a store and engaged in the cigar manufacturing business.

Tower—The new sawmill of Keyes & Worboys will begin operations the present week, with an ample stock of timber behind it.

Bay City—The sawmill plant of the Richardson Lumber Co. is nearly finished, the building being up and enclosed and the installation of the machinery in progress.

Germfask—Hugh Shay has completed his new log lifting boat and a few days ago made an initial trip up the Fox River. He is engaged in

raising deadheads on the river bottom.

Harbor Springs—J. L. Crowl has purchased the Johnson interest in the sawmill of Johnson & Crowl, and the firm will hereafter be known as the Crowl Lumber Co. He also bought all land interests.

Detroit—The United Machine Co. has been incorporated to manufacture refrigerators with an authorized capital stock of \$300,000 of which amount \$150,000 has been subscribed and paid in in property.

Detroit—A corporation has been formed under the style of the B. F. Everitt Co., which will manufacture automobiles and carriages. The company has an authorized capital stock of \$50,000, all of which has been subscribed and paid in in cash.

Detroit—A corporation has been formed to manufacture stoves under the style of the Tefft Stove Works with an authorized capital stock of \$2,000 common and \$5,000 preferred, of which amount \$3,500 has been subscribed and paid in in cash.

Neebish—The new mill for the manufacture of box lumber for the Woolworth Land & Lumber Co. is nearing completion and will start sawing this month. It is up to date throughout and has enough timber tributary to it to keep the wheels turning fifteen years.

Lansing—A corporation has been formed under the style of the Lansing Cabinet Co. to manufacture furniture, mirror frames and fixtures with an authorized capital stock of \$3,000, of which amount \$1,600 has been subscribed, \$1,000 being paid in in cash and \$600 in property.

Lansing—The Reo Motor Car Co. has declared a stock dividend of 33⅓ per cent. and increased the capital stock from \$750,000 to \$1,000,000. This action is in accord with the exceptional success of the company during its existence and the prospects it has before it for the future.

St. Ignace—Edward Jones is removing his sawmill from Saginaw to this place, where it is being erected on the site of the old M. L. Company's plant, which Mr. Jones bought for \$8,000. The plant will cut 60,000 feet a day, sawing both hardwoods and soft timber and employing fifty men.

Traverse City—The effort to increase the capital stock from \$15,000 to \$30,000 for the Edward Payson Manufacturing Co. has been successful. Local business men have been anxious to get the stock and the work will be enlarged from now on until the capacity is almost tripled. At present, the plant is turning out about 150 dozen locks weekly but it is expected that with the increased resources, it will be able to put 400 dozen on the market weekly.

Allegan—The Board of Trade has about completed arrangements with the Eady Shoe Co., of Otsego, whereby a branch factory is to be located here. The second floor of the new Post block will be fitted with the necessary machinery, and it is expected that within thirty days twenty-five or thirty women will be employed in the manufacture of certain grades of footwear. The factory is

not fully secured, but there is every reason to believe it will be established here.

Bay City—The manufacturing business formerly conducted under the style of the Zagelmeyer Impervious Concrete Block Co. has been merged into a stock company under the style of the Bay City Cast Stone Block Co. with an authorized capital stock of \$7,500. The company will make its product by the Zagelmeyer wet mix process. The officers of the corporation are President, E. H. Leh; Vice-President, J. R. Hanley; Treasurer, L. W. Tobias; Secretary, Frank Zagelmeyer.

Crystal Falls—A new village is springing up in Iron county. It is being established by the Foster-Porter Lumber Co. at the point where the Chicago, Milwaukee & St. Paul crosses the Net River. About forty dwelling houses, sawmill buildings and business structures are being erected. A portable mill is in commission, now cutting the necessary lumber. With the main plant in operation, employment will be given to 150 men. Sufficient timber has been acquired by the company to keep the plant running for eight years, and more stumpage probably will be bought.

Detroit—The Union Saw & Manufacturing Co. is a new institution here, capitalized at \$50,000 to manufacture saws on the patents of L. G. McKam, of Vancouver, B. C. The tools are constructed upon a new principle, substituting a shaving chisel edge for the diamond shaped point formerly used. This, it is claimed, makes a smoother as well as a faster cut, and allows the saw to be used for cross-cutting, ripping or mitering. Mr. McKam is President; G. H. St. John, Treasurer, and J. A. Macdonald, Secretary of the company. The saws will be manufactured under contract until a factory can be built.

Manistique—D. L. and J. G. Goodwillie, under the firm name of Goodwillie Brothers, Chicago, have bought the plant of the Weston Manufacturing Co. The plant has been in operation many years, running on boxes, box shooks, sash, doors, blinds, etc. Hereafter it will be run on boxes exclusively. D. L. Goodwillie says the plant will be greatly enlarged. Among the first improvements will be new boilers and a new engine. When the extensions are completed it is expected the working force will be augmented by 150 men. The warehouses and sheds will be increased in size and eight acres of yard room acquired with the plant will be webbed with spur tracks to facilitate shipping.

### The Boys Behind the Counter.

Lowell—Clare Wilkinson, for the past eighteen months pharmacist for M. N. Henry, and for several years with A. W. Huntley, of Saranac, has taken a position with Peter Wurzburg, of Northport.

Lansing—A. L. Jacobson, for several years clerk in the Jones & Houghton pharmacy, has resigned his position with that firm to take a position with the Shettler Drug Co., of Detroit.





The Grocery Market.

**Sugar**—The market is steady, with firm undertone. Refiners report that the demand the country over is increasing. There are indications that many of the jobbers throughout the country are running low on stocks of sugar, and refiners expect a much better run of business during the coming month. If there is any possible excuse for refiners to advance prices they will do it, but that excuse does not yet show.

**Coffee**—The situation remains about the same as a week ago. Manipulation causes some changes from day to day, but these changes do not affect prices to the retailer to any extent. Reports from South America are giving the market a firm undertone.

**Canned Goods**—If frost holds off in the tomato growing districts in Maryland and Indiana the pack will be decidedly large. On the other hand, if frost should come soon the pack would be materially reduced and prices would probably stiffen. Right now, tomatoes are holding steady. Frost is the most discussed element in connection with canned corn. It is now generally expected that corn will be a healthier proposition than it has been for some years, but just what the market is likely to do can not be fathomed until final reports on the crop are in. Corn is considered a good purchase by nearly everyone in the trade right now. Peas are strong in price and medium grades of good quality are scarce. Peas are sure to bring good prices for the next year. There is a good supply of higher grades at usual prices. String beans, baked beans, spinach, pumpkin and asparagus hold firm. All California canned fruits are decidedly strong, with advancing tendency. Spot stocks are badly broken and some lines are not to be had at all. Everybody is looking forward to arrivals of the new pack, which will not be for some time yet. There is considerable call for gallon fruits, but spot stocks are in bad shape and new goods have not yet arrived. Nearly all lines in spot goods are strong, and gallon apples, both spot and for future delivery, show advancing tendency. New York packers will deliver short on nearly all lines of canned fruits. This has been a troublesome season in New York packing districts. Prices are stiff. Opening prices on new pack red Alaska and Puget Sound sockeye salmon were made during the past week. They ranged 20 per cent. higher than the opening prices last year. An early advance on both lines is probable. Salmon is one of the strongest items in the entire canned goods list. Retail prices will have to be changed on many brands from now on. Cove oysters are very strong and stocks are far from complete. Lobster is

steady. Sardines are in the same position as at last report.

**Dried Fruits**—Apricots are unchanged and selling readily. Raisins are still firm, though in light request. The trade are still working on the Australian raisins mentioned some weeks ago. Apples are firm and scarce. Citron has advanced 1 cent per pound, owing to damage to the crop and light stocks abroad. The price, though high, is still somewhat below last year. Prunes are slow. There is a little spot demand, but not much. Futures are still strong, and an advance in them is by no means impossible. Peaches are dull at unchanged prices. Currants are strong on spot, and have advanced 1/4c. This, however, is merely a local and temporary condition, and will soon cure itself.

**Cheese**—The make of cheese throughout the country generally is lighter than it has been for several years, owing to extreme dry weather in the cheese producing sections. The high prices have not as yet interfered with consumption, and it is probable that before September is gone there will be still further advances. The quality of the present arrivals is very good. Part skims are bringing within 2@3c of the better grades. The demand consumes everything as fast as it arrives.

**Syrups and Molasses**—There has been another advance in glucose of 5 points and a corresponding advance in compound syrup of 1/2c per gallon. The demand stimulated the demand for mixed syrup to some extent, but the weather has been against it, and the business is light. Sugar syrup is in good demand for export, but light demand for domestic trade. Prices are unchanged. Molasses is unchanged. New crop prospects are excellent. The spot demand is light.

**Farinaceous Goods**—Nearly everything in the farinaceous list holds firm. Demand is good and raw materials which form the base of many cereal preparations are advancing in price.

**Rice**—Cheap grades are scarce. Broken rice is now so high that it hardly pays to purchase it. The market is firm. The entire line seems to be in healthy condition, and the comparative scarcity of many lines has led to a more active demand. There has been no change in prices during the past week, but prices are steady to strong, and the market throughout in healthy condition.

**Provisions**—There has been some falling off in the consumptive demand of smoked meats as is usual at this season, and as the demand declines still further prices will probably ease off also. Pure lard is firm at an advance of 1/4c, due entirely to increased demand. Compound lard is unchanged, but firm and active. Barrel pork is steady at unchanged prices. Dried beef shows a further advance of 1c per pound.

**Fish**—Cod, hake and haddock are very dull on spot and rule at unchanged prices. Some business is still doing in futures at maintained high prices. Domestic and imported

sardines are both steady and unchanged and in moderate demand. Considerable business has been done in sockeye and Alaska salmon at the prices named last week. Some buyers who bought subject to approval of price have not yet confirmed, however, while on the other hand some packers have not yet confirmed all the orders taken. The catch of shore mackerel has been fair, and prices are unchanged. The receipts of summer Norways are about over; situation about unchanged. The catch of Irish fish has been fair and the receipts in this country liberal up to date. Prices are not materially different from last year, and show no change for the week.

The Produce Market.

**Apples**—Alexander, Wolf River, Maiden Blush, Wealthy and Duchess command 75@85c per bu.

**Blackberries**—\$1.50 per 16 qt. crate.

**Butter**—The market is very firm at an advance of 2c per lb. The make continues about normal and the quality is running good. The consumptive demand for butter is active and some dealers have withdrawn some fancy butter from storage in order to supply the demand. Present conditions are likely to exist as long as the weather continues moderate. After the cold weather comes there will likely be an increased demand and slightly higher prices. This applies to prints as well as solids. Under grade creameries are equally firm with the higher grades. Creamery is held at 28c for tubs and 29c for prints. Dairy grades command 22c for No. 1 and 18c for packing stock.

**Cabbage**—50c per doz. for home grown.

**Cantaloupes**—Osage, \$1@1.25 per crate.

**Cauliflower**—\$1.25 per doz.

**Celery**—18c per bunch.

**Cocoanuts**—\$4 per bag of 90.

**Cucumbers**—15c per doz. for hot house.

**Eggs**—The market is very firm at the recent advance. There is a large consumptive demand with considerable withdrawals from storehouses. The quality of the receipts is improving. Altogether there is likely to be a stationary market with unchanged prices for a few days, though at this season the market is always very uncertain. Dealers pay 17 1/2c for case count, holding candled at 19 1/2c. One Grand Rapids dealer announces this week that he will hereafter pay for eggs according to quality, which is certainly a movement in the right direction. Under this method shippers will receive the highest market price for high grade eggs and a corresponding reduction for cracks, dirties and spots.

**Egg Plant**—\$1.25 per doz.

**Grapes**—Moore's Early will probably be in market before the end of the week, commanding 20@25c per 8 lb. basket. The crop is good around Grand Rapids, but is almost a total failure in the Lawton and Paw Paw districts. Grapes are being shipped from California in increasing quantity, but the receipts at this market are not increasing much. The ship-

ments include Malagas, Tokays and Muscats, with a few Emperors. The price of Tokays is 25c per box lower.

**Green Corn**—10@12c per doz.

**Green Onions**—15c for Silver Skins.

**Green Peas**—Telephones fetch \$1.

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

**Lemons**—Californias and Messinas are steady at about \$5 per box. The demand would be larger if the weather were warmer.

**Lettuce**—75c per bu. for head and 50c per bu. for leaf.

**New Beets**—60c per bu.

**New Carrots**—50c per bu.

**Onions**—Red and yellow Globes (home grown) command \$1 per bu. Spanish are in moderate demand at \$1.35 per crate.

**Oranges**—Late Valencias command \$5.75@6 per box.

**Parsley**—20c per doz. bunches.

**Peaches**—Early Michigans command \$2@2.25 per bu. Yellow varieties range from \$2.50@3.50 per bu.

**Pears**—Flemish Beauties and Bartletts range from \$2@2.25 per bu.

**Peppers**—Green command 65c per bu.

**Pickling Stock**—White onions, \$ per bu. Cucumbers, 25c per 100.

**Plums**—\$2@2.25 for Burbanks, Bradshaws, Lombards or Green Gages.

**Potatoes**—50@60c per bu.

**Poultry**—Local dealers pay 9 1/2c for live hens and 11 1/2c for dressed; 8c for live ducks and 10c for dressed; 14c for live turkeys and 16@20c for dressed; live broilers, 10c.

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

**Summer Squash**—50c per bu.

**Tomatoes**—Home grown command 50@60c per bu.

**Turnips**—50c per bu.

**Sweet Potatoes**—\$4 for Virginias and \$5 for Jerseys. The latter have not yet arrived in this market, but will be in very soon. Sweets from Virginia are of excellent quality, but the trade is a little slow in taking hold of them.

**Veal**—Dealers pay 7@8c for poor and thin; 9@10c for fair to good; 10@10 1/2 for good white kidney from 90 lbs. up.

**Watermelons**—Sales are mostly in barrel lots, \$2.25 being the ruling price for 8, 9 or 10 melons.

**Wax Beans**—75c per bu. for home grown.

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

**Buffalo, Sept. 11**—Creamery, fresh, 24@28c; dairy, fresh, 20@26c; poor to common, 17@20c.

**Eggs**—Choice, 18@20c; candled, 21@22c; fancy, 23@24c.

**Live Poultry**—Broilers, 12@12 1/2c; fowls, 11@12c; ducks, 11@12 1/2c; old cox, 9c.

**Dressed Poultry**—Iced fowls, 13@14c; old cox, 10c; springs, 14@16c.

**Beans**—Pea, hand-picked, \$1.85@1.90; marrow, \$2.25@2.40; medium, \$1.80@1.85; red kidney, \$2.25@2.40; white kidney, \$2.25@2.40.

**Potatoes**—White, \$2@2.25 per bbl.; mixed and red, \$1.50@1.75.

Rea & Witzig.



## DANGERS OF CITY.

## They Lurk Around Pathway of Two Young Girls.

Written for the Tradesman.

My brother and I were on the street car the other night, coming from the Lake. We had been out the entire evening, riding first to North Park, then over as far as John Ball Park and now were on our way home.

As we rounded the Loop out at the Pavilion two young girls jumped on the forward end of the car before it stopped and, impelled by the momentum, shot down the aisle as far as the seat directly in front of us, where they paused—and the car "did the rest."

They were both "as pretty as a picture" and one could see by the way they acted that they were used to the easy effort of attracting attention to themselves. Their clothes were carefully made and they were neatly gotten into; they were not "little scrubs" so far as appearances went.

As the car filled up, a man who seemed, from their after-talk with him, to be the father of the girl in pink was jostled along by the crowd and with difficulty found a seat two or three ahead of his daughter and her comely companion.

After all the people had been jammed in that the car would hold it started with a jerk and the homeward journey was begun.

At the same time the young things in front of us began to snuggle up to each other and to wax confidential.

As snatches of their conversation drifted to my ears I could not help but wonder how the mother of the one in pink dared trust her child a moment out of her sight.

A good deal of giggling was going on between them and after a few moments they hitched even nearer than before.

My brother never "notices," and was utterly oblivious to their conversation, although the girls appeared to make no endeavor to lower their voices concerning their affairs. But I with my keener feminine ears heard most of their talk, which, naturally enough, was about dress, dancing and "the boys."

The pink one was saying:

"Oh, my, he's just too lovely fer anything! Such fascinating ways as he has; they're just too refined."

"Where'd jew meet him?"

"Where? Oh, he's just a 'pick-up'. He scraped acquaintance with me on the way out to the Lake one evening 'bout three weeks ago."

"Pay jew any 'tention since?"

"Oh, my, yes—been out with him to the dance at North Park six times since I met him that night on the street car."

"Guess he's dead stuck on you all right, all right. Zher Maw an' Paw like him?"

"They don't know nothin' et all erbout him—hain't never seen him, even."

"Well, say" (admiringly), "you are a slick one! Ain't che 'fraid they'll see ye sometime with him?"

"Well, ef they do I guess I'm cute enough t' lie out uv it. I ain't lived

in this 'ere world fer nothin', I kin tell ye that. I'd say that Susie Brown gave us 'n interduction, an' then I'd have ter fix Susie all rightly; but that's dead easy—her 'n me is alluz good chums an' she'd do me any amount uv good turns, don't che see?"

"Well, it's lucky fer you that you knows where ter go ter help ye out of yer dilemmy—er whatsomever yer calls it. Now my paw—he keeps such awful strict watch over me thet I can't have no fun agalivantin' eround ter dances an' sich like you ken. Wisht things wuz diffrent here."

"Well, say, it's easy enough ter fix 'em over: You come over to my house next Friday night ez if ye was goin' ter sleep with me, an' then we'll go somewhere where there's a dance on, an' yer Maw will never ketch on what a good time you hed. She—there's Paw lookin' eround—I mus' slow down er he'll hear me. Wuz I talkin' so loud he mistrusts anything, d' ye think?"

"I dunno, but he looked kinder suspicious."

"I hev ter manage things most mighty kereful t' pull the wool over his sharp eyes. Don't le's talk so loud. Mebbey someun else might hear, too," and the pink girl glanced at me out of the corner of her eye.

But all she saw was an averted head and the two eyes of mine glued onto the darkness that loomed up thick about us. Cynthia Berkshire.

## Will Soon Begin Operations.

Pontiac, Sept. 10—The stockholders

of the Oakland Motor Car Co., recently incorporated here, have named the following officers: President and General Manager, E. M. Murphy, Pontiac; Vice-President and Consulting Engineer, A. P. Brush, Detroit; Secretary and Treasurer, Martin L. Pulcher, Pontiac; Directors, E. M. Murphy, George J. Cram and R. F. Monroe, Pontiac; A. P. Brush, Detroit, and James Dempsey, Manistee. Messrs. Murphy, Cram and Brush are the Executive Committee.

The company expects to have sample machines completed in readiness for next winter's auto show and to have the plant turning out work by the 1st of January next.

J. S. Stockwell, Jr., has disposed of his interest in the Dunlap Vehicle Co., of which he has been Secretary for several years. He is succeeded by Edward B. Linabury, who takes his position as a Director of the company. President Dunlap has acquired Mr. Stockwell's interest.

## Blow Almost Too Much.

The man was unconscious, breathing heavily, and his half-closed eyes had a glassy stare.

"Yes," said the physician, who had been hastily called in, "he must have blown out the gas."

The man on the couch opened his eyes and looked with stern reproach at the doctor.

"No," he said feebly; "I wish it to be clearly understood that I did not blow out the gas. I blew out the flame. The gas blew me out."



## Our Fall and Winter Styles of Dress, Semi-Dress, Tailored and Street Hats

are now complete. Send for our new booklet representing twenty of our best selling numbers. Mail orders solicited.



Corl, Knott & Co., Ltd.

20, 22, 24 and 26  
North Division St.

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Mich.



### Some New Things in Store in Neck-Wear.

Now that the tailors have confirmed the general impression that green and brown are to be "the" colors for autumn and winter, the neckwear situation is greatly simplified. Brown, moss-green, canary-red, purple and kindred colors are in the forefront. Seal-brown, which promises to be an overcoat shade much sought by those who follow fashion closely, has been revided in scarflings of the best quality. So, too, have wine hues like claret and burgundy and variations of purple, which is an admirable foil to brown. Neckwear makers are striving not so much for over-bright colors as for colors which are subduedly rich or "conspicuously inconspicuous," as some one expresses it. The day of loud colors has gone never to return. Harmonizing both the essentials and the incidentals of dress has become such a fashion, that no article is allowed to dwarf the other by its prominence. Since coat lapels are to be cut a trifle higher than last season and since the fold collar with edges meeting closely in front is still the fashionable day collar, four-in-hands must be tied into slim, tapering knots.

Persians are regularly declared to be out of the reckoning and just as regularly they come forward each autumn. Shawl and tapestry effects in quaint patterns and lustrous colorings are displayed in quite a few leading lines. The demand for Persians is restricted this season to scarfs that retail at from one dollar upward. In no other silks except Persians is it possible to obtain such peculiarly vivid blendings.

Evening mufflers offer little that is new, either in cut or fabric. Reefers lead in popular-priced goods, but the muffler approved by the best-dressed men is still the capacious white silk handkerchief, plain or self-figured, which is guiltless of stitching or "tacking" and is folded by the wearer. Baratheas, Peau de Soie and like silks are used. For day wear many striped mufflers are on view, together with plain, brocaded and jacquard effects. As hitherto, individual boxing is a feature of holiday goods.

Dress ties are yet cut broad, so as to form a full, round knot. Besides the usual plain weaves in linens and cottons, there are corded and figured fabrics a-plenty, including some silks. In Tuxedo ties grays are more prominent than ever, notably in dark Oxford shades. The various ties with tabs have been well received and sales are increasing season by season. Each model has its own peculiar merit with which the wearer has been familiarized by well-directed advertising.

Ascots and Once-Overs are now reserved wholly for afternoon wear. Except the canary-colored silks to match chamois gloves one sees nothing that is worthy of special note. There seems to be a tendency to depart from the flat Ascot with ends evenly crossed and again take up the full, protruding knot. In Ascot silks, a new color has appeared—

snuff-brown. It is intended to be worn with the gray morning coat and a white waist-coat. Heavy, self-figured silks in pearl-gray are sought.

Knitted scarfs of weightier silks are in request for early autumn. The sales of cheap goods have dwindled of late, and it seems certain, that if the knitted scarf is destined to endure in favor, it will be altogether as a high-class article. The low-cost scarf ravels, crinkles and loses its lustre after a week's wear and it is impossible to give it the appearance of the better product. Autumn purchases indicate that retailers have firm faith in the best grades of neckwear. Those to retail at \$8.50 and \$12 the dozen are notably active. Manufacturers, too, are "trading up."—Clothier and Furnisher.

### Port Huron Lands Two More Factories.

Port Huron, Sept. 10—Two factories within one week is the industrial record of this city. One factory, known as the General Manufacturing Co., will make the different parts of automobiles and employ a large force of men at the start. Several of the head officers of the firm will move to this section with their families.

At the annual meeting of their stockholders this week the Richmond Elevator Co. engaged a building for a branch plant. A new transfer elevator will be built here in the near future to take care of the grain from the fifteen elevators now owned and operated by the company in Eastern Michigan. W. H. Acker, of Richmond, who is President of the company, will have charge of the branch here.

There is probably no manufacturing institution in the city which is more busily engaged in its various departments than the Engine & Thresher Co. At the malleable plant of the company there are about 220 men employed, and they could use more help if it could be secured. The foundry also is running full blast, and at plant No. 1 there are over seventy people at work. The Thresher Co. disburses each week about \$10,000 in wages.

The Huron Bridge & Iron Co., which has just been awarded the contract for erecting a bridge over the canal, connecting Lake Huron with Black River, is one of the local manufacturing institutions that is forging rapidly to the front.

W. H. H. Hutton, who has managed the Port Huron plant of the Northern Motor Car Co., has resigned and will go to Detroit. Samuel Brandon, for several years connected with the Detroit offices of the company, has arrived here and will take charge of the business.

### Think Much of the Butcher.

Fuddy—Between you and me, I believe my wife thinks more of the butcher than she does of me.

Duddy—You don't mean it!

Fuddy—I do, but I am not jealous.

Duddy—Not jealous?

Fuddy—You wouldn't be surprised if you knew what kind of thoughts she thinks of him.

# Who Fills Your Mail Orders?

**L**ESS than one week after your Fall Trade opens up in earnest many of your lines are broken, and unless you can have your re-orders filled promptly, much of your legitimate share of profits is turned to the competitor who gets better service.

It has been a matter of comment among our customers that, since the installation of our *Fast Freight System*, orders sent to us at the same time would be filled and arrive at the merchant's store sometimes forty-eight hours ahead of those sent to other houses.

Another point, and fully as important—with open stocks over *One Million Dollars Larger* than ever before in our history, we are in better position to *fill your order as you want it filled*.

Then remember this—our stocks are not used to fill orders for the Retail Catalogue Houses.

That is the basis upon which we solicit your Mail Orders.

**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 11, 1907

### UP TO THE OTHER FELLOW.

About four years ago Congressman Theodore E. Burton, chairman of the House Committee on River and Harbor Improvements, visited Grand Rapids and to our great satisfaction assured us that there was a six foot channel along our river from this city to Grand Haven. In the same breath he volunteered the advisory suggestion that the navigation of that channel and its further improvement were now up to the business men of the Western Michigan metropolis. "Our General Government has put several hundred thousand dollars into your river," he said, "and I am sure you appreciate such generosity; but it is my judgment that it will be a very discouraging matter for you to attempt to obtain any further help from Washington until you have yourselves shown your faith by putting boats upon the river and operating them."

This recommendation was sincere and kindly and it was received in a spirit of thankfulness. It was acted upon almost immediately and the Grand Rapids & Lake Michigan Transportation Co. was organized by the business men of our city. Two fine steamboats were built at a cost of \$50,000 and were in commission last season and up to the present time this season. That the boats were in operation all of last season was due to the fact that an extremely low stage of water was not reached at any time and the additional fact that, as the enterprise was a new one, no 100 ton cargoes of freight—the limitation of the boats so far as freight is concerned—were developed.

The present season opened under different conditions. Traffic arrangements had been secured with all railways west from Chicago and, also, the merchants and manufacturers of Grand Rapids had acquired confidence in our boat line. And so business began most encouragingly and increased steadily, so that at last there were sure signs of a good profit on the season.

And then, just at the time when the year's heaviest freight traffic was beginning, it was discovered that, instead of having a channel six feet deep below low water, we did not have three feet below that stage; that at dozens of points between the Fulton street bridge and Eastmanville

our boats, drawing less than three feet when carrying sixty or seventy tons of freight and from fifty to seventy-five passengers, were required to scrape their way over rocks and gravel and sand, tearing the planking apart, ripping buckets from the paddle wheels and, of course, interfering tremendously with time schedules. The risk was too great for both boats and cargoes and so, with the coming of the (freight) harvest moon, the company was forced to take its boats off the route.

More than \$50,000 worth of property laid on the shelf—with interest charges in force just as though there were really six feet of clear navigable water at all points along the much-worked-for channel.

Beyond question Mr. Burton was sincere when he voiced the words which caused the business men of Grand Rapids to put \$50,000 into an enterprise purely as an evidence of good faith, but, beyond peradventure, he had been misinformed.

This being the case it is now squarely up to the General Government to "make good." The shoe is on the other foot. Grand Rapids has demonstrated her sincerity, and she has also demonstrated the unimpeachable fact that there is sufficient freight business for several boats, originating in Grand Rapids and available, to render the operation of such boats profitable.

And so, as the chosen representatives of our city at Washington, the Hon. William Alden Smith, of the Senate, and the Hon. Gerritt J. Dykema, of the House, have their work cut out for them.

Last year the United States Government appropriated the sum of \$18,438,964 for the improvement of rivers, our river channel receiving \$50,000 for use during the present year—or a trifle over 2½ per cent. of the grand total appropriated.

Do the people of Grand Rapids expect to gain a profit on an investment of \$60,000 or \$70,000 for the navigation of Grand River? Assuredly they do, and can if the channel promised and alleged to be in existence is provided in reality.

Is this to be a direct profit or will it be indirect, through the influence of water freight rates on railroad freight rates?

It will be both. With business opening as it did about Sept. 1 and with the business plainly in sight for the remainder of this season, the steamers Grand and Rapids would have shown a direct net profit on a \$60,000 investment of about 5 per cent. had the supposed six foot channel been an actuality.

The boats are ready, they are equipped and manned and the business is here. The sole factor lacking is the channel which the General Government promised to provide and supposed it had provided.

How about the indirect profit?

Let us see about that:

The navigation of the Great Lakes, which is far from what it will be and should be, furnishes fairly good testimony as to the influence upon all rail rates for freight.

In 1858 the man shipping corn by rail from Chicago to New York was required to pay 36.19 cents per bush-

el, as against 12.7 cents per bushel by the lake and canal route. Last year the all rail rate for the same service was 9.52 cents, with 5.51 cents as the all water rate. While the boat mileage between New York and Chicago is about double the rail mileage between those points, the boat that carries the grain to Buffalo gets one-third of the through rate, the other two-thirds going to the railroad. The average cost of moving a ton of freight a mile by rail in this country is 7.8 mills, while the average cost of moving a ton of freight a mile by water on the Great Lakes is .85 of a mill; on the Ohio and the Lower Mississippi, by steamer and barge, the cost is .3 of a mill or less than one-twentieth the cost by rail.

One of the most common as well as one of the most thoughtless of comments as to the freight business is that the steamboats can not compete with the railroads. Iron ore is carried a thousand miles by water for 80 cents a ton; coal has been brought to Pittsburg by river for 4 cents a ton, and the same distance by rail—when navigation was closed—for 44 cents a ton. Statistics of the Sault Ste. Marie canals during the past eighteen years show that during that time traffic has increased from five billion ton miles to thirty-seven billion ton miles, and the average rate per ton has decreased from 1.5 mills to .85 of a mill. In the same time railroad freight traffic has increased from 65 to 187 billion ton miles and the average rate per ton has fallen from 9.8 mills to 7.8 mills. The cost by river is less than by lake.

There is but one condition which can prevail by which steamboats can fail to compete with railroads as to freight rates. That is when railroads decline to enter into traffic arrangements with steamboats; and this condition, if the Inter-State Commerce Commission proves as effectual as is hoped for it, can not long prevail at any point in the country. The experience of the Grand Rapids interurban railways thus far during the present season furnishes an illustration of the force of traffic agreements between railways and steamboats—an illustration which, doubtless, will be vouched for by Strathearn Hendrie, of Detroit, who, with his father, is interested heavily in the Holland-Chicago interurban.

The Grand Rapids & Lake Michigan Transportation Co. began this season's business by announcing the existence of traffic arrangements with all railroads out of Chicago to all points west of that city and through rates to such points. This situation, together with the fact that the time schedules were met by the boats plying between our city and Grand Haven, developed a business that hardly had been dreamed of, and it was produced chiefly because the steamboat company could give better through rates to the West than could be given by the interurban lines.

The merchants and manufacturers of Grand Rapids were not slow to avail themselves of the situation, yet all have not done so; but a sufficient number fell into line to provide assurance of a net profit on the

season for the boats. In view of such a showing it is clear that the navigation of Grand River is squarely and emphatically "up to" the General Government and the gentlemen representing our city and district at Washington.

### FAIR WEEK.

The West Michigan Fair is really an important institution and one which deserves liberal patronage. The exhibits are largely but not altogether agricultural in their character. Farmers, perhaps, are most interested because there they see the best specimens of various sorts of live stock in which they are interested. They are thus enabled after thorough personal examination to determine which in their judgment promise the best returns in their respective districts and neighborhoods. Seeing the best of the different breeds in a comparatively small space they can examine to their hearts' content and draw their own conclusions. There is positive value in this.

What is said of a large fair is true in degree of county and smaller fairs and agricultural exhibitions. The implement machinery men are usually out in full force with a big line of their goods. They display their labor-saving machinery and in that way a good many men are induced to be more progressive and up to date than they would have been without this opportunity to see and investigate for themselves. The whole procedure of the exhibits is calculated to be an inspiration and an incentive to those engaged in agricultural pursuits. Every man very naturally and properly thinks that he can accomplish what others have along the lines where he is affected. Every effort to improve the stock is a help in every way. Attending displays of this character is one way of getting people out of the rut and of giving them new ideas and suggestions. Grand Rapids has always been fortunate in having a very excellent fair and a very good exhibition is given that is well worth looking at and from which positive profit and advantage can be derived. The agricultural fairs every fall are an established and commendable feature of American life.

If you are thinking of committing suicide it will be worth your while to look up your life insurance policies and see what their provisions are in reference to this matter. All companies do not look alike on self-destruction and some require that their policy holders either live, or die a natural death, in order to keep the contract in force. There are some whose policies permit suicide after a certain number of years. That apparently is the kind which the late George W. Delamater, of Pittsburg, had, to the value of about \$95,000. He had been in the business and knew what and when and how about it. It is not a very good speculation to commit suicide just for the sake of making the life insurance company pay up, but those who are bound to die that way might as well take a time when their survivors can get the most out of it.



## STORIES OF HUMAN NATURE.

## An Hour in a Suburban Photograph Gallery.

Written for the Tradesman.

The proprietor of the gallery is a very bright little woman and a good artist, understanding thoroughly all the technique of photography. She is a shrewd business manager and makes her modest little studio yield her a good income.

"My husband has a gallery down town," she said one morning when I dropped in, "as large and well-located as any in the city. He hires young ladies to do the developing, retouching, printing and mounting. Of course, he could give me work all the time, but so long as he is there to do the posing and make the negatives, by working in his studio I could save only the wages of one assistant. I can run this out here right near our home and make it yield me a good deal more, clear of all expenses.

"Some very funny things happen in here and some things that are very annoying. I have learned to 'smile with an aching heart.' One can not succeed in business and let go of tongue and temper at every irritating circumstance. It would be quite easy for an artist to become cynical," she observed with a little philosophical air that was all her own. "In the very nature of the business the vanities and foibles of human nature are thrust prominently before the photographer's notice, not the noble and heroic traits.

"Of course, the hardest thing I have to contend with is the down town competition," she continued. "People naturally like to go to the big establishments, even if they don't get any better pictures. But I have a good many friends and acquaintances and manage to get all the work that the girl who helps me and I can do.

"I have to adhere firmly to my rule to require a deposit before the sitting. A good many think it is a kind of a lark to sit for a picture and unless they had paid money down I'd never hear from them afterward.

"I usually make two exposures; three if I have any doubts, and I often do a little retouching before submitting the proofs. You see I aim to have people suited the first time. When a second sitting has to be made it seems to get the patron in a way of expecting something will be wrong, and no telling how many attempts I will have to make before I can produce anything that will satisfy.

"Here was a case where we earned our money!" She removed a photo from one of the display racks. "In the first place, this young lady came in one day when I was not here and my assistant posed her in several different ways and made six negatives. Of course, it is not necessary to make so many exposures, but the customer had a good many ideas about photographs and wanted to be taken in a number of attitudes. When the proofs were taken off four were fine, but our fastidious young lady imagined faults where none existed. The expression of the mouth was not good in one, she claimed, the hair was not right in another. The side-view, which was really excellent, she

rejected because her father did not think it looked like her.

"I told her to come for another sitting, and this time I did the work myself, making four exposures. When she was ready to go she cut down her original order of a dozen cabinets to half a dozen. This was a little disheartening, but I said nothing. When she saw the proofs from this second sitting she made a selection. After going home she happened to think that the background was dark. Nothing had been said about background and I had used what I thought would be best.

"But I wanted white background," she said. I felt then like returning her money and calling the whole deal off, but as I dislike very much to have a patron leave me dissatisfied I told her to come in and sit again. This time we made two exposures and got a picture that even she pronounced all right. When the work was done, she sent her little sister in for it with a note saying that she would pay me the seventy-five cents, which was the amount over the original deposit still coming to me, the next week. She was making a sofa pillow for a young man and he would finish paying for it Monday or Tuesday and then she would pay me.

"I wrote her a line saying I was sorry but it was my rule not to let work go out until it was fully paid for, and I could not deviate from it. I closed the studio for the day and went home. Soon the young lady came up to my house and very urgently repeated her request for the pictures, saying that she had some friends visiting her and she wanted to give them her photo and they were to leave at 9 o'clock that evening. I stood firm and suggested that perhaps she could borrow the money of some of her folks. She did not seem very grateful for the suggestion, but I think she acted upon it, for only a few minutes later her brother appeared with the money and I went back to the gallery and got the package of pictures for him.

"A dozen plates used and all that bother for a half dozen cabinets!" Here the little photographer laughed merrily. "Of course, you understand that was an extreme case.

"I take the pictures of all the babies in this neighborhood," she went on. "The mothers can rig them up and run over here, when to take them down town would tire the baby and crease and wrinkle the freshly ironed dress. It is hard to get a picture of a baby that will just suit. Not only the position and the face and the smile must be right, but all the trimming on the little gown, every bit of embroidery and lace and ribbon must be brought out to the best advantage.

"One day a woman came in carrying her baby and also a market basket containing about twenty young chickens. She wanted these taken with the little one. I had quite a time with that. The chickens would hover right around the baby's little bare feet, and then the child would make up a face, but finally we caught it with a laugh.

"One woman brought her dog Fan-

ny and three pups for a picture. She complained of my prices and said she could get it for less down town. I told her I should be sorry to lose the order, but if she could get it for the price she named she had better go to the city for the sitting. 'But they won't let me take Fanny on the street cars now!' she exclaimed indignantly. That settled it. I made the photo.

"If we could only make everybody come out good-looking there would not be so much trouble, but most people are just ugly, you know, and when they come to see themselves right down in black and white it is a shock to them. A customer who is not pleased may say that the hair or the dress or the position is not right, but I know that it is not any specific defect that is causing the difficulty. It is the reflection of the homely face just as it is that disappoints. I sometimes think that the more natural a photograph is the less likely it is to satisfy.

"Retouching will do a good deal. I guess photography, at least portrait work, would just collapse without it. We can remove wrinkles and freckles and fill out hollow cheeks and modify many facial defects, but unluckily we can not make a face or even one feature over entirely.

"A negro girl came in here and made a sitting. She was not bad looking, only her nose was extremely broad even for a member of her race. When she saw the proof she was highly displeased. 'What you want to spread de nose all ovah de face faw?' she asked. 'Dey doan' favuh me at all!' She did not decide to take any.

"Here is Mr. Alexander Axminster," said the artist, handing me a photo of a fine "cullud" gentleman, wearing a tall silk hat and a fashionable top-coat and carrying a cane. "He's a barber and boards only a few doors from here. His wife died about four months ago and at the time he was terribly broken up, but for several weeks past he has been paying marked attention to Miss Rildah Duncombe, quite a stylish mulatto girl, who is the maid of a wealthy woman living on the west side of the city. Before placing his order and making the sitting Mr. Axminster examined all my different styles of work, but finally decided upon the very cheapest. He explained that he was short of money on account of 'all dem doc-

tuh bills an' fun'ral 'spenses of my poh' fuhst wife! Some day me an' Mis' Rildah, we come in an' sit faw some o' dem bes' five-dollah cab'nets. Sho' we will!'

"Quite often I am sent for to make a photograph of a corpse or of some person dangerously ill," she continued. One day I was summoned in great haste and found a mother in sore distress. Her baby was sick and likely to die. She had no picture of the child, so she was very anxious that I should get one. She claimed to be entirely without money, but, of course, this made no difference to me under such circumstances. I made three exposures and got good negatives. The joke was rather on me though; here the photographer's fine eyes twinkled gayly, "for that baby got well and the woman never has come for the pictures and it was a year ago. Now we don't speak when we pass by. She doesn't notice me at all. But she is an exception. Most of my patrons are very nice indeed." Quillo.

## Electrical Wonders of To-morrow.

Electricity's day is only dawning. Mr. Edison thinks that within the next ten years the world will see as many marvelous developments as during the last fifty. Before long, he predicts, science will enable the farmer to enrich his lands by means of nitrogen from the air. He expects to see at an early date the direct generation of electricity from coal by a cheap process. Locomotives will then be thrown to the scrap heap, all trains will be run by electricity, no longer will coal be transported laboriously to cities, but there will be great power plants established at the mouths of mines, from which electricity will be sent out over the country by wire. There will be no horses in the streets, no stables, no flies; wagons will be propelled by electricity, houses will be lighted entirely by electricity, for it will be so cheap that it can be used by the humblest tenement dweller. Ships no longer will be driven by steam. They will cross the Atlantic in three days with electricity as their motive power. At the present time nine-tenths of the power obtained from coal is lost by the use of boilers, wheels and dynamos. With the direct generation of the electric current, therefore, the world will have ten times more energy than now.

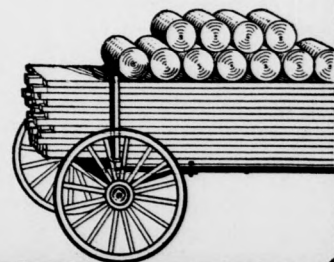
## Rolls of Roofing TAKE THE PLACE OF SHINGLES

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



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

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





## RETURNED THE LOOT.

## Brilliant Exploit of a Skillful Detective.

"Baldwin," said the Hon. William Knickerbocker to me in his private office, "I am going to make you the strangest proposition in the world."

Having been in touch with Knickerbocker for something like five years I said not a word. There was no necessity to do so. I was not surprised. After having served this President of a metropolitan trust company and the head of one of the leading families of the town for five years in the capacity of confidential private investigator, I was not the one to get surprised at anything from him, not even a promise of meeting face to face the strangest proposition in the world.

I had done many things for William Knickerbocker during my term of service for him. Some of these things were startling; most of these were strange, judging from the ordinary standpoint. I had been surprised, even shocked at times, at the things I came across during the first year of my work for him. Later I began to grow immune, until now, trusted man and bearer of scores of the big man's secrets, I thought I was as secure from surprise as the mahogany furniture of his private office. But he had a shock for me this time. When he explained further I was ready to agree with him that he was making one of the strangest propositions in the world.

"My son is a kleptomaniac," he said abruptly. "I want you to save him from himself."

I maintained as much calmness as I could and said: "Well, Mr. Knickerbocker, I will try to do what you want done. What is it?"

"That," said he, "is the strange part of this matter. There seems to be no cure for the boy. The trouble is apparently as deeply rooted as his life itself. We have tried everything—specialists, sanitariums, travel, everything—and nothing has done any good. He is different from the ordinary kleptomaniac in that he specializes in his stealings. Only certain things tempt his mania to master him, and it happens that these things are of a nature which tends to make his crimes—if you can call the peculations of a kleptomaniac crimes—all the worse. Gregory will steal nothing that has not a great intrinsic or sentimental value. Worse still, he will steal only from his best friends."

"Now you see what we are up against, Baldwin. It isn't as if Gregory were mentally inefficient or diseased in any other way besides this. The matter would be a comparatively simple one then; the boy could be confined or watched so closely that he could do no harm or his condition made known to others. Neither is it as if he was content to steal small things; that, at its worst, would entail nothing more severe than the payment of a few fines and bribes per annum. But this is different. The people who lose always are friends, often old friends of the family, the last people in the world that we can stand to see lose anything through the wrongdoings of one of our own. And then there always is

the danger of discovery and exposure, with the additional stigma of having covered his conduct at the expense of our dearest friends."

He paused.

"Well, what do you wish me to do?" I asked.

"Simply this," he replied, "I want you to invent a way to nullify the boy's thefts."

I had been thinking rapidly, and I said: "So far as I can see that means returning the stuff that he steals without letting the victim know that the theft has been committed."

Knickerbocker got up and shook my hand.

"Just the thing!" said he, warmly. "Just exactly the thing! Baldwin, you have saved us, if you can do that. Return the stuff without letting anybody know what has happened, or if they do know that the thing is missing give it back to them without delay or danger of discovery. Great, great, great! It's—"

"It's not done yet, Mr. Knickerbocker," I hastened to say. "I merely suggested the idea. The execution of it is an altogether different matter, for so far as I know it is something that never has been attempted before by any detective. I know that I have had no experience upon which to work. I am willing to undertake the work, anxious to do it, in fact. But this does not for a minute assure me that I will be successful. As you know, I have had plenty of experience in detective work; but this is more than that, and different. It is detective work and the other end of the game—burglary. I first must discover how your son Gregory committed his theft. Then I must reverse things and commit the theft backwards, leaving something instead of taking it away. You easily can see what difficulties the problem presents. Nevertheless, there is no sort of honorable work that I will not attempt for you, and I certainly will not attempt anything that I do not expect to be successful in. If you will go on and give me more details about Gregory's depredations, I probably can form a more definite idea of what I will have to do in case we resolve upon this plan of action."

"There are not many details to give," he said. "He just steals these things, takes them home, chucks them into a closet in his room, and forgets all about them. How he gets them I don't know, but get them he does, and he certainly picks out first class articles for his thefts. We never can tell when he is going to break out. For weeks he will go along and steal nothing; then one day we look in his closet and there is a priceless vase or a jeweled cane, a valuable painting, a historical relic—usually something which has inspired some collector with spasms of delight and cost him lots of money. At present—I actually hesitate to tell you about it—there is in that closet the celebrated Vandergraft cup!"

"Not the yacht cup?" I cried in surprise.

"The same," said he. "Gregory belongs to the Yacht Club and evidently he stole the cup off the shelf in the committee room where it rested for so many years. At all events,

the thing is in his room at home at this moment, and the House Committee down at the Club is conducting a quiet investigation before letting the thing get to the papers."

"Then the thing has got to be returned in a hurry if a scandal of some sort is to be averted?"

"Exactly. The sooner the better. I am afraid that if the story gets into the papers Gregory may have his head turned by the stories and let the thing out of the bag. Don't stop to theorize, please, Baldwin. Get that cup back on the shelf in the committee room of the Yacht Club and you will give me the first peace I have known in a week."

I got up and made for the door.

"I certainly will try," I said. "But, first of all, send word home to your family that you expect me to come to your house for a long visit."

"Right," said he. "And you get the room next to Gregory's."

My installation as a visiting member of the Knickerbocker family was nothing to cause surprise or suspicion of any sort on the part of the young member of the family for whose benefit the move was made. I had been a "guest" at the Knickerbocker city house several times before. In fact, such were the exigencies of the work that I had in the past done for Mr. Knickerbocker that I was passed off on his family as an old friend. None of the family knew the least thing about my vocation, none of them suspected for a moment that my connection was anything but a social one. As a consequence my coming and going excited no undue notice among any of them, and Gregory, to whom I began to devote myself upon my arrival, saw nothing at all unusual in the interest I displayed in his habits, connections and ways in general.

I must say that most of this interest on my part went for naught, for if ever there was a kleptomaniac who was entirely rational on every other subject under the sun it certainly was this same Gregory Knickerbocker. To all evidences of speech and action he was the normal rich young man of horse and club propensities with a little dash of studiousness thrown in for good measure. There was nothing about him to suggest the maniac, and still less to suggest anything like the criminal. He moved through the well dressed world that he had been born into serene, self-possessed and apparently happy, as if he never had done anything in his life that could be accounted worse than a breach of judgment. And the notion of connecting him with cleverly planned and daringly executed thefts, I am sure, never would have entered the mind of the most accomplished alienist.

Gregory Knickerbocker was the victim of a dual personality; normal he was the most desirable of friends, in the grip of his mania he was something quite different. To ferret out his mode of speculation and restore the results of the same without exciting suspicion, I saw would be a task worthy the skill of any detective in the world.

The cup, as his father had said, was in a closet adjoining the young man's

room. Apparently Gregory lost all interest in the proceeds of his crime once it had been achieved, for here was the Vandergraft cup, one of the most valuable and sought for treasures in the world, thrown into the corner of a dark little room and carelessly covered with a tiger skin rug. No systematic effort had been made to conceal the cup. A servant probing into the corner might have plucked the rug off it as well as I.

When I saw it I gave vent to an exclamation of surprise. The cup stood two feet high and its great bowl and branching arms made it an article of such size that it was all a man would care to carry in his two arms. How in the world, thought I, did Gregory ever get the thing out of the committee room of the Yacht Club without being seen? And how in the world was I going to put it back?

I went to bed with these problems playing seesaw in my mind. Only one course of initial procedure could I decide upon: I would get myself put up for membership in the Yacht Club in the morning.

Old Knickerbocker fixed that. I went in under my own name, for nobody save Knickerbocker knew what I was there for; and he took care that my introduction was of a nature to give me access to the acquaintance of most of the older members.

I had two things to get track of at the Yacht Club. One was: When was the Vandergraft cup stolen? The other: When was Gregory Knickerbocker last at the Club?

A member of the House Committee whose confidence I succeeded in getting early in the game put me on the track of the date of the steal. They had decided that it must have occurred on the night of the commodore's ball.

"The House Committee held a meeting the afternoon after that," said he. "One of the members of the Committee wished to examine the engraved records on the cup. He got up, went around to the shelf where it should have been, and found that it was not there."

"We all turned around and looked then, laughing at his statement. But it was gone, all right. The velvet frame in which the thing was set was there, but the cup itself was not there. We got up and looked at each other and sat down again. 'Where is it?' we began to ask, and we've been asking the same thing ever since. Don't let this get into the papers; we're waiting developments before the thing is made known."

"Did anybody see the cup the evening before?" I asked.

"Yes, early in the evening," he said. "We made a sort of display of it. After the dance had started the thing probably was forgotten by everybody."

"And you had the committee room locked?"

"No-o. You see, the regular cloak room was overcrowded by visitors, so we turned the committee room into a cloak room for a few of the members that were crowded out."

I laughed the conversation off this



subject, turned it to something else, and left the member of the House Committee to look around for a new victim to tell me about Gregory Knickerbocker's last visit to the Club.

The steward was the man who enlightened me. I got him one afternoon when there were few people in the Club and led the talk around to Gregory. He liked Gregory. Everybody liked the boy, it seemed, so it was no trick at all to get them to talk about him. The only thing the matter with Gregory, said the steward, was that he didn't spend enough time at the Club. Now, the last time he had been there he only had stopped a couple of days. And he had sleeping rooms there, too. Yes, the last time he put up there was the night of the dance. He'd come down from the mountains for that, and had gone away the next day—in fact, had gone away in the morning before the ball was over. And that was the way that he'd do, drop in for a day or two, then away for months; going out of the city on the jump as he did this time, for he had his handbag with him when he left the building.

I waited until the steward had gone and gave one long whistle. So Gregory had had a handbag when he left?

I got right into a cab and went to the Knickerbocker home. Gregory was out, and my skeleton key opened his door. I found his handbag without any difficulty. My theory depended upon one thing. Would his handbag hold the cup, or wouldn't it? I opened the bag and hurried to the closet. I actually was trembling when I lifted the cup for the trial, and I actually did give vent to a quiet little shout when I shoved the trophy into the expansive leather bag, for before I had done so I noticed in the bottom of the bag dents and marks that showed that the cup had been in that bag before!

The trail was becoming wide and clear by this time. Gregory Knickerbocker certainly had carried the Vandergraft cup in his handbag. Had he taken it out of the Yacht Club himself? Or had somebody else turned the trick for him?

It took three days to get hold of the ends of this entanglement, for it was a matter which I did not dare broach indelicately. In the end I found a servant who had waited on Gregory the night of his last visit to the Club.

"Mr. Knickerbocker seemed a little intoxicated that night, sir," said the servant. "After he'd ordered his cab he remembered that he had forgotten his handbag and he sent me scurrying all over the Club to find it. I finally found it in the committee rooms, sir, and carried it out to him. He's a great one, that Mr. Knickerbocker, sir; he gave me a dollar for getting the bag. Thank you, sir, thank you."

All right, so far, thought I. Now, where do Gregory Knickerbocker's arrangements at the Yacht Club fit in with this scale of events? And how could he have stolen the yacht cup? For it was plain now that there was nothing in the handbag that Gregory made the servant carry out of the Club but the cup itself.

Gregory's sleeping rooms at the Club were on the second floor, almost directly above the committee room from which the cup had been stolen. A window led out of them onto a fire escape. The fire escape ran down past a window in the committee room. In the dark I went down the escape and tried the window. It was locked, naturally. I went up to Gregory's rooms again and descended into the committee room.

The window leading from the fire escape was so near the shelf upon which the yacht cup was kept that a man could stand on the platform, reach in through the window, take the cup and do what he pleased with it.

I again sought the servant who had carried Gregory's bag out of the Club on the fatal evening. Where did he find the bag? I asked.

"Right under the window," he answered.

I had told him that I wished to ascertain for certain if Gregory was drunk on the night of the theft, so he answered with no suspicion. It was a wager, I told him.

"Why couldn't he see the bag himself?" I asked.

"I dunno, sir," he said. "You see, it was a—well, er funny place to leave the bag."

I gave him a quarter and left him laughing over his joke. Then I sat down and began to think. There was only one possible result to the thinking. That was that Gregory was so smooth a thief that he merely prepared the theft and made others put it through. Thus, in this case, he evidently had put the cup in his handbag, but the actual removal of the cup from the committee room he had left to the servant. There was only one point in doubt, and I had to go back to the same servant for an explanation of it. Gregory must have gone into the committee room after the removal of the cup, else the window would have been found unlocked when the search for the cup began.

I found that Gregory had, just as he was stepping into the cab that was to take him away, stumbled back, lurched into the committee room and appeared a minute later with his topcoat on his arm. And as I heard this I thought of the advantages of being a rich man's son; for if it had been anybody but Gregory Knickerbocker who had gone through these half drunken antics on this particular evening he certainly would have been looked upon with suspicion when the theft of the cup was discovered. But it was Gregory, so nobody had noticed it at all.

The case assumed this aspect now: Gregory, handbag in hand, had gone down the fire escape after he had opened the window lock from the inside some time previous. He had opened the window, reached in, grabbed the cup, slipped it into his bag, dropped the bag on the floor, closed the window, wended his way up to his room, then downstairs, where he drunkenly sent the servant to go and get his handbag. While the servant was giving the handbag to the cabman Gregory had gone back, locked

the window and come out, carrying his top coat on his arm to explain the reason for his return to the room. Practically the only period in which he had to guard against somebody's presence in the room was when he put the cup in the bag. He easily could close the lock on the window under pretense of drunkenly falling against it in case he was observed.

And if he had done all this then I, given similar circumstances, could do the same—reversed.

The only difficulty was to have an evening such as the commodore's ball, and I told Knickerbocker, senior, what I was up against.

"That," said he, "is the easiest thing in the case. It just happens that Sir Henry Irving is in town. The Yacht Club will give him a dinner to-morrow evening."

"But—but there's nothing of the sort on the programme," I expostulated.

"No?" he said. "Well, there will be at once."

I had cold feet for half of that Irving night. Early in the evening I put the Vandergraft cup into a handbag exactly like the one Gregory Knickerbocker had used and carried it to the Club. I had made arrangements through his father to occupy Gregory's rooms for the night, and it was there that I brought the cup. I had one chance to run; could I have four minutes to myself with the committee room empty? The first one of these minutes I got without any trouble. During that time I opened the lock on the window leading to the fire escape and raised the window just a little, so that it would work easily from the outside.

I needed three minutes more with the committee room empty. I waited until Sir Henry rose to deliver his speech. The moment I heard floating up the stairway his nasal, "Ladies and—yachtsmen," I slipped down the fire escape.

How long it took me to whip open that window, lean over and place the cup on its shelf and the handbag on the floor I don't know, but I know that nobody saw me. I know this: I would probably be in jail at this writing if they had seen me.

But I got the cup back where it belonged and the bag on the floor, and the door locked, and I was downstairs near the carriage entrance pulling on my gloves before Sir Henry's

five minutes were up. Then I managed to call the attention of a servant.

"Boy, step into the committee room and get my bag," I ordered. "The big black one on the floor near the window."

"Yassah," said he. In twenty seconds more I was on my way out. Now I was face to face with the final test.

"Here, boy; take this bag and call a cab," I said. "I'll be back in a minute."

I had to lock the window or the trail might have led up to Gregory's rooms. Gregory's system stayed with me. The room was empty and I snapped the lock on the window, came out—and laughed at the simplicity of the whole thing.

A week later Knickerbocker told me that the House Committee a few days before had discovered that their beloved cup was not stolen after all. Somebody had taken it into another room to show and forgotten to return it, they explained. He enjoyed the joke immensely, but when Gregory heard the news he looked a little puzzled. George Adair.

#### The Portrait of My Mother.

In analyzing the secret of King Edward's popularity among his subjects, a French writer recalls a story which is worth retelling. He relates how, when his Majesty was driving along a country road in Scotland one day, he came upon an old market-woman struggling under a load which was more than she could manage. "You might take part of this in your carriage," cried the old woman to the King, whom she did not recognize. "Alas, my good woman," replied his Majesty, "I'm very sorry, but I'm not going the same way. However, let me give you the portrait of my mother." "A lot of good that'll do me," was the reply. "Take it all the same," said the King, smiling, and he put a sovereign, bearing Queen Victoria's effigy, in the palm of the astonished old peasant.



**J.W. York & Sons**

Manufacturers of

**Band Instruments and Music Publishers**

**Grand Rapids, Michigan**

Send for Catalogue

**WORDEN GROCER COMPANY**

**Grand Rapids, Mich.**

**The Prompt Shippers**





### Get in the Boost Wagon for Next Spring.

If possession is nine-tenths of the law governing real estate franchise, preparation is the major factor in successful shoe retailing.

It is the man who is the Johnny-on-the-spot with the right sort of goods at the psychological moment who swipes in the coin and assumes the mantle of optimism.

Non-preparation, or tardy preparation, which amounts to the same thing, is the secret of every failure with which the path of human progress is marked.

Once a trader went out to trade. But, like the wise trader that he was, he first prepared himself for whatever might befall him.

He had a fairly respectable horse of a nondescript type, but the animal had four legs and yielded to ginger. He scrubbed and rubbed and polished the coat of that horse until it looked like a thoroughbred. He also expended thirty-three dollars and thirty-five cents for a new buggy, resplendent in the glory of paint and varnish that made its pine spokes look like second-growth hickory. For five dollars he procured a set of harness that might have deceived anybody who knew nothing of leather.

Having thus equipped himself the trader drove out into the country to skin whomsoever he should find unsophisticated.

He met a man with a rickety buggy, driven by a magnificent jenny. The jenny was heavy with foal. She was tired. The occupant of the buggy was hot and disgusted with himself and his turn-out.

The trader pulled up, halted the farmer, and asked him if he wouldn't like to trade. He said:

"Friend, how would you like to trade that buggy and jenny for this turn-out?"

"How do you want to trade?" enquired the farmer.

"Well, I've got to have some boot; if you'll give me a hundred and fifty dollar boot you can have this horse and buggy."

"I have but seventy-five dollars in my pocket," said the farmer, "but I'll give you that if you really want to trade."

"All right," replied the trader, "the outfit is yours."

The trader drove the fagged-out jenny into the yard of a farmer friend of his near by, and the next morning she had a fine jack colt. The same day he turned over that jenny and colt to this farmer in exchange for a five hundred dollar check.

In less than twenty-four hours that trader exchanged a seventy-five dollar outfit for five hundred and seventy-five dollars cash.

I am not endorsing the ethics of the trader—and this incident is an actual occurrence—but I do commend his method of being prepared. Preparation is a good thing anywhere—none the less in shoe retailing.

Preparing for the spring and summer seasons of 1908 is preparing at long range. But there is no way out of it. A good many things may happen in the meantime, but there is no reason why the retail shoe merchant ought not to begin right away to get ready for things that he knows are bound to happen.

The perplexing question is the selection of spring and summer stock for 1908. Light may be thrown upon that question from a variety of sources. To begin with, style travels from the East Westward. Shoes that were popular in the East last season will likely prove good sellers in the Middle West next season. There are certain pace-setters of style in England and on the continent whose doings ought to be noted, as they will have a very appreciable effect upon the coming styles in footgear. And then the alert manufacturer through his none-the-less alert roadmen can give you some important tips. Necessarily he must keep in close touch with the current trend in styles. You keep in close touch with him. And finally local conditions enter into your problem. The people in your community like certain sorts of shoes. Some lines have proved to be good sellers. They are, let us say, more on the order of staples; nothing extreme or freakish about them; and, having tried them out, you find they have measured up to the expectations of the people. You will do well to hang on to this sort. If a line has proved popular through a season, there is a very strong likelihood that its vogue will continue—at least through one more season. You should know local taste in the matter of footwear like a book. Some dealers keep a very intricate and accurate tab on such matters. They are able to tell on a moment's notice just how many shoes of a certain style they have sold during the successive seasons through which they have carried them. They can tell to the fraction of a per cent. whether that line is increasing or diminishing in popularity. And they know precisely the moment when it is well to cut loose from it. There is no guess-work in that way of doing business—and there is no reason why every dealer shouldn't adopt some such system.

That's what mistakes are for anyway—that we may profit thereby.

And, of course, you've made your mistakes. We all do. Get instruction out of them. And that's what you are doubtless trying to do.

Nevertheless there is a strong tendency to go right on unmindful of the past in our plans for the future. Such a course is haphazard. Occasionally it may succeed if one's intuitions are generally good, but in the main this policy is precarious.

A better plan is to take time to review the situation calmly and thoroughly. Go over in detail your last season's programme—you had such a programme whether you ever definitely formulated it or not; give particular attention to stock you started with, the arrangement you made of it, and to the results you met with in the disposition of it. Review your advertising. Go over the old advertisements—copies of which you doubt-



Any old hat will cover your head,

And any old shoe your foot;

But how will I look

And how will I feel?

Is a question that's often put.

Your customer secretly puts this question to himself and evades your store unless you are equipped with the right kind of shoes.

Our Planet line of Welt Shoes are excellent fitters and up-to-date in style.

Our Ladies' Shoes are artistic and comfortable and will captivate any woman at sight.

Our "Playmate" Shoes for children you should see to appreciate.

## The Rouge Rex Shoes

For Men and Boys

Guaranteed to be made from solid leather of the best tannages.

Hardwear, Walrus

Coltskin and Kangaroo Calf

Write us.

### Hirth-Krause Co.

Grand Rapids, Mich.



less now have on file. Consider how you might have made them better. Consider your method of treating your salesforce—and through them the customers who deal with you: Is there not room for improvement here? Try to close your eyes and take in the general tone and get-up of your store—its atmosphere or personnel. Is it in every respect ideal? Don't you recall a certain customer with whom you were a trifle brusque? Have you noticed he hasn't been back to your store since that eventful day? He was hard to fit, full of notions about shoes, and you were awfully busy that afternoon. All the clerks were busy, too; people waiting. It was hot, if you will recall. And somehow that fellow got on your nerves. You acted a little crabbed. Five minutes later you regretted it. But he was out and gone. Gone? Yes, and he hasn't been back from that day to this. Do you suppose he is going barefooted in the meantime? Not likely. Are you wondering where he gets his shoes? Let me tell you: he is getting them from your genial competitor—that clever, irrepressible, good-natured fellow who absolutely refuses to get ruffled. Don't you wish you could get another chance at him. You may never get it—but, say, some other chap will come along next season who is an exact counterpart of him in the matter of capriciousness. Now you be ready to treat him decently.

There is now a tremendous and invincible movement toward better prices for footgear. This is a general movement. It grows out of and is itself a part of the widespread and ever-increasing prosperity of the time. Do you realize the full significance of this to your business? And do you appreciate the fact that you have an important duty to play in making that movement universally effective? Don't sell a popular-priced shoe if you can possibly sell a shoe of a better grade in its place. This is of the nature of a duty—and it is a duty you owe first to yourself—because it will net you more money—and secondly to your customer—because it will supply him with a more satisfactory article. Stand pat and root for better prices.

What a superb array of facts and arguments you have at your command to help you on in this noble cause! Hear what the manufacturers are saying. These statements are absolutely authentic. You can readily vindicate them. Pass them on to your customers. Construct your advertisements with reference to them—and out of them. Better grade shoes are easier to fit because they are built on better lasts. This helps to simplify your task. And you can give a far more enthusiastic speech about such wares than you can about the cheaper article.

I know of a certain religious body that is going to celebrate a great centennial in 1909. They have established a central boost office. They are turning out tons of literature urging the people to plan big things for 1909. They have among other things a list of ideals to be attained by the local congregations composing that

body: between now and the time of that centennial.

Wouldn't it be a good plan for you as a local retailer to draw up for yourself a list of 1908 ideals? Endeavor to cover the whole field in these resolutions. Suppose you go at it somewhat like this:

1. Resolved—That I will strive to greet the season of 1908 with a better equipped store. (Your equipment may be good, but doubtless with thought you could make it better. Have you a rest and waiting room? Are your chairs right up to date? Have you installed the uniform carton system? Wouldn't it add a whole lot to the appearance of your store if you had a full length mirror there in front in the main room?)

2. Resolved—That I will seek to enlarge and intensify the advertising output.

3. Resolved—That I will get in closer touch with the sales force. (The sales people you know stand between you and the public. To keep in tune with the public you must keep on the closest terms of intimacy with the sales people. Do it.)

4. Resolved—That I will make it a policy of my store to fit people.

I merely offer these suggestions by way of a starter. You can easily enlarge upon them, you can re-arrange them or modify them to suit your requirements. But the point I am making is this: aim at something definitely, and let that definite thing aimed at be more pretentious than anything you have hitherto gunned for. But be sure you have the target in mind—and that you keep it before you in going after trade during the spring and summer of 1908.

Yours for a fat and prosperous business for the spring and summer of 1908.—Cid McKay in Boot and Shoe Recorder.

#### Don'ts for Drivers.

Don't forget that your horse helps you to earn a living.

Don't stand him in the sun.

Don't fail to give him water at short intervals.

Don't forget to bathe his head with cold water.

Don't give him whisky unless advised by a veterinary surgeon.

Don't fail to wash out your horse's mouth.

Don't fail, if he shows signs of exhaustion, to give him a half-hour's rest.

Don't fail, in extreme cases, to apply ice to the head and ice water to the body, so as to reduce the temperature.

Don't lash your horse when he is doing the best he can.

Don't lash him at any time.

Don't swear at him.

Foodless no longer is the Klondike. Hotelkeepers there say that they never have used celery equal to that grown in the Yukon territory. Some 200 tons of vegetables and 400 tons of hay were grown there last year, despite the brevity of the summer season. The vegetables include potatoes, cabbage, turnips, carrots, beets, celery, etc. There is good coal for business purposes, timber, copper and other minerals and quantities of fish and game.

## 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.



No. 76 1/2.....\$1.25

Two of  
Our  
Leaders

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



No. 2541.....\$1.00

76 1/2—Boys' Box Calf Blu.....	\$1 25
90—Boys' G. M. Blu.....	2 00
212—Boys' Satin Bal.....	1 75
610—Kang. Blu.....	1 75
77 1/2—Youths' Box Calf Blu.....	1 15
213—Youths' Viel Blu.....	1 25
276—Youths' Satin Bal.....	1 05
617—Youths' Kang. Blu.....	1 50
78—L. M. Viel Blu.....	1 15
86—L. M. Box Calf Bal.....	1 10

2230—Misses' Viel Lace.....	\$1 20
2528—Misses' Box Calf Blu.....	1 25
2535—Misses' Kang. Lace.....	95
2541—Misses' Viel Blu.....	1 00
2542—Child's Viel Blu, 8-12.....	90
2529—Child's Box Calf Blu, 8-12.....	1 00
2225—Child's Velour Blu, 5 1/2-8.....	80
2238—Child's Viel Blu, 5-8.....	85

See Our Fall Catalogue  
for Complete Descriptions

Selling Agents



Not in  
Any Trust

GRAND RAPIDS SHOE & RUBBER CO.

28-30 South Ionia St.

Grand Rapids, Mich.



## 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.





### Advertising Value of Appropriate Window Displays.

I do not believe any wide-awake business man can afford to let his show windows lie idle. All the other classes of advertising have their value, but the class that brings the whole matter right up to the prospective buyer is the window display. I would not for one moment be understood as advocating the policy of dropping all other modes of advertising and relying solely upon window display, but I desire to impress upon my listeners the value of window display as an auxiliary to their general scheme of advertising. Many merchants do not give this method of advertising the amount of attention it should receive and do not seem to realize its full value. Many think it is unnecessary trouble and somewhat expensive. I do not agree with these ideas. Personally, I believe that the window display is one of the most valuable methods of advertising, and I believe, as a rule, that the appearance of a merchant's show windows is an index to his business ability. Many will tell you that it is an easy matter to dress up a window in a dry goods store, but it is a difficult matter in a hardware store. I realize that at times it requires a great deal of ingenuity to get a really attractive window, but in this, as in many other things, "practice makes perfect."

I believe it is a good idea to select one person in a store to look after the dressing of the windows. If everyone has a finger in the pie it will certainly be spoiled. If it is left to one person he will soon begin to take a pride in the matter and the windows he turns out will be trade getters.

Do not expect immediate results from every window you fix up, for if you do you are sure to meet with disappointment. Many a time you will get up a window which is very attractive, but right at the time you can not see that it is bringing you any trade, but some time afterward a customer will come in and ask for one of those hatchets you had in your window some time ago, or a set of those sad irons you had in your window last fall. I sold twenty-five or thirty sets of sad irons in one week as a result of an advertisement I had in my window some weeks before. I made as attractive a showing of them as I could and did not get any direct result but it came in time.

The chief value of the window display lies in the fact that it brings the prospective buyer face to face with the article to be sold and usually leaves a lasting impression with him.

One fault with many in preparing window displays is that they do not have their windows properly built. They are either too small or simply have a small platform built in them, and they are not boxed up, and as a result you can not properly show your goods. For ordinary hardware

display a show window should be about eight feet by eight feet, floor measurement. The floor in the window should be elevated to the bottom of the glass. The window should be boxed up all around, so as to be as nearly dust and fly-proof as possible. The ceiling should be about seven feet from the floor of the window. A door should be placed in the back large enough to admit the largest article which you will have occasion to place in the window. Of course, in some stores it is impossible to arrange such a window without a great deal of inconvenience. In such cases I can only say, do the best you possibly can.

After constructing your window it is necessary that you arrange your display in a manner that will attract the attention of the passersby and cause them to stop and take notice. When you accomplish this you have begun to make your work felt, but it is still possible that after arranging your window so as to attract attention, the arrangement is not of such a nature as to be a trade getter. It may be that display is so confused that the observer can not be converted to your cause by it. Quite often you will see windows in which the trimmer has tried to make a display of what seems to be all the articles carried in stock. As a rule, this class of windows do not pay.

To make the display most effective you should only show one line of goods at a time. If you desire to make a cutlery display do not sandwich it in with a display of builders' hardware. If you want to make a display of builders' hardware don't mix it up with a display of harness; or if you wish to make a display of ice cream freezers do not mix them with the display of a range. Take one article or a number of articles belonging to the same class and make the display such that after looking at it the prospective buyer will have that article or class of articles well impressed upon his mind. Otherwise the prospective buyer will only take a casual look at the different articles and walk away without having received a strong impression of any of them.

A window display can be greatly strengthened by the use of show cards. These should be neat and call attention to the display in a brief and clear manner, and it is well to have a neat price card showing the price of each article. A great deal of care should be taken in the preparation of these show cards and above all things they should be neat. A hand-painted card is much preferred to cards printed with a rubber stamp on a piece of old card secured by tearing up a pasteboard box. The latter has a tendency to cheapen your window and destroy its artistic effect. Good cardboard can be secured at any printing office at a very reasonable price. By a little practice any window trimmer can learn to make a very respectable style of letters and figures and this tends to give a touch of originality to the appearance of your window. If you contemplate making a display of some special line of goods you can usually secure a selection of very

strong display cards from the manufacturer or jobber for the asking.

Change your displays often. This is very important. If you leave a display too long people will lose interest in your windows, and as a result you will lose the advertising value of your displays. If you do not already make use of your show windows as advertising mediums, try them when you return home, and I believe you will soon come to the conclusion that hardware window dressing pays. Frederick Pfaff.

### History of the Umbrella.

With the seasons upside down as they are at present, people are beginning to realize the absolute necessity of never stirring out of doors without an umbrella. If social history is to be trusted, the first Englishman to carry an umbrella was one Hanway, who lived at the end of the eighteenth century. At first he was regarded as an eccentric individual, but by degrees many discovered much method in his madness, and before he died, in 1786, the fashion he set was adopted by society in general. Of course, Hanway was not the originator of the umbrella. Among the Greeks and Romans some such article was very common, although oddly enough it was regarded as a purely feminine appanage, and one which men might never condescend to adopt. But all over the East the umbrella has for generations been well known as an insignia of power and royalty. Thus, on the sculptured remains of Egyptian temples one sees representations of kings going in procession with umbrellas carried over their heads. Even in India to-day some of the great maharajahs still call themselves "Lords of the Umbrellas," and in an address presented by the King of Burmah to the Viceroy of India in 1855 the British representative is described as the "monarch who reigns over the great umbrella wearing chiefs of the East." One has only to walk through the streets of any Indian town to-day to see how important a social distinction the umbrella has become. For a native to go without an umbrella in the streets of Calcutta, for instance, is practically a mark of degradation.

### The Much Abused Shark.

The sharks of the oceans are the most abused and most hated of all creatures. There are more absurd stories concerning their ferocity, more ridiculous nonsense about the contents of their bellies, than would fill a large volume. And, strangest of all, the worst stories about them are told by seamen, told as truth, and the credulous landsman has nothing to do but believe. The late Mr. Hermann Oelrichs, millionaire sportsman, once offered \$1,000 for an authentic case of any one being killed and eaten by a "man-eater"—and no one has yet been able to get the money. I have myself offered several times to duplicate the reward, but met upon each occasion with such showers of "authentic" cases—none of which were proved—that I gave the matter no further consideration. One of the few seamen who ever told the truth about pelagic sharks happens to be Mr. Frank Bul-

len, author of many stories of whaling, etc., and his description of the hordes which infest the whaling grounds is as near as possible to what I have seen myself.

That a shark will not attack a man in the water is manifestly too much to say, for at certain seasons vast hordes or schools of these pests or rather scavengers will "strike" at almost anything that is dropped into the sea. These littorals are fierce from hunger and a small fish which a man could easily pick up and whirl about his head—a common way of killing a shark along the Southern coast—will strike savagely, probably at a man or any other living body which offers something in the way of food. So also will the bonito, or one of the mackerel tribe.

T. Jenkins Hains.

### A Little Courtship Comedy.

A good-looking, well-to-do bachelor of Muskegon was being teased by some of the young women of his acquaintance for not being married. He said: "I'll marry the one of you whom on a secret vote you elect to be my wife." There were nine women in the company. Each one went into a corner and used great caution in preparing her ballot and disguised her handwriting.

The result was that there were nine votes cast, each receiving one. The man remains a bachelor, the friendship is broken up, and the women, all mortal enemies, united in the one determination that they will not speak to the man again.

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.**  
18 Pearl St. Grand Rapids, Mich.

Do you sell

# Stoves?

If you do it will  
pay you to get our

## Catalogue

Our location and  
large stock enables  
us to give you  
prompt service.  
Our goods are high  
grade and prices  
are reasonable.

**Wormnest Stove & Range Co.**  
Grand Rapids, Mich.



## THE OTHER SIDE.

## Statement From the Standard Oil Company.

The court having pronounced its judgment in the case of the United States vs. Standard Oil Company of Indiana, there can now be no impropriety in stating our position to the American people.

The facts in this case are simple and easily understood. The Standard Oil Company of Indiana was convicted of receiving what the Government claimed was a concession from the Chicago & Alton in the shipment of oil from its refinery at Whiting, Indiana, to East St. Louis, Illinois. It must be borne in mind that there is no question of rebate or discrimination in this case. The contention of the Government was that the lawful rate was 18 cents per one hundred pounds between these two points. The defendant claims: First, that the lawful rate was 6 cents; and, secondly, if 6 cents was not the lawful rate it was the rate issued to the Standard by the Alton as the lawful rate, and the Standard was justified in believing from its own investigation and from the information received from the Railroad Company that 6 cents was the lawful rate.

The 18-cent rate was a "class" and not a "commodity" rate, and the chairman of the Chicago & St. Louis Traffic Association, the association issuing the 18 cent class rate, under oath testified that it was never applied and was never intended to apply to oil.

The period of time covered by the indictment in this case was from September 1st, 1903, to March 1st, 1905. The rate on oil between Chicago and East St. Louis over the Alton for fourteen years, from 1891 to 1905, was always 6 cents per one hundred pounds. This was an open published rate known to everyone concerned in the shipment of oil and generally known in all railroad circles in Chicago. Both Chicago and East St. Louis being in Illinois, the railroad company was under no legal obligation to file this rate with the Interstate Commerce Commission at Washington, but Whiting, being in Indiana, shipments from Whiting to East St. Louis were technically, at least, interstate and hence the Alton filed with the Interstate Commerce Commission what is known as an "application sheet" applying to Whiting the Chicago rate, and deemed the filing of the application sheet all that was necessary under the law.

For over thirty years, by custom, all of the little industrial towns grouped about Chicago, and which are in reality an essential part of Chicago and go to make up its industrial strength, have been given same freight rates as Chicago. The reason for this is, of course, apparent, and it is because of this uniformity of freight rates that Chicago as the center of this group is today a city of over two millions of inhabitants. If Whiting, Pullman, Hegewisch and South Chicago did not get the same freight rates as Chicago, manufacturing establish-

ments in these towns would be compelled to close their doors. Because of this condition and situation railroads created what is known as the Chicago Switching District, which includes Whiting and all of these other little manufacturing towns in and around Chicago. These towns are further unified by a belt line railroad which encircles Chicago and connects this entire industrial system with the trunk lines radiating from Chicago.

Thousands of tons of freight have been shipped from these points during the past fifteen years under the same circumstances as the Standard shipments, and if the Standard is guilty in this case, so is practically every other shipper in this great manufacturing territory. Is there a purpose in selecting the Standard as the victim?

The Chicago & Eastern Illinois Railroad also runs between Whiting and East St. Louis. The Standard Oil Company shipped about one-third of all the oil that went from Whiting to East St. Louis over the Eastern Illinois, the other two-thirds going over the Alton and the Burlington. On the trial of the case the defendant offered to show by witnesses who were on the stand that not only during the period of time covered by the indictment, but continuously from 1895, the Eastern Illinois had a lawful published and filed rate between Whiting and East St. Louis on oil of 6 cents per one hundred pounds and that the Standard Oil Company shipped at such rate over the Eastern Illinois more than two thousand cars of oil each year during said period. To this offer the Government through its attorneys strenuously objected and the Court sustained the objection. The defendant contended, and still does contend, that this proof would have conclusively shown that the Standard Oil Company had no possible motive in shipping over the Alton, and thereby violating the law, when it might just as readily and conveniently have shipped all of its oil over the Eastern Illinois and not have violated any law.

The defendant also offered to prove that packing house products, during the same period of time, were carried between these same points under a "commodity" rate for 10 cents; malt, 7 cents; brick, 5 cents; cornmeal, 7 cents; resin, 6½ cents; starch, 8 cents; peas, beans and popcorn, 8 cents; linseed oil in tank cars, 8 cents; glycerine, 6 cents. The Court again sustained the objections of Government counsel and thus again prohibited us from showing the jury how absurd was the Government's claim that the rate, for example, on linseed oil was 8 cents, while on petroleum oil it was 18 cents.

Under such circumstances, and in view of the fact that petroleum had been openly carried over the three roads from Whiting to East St. Louis for from ten to fourteen years for 6 cents, what a draft it is on human credulity for the prosecution to assert that 18 cents was the only possible lawful rate!

The uncontradicted evidence also showed that the Standard Oil Company was advised by the Rate Clerk of the Chicago & Alton that this 6 cent rate was filed with the Interstate Commerce Commission.

Knowing that the rate on the Eastern Illinois was but 6 cents; having no reason for shipping over the Alton in preference to the Eastern Illinois, and able to ship all of its oil over the latter road, we insist that the facts, many of which the Court did not permit us to show, not alone demonstrate innocence but inherently forbid the idea of guilt.

We further insist that whatever may be one's technical view of the law relating to the above question, every equitable consideration is with the defendant, and if the only desire was to give this defendant a "square deal" this prosecution would never have been instituted.

The American public not only believes in fair play in the abstract, but, with all the facts before it, it has the capacity to determine whether a defendant, rich or poor, has received a "square deal."

For all these reasons the Standard Oil Company asserts that it is not even technically guilty and that it ought never to have been prosecuted because of the claimed failure of a railroad company—which has neither been indicted nor prosecuted—to file its tariff, and that the prosecution of this defendant under the circumstances of this case is a prostitution of the spirit and the high purpose of the Interstate Commerce Act.

James A. Moffett,

President Standard Oil Company of Indiana.

## Instance Where Dismissal Helped a Man.

I never particularly wanted to be a tailor, and it was not through any preference that I accepted the job offered me in a tailor shop, but more because my friend Ab Newman chanced to offer me the position when I badly was in need of some kind of employment.

It was only a job as "cub" and "can chaser," and the salary was the nominal sum of \$3 a week, and the working hours were as many as the tailors could induce me to put in. The salary was too small to offer inducements to stay with the job, but the "jurs" encouraged me with stories of how in a few months I would be a thorough coatmaker, able to earn from \$18 to \$30 a week.

It sounded well, and I worked hard and dreamed much of a time when I would be a graduate of the sewing table, and as good a hand with the needle and thread as the best of them.

But, as is a custom in all back shops, when I learned one thing well, I was kept on this work because it was more advantageous to the tailors to keep me on something I knew how to do than to teach me new work each day. And so it happened that after learning to "mark off," pad canvas and collars, and to make sleeves, I was kept busy doing this work and given little opportunity to progress.

This state of affairs led me to become discouraged, and though I tried to keep back what I felt and to perform my work well, the situation began to grow monotonous and I could not do work that was satisfactory even to myself. And as days went by I found myself more and more inclined to disregard the instructions of cutter Dell. I thought much and read more and hurried through the jobs that were assigned me in order that I might read through the latest story of public interest in the daily paper.

I read so much that one day Joe Spitz rudely suggested that I had better quit the tailor's bench and get a job reporting on one of the dailies. I never had thought of entering the newspaper field before, but his words clung to me, and day after day I found myself weighing my abilities and speculating as to the probability of getting on one of the papers and the possibility of making good.

I decided to get up my courage and approach one of the editors for a "tryout," but I daily put this off by assuring myself that I would do it the next day.

The crisis came one day in the rush spring season, and just after I had handed cutter Dell a coat for inspection. I had finished the "press off," and without looking over the job myself handed it to him.

"This is a pretty job," said Dell as I entered. "A hole burned clear through the goods and a loss of \$40. You will have to pay for the job."

Making only \$3 a week and being told that I would have to pay for a \$40 suit didn't appeal to me, and I quit.

I went straight to the newspaper office, asked for the editor, and was shown into that gentleman's presence. He greeted me kindly, and when I had told him that I wanted to be a reporter and thought that I would like the work and could make good, he replied that he possibly could make an opening for me soon, in which case he would advise me by telephone.

I went away with high hopes, but had not been out of his presence twenty minutes when he called me up by phone and informed me that one of the reporters had been injured and that I could report for work the next morning. I did so, and after a few days discovered that I had found my vocation.

Robert Hayes Gore.

## All The Requisites.

Two young physicians were exchanging news for the first time since their graduation from the medical school.

"I was surprised when I heard you'd settled at Beech Hill," said one to the other, laughing. "I've always heard it spoken of as such a healthy suburb. I wondered if you'd find any patients there."

"My dear man," said his classmate, earnestly, "it is a healthy suburb, but it is also the stronghold of football, every family has its automobile, and there never was such a place before for giving children's parties. I'm doing splendidly, thank you."



## POWER AND FLOODS.

## Some Phases of Our River Problems.

The peculiar conditions as to fall, valley formations and comparative ease of flowage control, with great power demand seconded by extreme fuel cost, give an unique importance to the development of Western Michigan rivers.

Owing to the earlier settlement and easier utilization of the more southerly streams on the western slope power development has been more gradual and has consisted largely in rebuilding and improving the crude enterprises for local milling, paper manufacture, etc., until the demand for power current has led to combined control in the different localities to secure the best practical results. The experience on these streams has been quite similar to that in different Eastern regions and like that on the Wisconsin shore of the Lake.

While much of the course of Grand River is in comparatively old settled country, the size of the river has kept the attempts at local improvement comparatively small. Yet there are enough to make serious complications as the new developments begin to assume dimensions to materially interfere with the river's flow.

Our other river, the Muskegon (proximity makes it nearly as local as the Grand as far as power is concerned), is much less affected by the earlier improvements. The principal undertaking, at Newaygo, is so greatly aided by the demand for cement in the new constructions that it becomes a willing auxiliary. The improvements at Big Rapids were so slight that they early succumbed to the vaster power of the new development. The rest of the river is practically free as far as water power interests are concerned. This river also has the distinction of flowing through a valley consisting of cheaper lands than any similar one having so great demand for its power.

The only modern attempt at water power improvement on Grand River is the new Commonwealth Dam, some distance above Ionia. Since its opening the steady, high stage of water in the river prevented any temporary interference with the flow being felt until the low stage of the present season. And here let it be noted that the rainfall and consequent flow of the river this year are much above the average of the past twenty years, although less than for the last four or five years. The use of the water from this dam had been a benefit to users below until it became necessary to refill the pond when the cutting off of the water brings a terrible outcry and involves serious litigation. With such a result when conditions are so favorable how would it be with the months of drouth so familiar to all who have lived here a dozen years or so? The lesson taught by this incident is that the time is past when a dam on such rivers can be considered independently—provision must be made by which the flow shall not be stopped

just when it is most needed. It would seem late in the day to need such a lesson, and yet the disregard by such companies on both our rivers to all questions of flowage control would argue that they were not considered as factors.

The Muskegon Power Company has secured enough of the flowage rights to practically control the lower river. Should it complete its projected system of six dams in this part of the river the matters of drouth and flood will assume corresponding importance. The use of the water six times will make it worth while to consider the use of the great inland lakes which nature has provided in this case as reservoirs not only to tide over the inevitable drouths to be reckoned with, but to keep back the floods and lessen the time when the great rise in the stream will reduce the power from one-third to one-half. During the comparatively steady flow of the years of this company's operations floods and drouths have been slight, but it is not long since a large share of the lower village of Croton was carried away with its mill dams and bridges. And these floods were followed by the corresponding seasons of extreme drouth.

Natural reservoirs with cheap flowage rights and favorable improvement sites make the Muskegon a very valuable river for power development. The practicability of its use lies in the fact that it is not too large for one company to control. Thus when the improvements as planned are carried out there will doubtless be a system of communication, with a central control, to take cognizance of the height of water in all ponds and lakes. It will naturally fall to this authority to prepare for floods by drawing down all along the line, and then in drouths to regulate and husband the flow.

The problem for Grand River is not so simple. Its longer course, in an older country with a broader valley, with no natural lakes, would seem to make it impracticable to organize a corporation for its control as in the case of the Muskegon. And yet the opening of the Commonwealth Dam is no doubt only the beginning of a series of similar undertakings along its course. These, with the old style dams and powers, will, as in the case of the Muskegon, bring in the factor of repeated use, with even a greater number of multiplications. It may not be wise to undertake the control of this problem by a single corporation, but in view of the vast interests involved in navigation, water power and flood or drouth control it may be worth while to investigate the various possibilities involved. The Grand has no natural reservoirs of importance, but there are large reaches of land of little value in the upper course of the river that could be turned into reservoirs at comparatively small expense. Then, with a Commission under State auspices to secure co-operation between the power companies, and thus to serve the same purpose as that suggested for the Muskegon, the flood and flow of the river could be controlled as far as investigation shows the warrant of expense. This may be thought to savor of utopianism, but surely there should be some provision practicable which will prevent the interests involved from pouncing upon each other in litigation whenever a dry spell occurs.

## One Was Enough.

"What! Marry my daughter, sir?" cried the rich old man; "why, she's my only child."

The young man smiled. "Oh, that's all right," he said undaunted; "you see, sir, one is all I want."

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### Is Your Employer Familiar With Your Work?

"I want to find a way of getting acquainted with all the employes in my store," says the manager of a large department store. "Knowing them personally, I can have more sympathy with them and they will have more interest in their work."

"The reason so many girls work at \$6 a week," this man affirmed, "is that managers do not know the girls in their stores as human beings, but think of them as parts of a pay roll. When the pay roll for a week becomes too big the manager proceeds to cut down his force and substitute \$5 girls for \$6 girls and \$6 clerks for those who have reached the \$8 mark. The results are disastrous."

"When you are known to your employes as a human being," he said further, "they are interested in you and enjoy co-operating with you. If you show them human sympathy you will get the best there is in them. They respond to you unconsciously. They will be attentive and congenial with every patron and will make sales without any thought of immediate returns or rewards."

How to get into close contact with employes has been solved to a great degree of satisfaction in one of the largest mail order houses in Chicago. All the new clerks are put into classes for the first few days of their employment, and the manager, who wants to know each employe, conducts these classes personally. He talks to his "pupils" upon various topics, such as the "Appeal of the Clerk to the Customer," "The Treatment of a Prospective Purchaser," "Genial Clerks and Fastidious Buyers," "The Value of Observing Human Nature," "The Customer as a Subject for Study," "A Study of the Wants of a Customer," on the location of the various departments, in regard to the catalogues of the house, and on any other subject that may be of value to the particular class he is instructing. In this way he learns the names and faces of his young men and women, and becomes known to them as a human being possessed of the faculties of intelligence, sympathy, consideration and everything that is admirable in a man.

After his "pupils" are placed in the different departments the manager visits them frequently, but always with the attitude of teacher and adviser rather than sulky Magnus, which so many employers consider necessary to dignity and important in gaining proper respect from employes. In the course of a few weeks this manager knows his man intelligently and wins a personal regard from his employe which is of great value. To show appreciation and further personal interest in his employe the manager sends out the following circular when an employe makes good:

"You have been connected with our institution for a few weeks, and I am sending this letter to you that you may have further assurance that no matter what your work may be, by performing that work well every day your ultimate reward is certain."

"One accomplishes two things by doing his best. First and most important, earnest work is in itself an

education. Second, work well performed attracts the management to worthy people. When positions of trust and responsibility are to be filled the management seeks those who already have been doing their duty.

"Among the many things which aid us in our efforts for advancement, character is, of course, first and foremost. Two other qualifications stand out prominently as essentials. One is knowledge, the other is obedience."

"It is our hope that each employe who enters our institution will enter it with the idea of amounting to something worth while and of obtaining a position up to the limit of his real ability. I do not know how this can be accomplished unless the employe is willing to make a study of the affairs that he come in contact with. It, of course, is nonsense for us to promote into positions of trust and responsibility any man or woman who has been so short sighted as to overlook the opportunities for self-education."

"This letter, therefore, is somewhat of a plea to you that you add every day to your knowledge of this business, so that if the day comes when opportunity presents itself for your advancement you will not be found wanting, but will have been wise enough to prepare yourself for better things."

"The quickest advancement comes to him who 'does with his might what his hand finds to do.' Willing obedience to perfectly reasonable rules of our establishment is evidence of a good soldier, and you can depend upon it that when promotions come from the ranks it is the soldier who has shown willingness to obey who is given an opportunity to command."

"We hope that you will grow and prosper in this institution, and that your advancement will come just as you deserve it. The actual genuine worthiness you possess for recognition is the best argument in the world in your favor."

Such a letter is encouraging and strengthens the relationship of employe to employer. Knowing that he is remembered by his manager the employe does not find himself a mere cog in a large machine; aware of the fact that his efforts are recognized by due rewards he is inspired to strive for the highest gifts within his reach. That such a circular is appealing to the employe is proven by the replies the manager receives. One of the most characteristic of these follows:

"Your letter about my connections with your firm has reached me with my pay envelope to-day. In reply I wish to thank you for the valuable information contained in it."

"I am glad to hear that there is a chance for promotion in your house. To deserve it I will do all I can."

"I realize that it is necessary to know all about the house that it is possible to learn, and so I am trying hard to familiarize myself with the work of the department in which I am working and the others. I happen to be near to."

"I realize also that for higher work I shall have to have a better education. I therefore am studying evenings with a private tutor, who teaches

me English, letter writing and arithmetic."

"I hope that some day you will find in me one of your most trusted soldiers."

This reply is from a young fellow about 18 years old, who started out as an "order picker" in the house. It was filed by the manager, with other data bearing on the standing of the young fellow. Sam L. Low.

### Stick To Your Point.

Success is not a matter of luck or accident; it is the result of well directed effort. Have a definite and reasonable purpose, and stick to it. Be determined to succeed and you will succeed. A thoroughly cultivated will gives you strength of purpose and energy—energy to work, because no success is possible without the hardest work; energy to struggle against difficulties and temporary failures and keep your self-control and cheerfulness; energy to study your weak points and replace them by desirable qualities.

But energy without method is like an unbridled mountain torrent—a wasted force. Work with method and struggle with method.

It will better your judgment, teach you the relative value of things, the regard to be paid to little details.

Charles Laraud.

### The Truth.

Willie—Do people ever get punished for telling the truth, ma?

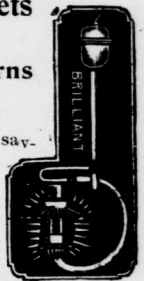
Mother—No, Willie.

Willie—Then I'd like to tell you that I took a jar of jam from the pantry yesterday.

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## A BACKWOODS TRUST.

## How It Was "Busted" and the Result.

Written for the Tradesman.

The late spring had had its effect on business at Marshallville even as it had in all other Michigan towns. That Marshallville was smaller than many other towns did not make the loss of business less keenly felt. But now the warm sun was out the moisture in the earth was being warmed and "you could almost see things grow," as Old Man Horner said as he dropped down on the work bench in front of the hardware store and rested one elbow on the bale of fence wire that stood beside it. There were four "business houses" in Marshallville; Hi Peters' grocery, Lem Barlow's drug store, Amanda Howard's dry goods store, and the fourth was a rather hybrid affair. It belonged to John Malcolm, and John kept tobacco, candy, soft drinks in season, and all the little odds and ends that the other stores did not handle.

And on this warm June morning every one of them was busy. Business was picking up. Spring was in the air, in the blood, everywhere. The laziest farmer in the county was forced by the ambition-bringing atmosphere to put his toggled-up harness on his sorry horse, hitch him to the rusty plow and go to work. And everything was peace and prosperity and quiet activity in Marshallville and vicinity.

J. M. Harvey, Jr., sat in a rather straight and uncomfortable chair in his father's office and kept his hands in his pockets so that J. M. Harvey, Sr., might not see the cigarette stains on his fingers. J. M. Harvey, Sr., had extremely pronounced ideas on the smoking of cigarettes and Harvey, Jr., knew it. He also knew some other things and one of them was that "the old man" was not exactly pleased with him. He had just graduated from college, not with honors but "by the skin of his teeth," as his father, who was more used to coining money than fine expressions, had put it.

"Well," said Harvey, Sr., "I have considered your case and I think the best thing for you to do is to get busy. I have done some pretty big things in my time, if I do say it myself. I have by consolidating interests got control of quite a few branches of trade in various parts of the country. I have formed trusts. I don't dodge the word. I know what people say about it and I am not sure that it is the right method of doing business. Neither am I sure that it is not. At any rate it has put you and your sisters through college and put your mother in society and put a handsome house on one of the swellest streets of the city and put the choice of everything in the house. It has also put me to the necessity of wearing a liver pad and taking dope that a high priced M. D. gives me to overcome the effects of too much work and too little sweat.

"Now, look here. You know where Marshallville is. Up there where I have the cement factory and where you went trout fishing last summer. You know, or should know if you are observing enough to make a good business man, that there are four

stores there. I want you to go up there, buy all those stores, convert them into one—the only one in the town. The workers in the cement factory will have to buy there, so will the farmers. I have not mixed up in any deals so small as that for some time, but it will do for you to start on. I guess you had better begin right away before the rest of the bunch of Indians gets home from college. Draw on me for money, but be sure the money is to use in carrying out your business plans. Thank the Lord the show girls that will come to Marshallville are not likely to attract you, and the liquor sold at One Eyed Pet Haskin's will probably be too stout for your delicate palate. So long. Let me hear from you when you have something to say. Not before."

Harvey, Sr., whirled around in his swivel chair and attacked a pile of mail and Harvey, Jr., assumed, quite correctly, that the interview was over.

He went slowly out of the office, thinking hard. Visions of a projected camping trip, an auto tour and a cruise on a friend's yacht faded away along with the gleam from a pair of brown eyes which usually looked at him over something to eat or drink or the footlights. The stuff in Harvey, Sr., was beginning to rise in him and the fighter, bred to the bone, was beginning to assert itself. He felt considerably like he did when he was crouched on the line at the beginning of a foot ball game. Harvey, Jr., had some reputation as a stayer in foot ball when at college.

By the time he was on the train speeding to Marshallville he had the whole plan mapped out. He would buy the stores and start the other one at once. If they would not buy he would start it anyhow, and after the approved manner of trusts sell so cheaply that the others would be forced out of business. It was all very simple and too easy to furnish much sport.

At Marshallville the first person he struck was "Hi" Peters. Asked if he would sell, he responded:

"Well, hadn't been figurin' on it. Might if I got my price."

Harvey named a figure.

"Tain't hardly enough," said Peters briefly.

Harvey ran up to the highest figure his father would allow him to give, but of no avail. Spring was in the blood of Mr. Peters, dealer in staple and fancy groceries, and he felt optimistic. He saw stretched out before him years of profitable trading, and he figured that if the business was worth so much to Harvey, who was not acquainted with the situation, it would be worth a great deal more to him.

To his amazement and chagrin Harvey found all the other three dealers in the same frame of mind. He wrote to his father, explained the situation and unfolded his plan. His father wrote back a blunt and characteristic letter:

"Rather thought you would fail. Your plan is old and expensive, but am glad to see that your fighting blood is up. All right, start the store. Am sending down a man to take actual management of it. He

knows retail selling. You don't. Take his advice in small things. Am sending check as you requested."

In due course of time the new store was started. It was in a new building on the main street. It was a new building made of cement. Cement came cheap to the Harveys, although the towns-people did not know this. The cement factory was operated by the cement company, in their minds.

While the owners of the four business houses sat disconsolately in front of their several places of business the wives of the cement workers and the farmers' wagons streamed by on shopping days to the new store. Never had such goods been purchased at such low prices in Marshallville before. The gladness was gone from the spring for the four business men of Marshallville. They saw unpaid bills staring them in the face.

Peters sat on his cool shady porch one night with his bowed head in his hands. The bright moon glinted on the gray hairs at his temples and lines of worry grew black in the shadows. The business, which had been his life for the last ten years, was almost nothing now. He had taken the store from a man who had been a failure. He had taken pride in building it up until it was one of the best country stores in Michigan. And

now he reflected bitterly he was to be thrown out by a man who was in the business more for a game than anything else; a man who did not know how much a barrel of oil cost.

"Daddy, you simply must stop worrying," said Miss Millicent Peters, coming suddenly from around the corner of the porch. "You are getting grey and, if I must say it, positively homely."

Millicent had returned from college the day before and knew little of the situation. Her father drew her down beside him and told her the whole story. When he had finished the girl's handsome face was flushed. A bright red spot of anger glowed in either smooth cheek and as she jumped to her feet every line of her sinuous athletic figure spoke defiance.

"Don't you let him do it, Daddy. Don't you," she cried. "Get the others together and circulate among the people. They all know you. They have traded with you and the others for years. You have been active in the little public affairs here. You and all the others subscribed liberally to the bonus fund which brought the cement factory here. The people are only attracted to the new place because it is a novelty. Put the matter before them in the right light and you will see. You will win."

Far into the night Peters sat with

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Almost all the grocers in this State know about them. Everyone who has ever sold a bottle knows that bottle was all right.

There is no risk in having your trade use them. A cake or pudding in which these extracts are used will not be a failure on account of flavoring. It is to be depended upon at all times. You can safely recommend it, and we want you to. It will mean more business for you and of course more business for us.

Jennings Flavoring Extract Co.

C. W. Jennings, Mgr.

Grand Rapids, Mich.

ESTABLISHED 1872





his head in his hands evolving schemes,

\* \* \*

The great drawing room of the Mayor's house, stripped of its furniture and rugs, was filled with a dancing throng. It was the last ball of the season; in fact, it was the ball of the season. All social functions had long since been over, but Mayor Thomson had always given a ball in June. Why he did so no one knew. Ever since he had been Mayor he had done so, and that was a long time. Year after year when the election returns were in he found himself elected. His kindly old face with its shock of white hair above it beamed down each Thursday on the little body of aldermen and his smooth old Southern voice cautioned, "Gentlemen, be careful," when rough discussion arose. It was a pleasure to visit the Mayor's house on the hill, modeled as it was after his old home in Kentucky.

But it was the night of the ball. Harvey and the Mayor's son, who had brought him to the ball, were standing at one end of the room when they saw Millicent Peters enter.

"Who is that girl?" said Harvey suddenly. His companion grinned as he followed Harvey's glance to where Millicent was seating herself.

"That is Millicent Peters. Want to meet her?"

"You bet I do," said Harvey with enthusiasm.

"Thought you'd fall for her," said his companion grimly. He had "fallen for her" to no purpose.

"But," said Harvey, suddenly halting on their way down the room, "do you suppose this little deal of mine with her father will—well, won't it make the situation somewhat uncomfortable?"

"Not with Millicent," said his companion. "She's a thoroughbred."

Before they reached the girl she was surrounded by a little knot of admirers. The men elbowed their way gently to the front.

"Miss Peters," said the Mayor's son, "this is Mr. Harvey." And he added wickedly, "Perhaps you have heard of him."

The girl started slightly and then arose and extended her hand, and with a sweet smile said:

"Yes, I have heard of Mr. Harvey."

Harvey dropped into a vacant place by her side, feeling for some reason rather uncomfortable. There was

only one other person in the world beside Miss Millicent that had ever made Harvey, Jr., feel uncomfortable and that was Harvey, Sr. But the boy soon recovered his composure and before he had talked five minutes Millicent was admitting to herself, against her will, albeit, that she liked him. They danced together several times and after the last breathless waltz Harvey suggested the veranda outside. The girl assented and they found themselves enconced in a cozy pile of pillows in one corner of the big porch. As they talked Harvey watched the clear cut profile of the girl's face. He saw the moonbeams softly lose themselves in her brown hair and listened with his ear newly attuned to the music of her voice. He realized that he was hopelessly in love. He had felt no thrill as he imagined he would when he saw the girl he was to love, but instead there had been growing in him in the short time he had been with her a desire to possess her; to fold her in his arms and tell her of his love.

The same spirit that prompted Harvey, Sr., to stake all on a business deal when it meant wealth or poverty prompted Harvey, Jr., to say suddenly:

"Millicent, I love you. You will probably think I am crazy to say this now, but I could not mean it more if I waited for an eternity. Will you marry me?"

That was all. It was very simply said and the tone of voice employed made up for the lack of words.

The girl did not start. She turned slowly about, her eyes blazing, but her voice was steady when she said: "Really, Mr. Harvey, you astound me. Am I to consider this a sort of compliment very poorly done or do you really fancy you mean it? Do you think for one moment that I would even consider such a proposal after the short length of time I have known you, and at that," she said, rising and her voice trembling a little as the color came and went in her cheeks, "from a man who is persecuting my father and driving him to his grave, a broken, penniless old man!"

When she had done Harvey replied, his voice trembling a bit from excitement:

"I was a fool. You knew nothing of me; but that does not alter the fact that I love you and that I will

always love you and that you can not stop me from loving you. Will you forgive me?"

He held out his hand. She placed her pink palm in his with a queer little feeling that she had lost something surging through her. It prompted her to say:

"I hope we shall be as good friends as ever and that you will come to see me sometimes even if our business interests do conflict."

Harvey took her back to the ball room and relinquished her to the Mayor's son. Then he jammed his hat down over his eyes and went down to the railroad office. He awoke the sleepy telegraph operator and sent the following telegram to his father:

"Have dropped store project. Can make it go but won't. Answer."

Not until the next morning did he get the following answer. It was brief and very much like Harvey, Sr. It said:

"You are a fool. You need not bother to come home."

All the day long the boy wandered through the woods that skirted the town. He saw little in the shady by-paths or the cool, quietly running river. It was his first great problem. He had lost his home, his chance and saw little hope of winning that for which he would have willingly given everything, the hand of Millicent Peters. And now he had lost it all.

The sun was sinking when he at last, worn with weariness, seated himself on a fallen tree trunk and dejectedly sunk his face in his hands. He was startled from this position a few minutes later by a sweet voice which said:

"Why, Mr. Harvey, what ever makes you look so gloomy?"

He looked up to see Millicent standing before him with her hands full of wild flowers.

He was not to be cheered by her, however. He seemed to have known her a long time, and he took the telegram from his pocket and handed it to her as if she was a friend who would help him out of the difficulty. She read it and then looked at him, a light shining in her eyes.

"And this was in answer to—?" she questioned.

He repeated the message he had sent to his father.

Suddenly a new light broke over the girl. She no longer saw a grasping young man, over assurant, who

had frightened her by his peremptory manner, but an impulsive good-hearted boy, who loved her and who had thrown everything away for her, and she knew that she had loved him from the first.

She was silent and he waited for an answer. Hearing none he looked up from his moody study of the turf. He saw in her eyes what he had never seen in any other woman's eyes, but that he could read aright, and he sprang to his feet and clasped her in his arms.

\* \* \*

The next day a man and a girl, both fair to look upon, were ushered into Harvey, Sr.'s, private office. When the old man came out he frowned at sight of the man who was his son. His frown cleared as he looked at the girl, although girls always troubled him when he associated them in his mind with his son. But this girl he thought was different.

"I wouldn't have come back, Dad," said Harvey, Jr., "only I wanted you to meet my fiancée, Miss Peters. We will go right away."

"I am very glad to meet you," said Harvey, Sr., to Miss Peters. To his son he said:

"You will stay right here. I think perhaps I need someone to help me in my declining years, but first you had better make arrangements to take that auto trip you were talking about. Wouldn't you like to come over and meet mother and the girls," he said with little formality and great fatherliness to Miss Peters.

And the trust was, to use Harvey, Sr.'s inelegant phrase, "busted."

Glenn A. Sovacool.

The beautiful life spends no time looking for a mirror.

No language is more eloquent than a life of love.

## Wanted SECOND-HAND SAFES

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Grand Rapids, Mich.

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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.





### Observations About the Woman Who Nags.

People who believe in poetic justice will rejoice to learn that a Philadelphia woman who was scolding her husband sustained a double dislocation of the jaw on account of the vehemence with which she was speaking. Thus, for once in a way, does a curse come home to roost, and one can only wish that it happened oftener, for no other person on earth has done so much towards dislocating family happiness and breaking up homes as the woman who nags.

The woman who nags may be divided into two classes—the one who nags conscientiously and from a stern sense of duty, and the one who nags for petty spite and revenge. In both cases the result is the same. It is the thing that drives husbands to drink, sons to corner saloons to escape it, and daughters into rash marriages to get away from it. The irritating pressure of a finger on a sore, the pebble in the shoe, the continual drop, drop, dropping of a single drop of water that drives the victim on which it falls insane, all sink into innocuous desuetude before the tongue of a nagging woman.

No other feminine vice compares with it, and there is no Keeley cure for the habit, because no woman has ever yet admitted that she nagged. If she is a woman of good intentions, and you delicately intimate to her that she is guilty of this fault, she replies, with the air of a martyr, that because her family do not want to be told of their faults, or reminded when they do wrong, she is not going to shirk from doing her duty. If, on the other hand, she is a woman of temper, if reproached with her weakness, she bristles like a porcupine, and exclaims that, thank Heaven! she is not a worm to be trodden upon without making a sound!

As a general thing women nag because they have not intelligence enough to know when to let well enough alone. They argue that if one word will do good, ten thousand words or ten million words will be still more effective, and so when they take a position on any subject they harp on the same string until they wear the listener out. The real reason women's opinions are held so cheaply is because there is so much of them. In talking and in reforming there is nothing like knowing when to quit.

It would shock the good women who nag, if they ever could be brought to believe it, that they are responsible for half of the evils that they are banded together to suppress. Many a pious woman, through sheer anxiety for her husband and son to be models of all the virtues, drives them in to all the vices. In season and out of season she hammers away at their souls until they wish that they didn't have any. She nags at them about going to church, and missionary meetings, and religious alphabetical socie-

ties, until she effectually breeds in them an unconquerable distaste for everything spiritual. If the problem of the empty church is ever answered it will be by a chorus of harassed men who will cry out, "We don't go because we are not going to be nagged into going anywhere. All of us know homes where the Sunday paper can not be opened without raising a storm of protest, and where a tired man can not settle himself for a quiet evening with his pipe and slippers and magazine without a fusillade of querulous complaints from his wife, because he does not want to get up and accompany her to hear some returned missionary descant on the needs of the Booriboola Gha heathen.

The results are inevitable. Nobody ever yet was nagged into walking the straight and narrow path, and precious few men in these days are going to stay at home and listen to the discourses of a wife who is as irritating as a mustard plaster, and you will find in such households that it is the universal custom for the men of the family, after dinner, to make a quiet sneak for some place where they can enjoy themselves in peace. It is a notable fact that the wildest and most dissipated young men in every community are the sons of women so good, so conscientious and anxious to do their duty that one wonders at it as at a strange dispensation of Providence that has been sent to afflict these saints and martyrs, but the real reason is that their mothers were so overanxious to make them good that they nagged them into taking an opposite course.

That children have so little respect for their mother's opinion is also to be attributed to the same cause. There is a story told of a little boy who was lost in a city, and when taken to the police station and questioned as to his name, he replied that it was "Johnny Don't." "But," said the Sergeant, who was talking to him, "that is impossible," but the little fellow stuck to it that his name was Johnny Don't, and finally added as a convincing climax, "That's what mamma always calls me."

This anecdote, whether apocryphal or not, is photographic of the attitude of too many mothers towards their children. All day long they are nagging at the little creatures. It is Johnny Don't, and Susie Don't, and Mary Don't at every step the restless little feet take, and everything the restless little fingers do, until it is no wonder that the poor little martyrs are fretted into nervous irritability for which they are promptly spanked. That such children are never obedient is inevitable. They are bewildered between the things they are told not to do. They lack intelligence and experience to discern which are important and which are unimportant commands, and so they obey none. The woman who has authority over her children does not nag them. She lays the fewest possible restrictions on them and gives them the largest possible liberty, and when she does lay down the law they respect it. Not so the children—and there are no such keen appraisers of character as children—who instinctively feel that mother will fuss about some-

thing anyway, and that they had just as well do as they please.

Undoubtedly women's tendency to nag is at the bottom of the whole servant problem. The reason men can keep their employes and women can not is because not one woman in a thousand has strength of mind enough to refrain from always interfering and suggesting in every single thing a cook or housemaid does. Just how aggravating, how maddening this is, nobody knows except the person who has had another stand over them while they try to do a thing with a constant stream of "Why don't you do it this way, and why don't you do it that way?" There is not a book-keeper in town, or a railroad man, or a general manager, who would not be in hysterics before night

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But look what the sale of your own package coffee loses for you: It loses the advantage of the advertising we are doing to your customers, all of which helps actively to sell **Ariosia**. It loses the selling force of the fact that every man, woman and child in your town has heard of **Ariosia** and knows what it is.

And it loses the vouchers that come to you with **Ariosia**; vouchers that, if you will work hand in hand with us, will bring you several hundred dollars of merchandise every year gratuitously.

**ARBUCKLE BROTHERS**  
NEW YORK



if his employer constantly stood around nagging him as the average woman does her maid. Whenever a woman makes up her mind to deal with her servants on the platform of results instead of ways she has settled the question of keeping her employees just as men settled it long ago for themselves.

Of course, every married woman feels that she has a right to boss her husband if she can, and failing that, to at least put up the best fight on the subject that she can. If she did not try to dictate to him about what he should eat, and how he should dress, and to interfere with his smoking she would not feel that she had done her full duty. No good husband would wish to cut off his wife's pleasures in this respect, but it does look as if after a woman had once delivered her opinion on the subject of health foods, and the horrors of nicotine poison, she might let the matter rest, and take it for granted that a man of sufficient intelligence to conduct a large and lucrative business, or hold a position of honor in his town, would have sense enough to come in out of the rain and know how food and tobacco affected him. This is far enough from being the case, and from the day many a man marries to the day of his wife's funeral he never eats a meal in her presence without having an argument over its hygienic quality or smokes a cigar in peace. The strength with which most men bear the passing away of their dear Maria is to be attributed less to Christian resignation than to the fact that the voice of the nagger is stilled for the first time.

Nor is the effect of nagging confined to inflicting mental anguish upon its victim. A famous physician of New York recently declared that a large proportion of the nervous breakdown, and even insanity, among men was the direct result of their being literally nagged to death by their wives. This is easy enough comprehended and believed. The strain of business life in America is so terrific that the man who can not find peace and rest at home is bound to collapse under it. To go from the harassment of office or desk to a wife who frets and nags is merely to exchange a hornet's nest for a gadfly, and only a man whose sensibilities are as dense as the cuticle of a rhinoceros can stand it.

The remedy for nagging is like the remedy for reforming a drunkard: Drop the habit. It is no excuse for a woman who nags her husband and children to say that she does it for their good, for nagging never yet accomplished its purpose. One word at the right moment may do wonders, but two words all the time are fatal, and the minute a wife and mother finds that she is telling her family the same things over every day, and reminding them over and over again of their faults, it is time for her to stop and let the subject rest.

Of course, you and I never nag; but we know women who do.

Dorothy Dix.

The world may care little for theology, but it recognizes with joy the heavenly life and love.

#### Old Rubber Problem for Chemist.

How to regenerate rubber? So far old rubber is waste rubber. The chemists do not admit the word waste to their vocabularies, but try to transform it into something useful. 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 also would be high. But substitutes of the most varied character are added in the process of manufacture. Mineral matters of many sorts 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. The stumbling block to most inventors who have endeavored to use rubber waste is the sulphur used in vulcanizing. Part of it enters into chemical combination with the rubber so that it is difficult to expel without injury to the quality. At present vulcanization is a necessity, for no other process has been found to render the rubber inert to changes of temperature. Once the vulcanization has taken place the cut surfaces of the rubber will no longer adhere to each other, so that the material can not be worked into a homogeneous mass. It is probably the sulphur that is the cause of the disintegration of rubber, since crude rubber keeps for a great number of years without disintegration. Despite the poor quality of the recovered rubber, there is considerable demand for the article, especially in the United States. No less than 10,600 tons of waste rubber were imported in 1906. Waste rubber is assorted into about a dozen different grades, which vary in price according to the quality of the rubber they contain and the greater or less difficulty of extracting.

#### Every Plant Its Own Cold Storage.

Cold storage is one of the luxuries of life in the desert among the plant people. The adaptations of plants growing in arid regions for accumulating and holding a reserve supply of water have been described by the celebrated Dr. MacDougal, of Washington. Special storage organs and storage plants are most abundant in regions in which the scanty rainfall occurs during a brief period only, while during the remainder of the year rain is scarce. During the dry season these structures lie unchanged on the hot sand. At the commencement of the rainy season roots and shoots are quickly formed and fruit stems die down and the organ rests for another season. Some of these storage organs were collected and placed on a dry shelf in a museum in 1902, where they have since remained. Every year since at a period corresponding to the rainy season in its native habitat thin stems are produced which eventually die back. Five years' growth already has been made at the expense of water stored up in 1901, and the storage organs still are sound and probably will furnish supplies for the annual production of stems and leaves for some years to come.

Mr. Grocer—

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

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## Then Think of Bour's "Quality" Coffees

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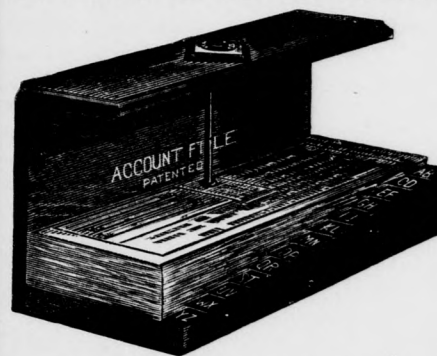
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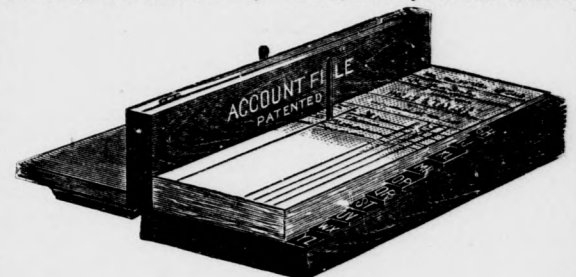
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TRADESMAN COMPANY, Grand Rapids



## SUSPICIOUS CUSTOMERS.

## Buyers Who Think They Are Being Cheated.

Written for the Tradesman.

Two grocer clerks stood in the corridor at the postoffice, yesterday, when a lady came to the stamp window. Two clerks watched and listened, for they were waiting for a companion and had nothing better to do.

"Give me five two-cent stamps," said the lady, with the manner and voice of a person conferring a favor and giving a large order.

The lady at the stamp desk passed out five two's of the Jamestown brand. The customer took them into her hand and eyed them suspiciously. In a moment she laid them back on the window-counter.

"I didn't ask for pictures," she said. "I want stamps—something which will carry a letter to Morley."

"Those are all right," explained the lady clerk.

"Oh, I'm from the country, all right," said the woman, sarcasm in her tone, "and I'm easy, but you can't work them things off on me. I want to let Horace know that I'm coming home, and I want the letter to go. Give me some postage stamps."

"Those are stamps," explained the lady at the desk. "They are the new Jamestown kind. They will carry your letter all right."

"You say it well," said the woman.

"But they are all right. I wouldn't be allowed to sell them if they were not."

"There is no chance for an argument," declared the woman. "If you can't give me real stamps, I'll go somewhere else and get them. The folks up at Morley wouldn't know these things, and wouldn't deliver the letter."

"What sort of stamps do you want?"

"The old square red kind. These are too long, and the printing looks cheap."

The stamp clerk hunted around for a moment and then produced five of the old kind.

"That's the kind," said the customer. "You work them pictures off on some one else. Do you sell many of them for two cents each?"

The customer, looking wise and victorious, licked one of the old kind on her letter, shoved it in the city slide at the mailing division, and went her way, conscious of a duty well performed.

The grocer clerks nudged each other in the ribs and laughed.

"That talk might have taken place before one of our customers," said Henry. "We have more suspicious customers than all the other stores combined. It is fierce up there some days."

"Yes, you have," replied John. "We have a few cranks up our way."

"Last week a woman asked me to open half a dozen cans of string beans so that she might select the best one," said Henry. "She did open the one she bought, and tasted of the contents, and smelled of

them, and stirred them up with her finger to make sure there wasn't a block of wood or a stone in the center of the can. She said that she knew we handled seconds, and that she did not mean to be done out of her money. Oh, we have some lovely customers up there. Suspicious is no name for it."

"We have a few up our way," declared John, "who watch the weighing and kick on the wrapping paper we use. Some of them take the goods off to other stores and have them re-weighed. Not long ago a woman took a codfish home, washed out the salt, and brought the fish back to show that we had sold her a quarter of a pound of salt at ten cents a pound. She said she could buy barrel salt for a cent a pound, and for less than that if she bought in large lots."

"Did she want her two cents back?"

"You bet she did."

"And she got them?"

"She did not. She is now trading at another store, and the boss gave me half a day off for getting rid of her."

"We advertised twenty pounds of sugar for a dollar, not long ago, and had about a dozen packages tied up ready for delivery, just to save time. A man came in and ordered twenty pounds and laid down his money, saying that he would take it along with him. I handed over one of the packages and he laughed at me. 'I want twenty pounds of real sugar,' he said, 'and not eighteen pounds of that stuff you have concealed from sight. Weigh it out of the barrel, right here, where I can see.'"

"And you had to do it?"

"Of course, but it made no difference to the firm. The packages were full weight, and right from the same barrel. Aside from the insult, the incident amounts to nothing, except as showing what a fool a suspicious man makes of himself."

"There are plenty of people in the world," said the other, "who live in the firm belief that everybody is trying to get the better of them. I know men who will not take their package from the laundry without opening it, counting the pieces and inspecting the work. I know women who will not buy a quart of beans without turning them out and kicking about the imperfect ones. All these people are at their cranky best when they go to a grocery. They pinch the fruit they do not buy. They cut potatoes open to see if they are sound clear through. It is a gay and festive life we are leading, not."

"Only yesterday a man came into the store and asked me for honey in the comb. He wanted to invest a quarter in the sweet stuff. When I showed him what we had in stock he said that no bee ever made that comb. I told him that it was all right, but he couldn't see it in that way. He went out and got a friend who claimed to be an expert in the honey business and they studied over the matter for about half an hour. If that man's time was worth anything he was a loser. He finally bought

the quarter's worth. His point was that he would not be imposed upon, and he expressed the opinion that all provision dealers were thieves. If I knew where that man does business I'd go out there some day and give him a dose of his own medicine."

"Of course there are grocers who do not intend to do the fair thing," admitted John, "but that is no reason why the entire trade should rest under suspicion. The men are just as bad as the women. We have a customer who buys potatoes by the basket. He has a whale of a basket at home, and he re-measures every purchase. Yesterday he came in with a little basket and said he wanted two quarts of potatoes to make the bushel complete. Now, we hadn't sold him a bushel. We had sold him a basket, but he got his little basket filled and went off looking as if he had drawn a prize in a lottery. The man had a right to size up his purchase, but just think of the little meanness of the thing!"

"And there is the woman who orders cooking butter and expects to get grass butter," laughed Henry. "She sends the children after it and sends them back with it. She comes to the store and goes through the butter chest. She pokes her fingers into the rolls and tastes of them, and smells of them, and turns up her nose at the entire array. But she finally buys, because she is saving about nine cents on a pound."

"And there is the pickle woman, who wants to go to the barrel and pick out the best ones, and who



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counts the number in the measure, and watches to see that the clerk sells all pickles and no brine."

"And the woman who wants the oysters wiped off!"

"Oh, what's the use? The world is full of suspicious people, and we see more of their true character than the others, because people will cut down on their living expenses to buy clothes, and go on excursions, and buy a piano, and all that."

"And they want to know that they get their money's worth, like the woman at the stamp window. I wonder if she will tumble when she begins to receive letters holding the Jamestown stamp?"

"She wouldn't tumble if a church steeple fell on her. Besides, I don't believe she ever gets a letter. Here comes Bob. Now we'll quit our little square man's session and go about our business."

"Square man's session?"

"Why, yes. A square man's session is a meeting where all the people in the world, except those present, are unfair and not to be trusted under any circumstances."

And the grocer clerks laughed at the kicks they had been making and went their way. For clerks, as a rule, do not hold their customers faults against them. But the woman at the stamp window had started the talk, and there you are.

Alfred B. Tozer.

#### Learn To Do Your Own Work.

The other night I went to see a play in which a weak willed husband, who for years has been "under his wife's thumb," has been in the habit during all those years of asking any one and every one what he would do if he were placed in a case similar to his own. "I say, old chap, would you be a cipher in your own house?" he is constantly asking in pathetic tones.

And his various friends do their best to enlighten him as to the steps they would take to remedy matters. The poor man conscientiously tries to bring about a change in the existing condition of things, but he is far too weak to do anything of the sort. So he merely makes loud voted protests, which are absolutely without effect, for he has not sufficient will power to choose a way of his own for bringing about the desired change, but sets about trying to bring it to pass in the way he thinks his friends would do it.

And that's just why he fails; he has asked other people what they think he ought to do, and is so engrossed in trying to do it according to their way that he never has found out a way of his own. If he had, he no doubt would have successfully managed to assert his own independence; for it is certain that those who depend on others to mark out their path for them can never make much impression upon life.

After all, it is a great thing to have a "will of your own," and a greater thing still to have sufficient determination and perseverance to be able to carry out that will in your own way.

True, most of us have been told

from our youth upwards that it is a shocking thing to like "having your own way." But is it, after all? For surely the only alternative is to adopt some one else's "way;" and what can be harder—and often more unprofitable—than that? It means the infinitely difficult task of trying to understand the various personal inclinations of some other individual, and the thousand subtle causes which determine that individual's actions; and to what end?

Perhaps our own "way" may not be a specially good one, and may, indeed, be a poor one in the abstract, yet, being our own, it has a much better chance of success than an attempt to go about things in some other person's way, even if that way be better than our own.

And here lies the magic of success—to believe in one's own powers and one's own way of using those powers. If we go about the world asking all and sundry for advice, and blindly endeavoring to follow that advice, without stopping to look at matters from our own individual standpoint, and acting in our own way, we merely shall go through life in such a stumbling, chaotic fashion that in the end we shall achieve nothing.

There is some definite path in life marked out for each one of us to follow, but we can not any of us hope to carry out our life's destiny by leaving the shaping of our course to others. If we would accomplish anything worth doing we must find out for ourselves what our life's work shall be, and not only find it out, but brace up our energies to carry it out, and not be led aside from the straight course because other people think they have discovered some better "way" than our own by which we can accomplish our life's purpose.

Matthew Arnold tells us that true knowledge is to "know the best that has been thought and said in the world;" and the nearer a man or woman approaches to such knowledge the more conscious does he or she become that their own achievements—in whatever sphere they may be—fall far short of what is really lasting and great. All really "great" men and women feel the truth of this, and as their knowledge extends, their power of seeing their own limitations increases.

Not long ago I heard a woman talking to a certain celebrated violinist.

"How long do you think it takes to learn the violin?" she asked.

The great man smiled.

"Ah, madam," he said, "I have been learning all my life, and now I am just beginning to realize that I can not play!"

There was no egotism here. He was a wonderful player, but, as his knowledge had increased, so had his realization of the things he had yet to learn. He did not say: "I can play splendidly now; there is no more to learn." Rather did he say: "I have grown humble, and seek to learn the things I do not know."

And that is how you and I should go through life—ready to acknowledge our faults and eager to learn.

Frank Carroll.

#### Bold Man Wins His Way.

The secret of success is not so much ability as belief in it.

There are many men to-day—intellectual, clever men—who, measured by the depth of their intellect, deserve a high success, yet, in fact, they are comparative failures. They possess the ability but not the necessary self-confidence and boldness to make their ability a practical asset.

They may be constitutionally weak or nervous, and thus feel unable to assume a position of high responsibility, but, whatever the cause, the fact remains. Were it a matter of intellect, and intellect only, that governs the business world of to-day such men would be truly successful, but, lacking the one quality of self-confidence, fail—and never recover.

On the other hand, how often one sees the man of self-assertive characteristics become successful! Possessed of comparatively small intellectual gifts, he, nevertheless, by illimitable belief in himself, combined with an energetic manner, carries all before him. He is the only successful man.

These remarks are directed to success from a commercial point of view. Perhaps, after all, the intellectual man who, through lack of self-confidence, is a "commercial" failure may yet secure greater happiness in the exercise of his talents than the most "successful" man ever obtains from his self-won wealth and position.

Luther Jaynes.

If you want to set the pace be sure you're on the right path.

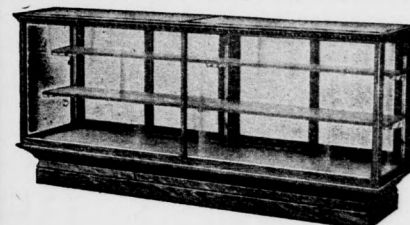


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## A PROMISING SCHEME.

## It Worked on Boy Who Threatened Failure.

Written for the Tradesman.

Cut-throat euchre isn't much of a game, but there are times when it will serve. This was one of them. We were waiting for Jack to come home, his father and mother and I, and Coleman, Sr., and myself were having no end of fun in convincing Jack's mother that, while she did know the right bower from the left, she was hardly up-to-date even in the principles of the game. Euchred again, she threw down her last card, declaring she had never played with two such cheats in her life and never was going to again, when the clock on the mantel brought down its musical hammer, announcing half-past eleven.

"Half-past eleven and no Jack. This never's going to do, Will. It's growing worse and worse. At this rate it's going to be 12 and then 1 and that I won't stand. Do you know, Dick?"—I'm an old friend of the family, hence the familiarity—"I don't want Jack as long as he is at home to be doing what almost every boy is sure to do long before it's time. I don't want him to smoke and I don't want him to drink beer and I think it would nearly kill me to hear him swear. Yes, I know you do all three of them"—the gentle reader will kindly bear in mind that the lady during this remark looked at her husband—"and the more's the pity, and the wonder is that the boy has been kept from them so long."

"How old is Jack?" I asked, a question which gave the man and the father a chance to remark with considerable earnestness. "He's almost of age and he can't be out after 9 o'clock without having a fuss made about it; and there'd be a conniption fit this minute if he should come in here with a scent of cigar smoke about him; and if—well, for the peace of the family I hope he'll confine himself to 'pop' as a beverage for the rest of his days."

It is easy to say what might have then been said, but at that moment the front door was heard to open and the young fellow came in. The evening had been pleasantly passed and the fun-loving face proclaimed the fact.

"Sorry to keep you young people up so long after your bedtime," was his jocular remark as he came in, "but the hilarity didn't begin until late and of course I had to take that in. Want me to kiss you good night, Mother, or aren't we quite ready to go to bed? You see, Uncle Dick, Mother is so afraid that I shall begin to be wicked and she won't find it out that I have to kiss her good night so she may know whether I've been smoking or drinking. Am I all right, Dot?" and he helped himself from the candies, a few of which were left in the dish on the card table.

I had known Jack for some time winter and summer and was satisfied that I knew him through and through. I had known him to be a clean-thinking and a clean-living boy, not "as boys go," but as the genuine article—that kind of boy whom one can trust out of sight, a young fellow whom

one is glad to have his sister with and sure, as this mother was sure, that his worthy ancestry and his bring-up, together with the young man himself, made all doubt of the outcome unnecessary. So when I heard from Jack himself what his mother was afraid of I thought it no more than fair to the boy to state to his mother what I knew for a certainty and remove, if I could, her fear in regard to one who I am satisfied is either the best fellow in the world or one of them.

It was not difficult, therefore, to keep talking until Jack went to bed, and the boy had hardly closed the door behind him when his mother began:

"I may be all wrong, Dick—Will says I am—but it would simply break my heart to have Jack begin to smoke and drink beer, saying nothing about his swearing. Honestly, now, if he were your son would you like to have him do such things?"

"How long has Jack been away to school?"

"Two years. Why?"

"That's a good while for a boy to be away from home at his age when he can't kiss his mother every night before he goes to bed."

"Do you mean to say that Jack is doing these things now?"

"Nothing of the kind. I am willing to think, however, that I should not be surprised if he has done all of these things at least once during the past two years and, admitting that he has, he doesn't seem to me to be especially demoralized. It isn't any affair of mine, Mrs. Coleman, but if I were you and had a son like Jack almost 21, I don't think I should sit up for him every night he is out. What I would do would be to give him a night-key to-morrow; tell him not to abuse the ownership of it; let him see at once that he's brought up and that you think too much of your

sleep to be bothered by any more of waiting for him and all such nonsense. That's what I'd do."

"My gracious, Dick! I never could do that in this world! Just think of the dreadful responsibility of it. If Jack should go wrong I never could forgive myself. Oh, no; this is his last vacation at home and I'm going to keep the night-key until he goes back to school, anyway."

There was nothing more to be said and I was soon in my own room, wondering if the latch-key was as strong as Mrs. Coleman thought it was, when a tap at the door between Jack's room and mine announced a visitor.

"Come in, kid," I said, swinging open the door, near which I happened to be standing. "Come in. I'm in no hurry to go to bed. Can I do anything for you?"

"You can, a great big lot! 'For the love of heaving,' as Bridget says, let me sit by the window here and have a smoke. I can't stand it a minute longer. I've been with the boys all the evening and the guying they have been giving me has been about as much as I can stand. You see it is mighty tough on a feller to stop short the minute he gets home just because he is at home; and I'll leave it to you if it wasn't a bit hard to have the boys clink their steins, brimming with foam, in your face and dare you to take some!"

"Did they do that and did you stand it?"

"That's what; but I'll be d—d, Uncle Dick, if I'm going to do it much longer. I'm—"

"There! There! That's no way to talk. What have you got to burn?"

"Some of the d—I mean some of the rankest cigarettes that were ever burned."

"That's what I feared. Here, take this cigar. It will calm your per-

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turbed spirits. Now let's be honest with each other. You came in here to smoke so your mother would think it was I, didn't you?"

"Oh, Uncle Dick—"

"Never mind that now. You did, didn't you?"

"Well, yes."

"That's all right. Now I'm going to be good to you and we'll have a smoke together. That will make your mother think everything's all right."

A moment later there were two pajama suits comfortably filled and seated in two easy chairs, and after the fellow in the smaller one, giving a puff or two, had exclaimed, "This is Heaven!" I took occasion to say, "Now, then, Jack, I interrupted you. Go on with what you were saying."

"Nothing much. I've got tired of being treated like a kid. Here I am ready to vote and can't be trusted with a night-key! I mustn't smoke because 'Ma' won't let me! Let it be known downstairs that I rather drink a glass of beer than have a leg broken and there would be a call for the undertaker at once; and if I should hammer my fingers and say anything but 'Oh, fie' the world would come to an end!"

"Now, Uncle Dick, I don't want to be mean and I'm not going to be a tough, but I've got my growth, am in good health and there isn't any earthly reason why I shouldn't have a smoke here at home instead of hiking off down town every time I want to strike a match! I don't think it's even smart to swear; but when I get good and ripe for it and say—you know what—I don't see why crape should be put on the front door any more than when Dad has an explosion. If the recording angel drops a tear on Uncle Toby's oath and blots it out forever, I don't see why I can't give him a job once in a while."

So the young fellow went on for a half an hour or more having the say of his life. It was as I had supposed: He was proud of his home, loved devotedly both father and mother, was willing and eager to live for them and die for them; but he was not willing to be treated as a little boy any longer, and finding at that point that his cigar was gone he threw away the short stump with emphasis and rose to go.

"No matter about being in a hurry. Jack. I have just a little that I feel as if I must say. I'm proud of you for not giving in to the fellows and when they try it again just say to them that you can do better. You'll find these same cigars on the upper shelf in that closet and you come up here and help yourself when you feel like it. The gentleman in you will take care of the swearing, so there is no need of bothering about that. About beer, now; do you like it?"

"Not very well. If you and I were tired and hot and we could sit down by ourselves each with a glass of good cool beer I'd drink it; but to me it's a coarse kind of drink. Neither love nor money could induce me to take a drink of anything at a public bar, I don't care where it is."

"Do you smoke much, Jack—at school, for instance?"

"Not on your life. A man there

stands on his honor and that means everything. You see, when one knows that he is trusted he feels that he has to 'make good,' don't you know; and to have a year of that and then come home and be 'Jackie' and have your 'Ma' follow you up with the peppermint because she is sure you've eaten too many cucumbers is what I'm kicking against. You see where I stand, don't you?"

I did and told him so. Then with the storm over and the atmosphere cleared I sent him to bed, as happy a boy as one would care to see; which was all very well; but so far as his Dutch uncle was concerned, what was to become of him? It is no fool of a job to say, with all due earnestness, to a man for whom you have a great regard and whose guest you are, that he has made an utter failure in trying to bring up his only son in the way he should go and that he has come to the place where he must change his method at once or suffer the well earned consequences—the task which I found myself up against good and hard. The scheme I had entered upon seemed the only promising one from my point of view; but far into the early hours of the morning I was troubled not only with "the fearful responsibility" haunting the devoted mother, but that other responsibility of an angered husband with whom "butting in" is not looked upon as a trifling offense. Still, with the young one "soothed by an unfaltering trust" that I would make the crooked ways straight for him I watched and waited.

My looked for chance came the

following Sunday. The day was fine, the roads in excellent condition and the proposed drive the very thing. We were hardly in the buggy when a brace of cigars of as fine a brand as it has ever been my good luck to consume came from my host's pocket and were soon leaving behind them banners of incense-burdened blue. Of course the kid was the subject of my story and I am convinced that I told it well. At all events, when I had finished he knocked the long accumulation of ashes from his cigar, to all intents and purposes remarking as he did so:

"What you would work me to I have the same aim."

"What you have said, I will consider; what you have to say, I will with patience hear, and find time

Both meet to hear and answer such high things."

So we left it and the morrow found me with my visit over and the kid saying good bye to me on the just starting train.

Three days later I received the following letter:

"My Dear Richard—I have followed your suggestions with the most delightful results. Jack and I had our ride together night before last. We had hardly struck the Boulevard when I took out the cigars, the brand you like so much, saying as I did so, 'Here, Jack, let's have a cigar together. It'll do us both good. You are a man, if you are ever going to be one, and I want to be the first to recognize you as such. Light up and I'll take my light from yours.'"

"Dick, you ought to have seen that

boy's face! I honestly believe I could have knocked him out of the buggy with a feather. His heart stopped beating, I am sure, for his face became white as a sheet and then like so much scarlet. His lighting the cigar, though, showed me what a bat I have been in not seeing what has been going on, for in the face of a lively breeze the first match lighted both cigars! When I laughed at that he flushed a little and his hearty, 'Honestly, Dad, I couldn't help it. We didn't smoke often and never on the school grounds, so broke no rules!' did me a world of good."

"The cap-sheaf of the whole business took place when Mrs. Coleman gave Jack his latch-key. He had just kissed her good night and she put the key into his hands with 'My Jack is a gentleman; and if his mother can't trust him nobody can!' At that he gave her another and his 'Good night, Dad,' to me had a hint of throat trouble!"

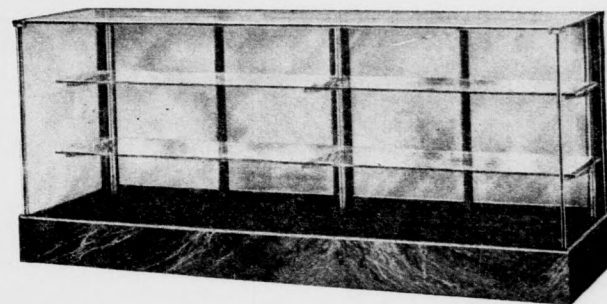
I can end this in no better way than with a single sentence from the boy's letter after he went back to school:

"Uncle Dick,  
You're a brick!"

"And I am satisfied that I am!"  
Richard Malcolm Strong.

The United States consumed 134,000,000 gallons of whisky in the last fiscal year, according to the report of the Collector of Internal Revenue. As this is less than two gallons per capita, there must be a lot of fellows who got more than their share.

## The Case With a Conscience



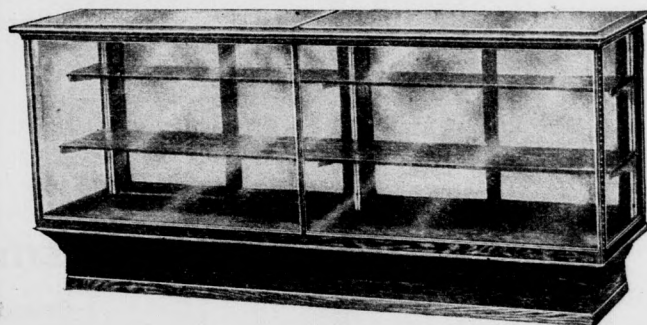
keeps on beating records. You're interested in this success because it means the triumph of the "square deal."

If it's show cases (regular or all plate), wall cases or any items of store equipment, you can't afford to place an order without getting our quotations on

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## MAN FARMING.

## How Employees Are Trained in the Big Stores.

Opportunities in the great mercantile establishments of the world are overlooked by the great mass of young men who would enter them. "The \$10 clerk," as a bit of light reference to the young salesman, has much to account for in this respect.

"What prompted you to come to me for a position?" is a set question under certain circumstances when a young man applies through influence to the head of one of the vast mercantile houses of Chicago. A characteristic set answer has been:

"Well, I'll tell you, I am out of a job and—"

"Oh, merely out of a job?" exclaims the head of the house; "then you're in the wrong place. We never give a man a 'job' here if we know it. The man who runs an elevator really is the only man in this house who holds a 'job'—and you don't want that?"

There are young men, reading this far, who will say, "Bosh!" Hundreds of them—perhaps thousands of them. But it isn't bosh. I will prove the statement, too, as it was proved to me conclusively enough to the mind of a reasoning person.

First in evidence I saw a little thumbled memorandum book, alphabetically indexed, which the head of this great house had bought fifteen years ago, and now it was pretty well filled with names, from "Adams" down to "Zero." Opening the little book at random, this head of the house showed me the names of men, many of them with added "Remarks" under them, and when these notations were interpreted I had a new insight into the system of a great business which needed to develop men as it grew.

"Brown, there," pointing to the name. "Do you know, he came here as an office boy fourteen years ago—he's our New York buyer now. He was in knee trousers when I put that name there."

"Black, too; he struck me as an especially nice little chap and made good. He began at \$4 a week and—think of it!—he's in charge of most of our London end of the business!"

"Some of these I was mistaken in. There's Jones; see the note 'Lt. wt.?' He was one of the most precocious of the whole bunch of youngsters, but too shallow—a 'lightweight.'"

"See that 'Lt.—nasty manner?' That fellow Smith could have been something to-day, but he got a 'swelled head.' He let himself out and tried to leave a sting behind him. I heard two or three years ago that he had gone to the dogs."

So on through a book of 200 or 300 names this man of affairs might have gone, with the clearest personal recollections of almost every man catalogued in it. But of the lists in general he said that in the selection of these names as his "prospects," he had made comparatively few mistakes. They had made good sufficiently to justify his hopes as a whole.

"Hopes" that a youngster who began at \$5 a week easily might be able to earn \$500 a week within fifteen

years! Yes—hopes that some of them might draw \$1,000 a week out of the profits of that business!

That business man was telling me the truth and the whole truth. I was shown the real names of some of these men and the average reader might recognize some of them were they printed here. Yet as a generality asserting that "jobs" were not to let in that house, with the inference that only the ambitious man with high purpose was wanted, my pessimistic reader had said "Bosh!" only a few minutes ago.

"Did it ever occur to you that in a great business like this the head of it might rather develop and place five men a year in the great cogged machinery of its business than to see \$200,000 extra added to its dividends of that year?"

I hadn't thought of it, but I saw the point in a minute.

"We have grown tremendously in the last dozen years," said this head of the house. "We have had strong competition to meet. It has been brains against brains. Could we have afforded not to develop a man? Would you have imagined that in this house of thousands of employees there was a distinct understanding that no good man in any position shall be allowed to leave a department without the head of it trying to learn why he wishes to leave? That if the reason for dissatisfaction may not be settled by the department head, that man will be invited to come on up the line of authority to the President of the corporation if need be? Then if the man, valuable where he is, with promise of greater value higher up, still insists upon going we let him go with our sincere regrets."

The fascination of strong fiction may be found in the experiences of the head of a great business where "man farming" goes hand in hand with dividend making. This man farming has become a complicated and systematic branch of commercialism. Thirty years ago if the up to date farmer of the time had been told to have a soil analysis made for determining why he could and why he couldn't grow certain crops he would have called his adviser a fool. But six miles away in the big general store of the village the proprietor, in his limited way, was making laboratory analyses of his applicants for clerkships! To-day the laboratory farming of men in the great commercial and industrial institutions of the country is far ahead of the farm worked upon the most scientific lines known.

It is this laboratory method of man farming in the modern corporation which tinges even the untried and untrying young man with the spirit of pessimism. The applicant material is assayed and it goes to the dump if it hasn't "color."

When the modern head of a great mercantile house asks of an applicant, "Do you want to be a merchant?" it may strike many a man with dismay. It may appear to be one of those "leading questions" so often objected to by counsel in the courts. It may take mental form as meaning, "Are you after my place?"

But the literal question to be taken literally and seriously carries with it

that literal alternative, "If you don't want to be a merchant we haven't any use for you."

That lack of resolve in the young man to become a merchant, taking his full course in merchandising in at least some special field, accounts to-day for the thousands of dullard salesmen in the ranks. The pay of the young man is small in the beginning. It may not be large after several years of the best effort. But in the successful business house of the time a few years of earnest effort by the capable man will have earned him the attention of the powers that be.

To-day there are men on the pay-rolls of the great commercial and industrial establishments whose names scarcely are known to the general patronage of the institutions whose salaries exceed those of the prominent bank presidents of the cities. These are men who began with the taste and the talent for merchandising. For the most part they are specialists in sales departments. They may be active buyers in the markets of the world. Later they are to be the executive forces at the top of the organizations.

But thousands of these beginners will not nurse the patience to wait.

"What's the use?" asked a brilliant man in despondent tones, speaking to the head of a house whom I quoted. "I've been here several years, and what have I got to show for it? I can get more money in another place, and I'm going. Who knows me here? What chance have I?"

"You think you are not known here,

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

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are used to place your business on a cash basis and do away with the details of bookkeeping. We can refer you to thousands of merchants who use coupon books and would never do business without them again. We manufacture four kinds of coupon books, selling them all at the same price. We will cheerfully send you samples and full information.



**Tradesman Company**

Grand Rapids, Mich.



then?" repeated the chief, for the discouraged one had been introduced to the head by the manager of the man's department. The manager took out the little book which was shown to me and turned a few leaves.

"That's your name, isn't it?" pointing to the line, and with some surprise the despondent one recognized it. "That was written there a few months ago as a reminder that you were to become the manager of your department at the next opportunity for the advancement."

"But you never told me," was the exclamation.

"Told you! How could I tell you? How could I tell any man in the house the things that may be marked for him when he has proved himself a little further?"

It was too late, however, for Jones had taken another place in another line of effort at twice the salary. He had been receiving \$1,000 a year; he had trained for several years in the mercantile business; he had met a pretty girl and wanted to get married; he had consulted friends in his department who were his inferiors for the most part. His decision to go was past recalling, and he went.

"There," exclaimed my authority, "is the spot on which thousands of young men slip and stumble year after year—that greased spot on which the dissatisfied young man stands when he asks the advice of his fellow worker rather than going to the head of his department for counsel.

"It is the high strung temperament which becomes restive under waiting. He feels a possible atmosphere of discontent in men who are envious of him. He is in their way. What is more foolish on the part of one or easier on the part of the other than to mislead the enquirer?"

Two boys were in the general offices of this establishment years ago at \$6 a week. They were brothers. The father, known to the head of the house, had got them places there. Five or six other boys were in the general offices, each with his desk and his duties. Within a year these five or six boys had been shifted to other departments at more pay and larger duties. Suddenly the head of the house missed the two brothers, and was told that they had gone somewhere else.

The head of the house met the father a few months later. The complaint of the two sons was that others had been passed up, and that they were at the old grind. There was nothing in it. They were bright boys; they were good boys; they were deserving of more consideration. Why shouldn't they leave?

"But where did those boys go?" asked the merchant. "They didn't class with your boys. Not one of them ever could hope to get to the place where I have been figuring on landing your sons! You have made a mistake, Jones. You have made a mistake."

In the growing of men for the needs of an establishment it is discovered that mediocrity may compete pretty evenly with the brilliant and nervous temperament. Brilliance may become impatient. That impatience grows, feeding upon itself. The type says to itself, "Well, I guess I can

get a job somewhere else!" In the experience of my authority, nothing is more inimical to the future of a competent young man than this assertion to himself, "I can get a job anywhere!" Job hunting becomes the young man's end, rather than the means to patient work which shall mark a final success. Here it is that mediocrity finds its opportunity.

The mediocre young man, recognizing his mediocrity, says to himself: "I'd better get a move on myself; it's all right to let well enough alone." He takes orders as something which he is paid to do. He is careful of his actions. He may be slow in the acquirement of a method, but he can be depended upon to hold to it. One day he surprises a manager with his competency in his work, and later is surprised far more himself when he is picked out for a higher duty.

I want to end this with a pretty little story, told me by this veteran merchant:

Marsh was an irrepressible. He was irrepressible as an office boy at \$4 a week. He was irrepressible as a salesman at \$10 a week. Because of his jolly irrepressibility he was a salesman at \$10 a week a good deal longer than other fellows who didn't know half as much. Marsh would throw a pair of stockings across the aisle, catch an unsuspecting salesman in the face, and burst into a roar of laughter.

"See here, Marsh," the manager would call, pointing an accusing finger, "I'll fire you if I catch you at that again!"

But Marsh was caught time and again afterward through half a dozen periods of advancement. To-day Marsh is one of the best salesmen on one of the best salaries paid by one of the best houses in the country.

"He was annoying—annoying, yes," sighed my authority, smiling to himself in reminiscent way, with his chin between his fingers. "But how could you fire a man like that? Raising hell all the time and making friends by the dozen every day! How could you fire him?"

I didn't know—do you?  
Hollis W. Field.

#### The Thoughtful Landlord.

A New Yorker whose business frequently takes him through the South tells of an amusing experience in a country hotel in one of the Carolinas.

The New Yorker soon learned that the landlord of this establishment laid it down as one of his principles of action to give his patrons a little more than they asked for—to be "extra accommodating," as he termed it.

The New Yorker had left a call for 6 in the morning, so that he might take an early train North, and he went to sleep in the calm assurance that he would be aroused at the proper hour.

"I seemed hardly to have fallen into a sound slumber," says he, "when I heard a terrific pounding at my door. I sprang up, wide awake.

"What's the matter?" I cried out. "Four o'clock!" came the landlord's voice from the other side of the door. "Two more hours to sleep."

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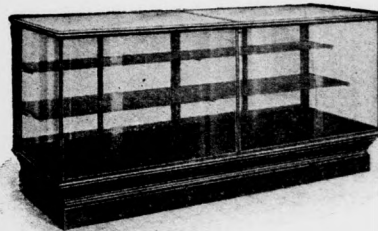
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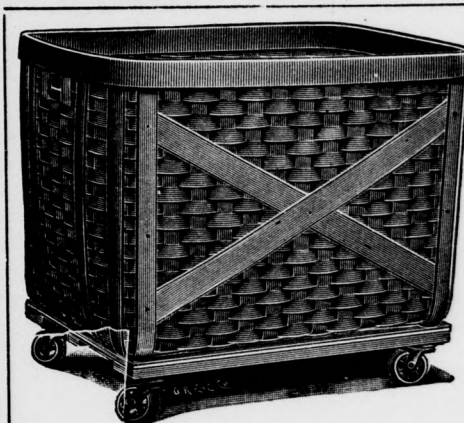
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Made from Pounded Ash, with strong cross braces on either side, this Truck will stand up under the hardest kind of usage. It is very convenient in stores, warehouses and factories. Let us quote you prices on this or any other basket for which you may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

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## NO JOB FOR HIM.

## Grocer Warns Ex-Clerk Against Yellow Streaks.

Written for the Tradesman.

My Dear Ex-Clerk: Your wail reached me in due season. You speak of riding on the rods. Isn't it singular that a man who wouldn't take a ten dollar note from the railroad company's cash register will take twenty dollars' worth of ride and think he is doing the correct thing? Of course the accommodations on the rods under the fast freight are not first class, and there is a risk connected with the journey which ought to be figured in the bill of transportation, but at the same time the company is not running trains for the benefit of dizzy-headed young men who go out to seek their fortune and bring up on the rods. My advice would be to shovel on the grade or do some light work like carrying coal up six flights until your war bags are strong enough to pay for your transportation home. It is bad for a young man when he begins to get where he is opposed to paying railroad fare. When a man begins to think he can get through the world without paying the price, he is next to the tomato can route. Get off the rods and make a break for the harvest fields. I understand that the wages are good and the hours short—not more than sixteen hours of real work in every 24. Try it. You may learn to love the life.

One trouble with you is that you show yellow streaks when you come to the hard hitting. It is all right for a young man to hustle out after something that he thinks he wants, but when he gets into deep water he must keep swimming. It seems to me that you ought to remain in the Golden West until you come home looking like a four-time winner. You may lie under the trees and say all the hard things to yourself that come to your mind, but for heaven's sake don't go sobbing about the land in the hearing of others. Fight it out. You made a mistake in ducking out of Grand Rapids, but the mistake was not so much in going as it was in carrying the ideas you took with you. You should have dumped them at the South Yards and left them there for all time.

When I was of your age I might have turned back home defeated and discouraged, but I hardly think so. It is hard to get up against the pricks as you have, but the worst feature of it all is that you recognize and admit defeat. You mustn't do that. Don't let your friend know that you have taken a tumble. Keep going. No matter what you take up now, you must make yourself think you like it. No matter what the work is, it will get you somewhere. When a man gets lost in a big city the first thing he does is to look for a car line. When the first car comes along, that is his car. He does not know, perhaps, which way it is going, north, south, east, or west. But he knows that it will take him somewhere. Somewhere on the line there is a transfer point which will put him wise to his location. That is the way

it is with taking the first job that is offered when a fellow is down and out. That job will land him somewhere. Before long he will come to a place where he can get work more to his liking. Somewhere in his work he will make a friend. Speaking to the above text, I advise you to take the first car that shows—meaning job, of course.

I knew a young fellow once who came up the Mississippi deck passage. He had an old keyster half full of rolls and sinkers, and he used to go behind the boxes and bales and fill up. He struck St. Louis distinctly on the pork. He had just ten cents, and it was midnight. It looked like the sweet air of the open streets for Willie that night, and a free lunch for breakfast. But Willie wasn't that sort of a man. He knew that if he walked the streets all night he wouldn't be in shape to look up a job the next day, and he was there to get a job. He went to a \$2 hotel and registered, shoving his dizzy old keyster over the counter as baggage. For a wonder the clerk gave him a room, and the next morning he had a good breakfast. If he had hunted a boarding house at that hour he would have been fired out for waking the house. If he had gone to a cheap hotel he would have been refused lodging. He did the only thing there was to do. He went to a place where the guests did not have to be watched. Do you see the point, sonny?

This is not a history of a journey without money, but it may be well to state that Willie rode to Rock Island on the cushions and struck town at ten o'clock at night possessed of five cents and as pretty an assortment of nerve as any young man ever toted over the country on a newspaper pass. His uncle at St. Louis has his gun yet, but the hotel bill was paid before he left town. Again he went to a first-class hotel and got in. The next morning the clerk was watching for him when he came out of the dining room. Then a conversation something like this took place:

"Are you up here on business?"

"Sure."

"What are you going to do?"

"Write up the town."

By the way Willie had bought a shoe shine with his last five cents, and had borrowed a pencil off the hotel desk.

"You can't do it," said the clerk.

"Why not?"

"Well, I used to be in this write up game, and I tried it after I came here. It wouldn't work. There are more firms in Rock Island that don't want a write up than exist in all the other towns in the United States. You'll have to pay in advance."

Now, Willie couldn't buy a postage stamp, so he couldn't pay in advance. He had to conciliate the clerk.

"All right," he said, "but if I can't make it go here I'll get out, so there will be nothing to pay in advance. You wait until noon and see if I don't get some contracts."

The clerk agreed to wait until noon,

and at twelve o'clock Willie had \$30 in cash collected in advance for a bank write-up. He went to the bank first because it is easier to do business with a banker than with an ordinary business man. The money was nothing to the banker. It would have meant much to some small manufacturer. He made good in the town.

Now, your case is not exactly like that of this Willie, but I am not advising you to go into the write-up business. I have told you this story to show that it is the nifty and the resourceful who win. If Willie had thrown up the sponge at St. Louis he would have landed on the dusty roads leading to Chicago. His fight was made and won when he went to a good hotel and got a night's rest



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## Michigan State Telephone Company



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

C. E. WILDE, District Manager  
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Everything Is Up  
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Same good quality

Same old price, but an additional profit for the grocer

## Why?

Because of our Profit Sharing Plan  
which applies to

# MOTHER'S

Oats Twos

Oats, Family Size

Cornmeal

Encourage economy by pushing these brands  
and make MORE PROFIT

The Great Western Cereal Co.  
Chicago



and a square meal in the morning. Had he gone about the city heavy-eyed and hungry, he wouldn't have been given the passes to Rock Island.

Now, you make your fight right where it looks like the hobo row for you. Keep out of it, sonny, and all the rest will come. You may ride on the rods from now until the crash of doom and never come to an opportunity. I think you said something like this in your letter to me, but you are on the rods, just the same. This looks like cold sympathy, sonny, but it is the right dope for you.

Your devotion to the store—when you are on the rods—is very touching, and your reference to the pretty milliner is deserving of praise. You say that she will believe in you. I doubt it for this reason: You don't believe in yourself. If you did, you wouldn't have dropped to the bottom when a few strong strokes would have kept you on the surface, in the current, in the way leading to possibilities.

Turn back west and win out. I rather admire you, and I want to see you come back with a trainload of cattle, or something like that. It is a fool thing for a clerk to jump out without purpose, but you did the trick and you must find a purpose. There are opportunities out there. Grab one of them.

I don't know whether I ought to send you money, but I presume you need a bath by this time, so I send you \$5. Get a room in the first city of good size you come to and hustle for a job. It is the first car for you. If you have to agitate a shovel on the grade, throw as much earth as the next one. But don't come back here with yellow streaks all down your face. I won't give you a job if you come back. I want you to show good material and not cheap stuff that fades the first time it is wet. I hope you will take this sermon in the sensible way and let me know how you get along. I will tell the pretty milliner girl what you say about coming back if you want to sneak back in that way, but I will tell her her fairy tale until I hear from you on the subject again. Wash out the yellow. Sweat it out! Yours as ever, Ex-Boss.

If the Ex-Clerk writes to the Ex-Boss again the letter will appear in the Tradesman. Alfred B. Tozer.

#### A Peddler of Chestnuts.

Senator Jonathan P. Dolliver, of Iowa, was born in that part of Virginia that is now West Virginia.

Last summer Dolliver went back to his birthplace, and, of course, made a speech to the friends of his childhood.

"How well I remember these old familiar scenes!" he said. "Here is the house where I was born. Here are the old well and there the garden patch. Yonder are the woods and there is the meadow. Along the meadow is the row of stately trees where I picked chestnuts when I was a mere lad—"

"Yes," broke in an old neighbor, who seemed to be a bit bored, "and you have been peddling them ever since."

Whereupon the meeting closed.

#### How the Stars Are Made.

The stars are the crucibles of the Creator, says Sir David Gill. Evidence upon evidence has accumulated to show that nebulae consist of the matter out of which stars, i. e., suns, have been and are being evolved. The different types of star spectra form such a complete and gradual sequence, from simple spectra resembling those of nebulae onward through types of increasing perplexity, as to suggest that we have before us, written in the cryptograms of these spectra, the complete story of the evolution of suns from the inchoate nebulae onward to the most active sun like our own, and then downward to almost the heatless and invisible ball. The period during which human life has existed on our globe probably is too short, even did our first parents begin the work, to afford observational proof of such a cycle of change in any particular star, but the fact of such evolution with the evidence before us hardly can be doubted. In the stars we see matter under conditions of temperature, and pressure, and environment, the variety of which we can not hope to emulate in our laboratories, and on a scale of magnitude beside which the proportion of our greatest experiment is less than that of the drop to the ocean. The spectroscopic astronomer has to thank the physicist and the chemist for the foundation of his science, but the time is coming—we almost see it now—when the astronomer will repay the debt by wide-reaching contributions to the fundamentals of chemical science. By patient, long continued labor in the minute sifting of numerical results the grand discovery has been made that a great part of space, so far as we have visible knowledge of it, is occupied by two majestic streams of stars traveling in opposite directions. Accurate and minute measurement has given us some certain knowledge as to the distances of the stars within a certain limited portion of space, and in the cryptograms of their spectra has been deciphered the amazing truth that the stars of both streams are alike in design, alike in chemical construction and alike in process of development. But whence have come the two vast streams of matter out of which have been evolved these stars that now move through space in such majestic procession? However vast the system to which they belong, that system itself is but a speck in illimitable space; may it not be but one of millions of such systems that pervade the infinite? "Canst thou by searching find out God? Canst thou find out the Almighty unto perfection?"

#### Motor Economy.

A couple of men were chatting in a club smoking-room about a friend and his motor. "He seems to be very well satisfied with it," remarked one. "Oh, yes. Hasn't paid a copper in repairs all the nine months he's had it, he tells me." "H'm. I heard the same story from the fellow who's done all the repairs."

## Is Your Time Worth Anything?



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

#### It is a fact

You place an estimate of value upon your merchandise and store fixtures.

Your accounts receivable are assets.

#### Is it not true

Your time, which measures your success in any business venture, is the most valuable asset of all?

How much per hour would your time be worth if devoted to another's business?

Then how much would it be worth to you, your family and your business if the time you spend in posting your accounts each day could be saved?

Our Keith System will do this for you, besides it will act as an automatic collector for the reason that your customers get with every purchase an itemized bill with the total amount they owe appearing on the same.

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Sole Manufacturers, also Manufacturers of Counter Pads for Store Use

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ALWAYS SAFE TO BUY

DWINELL-WRIGHT CO.

Principal Coffee Roasters

BOSTON - - CHICAGO



## CHANGING STYLES.

## Customer Accuses Merchant of Being Too Commercial.

Written for the Tradesman.

"Look here," said the shoe man as he entered the office of the department store manager, "I want to know who is responsible for all this change in styles."

"I didn't do it," was the reply.

"Well, some one seems to be sitting up nights fixing up a new way for the people to get the double cross."

"What's wrong?"

"Everything's wrong. Here I went last fall and bought my wife and my daughters a fit-out in cloaks. They said then that the articles I bought would last two years."

"Well?"

"Oh, they will last two years all right."

"Then where does the kick come in?"

"They will last ten years for that matter, for the women won't wear 'em."

"What's the trouble?"

"They are new, they are of good material, and they look nice on the street, but the girls won't wear 'em, and my wife is beginning to balk."

"Rave away," said the manager. "When you return to your senses perhaps you may be able to tell me what you are getting at."

The shoe man seized the manager by the arm and led him to the big display window facing Monroe street.

"There," he said, then, "do you see anything in that window that looks like a long cloak, sweeping loosely about the form and falling nearly to the bottom of the skirt? Do you see anything in that array of cloaks that looks like last fall?"

"I certainly do not."

"Hence these tears," said the shoe man. "You just reversed everything."

"You wouldn't have one style last forever, would you?"

"But look here. Last year the women wore those long drapery things in pronounced colors, red and blue and all that. Those cloaks looked too sweet for anything, especially on a slender woman. Any woman looks better in draperies than in close fitting garments. You know that yourself. Well, that style was on and I invested a lot of money because I liked it. Now they won't wear 'em."

"You said that before."

Again the shoe man pointed to the display in the big window.

"What do you see there?" he asked. "Cloaks."

"Ill-advised patterns slung into nondescript shape."

The manager laughed and led the way back to the office.

"You've got something on your mind," he said.

"I have. I've got those browns on my mind. You have four shades of brown in that window."

"That is correct. Popular demand."

"And you've got cloaks that look like an old-fashioned wampus. They are short and medium, and they are supposed to be half-fitting. When you go out there again just note the trimming, the braid and the velvet.

Size up the round corners and the curves to meet the form."

"That is going to be the style this fall."

"Oh, of course. You go to extremes just to get your hand into a man's pocket. You dry goods men are too commercial. Why can't you let a style alone until the buyers have time to wear out the goods?"

"Can't the women make over the cloaks?"

"Not on your life. If you can show me how a woman can take a long coat of red and change it into a half-fitting, trimmed coat of brown you'll be putting the English language to good use. Fix them over? I guess not. A woman wouldn't do it, anyway. And look at the trimming on these new cloaks! There's braid on some of 'em enough to reach from Grand Rapids to Charley Floyd's figure-eight at Jenison Park. You fellows just do these things on purpose. You get up a style that is all right and get a man to make an investment, and then before the goods are delivered you change the style."

"That's business."

"It's expensive business."

"You wouldn't do that in the shoe trade?"

"Well, that's different. Besides, you don't have to pay \$25 for a pair of shoes if the style changes."

"Why can't the women wear the cloaks of last fall until they are worn out?"

"Some of 'em will, but my folks won't. I've got to buy new, and the \$75 I paid you last fall goes to the scrap heap."

"But I can't see—"

"Of course you can't see. You don't sit by the domestic hearth every night and hear your women folks wonder where their neighbors got the looking things they are wearing. You've got a young and pretty wife, and she can have anything hubby can get his hands on. Do you suppose my people would be seen on the streets in one of the long, untrimmed cloaks at this stage of the game? No, sir, they've got to have these half-fitting things, made of brown stuff and trimmed to beat three of a kind. You dry goods men must sit up nights figuring out the easiest way to acquire all the money there is in the world."

"You'd better take something for it," laughed the manager.

"I am taking something for it. I'm taking an extra hour at the store, so as to save the expense of another clerk. Here I've got to go and dig up \$75 more. I'll have a dark brown taste in my mouth, all righty."

"Well," said the manager, with a grin, "be sure and spend the \$75 right here. Shall I send a lot of cloaks up for inspection?"

"Yes, send 'em up if you want to. I won't get a square meal until the girls get brown cloaks that come down to the hips and show the outlines of the form. How many shades of brown are there in the world?"

"I think we have about a dozen here."

"Of course, and then they will have to wear brown hats, and brown gloves, and brown ribbons, and I'll be done good and brown before I get

through with it all. Say, who is the architect on the new fall hat?"

"Came from Paris."

"From Paris, Michigan?"

"Perhaps."

"There's another outrage. A year ago the hats looked like forest leaves that had been crinkled up with the frost. They twisted up this way, and doubled back, and dipped down here and rose up there, and looked as if they had been run through a cider mill and ground out of shape. All right. I bought 'em. Now look at the hats you've got in your windows. The crown is exact, the rim is straight, and in front the contraption looks more like a steam shovel than anything else. There's one good thing about the new hat—there's a lot of material in it. See how the front sticks out. Makes me think of a shovel-nosed fish. Well, I suppose I've got to stand it."

"Make the girls wear the old hats. Fix 'em up and let the kids wear 'em out."

"Wear 'em out? Say, my parlor floor would be flooded. I'd have to build a retaining wall and scalp the floor of the vestibule to keep the tears out of the beds. When you get a couple of kids about 17 you'll stop talking about wearing out old hats. You bet you will!"

"I don't see how it can be helped."

"I don't either. As I stated before, you dry goods men are too commercial. You are pressing the limit. Some day people will quit trying to follow your styles, and then you'll get dumped good and plenty. Now I've got to go back to the store. This

is my busy week. I lost \$5 on expenses yesterday, and it is going to be duller than ever to-day."

And the shoe man grinned as he passed the new-style cloaks and the shades of brown in the display window.

"He couldn't say a word," he said. "I may be cranky on the subject, but it is the truth I told him."

Alfred B. Tozer.

Cursing yesterday does not correct to-day.

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**Tradesman Company - - - Grand Rapids, Mich.**



# CHOOSING AN OCCUPATION.

## Pertinent Hints for Young Men on the Threshold.

The great question which confronts the young man at the beginning of his career is, "What am I going to do?" You must do something, and to do that something you must enter some trade or business or profession. It can not be all three and the road you start to follow is, all things being equal, the road for you to continue upon. True, the professional man occasionally leaves his ranks and joins those of business and sometimes succeeds; men have forsaken trades and have made a success in a profession, but the great majority of successes are of those who choose, at the start, the best road to follow and seldom changed their course.

The taking of the wrong road at the start, constant changing from one avenue to another, are the causes of 90 per cent. of our business and professional failures. The man who starts right, however small may be his degree of success, is more likely to reach the flush of possible attainment than he who, with apparent reason or without reason, changes from one thing to another. The few exceptions which have occurred go more to prove the reliability of the rule than to discredit it.

The first thing, then, to decide upon is whether to learn a trade, a business or a profession. After this question has been decided, then it is incumbent to choose the kind of trade, business or profession which you appear to be the best fitted to occupy, both by inclination and ability. In this choice—this choice at the start—rests to a large extent the probability of your success or failure.

Upon general principles what you want is what you would succeed in. If all of your tendencies are in one direction, the chances are that you will succeed better by choosing that calling than by taking up anything else. But your inclinations, however strong they may be, are not entirely to be depended upon. Many a young man, with apparent reason, chooses some calling which he does not possess more than a semblance of ability for. He sincerely may believe that he has taken the right step and may have no thought for any other vocation, yet he may be unfit for the one he has chosen.

Something is needed beyond inclination and choice, and that something is ability. Without it one can not make more than an indifferent success in any direction. Fortunately, however, inclination and ability frequently go together; and, therefore, inclination and choice are worthy of the greatest consideration; but they must not be followed without reason, reason which can be proved to be reason.

It by no means is improbable that you may desire to become a lawyer, because some of your friends have entered the law or are about to. Your choice, then, may be a reflected one and not a real one. It is possible that you have chosen the law because you did not feel inclined to go in any other direction. That is not a valid reason nor a safe one.

You should assure yourself of the permanency of your inclination and choice, that it is necessary for you to be reasonably sure that what you think you want to do is what you can do, and that it is not a mere passing fancy, before you take the leap which may have no rebound.

After you thoroughly have tested your inclination, and have proven that your choice is based upon reason, it then is time for you to find out whether you are fitted to follow the line of your desire. It is necessary for you to make a self-examination, and it should be thorough. It is not safe for you to trust yourself alone. You should consult your friends, and particularly those who have judgment. Talk with them, ask them to advise you with freedom and frankness. Do not depend upon the judgment and advice of any one friend. He may be biased or he may not judge well.

If the consensus of opinion is in your favor it is then time for you to get into direct contact with the men who have made both successes and failures in the calling you propose to follow. If you do not know any of them personally, obtain introductions to them. Tell them about yourself and ask them to give you an insight into the calling they represent. Learn all you can about the vocation that you propose to follow, not from hearsay entirely but from coming into contact with it. If your inclination, based upon reason, the opinion of your friends, and the advice of those in the calling you have chosen, favor your entering that vocation, then you safely can take it up, and you may expect to obtain all the success your ability is capable of giving you.

If the majority of opinion is against the calling you have chosen, it is your duty to choose again, and to repeat the processes of self-examination and investigation.

It is possible that you have no noticeable inclination for any particular vocation, although you may be able to determine whether or not you will choose a trade, a business or a profession. It may be impossible for you to go further and to determine what class of trade, business or profession best coincides with your choice or is best adaptable to your capacity. Consider, then, only some standard trade or business, some trade which is all trade or some business which is all business and which bears no flavor of a profession. Under these conditions do not take up a specialty. If it be a trade, choose one in which there is a permanent demand for its workers. If business, select one which consists of the making or buying and selling of common commodities.

To meet success in general trade or business one does not have to be a specialist or possess any pronounced ability in any one direction save being a mechanic if a trade is selected and having ability to buy and sell if a business is chosen. All special lines of business and trade and all of the professions belong to those who have a pronounced bent in their direction. The majority of men who are not in trade or in the professions are business men—no more and no less—that

is, they have ability to buy and sell. It makes little difference to them whether they deal in dry goods, clothing, hardware or railroads. If you have a pronounced inclination in a definite direction become a tradesman. Learn the business and stick to it.

While delay is to be discouraged, I would advise you to wait several months if necessary before choosing your vocation than to take the first thing which presents itself, unless it is of unusual advantage. It is better to wait a considerable time and make the right choice than to plunge in without proper preparation or a weighing of business values. But do not loaf. If you wait, keep busy while you wait. Make work of waiting. But don't be overparticular. Success depends upon hard work. There are no so-called "snaps" in business. One should not jump at the first opening, unless that opening appeals to him, or he is obliged to take it.

Remember that as you start so are you likely to go. The finish is dependent upon the start.

Nathaniel C. Fowler, Jr.

Only a dead faith lies wrapped in formalities.

The selfish heart always is short sighted.

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## THE LOG JAM.

## An Experience at Croton in the Early Sixties.

Written for the Tradesman.

The shutting off by the big Croton dam of water in the Muskegon River calls to mind the fact that some of the big freshets, aided by hundreds of million feet of logs, might have tested the new dam in a way that is not likely to occur at the present date.

It was in the early sixties that the biggest dam ever known blocked the river, turned its course and cut off up-river travel for many long weeks. It was in the spring. The ice had clung to the shores unusually late and there were portents of a terrific smash when the break-up came.

The wagon bridge across the river at the creek had been repaired only the fall previous at considerable expense to the town and the fears of the inhabitants were of the liveliest nature.

"If that bridge goes I'm going to pull out of this country for good and all," declared big Jim Day, the town blacksmith. "I've had enough of this kind of life, let me tell you. We don't more'n git the old thing in good shape before something happens to knock everything sky high."

When the ice began to break there was a roar that reached for miles into the country. Grinding and breaking into huge cakes the river ice began its savage descent upon things movable along its shores. The water was high, recent rains having swollen it above the normal banks. Far above innumerable pine logs, pressed for room, rolled and danced, end up at times, in a mad rush toward the mouth.

The deepest anxiety prevailed. The long river bridge seemed to bid defiance to the ice, although masses of congealed water piled high against the breakers. A crowd of men and boys flocked to the bridge. Teams with loads of back country people were driven for miles to look upon the great spring break-up.

It had been a hard winter, with unusual depth of snow. The lumbering operations had been on a more extensive scale than heretofore and everybody looked for trouble. It came soon enough. The bridge groaned and trembled as the masses of ice broke against and over the piers, but the structure stood high above the torrent and was believed to be proof against any ordinary freshet.

But this was not of that kind. The low lands were flooded and the fields of thick ice slid over the banks into the woods and threatened the ends of the bridge. All day long the ice ground its way onward toward the lake. When darkness fell masses of logs were mingled with the ice and the real danger was on.

Watch parties were organized in many households that night. The groans of the bridge mingled with the roar of water and grind of logs and ice made a sound that was ominous. Stern browed men and white faced women looked into each other's eyes and spoke of the outcome in whispers.

A spiritualistic seance was in operation at one house. Would the bridge

stand? was one of the questions propounded the spirit mind ruling the medium. "Your bridge will go out at daybreak," was the reply, written in a masculine hand by the trance medium.

Strange to say, the prophecy came true. The all night vigils of the people were unrewarded, but at day-dawn the logs, piled now high in the air against the bridge, moved it from the piers. Slowly at first, then with a mighty crash a long section of the structure was tumbled into the water below. The jam did not go with the bridge; instead it piled higher and higher, completely blocking the river, turning its course on either side over the low lands.

Behind, the ice rolled and tumbled the logs, filling all space from bank to bank. The obstruction made by the piers of the bridge held up the logs. They piled higher and higher until the cylinders of pine, from sixteen to twenty feet in length, stood on end in places and at all angles in others. The jam was easily thirty feet above low water mark and extended nearly two miles up stream.

It was a great sight. "Perfectly awful," said one lady from the openings. "Quite too awful for anything," remarked a Muskegon belle who chanced to be of the party. "Ah," sighed a bride of the backwoods, whose brand new hubby had fetched her to view the ruins, "I think it's perfectly lovely and altogether sublime!"

This freshet had been equaled but once before, that of the spring of 1843, when four feet of virgin snow covered the earth on the first day of April, with no sign of a thaw up to this time. The Millerites were at the height of their crusade to end the world and the prediction was freely made that the snow was to turn to oil and take fire, when, of course, everything would go up in flame.

Although the snow of that spring went off without a rain, it swelled the river far out of its banks, and old settlers to this day speak of the winter of '43 as the hardest and the spring freshet the biggest ever known.

The Big Drive had the time of its life in mastering that unholy jam at the bridge piers. Many weeks were consumed in the breaking. From that day to this the Muskegon River has never witnessed the like, nor will it again until some centuries hence when the smiling farms of to-day are reforested and the tall pines ready to again fall before the axman's sturdy blows.

A new bridge was erected in the summer and fall of 1866. The contract was let to a Grand Rapids builder who put up a structure similar to the old wooden bridge at Leonard street.

The bridge was a substantial one and stood the strain for a quarter of a century, when it was replaced by the present iron structure. The romance and reality of those by-gone days haunt an old man's brain.

It was a novel sight to watch the red-shirted drivers working on the log jams in an early day. A hundred men, under the guidance of a competent boss, sacked the river for three hundred miles, making a cam-

paign against wind and water that stood the same men in good stead when, in later years, they were called upon to construct bridges and build dams and pontoons during the strenuous and bloody days of the Civil War.

Old Timer.

## A Steady Fire.

During the discussion of the Madden bill for cheaper gas Congressman Legare told the following story of a cook he had once brought from home with him. She was a splendid servant, but she didn't know anything about gas to cook with, so he went to the kitchen with her to explain about the range. So that she could see how it was operated he lighted each of the many burners. While still explaining a message called him from the kitchen and he left her, saying, "I guess you will find that it will work all right now, Martha." He didn't see the cook again for four or five days, then upon entering the kitchen he said, "Well, Martha, how's that range doing?"

To his utter consternation she replied, "Deed, sir, that's the best stove I ever did see. That fire what you kindled for me four days ago is still a-burning, and it ain't even lowered once."

There is more religion in one smile than in a score of sighs.

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THE PASSING OF COAL.

Prospective Joy in Seeing Mine Operators Broke.

Written for the Tradesman.

He walked into the coal office with his hat on the back of his head and his hands in his trousers pockets.

"Say," he said to the clerk, "is the price of coal down to-day?"

The clerk looked up with a stare.

"No."

"Will it be down to-morrow?"

Another stare.

"No, sir; nor the next day."

"Still shipping it in?"

"Yes, sir. Do you wish to leave an order?"

"Not just yet. I'm waiting for modern invention to knock the price out."

The clerk worked away at his books, while the visitor stood with his arms on the counter and chewed a toothpick.

"What can I do for you?" the clerk finally asked.

"Oh, I just wanted to know about coal. That's all. Sure the mines have not closed down?"

"They were in operation yesterday."

"That's strange."

"Why should they close down?" asked the clerk, who was beginning to see amusement in the fellow.

"They've got these here dams up the river, haven't they?" asked the visitor.

"Why, yes, I believe they have."

"And they're making electricity?"

"They certainly are."

"And they're sending power and light to all the cities hereabouts?"

"That's right, sir."

"And they don't have to use any coal about these dams?"

"I think not, sir."

"And they've got a power plant at Niagara?"

"I believe so."

"And they're sending out power from there?"

"Of course."

"And they don't use any coal there, either?"

"I don't know about that, sir."

"And they've got power dams all over the country?"

"Probably."

"Then what do you do with your coal?"

"We sell it."

"But look here. These power plants run cars, don't they?"

"Yes."

"And they heat buildings?"

"Of course."

"And they supply heat for cooking?"

"I've heard so."

"And all these things used to take coal?"

"Yes."

"Then where does the coal go that they don't use now?"

"Why, man, we can hardly fill our orders for coal."

"With all these things done by electricity?"

"That makes no difference with the coal market."

"Do people still buy coal for use in the kitchen?"

"Of course."

"Don't they heat the food up in a kettle over a gasoline stove and then

finish the cooking in a box of hay?"

"Oh, I've seen some mention of that in the newspapers, but I guess there is nothing in it."

"But they do cook in hay?"

"I've never seen it done, sir."

"And they cook in a double boiler with a chemical?"

"I don't know. I'm not a cook."

"Don't they put soup, and coffee, and stuff in a cylinder and heat it up with a chemical by pouring in a little cold water?"

"Seems to me I've heard something of that kind."

"And they run cars, and heat buildings, and cook with electricity, and yet the price of coal keeps right up as before?"

"That's the idea."

The visitor mused for a moment with his toothpick at an angle. Then: "I hear they are going to run their railway trains by electricity. Is that right?"

"I guess it is."

"Will that make any difference in the price of coal?"

"It will not."

"You'll keep on digging it right out of the ground?"

"Of course."

"And when you get too much on hand you'll hire some one to get up a strike?"

"No, sir; we don't want any strikes."

Again the visitor, plainly from the country, pondered. Then:

"You couldn't make out a low price list for me, could you?"

"Do you mean that you want a reduction on coal?" asked the clerk, with a smile that appeared to exasperate the other. "We'd be arrested."

"Not on your life! I made a bet with Hank Beers, over to our town, that when I got to the city coal would be stacked around waiting for people to come and carry it away. Have you seen any coal lying around like that?"

"Not lately."

"And there will be no such condition in the coal market?"

"No, sir."

"Well, can't you make me a little price list to take home to show to Hank Beers?"

"No, sir. Some of your people might order at the rate I gave."

"I'd just show it to Hank."

"Can't do it."

"But the newspapers say that the railroads and the coal companies are trying to beat all the electric power franchises because the one wants to haul the coal and the other wants to sell it. The writers say that the coal men are trembling in their shoes."

"I look for an advance in the price of coal. If you want to order you'd better do it now."

"And they are not scared of electricity?"

"No, sir. They own all the coal there is on the continent, and they know that the people must use it."

"So they don't give a continental darn?"

"That is about it."

"Well, I'll go home and take my spotted steer over to Hank Beers, and the next time I see a piece in the paper about the coal barons trembling before the electric companies I'll

go and lick the editor. Is it a sure thing that coal is going up this winter?"

"A sure thing."

"Then these coal men could leave their coal in the ground for ten years and then sell it for more than they are getting for it now?"

"Right you are."

"And they don't give a darn for the electric companies?"

"Certainly not. The electric cars will be carrying coal into new markets for them. The coal men have a cinch."

"Well, I'm going home and give Hank Beers my spotted steer. Don't know what wife will say. Suppose I'll have to sleep out in the haymow for a week or two until I can get money enough to buy her a new gown to square the thing. You could not make out a list for me? Just a little one?"

"Not to-day, sir."

"Well, if you hear a loud noise up in Alpine township, that will be me delivering the steer to Hank Beers. I'm going to give him the animal, but I'm going to beat him up. I guess he knew all about Providence having the coal men in charge when he made the bet. Good day, sir."

And the fellow walked out with his head down and his hat over his face.

Alfred B. Tozer.

Easy to Find.

He—No; I shall never marry until I meet a woman who is my direct opposite.

She—But there are numbers of bright, intelligent girls about.

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### Weekly Market Review of the Principal Staples.

**Domestics**—The trade in these goods is considerably more quiet than it has been in the past. Buyers are more anxious to secure goods on order than they are to place new business, because of the remoteness of the delivery attending the latter. Underlying conditions remain as strong as ever, with nothing in sight apparently to warrant any change of price. It is argued that were there anything of this nature outstanding, and stocks were being held, this would be the time for them to come forward to be turned into cash, even if a concession were necessary, rather than to carry them under the present high rates existent in the money market.

**Gray Goods** — Bargain hunters have been active during the last few days, and have picked up desirable contracts for reasonable near-by deliveries, and thus in the passing from the weaker to stronger hands the present attitude of the market can not be other than beneficial to first hands. A month from now will undoubtedly see the market in satisfactory shape and without a doubt as strong, if not stronger than ever. The trading between second hands, monopolizing as it does the market situation, is, even although resales are made at concessions, the actual status of the market. However, the business is done without any action on the part of the primary market. Prices on the latter remain as heretofore. It is not thought that the return of Chinese goods to this country, some 15,000 bales in all, will affect the market for sheetings, for the reason that they are a construction which mills hastened to get away from, because of the fact that there was more money in something else. They are, without a doubt, bought largely for speculative purposes, as it is understood that some have already been offered for sale practically at third hands. These goods must show original buyers a considerable loss and indicate little short of demoralization in their market.

**Bleached Goods**—These goods are quiet, and sellers do not look for any improvement for a month or more. It is obvious that the money situation has more or less to do with the quietness that prevails, and such being the case, the belief expressed by sellers will not be far from the truth. Prices remain the same in spite of the dullness, and satisfaction is outspoken at the condition in general. The expressed intention of buyers is to go more slowly until money matters become easier, or until the crisis has been passed, which, necessarily, can not be for three or four weeks. There is undoubtedly more actual truth in this argument as affecting market conditions as a whole than there is in anything else.

**Prints**—New business in this market is almost as scarce an article as elsewhere. The shutting down of

some large printing establishments for the week promises to increase the difficulty of delivery under which these goods now labor. Buyers are urgent and are still attempting to anticipate delivery, using every means in their power to bring it about. In one instance a buyer who bought a November delivery is at the present moment doing his best to get some of the goods. Instances of a similar character are numerous. Printed flannelettes are eagerly sought for, one large house receiving an urgent appeal very much on this order: "Please rush flannelettes; need them in the worst way for goods on order." Such new business as is being taken is necessarily small in volume because of high prices. There is a belief that this is occasioned by a curtailing of buying on the part of the consumer, the latter being made necessary by the higher cost of materials.

**Underwear**—During the past week there has been considerable business transacted in this market, giving evidence of a decided improvement over the week previous, which leads one to believe that the between-seasons period of dullness is about over. A large number of buyers are now in town, and at the present time the seller has decidedly the better of the situation. For the time being, at least, the brief interest seems to have suddenly shifted from the price question to the question of deliveries. A great many of the buyers are said to be making fewer objections than were anticipated to the advances which have taken place in certain lines of underwear, and although they seem very willing to place large orders for the goods desired, yet they are more than usually strict in their stipulation in regard to deliveries. In some instances, therefore, this fact rather acts as a damper on the activity which would otherwise take place. The sellers are unwilling in many cases to guarantee the deliveries requested by the buyers. Others seem willing to take the chance, but it is an open question as to whether or not they will be able to live up to their promises. To be sure, the seller who promises deliveries which he is pretty certain can not be fulfilled clinches the business with the buyer for the time being, but he is apt to be the loser in the end, for if the buyer is greatly disappointed in the matter of deliveries he is liable to place his business elsewhere in the next season. It would certainly seem, therefore, that those of the sellers who positively refuse to guarantee the deliveries asked are pursuing the best policy, since they are bound to be the gainers in the end, even although they may suffer a temporary setback in business.

**Hosiery**—If the situation in this market was strong last week, and it certainly was, it is decidedly more so this week and a good, brisk business is now in progress. This is due largely to the fact that retailers in general are now laying in generous supplies for their fall needs, with the expectation of finding a ready market for the same. Probably the line which now stands in the greatest prominence is that of school hosiery.

Of course a heavy demand for this class of children's goods is always in evidence at this season of the year, but there are many cases where the sellers of these staple lines report that their sales for this season are considerably ahead of any that have taken place for a number of seasons past.

### A Helpless Diner.

A Denver man had a friend from a Kansas ranch in the city on a business deal, and at noon they went to a downtown restaurant and had luncheon together. The Kansas ranchman ate his entire meal with his knife. When he was near the end he discovered he had no fork. "Say," he said to the Denver man, "that waiter didn't give me a fork." "Well, you don't need one," replied

the Denver man, seriously. "The deuce I don't," came from the Kansan. "What am I going to stir my coffee with?"

### An Old Acquaintance.

"Hello, Rummel, I hear your watch has been stolen?"

"Yes, but the thief has already been arrested. Only fancy, the stupid fellow took it to the pawnshop. There it was at once recognized as mine, and the thief was locked up."

### SELL

## Mayer Shoes

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# HUDSON WAS ILL.

## Incident in the Career of the Elephantine Traveler.

Allegan, Sept. 10—Away back in the year of 1880 I was running a general store at Monterey, in Allegan county, and was buying groceries of a Grand Rapids house that was represented in my territory by a man by the name of Hudson, who claimed Hudsonville as his home town.

He was a fine looking heavy-weight with a patronizing, commanding air that I could not successfully resist, for I was then somewhat modest and diffident, having but recently left a farm to take a venture in general merchandising.

The old hotel had been closed for several years and what little call there was for such accommodations to the public I tried to furnish.

Mr. Hudson made fortnightly trips and was due to arrive at my place about 11 a. m. From that time until 12 he would be taking my order and adding as much to it as he thought I would be able to pay for.

Having no clerk, the young woman who kept my house usually attended the store while I was eating my dinner, but when there were guests she could not leave and so I seldom sat at the table with them.

One day this young lady said to me:

"What do we get for feeding that man Hudson?"

"Twenty-five cents," I replied.

"Twenty-five cents!" exclaimed the girl in apparent astonishment. "You ought to have a dollar at least. Why, that man is a holy terror and I pity his poor wife. I wouldn't marry him if he was single and worth a million. I had a bang-up good dinner to-day, and do you know he found fault with everything on the table. He called for an extra napkin and made me cook him two more eggs when he had already eaten four. He saw our young chickens around the stable and he said they would be just the right size for broilers when he made his next trip and he wanted one of them for his dinner. I think I see him eating up that nice brood of chickens for 25 cents a meal; there are no more of them than you and I want. After all the fault he found with the dinner, he ate as much as three farm hands, and if we had him for a steady boarder you would soon go busted."

So I made arrangements with a neighboring lady to feed him whenever he came to the burg and suggested that she charge him a stiff price and collect it on the spot.

When Hudson next came I took in his roadsters, and after he had stuffed and padded my order to his eminent satisfaction I informed him that my housekeeper was sick—she was sick of him—and pointed out the house where I had engaged his dinner. This lady was somewhat talented and of engaging manners—and possibly slightly flirtatious—and he stayed long and came away with a beaming countenance and reported her a charmer, and he hoped I would not take it amiss because he had engaged to dine with her in future. I

feigned a trifle displeasure, and to mollify me he asked me to take a 10 center with him. Upon offering to make this the regular thing, I at once brightened up and said it was a go.

One extremely hot day in August he drove up at the usual hour and was in a very bad humor.

"Where is the boy to take these horses?" he growled.

"I sent him to Hopkins after freight," I replied.

"You keep a fine hotel—you do—no one about to take a gentleman's rig when he drives up tired and dusty."

"Oh, come in and fan yourself. I'll take care of your horses," I answered.

"Take care of nothing. I'll go over to the old hotel first."

He seemed to think that they were still doing business over there when they got a chance, but he discovered his mistake when they turned him down, and so after trying a couple more places without success he drove over to my stable and found the boy had returned and was ready to take his team.

He soon came into the store and commenced fanning himself and grumbling. He told of a place on his route where he could get anything he wanted and that it was no larger a place than Monterey, either, and said if he was now there he would be sipping a glass of iced buttermilk.

"Buttermilk," said I, "did I hear you say buttermilk? Why, man, Monterey is famous for buttermilk. Here, kid, take this pail over to Mrs. Mack's and have her fill it with buttermilk. Be quick about it now, and here is a dime to pay for it."

I had seen the old lady agitating the cream that morning and knew it was a sure thing, so I at once got a chunk of ice from the refrigerator, broke it in small pieces and filled the pitcher with them.

The boy returned a moment later with his pail full and I dumped some of it on the ice and stirred it briskly with a cheese knife to run down its temperature as rapidly as possible, and soon felt quite certain that it was at zero or a little below.

Hudson sat there perspiring, with his eyes riveted on the pitcher until I filled a large goblet, the contents of which he hastily poured into himself and quickly sent two more down to keep it company.

I again filled his glass and also the pitcher and left him sipping the fourth gobletful and smacking his lips over the rich and healthy beverage to wait on a lady customer who had just driven up. When I handed out the packages to the lady, who had not left her buggy, I heard the call "D-i-n-n-e-r" in a minor key and saw Hudson's landlady waving her handkerchief towards the store.

"Hudson, your dinner is ready," I called, but got no reply. I repeated the message after entering the store and he said that he could not go as he felt sick.

I remarked that the heat was too much for him and suggested that he had better take a little more buttermilk and proceeded to fill his goblet,

but he only scowled and said he thought he had had plenty.

"But that beautiful color has left your face ghastly white and you must be a mighty sick man. Sha'n't I have a cot brought over for you and send to the station for a doctor?"

He just took time to say, "Shut up," and then started through the oil room for the back door, where he planted himself on a soap box and took his head in his hands.

Just then came a call on my local telephone system with terminal stations in the kitchen and oil room, wherein a cigar box did duty for both transmitter and receiver. By agitating the fine copper wire with the forefinger the generator was also dispensed with.

Although there were no intermediate phones on the line it was difficult to get secret service here for the sound came out in the room equal in volume to a small Edison phonograph.

Housekeeper—Hello, Dave, is Hudson gone to dinner yet?"

Self—No; he sits here on the soap box at the back door, heaving Jonah.

Hudson—Won't you shut up?  
H. K.—My, but he is sick sure enough; I can hear him belching from here.

Hudson—Confound you! Smash that box.

H. K.—Been giving him a dose of anything?

Self—Only iced buttermilk.

H. K.—That won't hurt him if he didn't take too much of it.

Self—Guess he didn't swig much more than a gallon.

Hudson—You son of a gun, ahzzz, oh, my!

H. K.—Mercy! Don't that man know anything?

Self—Not very much just now. Don't you think you had better come over and hold his head?

Hudson—By George! when I get over this I'll kill you.

Self—Iced buttermilk is a healthy, refreshing beverage on a hot day. I say, Hudson, don't you think you rather overdid the thing this time?

Hudson—Ahtzzzz. Dang you, are you never going to quit?

H. K.—Ask him if it tastes as good coming up as it did going down.

Hudson—Tell her to go to the devil.

From that time on I got along with Hudson swimmingly. Whenever he began to get airy I had only to threaten to send out for a pail of buttermilk and he would incontinently wilt. This little episode cost me 75 cents, for the girl laughed until she burst her corset, and I had to give her a new one out of the stock.

David Cornwell.

The world never will be made clean by folks trying to scrub one another.

There is no harmony in any song in which the heart does not sing.

# HATS

At Wholesale

For Ladies, Misses and Children  
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## People That Knit

naturally keep in mind the store that carries a good stock of yarns. Do you look at it that way? If so make a list of your wants and let us supply you. We carry a big assortment of colors of the following kinds:

### Fleishers

German Knitting Worsted, J quality Knitting Worsted, Spanish, Germantown Zephyr, Dresden Saxony, Peerless Saxony and Shetland Floss.

### Golden Fleece

AA German Knitting Worsted, Spanish, Germantown Zephyr, G. F. Saxony, Berlin Saxony, Andalusia, Shetland Wool and Shetland Floss.

### Columbia

Shetland Floss and Shetland Wool. Also Angora and Ice Wools. Give this department a trial.

Grand Rapids Dry Goods Co.

Exclusively Wholesale  
Grand Rapids, Michigan



## SCHOOL TOPICS.

## Importance of Right Methods and Wise Decisions.

Written for the Tradesman.

Again an immense army has taken up its march. Many have returned from furlough and with them are a goodly company of recruits. As mandatory as the bugle call are the tones of the school bell. The juvenile soldiers respond like veterans to the call to duty, to privilege, to battle, to triumph and to honor. There need be no fear of defeat in this combat. Every day need only record progress and gain. Glad anticipation and confidence are tempered by the realization that only by positive struggle can success be attained.

To the scholars vacation has been a period of rest, and they return to their work with renewed energy. But this period has not been rest for all. Teachers have in the main only laid aside one kind of work for another. From Commencement in June until the end of August there were weeks of study and preparation for the work of the new year. The people in general have had their attention called to school matters to a greater extent than at any other season. Parents, school officers, taxpayers and business men have been considering plans and making provision for the coming again of this gigantic army to its accustomed places.

From various standpoints are school topics viewed and discussed. Selfish motives may to some extent control the actions and shape the plans, but the majority are, seeking to know and to do that which is best for all the people. Plans for the future, not only the immediate but the far distant, suggest the importance of careful planning and the adopting of wise methods.

Few have had opportunities to see these questions from all sides. Each must do as he or she believes to be best. It is not always difficult for one to decide what is best for himself or herself. It may be sometimes, but not always. The greatest difficulty is in deciding for others. Parents, school officers and citizens must so act.

The questions which most forcibly impress themselves upon parents, officers and others are somewhat as follows: Are present methods the best? Are so-called improved methods really improvements over former ones? Are scholars receiving benefit in proportion to the time and expense incurred? Are scholars and communities receiving equal advantages from legislative enactments and systems and rulings of those who have educational matters in charge? Is it wise to accept every innovation as an advance and an advantage, even although its source is men of high educational standing?

Plans built upon theory are not always practical. The test of our school is made when the pupils are placed in every day life. How do the boys and girls of to-day who have completed their courses in the district school, the high school or the college compare in the home, in society, in business with the boys and girls of one or two generations ago who completed the same courses?

There may be a larger number who are enjoying educational privileges. That is not the question. That a larger number do enjoy these privileges is a result of greater general prosperity. And that prosperity, is it in consequence of better educational facilities or improved methods? Has it not in a great measure been wrought out by those who gained their education without the present improved methods?

In the eagerness of the present to adopt progressive methods we may lose much by relinquishing some of the former methods. Grant that the training and development of the youth have been overlooked in some particulars in the past; grant that all has not been done that might have been done; we must remember that all human beings are limited in their capacities. A scholar can not do successful work in new lines without giving less attention to the old.

Take a child of good average ability, teach, train and develop that child to the fullest extent by all the improved methods possible, and when the school life is completed compare that child with one of equal natural ability who has gained its education by old-fashioned methods and will there be found enough difference in them to condemn former methods or highly exalt the new? We can not believe that there will. Each will be found lacking in some particulars. Each will see that the other possesses something which he does not.

One failure in our schools at the present time, if there is a failure, is due in large degree to depending upon methods; mechanically following schedules and programmes. Reports of the standing of the scholar, of his having completed certain studies each year, are looked upon as satisfactory proof of the work done. The teacher alone is judge of the degree of proficiency of the scholar. And the teacher may be inexperienced. The higher standing of the pupil reflects credit upon the teacher, and this may be an influence to make a good showing in the reports.

After all, the best methods and the best facilities do not count much without a competent teacher. The main thing, then, is to have a good teacher. Paying a large salary will not always insure securing the best teacher. But when it is discovered that teachers are well qualified for the vocation which they have chosen they should be encouraged to continue in that work. Their work should be commended and they should be retained in the same school at satisfactory wages. They should not ever be tempted by higher wages in business offices, as is sometimes the case.

The teacher who has completed her first year's service, whose heart is in her work, who has done her best to advance her pupils in substantial education, may realize that she has made some mistakes, and be inclined to give up teaching if the same school is not offered to her again. Her reputation as a teacher is of more importance to her than the financial compensation. That she is not wanted again is a great humiliation and an obstacle in the way of securing another school, while a call to return

to the same school would give her an opportunity to correct her mistakes and be a recommendation of much value in the future if she sought a larger school or more remunerative position elsewhere.

There are other problems which confront the parent, the school officer and the taxpayer, especially in the district schools. While the village and city schools may be attaining higher rank under present conditions, it is not so with country schools. They are falling behind. They are not receiving benefits from certain methods and regulations which may be appropriate for larger schools.

What is to be done for the district school with but five to a dozen scholars? If the proposed minimum rate of thirty dollars per month salary for teachers becomes a law and school is maintained nine months each year, with cost of fuel and other necessary expenses, it makes the cost enormous for each child. Add to this the fact that in such districts several families may be sending the older children away to a high school to pursue studies which a few years ago were taught in the district schools, and we can readily see how some are bearing too great a proportion of the burden of educational expense.

We firmly believe that in the past in many country schools the teacher, unincumbered by grades and other requirements of the present, handled from twenty-five to thirty scholars and gave as much personal supervision, instruction and help as does the teacher of a half dozen pupils to-day. There may not have been as large a number of studies pursued by each scholar, but they were all practical and necessary in the preparation for a child's future usefulness in life.

This leads to a question which we will not attempt to discuss in this connection, and that is, the crowding out of the useful for the desirable, the giving up of the practical for the ornamental.

Now, as to this matter of wages: If a girl in her teens, having secured the required certificate and possessing the necessary qualifications, believes that twenty dollars a month and the experience to be gained in her first year of teaching is ample compensation in a small district school, why should the State dictate or any teachers' union have any voice in the matter?

Teachers' union! Has it come to that? Must the people be forced to do that which they already do willingly? What more can parents do than many are doing for the education of their children? Can they practice more economy or self-denial to secure the financial wherewithal?

What next? A preachers' union? If so, then surely the time draweth nigh whereof it is foretold that "no man might buy or sell, save he that had the mark or the name of the beast or the number of his name."

We like to think of our public school teachers in a higher light than simply engaged in a business contract for a stipulated sum, going through a specified routine of duties and bringing the finished product of their labors up to certain requirements, as does the workman with ma-

terials of wood, iron or stone. We like to feel that our teachers have a heart in their work, that they are deeply interested in the intellectual progress of those pupils, not forgetting their moral welfare or physical needs while under their care.

So it behooves us to do our best in selecting teachers, and if we find them unsatisfactory, endeavor to trace the cause, and advise, assist and encourage them if possible. If we find only sordid motives in the teachers, only the desire to put in the time and draw as large a salary as possible, we should not hesitate to recommend them to seek some other occupation.

As before suggested, selfish motives do not in the main predominate in school matters, and yet it is well to be always on guard. Through political influence, religious bias or because of relationship, incompetent teachers may be recommended by the school commissioner or hired by school officers. The remedy in such cases is the ballot at the proper time.

For the country schools we can see but one remedy, and that is the central township school. There are objections to this plan which seem worthy of regard, and yet its advantages may far outweigh all other considerations.

The adopting of new methods, the installing of improvements, the changes constantly taking place in this age of progress almost invariably work detriment to a portion of our fellows. But that detriment, or loss, or inconvenience should be but temporary, and it should be the aim of every one to help bring about a readjustment of affairs at the earliest possible moment which shall insure to all free and equal privileges and benefits.

E. E. Whitney.

## The Wrong Mourner.

Two fishermen named Smith, living near each other, had met with misfortune, the one having lost his wife and the other his boat.

A lady visitor called on the one who had lost his boat, thinking it was the one who had lost his wife. "Good morning, Mr. Smith. I am sorry to hear of your sad loss."

"Oh, it ain't much matter, mum. She warn't up to much."

"Dear me, you don't say so."

"Aye, she was a rickety old crock. When I went out with her, I was always in danger of my life. Indeed, I offered her to my mate only last week, but he wouldn't have her. I have had my eye on another for some time now."

But the lady could stand no more of the fellow's denunciations of the weaker sex, and hurriedly took her departure.

## Lesson of the Age.

"Why was it, my children," said the teacher, with a patriotic moral in her mind, "that George Washington during the war with England was so poor that he had only one shirt to wear and hardly enough to eat?"

"I know, teacher," volunteered a wise little maid, eagerly lifting her hand.

"Well, Sally?"

"Please, ma'am, it was because he couldn't tell a lie."



Clerks Who Rattle Off Information  
Too Glibly.

Written for the Tradesman.

"Don't tell your story too glibly. The man who rattles off his piece about the goods as if he'd said it a thousand times doesn't inspire any too much confidence."

So advises one who knows merchandising from the ground up, having begun clerking in a country store at \$1.50 per week. A fellow can not waste very much money on that salary, let me tell you. He knows, all his life long, the value of the "yellow boys," when he has started that life on such starvation wages.

"Don't tell your story too glibly."

More than once have I had a so-called clerk stand on the other side of the counter, with goods in hand, talking about them "like a house afire," at the same time that her interest was riveted on a young man loitering by or hanging around the entrance of the store, and she would be calling the attention of the clerk at the next counter to the young fellow by a beck of the head. Then she would suddenly chop off her talk about the goods under fire and rush over to the aforementioned clerk and giggle in her ear something too secret to be breathed loudly enough for my auriculars, returning reluctantly to me and the business she was paid to consider. Then would follow a fusillade of questions and replies between the two girls, I in the meantime wait, waiting as patiently as is possible to my temperament for them to get through with their foolishness and tend to their knitting. Such delays are annoying to the trade. In some cases the latter make the clerks "sweat for it," to use an inelegant phrase; in others they try to make the best of matters by recollecting that they themselves are by no means perfect and make allowances for the delinquencies of youth; in still others (like myself) they say nothing out loud but sputter to themselves—and perhaps drop into print for relief of pent-up emotions.

Janey Wardell.

## Why He Wanted To Take Gas.

"Do you give gas here?" asked a wild-looking man who rushed into a dentist's.

"We do," replied the dentist.

"Does it put a fellow to sleep?"

"It does."

"Sound asleep so you can't wake him up?"

"Yes."

"You could break his jaw or black his eye and he wouldn't feel it?"

"He would know nothing about it."

"How long does he sleep?"

"The physical insensibility produced by inhaling the gas lasts a minute, or probably a little less."

"I expect that's long enough. Got it all ready for a fellow to take?"

"Yes. Take a seat in this chair and show me your tooth."

"Tooth nothing," said the excited caller, beginning rapidly to remove his coat and vest. "I want you to pull a porous plaster off my back."

He has no real riches who does not put the treasures of friendship first of all.

## Hardware Price Current

## AMMUNITION.

Caps.	
G. D., full count, per m.	40
Hicks' Waterproof, per m.	50
Musket, per m.	75
Ely's Waterproof, per m.	60

Cartridges.	
No. 22 short, per m.	2 50
No. 22 long, per m.	3 00
No. 32 short, per m.	5 00
No. 32 long, per m.	5 75

Primers.	
No. 2 U. M. C., boxes 250, per m.	1 60
No. 2 Winchester, boxes 250, per m.	1 60

Gun Wads.	
Black Edge, Nos. 11 & 12 U. M. C.	60
Black Edge, Nos. 9 & 10, per m.	70
Black Edge, No. 7, per m.	80

Loaded Shells.	
New Rival—For Shotguns.	
No.	Dr. of Powder

No.	Dr. of Powder	Shot	Gauge	Per 100
120	4	1 1/4	10	\$2 90
129	4	1 1/4	9	2 90
128	4	1 1/4	8	2 90
126	4	1 1/4	6	2 90
135	4 1/4	1 1/4	5	2 95
154	4 1/2	1 1/4	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/4	1 1/4	6	2 65
265	3 1/2	1 1/4	5	2 70
264	3 1/2	1 1/4	4	2 70

Discount, one-third and five per cent.

Paper Shells—Not Loaded.	
No. 10, pasteboard boxes 100, per 100.	72
No. 12, pasteboard boxes 100, per 100.	64

Gunpowder.	
Kegs, 25 lbs., per keg	4 75
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 75
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 50

Shot	
In sacks containing 25 lbs.	
Drop, all sizes smaller than B.	2 10

AUGERS AND BITS	
Snell's	60
Jennings' genuine	25
Jennings' imitation	50

AXES	
First Quality, S. B. Bronze	6 00
First Quality, D. B. Bronze	9 00
First Quality, S. B. S. Steel	7 00
First Quality, D. E. Steel	10 50

BARROWS	
Railroad	16 00
Garden	33 00

BOLTS	
Stove	80
Carriage, new list	70
Plow	50

BUCKETS	
Well, plain	4 50

BUTTS, CAST	
Cast Loose, Pin, figured	70
Wrought, narrow	75

CHAIN	
Common	7 1/4 c. 5-16 in. 3/4 in. 1/2 in.
BB	8 1/4 c. 7/16 c. 7/8 c. 1 in.
BBB	9 c. 8 c. 7/8 c. 1 in.

CROWBARS	
Cast Steel, per lb.	5

CHISELS	
Socket Firmer	65
Socket Framing	65
Socket Corner	65
Socket Slicks	65

ELBOWS	
Com. 4 piece, 6 in., per doz.	net 65
Corrugated, per doz.	1 00
Adjustable	dis. 40&10

EXPANSIVE BITS	
Clark's small, \$18; large, \$26	40
Ives' 1, \$18; 2, \$24; 3, \$30	25

FILES—NEW LIST	
New American	70&10
Nicholson's	70
Heller's Horse Rasps	70

GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	
List	12 13 14 15 16 17
Discount, 70.	

GAUGES	
Stanley Rule and Level Co.'s	60&10

GLASS	
Single Strength, by box	dis. 90
Double Strength, by box	dis. 90
By the light	dis. 90

HAMMERS	
Maydole & Co.'s new list	dis. 33 1/2
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 70

HINGES	
Gate, Clark's 1, 2, 3	dis. 60&10
Pots	50
Kettles	50
Spiders	50

HOLLOW WARE	
Common	dis. 50

HORSE NAILS	
Au Sable	dis. 40&10

HOUSE FURNISHING GOODS	
Stamped Tinware, new list	70
Japanese Tinware	dis. 70

## IRON

Bar Iron	2 25 rate
Light Band	3 00 rate

## KNOBS—NEW LIST

Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85

## LEVELS

Stanley Rule and Level Co.'s	dis. 50
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## METALS—ZINC

600 pound casks	9 1/2
Per pound	10

## MISCELLANEOUS

Bird Cages	40
Pumps, Cistern	75
Screws, New list	87 1/2
Castors, Rod and Plate	50&10
Dampers, American	50

## MOLASSES GATES

Stebbins' Pattern	60&10
Enterprise, self-measuring	30

## PANS

Fry, Acme	50
Common, polished	70&10

## PATENT PLANISHED IRON

"A" Wood's pat. plan'd, No. 24-27, 10	80
"B" Wood's pat. plan'd, No. 25-27, 9	80
Broken packages 1/2 c per lb. extra.	

## PLANES

Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45

## NAILS

Advance over base, on both Steel & Wire	
Steel nails, base	3 00
Wire nails, base	2 35
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrell 1/2 advance	85

## RIVETS

Iron and tinned	50
Copper Rivets and Burs	30

## ROOFING PLATES

14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20, IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00

## ROPES

Sisal, 1/2 inch and larger	9 1/2
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## SAND PAPER

List acct. 19, '86	dis. 50
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## SASH WEIGHTS

Solid Eyes, per ton	30 00
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## SHEET IRON

Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	3 00
Nos. 25 to 26	4 00
No. 27	4 10
All sheets No. 18 and lighter, over inches wide, not less than 2-10 extra.	

## SHOVELS AND SPADES

First Grade, Doz.	6 50
Second Grade, Doz.	5 75

## SOLDER

1/4 @ 1/2	30
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The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

## SQUARES

Steel and Iron	60-10-5
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## TIN—MELYN GRADE

10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade	1 25

## TIN—ALLAWAY GRADE

10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade	1 50

## BOILER SIZE TIN PLATE

14x56 IX, for Nos. 8 & 9 boilers, per lb.	13
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## TRAPS

Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	12 1/2
Mouse, delusion, per doz.	1 25

## WIRE

Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 85
Barbed Fence, Painted	2 55

## WIRE GOODS

Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10

## WRENCHES

Baxter's Adjustable, Nickeled	80
Coe's Genuine	40
Coe's Patent Agricultural Wrenches	75-10

## Crockery and Glassware

## STONEWARE

No charge for packing.

## Butters

1/2 gal. per doz.	52
1 to 6 gal. per doz.	6 1/2
8 gal. each	60
10 gal. each	75
12 gal. each	90
15 gal. meat tubs, each	1 28
20 gal. meat tubs, each	1 70
25 gal. meat tubs, each	2 28
30 gal. meat tubs, each	2 58

## Churns

2 to 6 gal. per gal.	7 1/2
Churn Dashers, per doz.	84

## Milkpans

1/2 gal. flat or round bottom, per doz.	52
1 gal. flat or round bottom each	6 1/2

## Fine Glazed Milkpans

1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	7

## Stewpans

1/2 gal. fireproof, ball, per doz.	86
1 gal. fireproof, ball per doz.	1 18

## Jugs

1/2 gal. per doz.	68
1/4 gal. per doz.	51
1 to 5 gal., per gal.	8 1/2

## SEALING WAX

Pontius, each stick in carton	Per doz. 40
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## LAMP BURNERS

No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	80
No. 3 Sun	87
Tubular	50
Nutmeg	80

## MASON FRUIT JARS

With Porcelain Lined Caps	
Pints	Per gross 4 45
Quarts	5 80
1/2 gallon	6 70
Caps	2 36

## Fruit Jars packed 1 dozen in box.

LAMP CHIMNEYS—Seconds.	
Per box of 6 doz.	

## Anchor Carton Chimneys

Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 85
No. 2, Crimp top	2 85





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

Special Correspondence.

New York, Sept. 7.—The Coffee Exchange during the past two or three days has been so active that it was said to bear some resemblance to the Chicago "Pit." Heavy buying, especially by shorts in Europe, tended to send quotations higher and a good deal of excitement has prevailed. Spot coffee has also been in good request and jobbers generally report numerous orders, especially for the better grades. In store and afloat there are 4,052,208 bags, against 3,454,527 bags at the same time last year. Rio No. 7 closes at 6½¢ and is very firm. Mild grades have moved simply in the usual manner and quotations are practically without change.

Refined sugar presents few features of interest and hardly anything has been done in new business, while withdrawals under previous contract are few. The price remains the same as a week ago. Raws are reported as very strong abroad, but there is no change to be chronicled in this market.

Steady improvement is noted in the tea trade, albeit the increase is slight. Holders are very firm in their views and the man who is looking for real "bargains" in tea will probably find them in paying the going value of the article. Stocks are not overabundant and the whole situation favors sellers.

The demand for rice is good and has been for some time. Buyers seem willing to pay full rates, and, in fact, they have no alternative because job lots do not exist. A good crop is reported as likely, but at this writing supplies here are not at all excessive. Good to prime domestic, 5@5¾¢.

A good volume of business has been done in spices and rates are firm but unchanged. The supply and demand are about equally divided.

Daily improvement is shown in the molasses market and the general situation favors the seller. Good to prime centrifugal, 22@35¢.

In canned goods old stocks are well cleaned up and when new stock arrives—generally two weeks later than usual—it will find a welcome. Retailers are buying freely of almost all sorts of goods and the price seems to be no object if the quality is right. Tomatoes are simply waiting and packers are holding out strongly for 87½¢. Buyers are loath to pay this and think 85¢ about the limit. Old stock has sold here for 90¢, but there is very little available at this figure. Raw stock is very high and before New Year's Day "tomatoes will be tomatoes." Corn, peas and beans are, seemingly, in mighty light supply and, in fact, so limited is the stock that business has been much restricted. Western corn is worth 60 @65¢ for standard and 80@85¢ for fancy. It is very evident that "tinned" goods of all kinds will command full rates, and this will probably lead to a lot of new canning fac-

tories next year, and—if we have good crops—an output of stuff that will break all records.

Top grades of butter have taken another hitch upward and special creamery is now worth 27½¢; extras, 27¢; firsts, 25@26½¢; factory, 20@21½¢; process, 24½¢ for specials and 23½@24¢ for extras.

Cheese is ¼¢ higher and full cream is quoted at 13¾¢ for small size, with some sales at 14¢. Large, 13¼¢. Holders are very firm.

Nearby eggs are booming and quoted at 28@30¢ for New York and Pennsylvania stock. Western, extra firsts, 22@22½¢; firsts, 21@21½¢; refrigerator stock works out at 19@21½¢. These eggs are usually in pretty good condition—in fact, better than much of the Western stock coming to hand, and possibly they keep the price of the latter down somewhat.

### Chickens of Leisure.

Mrs. Goldvein, of Cripple Creek, having unexpectedly come into a fortune through a lucky strike, set up a country home near Denver, where she lived in style. One day while she was showing some of her old-time friends about the place they came to the poultry yard.

"What beautiful chickens!" the visitors exclaimed.

"All prize fowl," haughtily explained the hostess.

"Do they lay every day?" was the next question.

"Oh, they could, of course," was the reply; "but in our position it is not necessary for them to do so."



## Dairy Feeds

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

Cotton Seed Meal  
O. P. Linseed Meal  
Gluten Feed  
Dried Brewers' Grains  
Malt Sprouts Molasses Feed  
Dried Beef Pulp

(See quotations on page 44 of this paper)

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

Don't forget  
We Are Quick Shippers

Established 1883

## WYKES & CO.

FEED MILLERS

Wealthy Ave. and Ionia St.  
GRAND RAPIDS, MICH

## Ship Your Eggs to Egg Specialists

We handle nothing but eggs; we study nothing but eggs; we think of nothing but eggs; we give our whole time to eggs. That's why our service is so good—why it is better than you can get elsewhere. THEN WHY NOT SHIP TO US?

Stencils and cards furnished on application.

L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York  
Established 1865. We honor sight drafts after exchange of references.

## MILLET

If in the market ask for samples and prices.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH  
OTTAWA AND LOUIS STREETS

## Butter, Eggs, Potatoes and Beans

I am in the market all the time and will give you highest prices and quick returns. Send me all your shipments.

R. HIRT, JR., DETROIT, MICH.

W. C. Rea

A. J. Witzig

## REA & WITZIG

PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry Beans and Potatoes. Correct and prompt returns.

### REFERENCES

Marine National Bank, Commercial Agents, Express Companies; Trade, Papers and Hundreds of Shippers  
Established 1873

# Butter

We are in the market every day in the year for Packing Stock Butter. Write or wire us for prices, or let your shipments come along direct to the factory and get outside prices at all times.

We are also manufacturers of fancy Renovated and Creamery Butter, and can supply the trade at all times in any quantity, 60 pound and 30 pound tubs or 1 pound prints. Write for prices.

American Farm Products Co.

Owosso, Mich.

We buy and sell anything in the Fruit and Produce lines. Ready to buy of you or ship goods to you any time. Let's hear from you.

YUILLE-MILLER CO.

Both Phones

Grand Rapids, Mich.



# MEAT MARKET

## Claims Meat Cutting Is a Lost Art.

The cutting of meats profitably and judiciously seems to be a lost art in thousands of the retail markets of the United States. There are more wasteful hacking and slashing and abominable mutilation done in our shops than in those of any other civilized meat-consuming nation in the world. This is due to two causes. The first is an abundant supply which induces willful waste, and the second is the unskillfulness of many meat dealers who are salesmen rather than butchers. I do not wish to be understood as casting any reflection upon any of my brothers in the trade. My idea is to suggest a remedy for crude and wasteful meat cutting. Every retail butchers' association throughout the country should set aside, say, one night in every month for a practical instruction meeting. These meetings should be held in suitable quarters, and on such occasions expert butchers should give exhibitions of the technical points of shop butchering. I know that a great number of retailers would be more than surprised if they could witness how much more money can be cut out of a steer carcass by a thorough expert than by a cutter who has but a crude and perfunctory knowledge of his trade. Such meetings would prove both entertaining and instructive, and I feel positive that the associations which adopt this suggestion would quickly realize the value in increased membership lists.

The success of a retail butchers' association depends chiefly upon the manner in which its meetings are conducted. This is a point which can not be given too great emphasis. The truth of the statement is apparent. If the meetings of an organization are interesting the members will attend. In turn they will talk them over with neighbors, and this will arouse curiosity among the men who are not members and induce them to step forward and hear what is going on. Interest is the life blood of an organization, and the interest can be sustained only so long as the organization is doing something—and surely a discussion of cutting methods would be interesting. I have occasionally attended meetings of butchers' associations where no business was brought up and where the members sat around in a listless fashion and finally departed in disgust. When I heard later that these associations disbanded, I did not wonder. I would urge the officers of butchers' associations to bear these facts constantly in mind. Open your meetings promptly, and get down to business at once. To this end be sure that you have business to transact. Always put forward some subject either for discussion or action that possesses personal interest for every member. In this way you will secure constant interest. And, as I have said, interest means attendance, and attendance in turn means progress and prosperity and strength.

There are to be found in most butchers' associations men whose sole interest therein is the hope of "working" them for political advancement or for money making schemes. These men are ready of speech and full of benevolence; are always the first to heartily endorse any proposition that is sure to meet with unanimous approval, and the last to speak when they are in doubt regarding the popular verdict; are always anxious for and never fitted to occupy positions of trust. It is surprising how many of these parasites are tolerated in butchers' associations. They have done more to injure the cause than all other influences combined.—Butchers' Advocate.

## Guinea Fowl Gaining in Favor.

In the United States, particularly the northern part, very few breeders, if any, raise guinea fowl in large numbers, reports the Indianapolis, Ind., News. The chief objection to them seems to be their harsh cry, which is often particularly troublesome at night, and their wandering and quarrelsome habits. These serve, however, to give warning of marauders in the poultry yard. If they are allowed to range, their feed costs little since they will live almost entirely on insects, seeds, etc. The demand for them in our city markets is constantly increasing, and it seems probable that they will soon be a recognized source of profit to the poultryman, fit to be bred, fed and marketed as carefully as chickens, turkeys, ducks and geese and not merely as curiosities.

Their breeding season begins about the same time as that of wild birds—April or May, according to the latitude—and they usually continue laying throughout the summer. Breeders formerly expected fifty or sixty eggs a year from each hen, but the varieties have improved so much that 100 is now considered a reasonable number. Guinea hens make poor sitters, as they are restless and inclined to range when they should be on the nest, and the usual practice is to put the eggs under a common hen that can hatch about fifteen.

It can not be learned that there are any diseases peculiar to the guinea fowl, and ordinarily they are very healthy. However, they are susceptible to some of the common poultry diseases.

Wheat, corn, barley, oats, buckwheat, millet and hemp seed are all recommended as suitable grains for guinea hens, and as is the case with other classes of poultry, a mixture would probably prove more satisfactory than any single grain. In general it may be said that they seem to require much the same rations as chickens of corresponding ages.

After all, discussion of the guinea fowl and its merits would be vain, if nobody wanted it. It is true that most people do not reckon with it as one of the available and ordinary dishes supplied by the markets, but the condition seems to be gradually changing, and, while these birds can not yet be said to be popular, there is a recognized and dependable demand for them which seems to need only some careful fostering by legitimate methods, such as ample display of

attractive specimens and other well known market dodges, to grow into a large demand that will have to be reckoned with by market men and poulterers the country over. Guinea hens have very much the same food value as chickens and are as economical when bought at the same price a pound.

## Lead Us Not Into Temptation.

Cecil was much impressed by the Sunday school teacher's plea for missions, and decided to save his pen-

nies for the heathen. He made a great effort, and failed once or twice. Then he prayed, "O Lord," he begged, "please help me save my money, and—don't let Jim the peanut man come down this street."

We want competent  
**Apple and Potato Buyers**  
to correspond with us.

**H. ELMER MOSELEY & CO.**  
504, 506, 508 Wm. Alden Smith Bldg.  
GRAND RAPIDS, MICH.

## Apples Wanted IN CAR LOTS OR LESS FOR The New Canning Factory

Write, Phone or Wire

**C. D. CRITTENDEN CO.**

41-43 S. Market St.

Grand Rapids, Mich.

## Eggs

During the summer and fall months some lots of eggs are easily worth two to three cents more than others. A reliable dealer offering the same price for eggs to all regardless of quality must of necessity make a very low price, for he knows from experience that he will get many lots of old held and rotten eggs. We claim this is not fair to the shipper who carefully selects and packs only fresh eggs. During the remainder of the loss off season we will carefully inspect all eggs and pay according to quality. If you have some fine fresh eggs write or phone us today and get our price on that quality of eggs.

**F. E. STROUP, 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

ESTABLISHED 1876

## FIELD SEEDS

Clover and Timothy Seeds. All Kinds Grass Seeds.  
Orders will have prompt attention.

**MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS**  
Office and Warehouse Second Ave. and Railroad.

BOTH PHONES 1217

GRAND RAPIDS, MICH.

## The Meaning of "PURITY"

according to Webster's dictionary is, condition of being pure, freedom from foreign admixture and from foulness and dirt. This is why we chose it as a brand for our sausage products.

You need them in your business, for three reasons:

**They Create Their Own Demand They Sell on Sight**  
**They Comply with Federal and State Pure Food Laws**

The line includes Bolognas, Frankforts, Pressed and Minced Ham style, Boiled Hams, Pork Sausage, etc. Ship us your Butter, Eggs and Poultry.

**Bradford-Burns Co.**

7 N. Ionia Street  
Grand Rapids, Michigan

## Redland Navel Oranges

We are sole agents and distributors of Golden Flower and Golden Gate Brands. The finest navel oranges grown in California. Sweet, heavy, juicy, well colored fancy pack. A trial order will convince.

**THE VINKEMULDER COMPANY**

14-16 Ottawa St.

GRAND RAPIDS, MICH.

## Printing for Produce Dealers

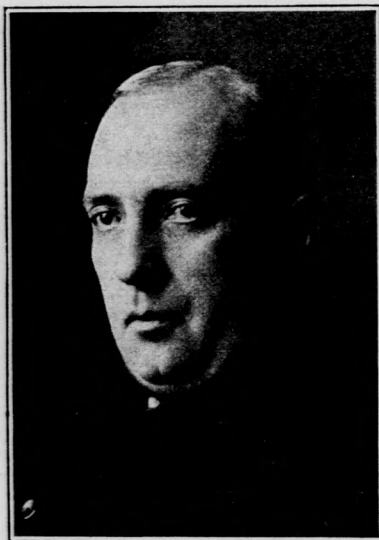




### Reading Letters Received from the Sales Manager.

Kalamazoo, Sept. 3—The following rules will undoubtedly be adopted by the various traveling men's associations of the United States relative to the proper and most improved method of reading letters received from the sales manager, more generally and popularly known as the "Old Man:"

Rule 1. Open letter hurriedly but carefully, as perchance there may be a check enclosed. When you make the discovery that it is simply another letter from the "Old Man," read hastily, crumple up, push back in envelope, kick the cuspidore and then remark to the man on your right, "Beats the Devil, doesn't it, how wise those guys get while sitting



down in their offices telling us boys out on the road how to do business? If they had to get out and hustle a little themselves occasionally—but what's the use of talking about it? They make me tired. Come on, let's go out to the ball game."

Rule 2. After returning from the ball game read the letter again. Read it this time carefully. Read it with the belief—which is a fact—that it was not written in a spirit of fault finding, but that the "Old Man" simply took his mouth in his hand, as it were, and dictated a letter which he hoped would point out to you a way whereby you might be able to get more business and thus make more money for yourself and the house you represent. While giving the letter a second reading just mentally trade places with the "Old Man" for a few minutes, and in a candid and unbiased way look at things from his viewpoint. Look at the matter from the standpoint—and the only true one—that as your interests are mutual he can not help himself without helping you, that he is not trying to irritate, fret or annoy you, but is simply desirous by advice, counsel and admonition of helping you to help yourself.

Rule 3. If you still feel the least

bit fuzzy after the second reading, walk around the block slowly three times, take a careful mental inventory of yourself and then go back and read it again.

Rule 4. If after the third reading you are still uncertain whether the letter really applies to your case or not, get out your book and carefully look over the copy of orders you have taken for the past month or two. You have the evidence all in your own hands. It was made by yourself. If your order book shows up right the letter was not intended for you. If you are not pleased with your own evidence the letter was intended and Rule No. 5 does apply to your case.

Rule 5. You have tried your way, now try the "Old Man's" way. There is nothing new about it. It is simply the method tried and used by all successful salesmen and that is what he wants you to be.

Rule 6. Bear this ever in mind: The pig that stands and waits Till the others get their fill Disproves the old, old adage That the still sow gets the swill.

Rule 7. Don't stand and wait. No man ever reached the top of the hill who sat at the bottom and waited for it to come down.

Rule 8. Get up to the top and look down. It is easier than standing at the bottom and constantly straining your neck to look up.

Rule 9. Remember that a traveling man is known largely by his expense account, but the salesman is known and loved by the business he does and the orders he sends in.

W. L. Brownell.

### Why the Self-Assertive Man Generally Succeeds.

Written for the Tradesman.

How many young men fail in life because they fail to recognize the value of self advertisement!

This does not mean that a man should be a boaster. There is a world of difference between letting the world know the value of your services and in claiming for yourself qualities which you do not possess.

Just as the merchant or manufacturer who misrepresents his goods soon gets a bad reputation for truth and veracity, and with it a loss of prestige which finally lands him in the bankruptcy court, so does the young man who misrepresents his ability when applying for a position fail to impress people favorably.

This article is for the diffident young man; for the boy starting out in life, or a few rungs up the ladder, who fails entirely to show people his brain wares and, as a result, plugs long in the rut on a meager salary when he might be earning a much larger one if he had taken care to have his merits known.

"If you have anything good let the public know it," is the first rule of successful advertising, and it is just as applicable to personalities as to a brand of soap.

When you ask for a position do not be afraid to give your ideas and plans. If they are good they will impress your prospective employer and if they are not you are only forestalling discovery anyhow.

Do not be bold nor "flip," but stand up like a man and look the world in

the eye. Let the man you are trying to impress see that you recognize the fact that you have a place in this world and that you are not going to let some one cheat you of it.

Two cases come to mind which show the working out of this idea:

A young man was employed on the road by a small concern, but he did so well that he attracted the attention of the sales manager of a much larger one.

He was asked to call on this gentleman and the manager made what he considered a liberal offer for his services. The young salesman, figuratively speaking, gave the laugh to the offer and demanded a sum which took the sales manager's breath away.

"Why, that is more than some of our first class men are getting," he said.

"I am a first class man," retorted the young fellow. "That was proven by your making me any offer at all. If I can sell goods well enough for a small firm to attract your attention, I can sell goods, backed by the prestige of your house, in a way that will make me worth what I ask. I know that I have the ability to do it and all I want is the chance."

He was given the position and he has more than made good; in fact, his salary has since been increased.

Now for the other: A boy answered an advertisement, the place requiring but little commercial experience. He had worked in a store for several years and, as he was bright enough, he was sufficiently capable for the job.

When the head of the house began firing questions at him he hemmed and hawed and depreciated his own ability and was finally turned away.

He remained in his first place of employment and really set himself back years by his failure to speak up for himself when he had the chance, as the turndown so hurt his spirit that it prevented him from making any further efforts to advance for some time.

Every man should be his own booster and should see that he is well boosted, but avoid too loud a noise. It may attract attention to your shortcomings as well as your abilities.

J. F. Cremer.

They who work as if the Master was ever near find Him always by them.

### Endless Trains for Subways.

An engineerless endless train is the screw driven train for subways. It is a continuously popular train which moves slowly at the stations and rapidly between them. It is composed of a number of short trucks, each capable of seating about half a dozen persons. At the stations these trucks are touching one another as in an ordinary train, but directly the station is passed they separate to some considerable distance and travel rapidly to the next station. There are no engines or motors on the cars, but projections to one axle of each car engage with a continuously driven screw or worm running longitudinally with the track on either side. The screw may be compared to a long, continuous tube like a small sewer pipe, revolving continuously close beside the rail. In the skin of this tubing a spiral channel is cut, forming a screw from end to end. At the stations the convolutions of the screw are close together. The screw is of low pitch at the stations, but between the stations it is steep pitch, consequently at the stations a single revolution of the screw would mean a forward movement of a few inches only, while in other places one revolution of the screw would mean a forward movement of as many feet. The screws are kept continually revolving by electric motors placed at intervals along the track and transmitting their power by mitered gear wheels. The cars need no attendants, either guards or conductors, and collisions between cars are impossible.

To turn from another's sorrow may be to miss your best joy.

It may be a little out of your way to

### Hotel Livingston Grand Rapids, Mich.

but we went a little out of our way to make our Sunday dinners the meals "par excellence."

## 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.



**THOSE FLYING ROLLERS.**

It is a singular fact that a very large majority of those religious fanatics who call themselves Flying Rollers are of English birth and that, as a rule, they are of the type who transpose their a's and h's—otherwise the illiterate Englishmen. The scandalous revelations and the trial, conviction and sentence of Prince Michael in Detroit ten or more years ago are by no means forgotten in that city, however, the sending of Prince Mike to Jackson and the flight of his affinity, Eliza Courts, did not drive all of the Rollers out of town. There is still a small colony there, but they are required to observe the laws of decency and seem to be prosperous.

The present expose of another branch of the Rollers at St. Joseph bears a striking likeness to the charges made against the cult in our metropolis, and it would seem that proceedings similar to those had at Detroit might work equally satisfactory results for the Gretna Green of Michigan.

The origin of this strange sect and the tenets of their faith are unimportant. The facts, as brought out in Detroit and as will probably be developed at St. Joseph, show that all members are woefully ignorant on all matters; that their cant phrases, their secret rituals and their eccentricities of dress are used chiefly as devices for cloaking the bestial acts of a few shrewd, unscrupulous leaders. The conventionalities commonly observed in decent society are most obsequiously observed in public, but outrageously violated in private. Material gain is the key note of the efforts of the leaders and inexplicable lack of common sense seems to be the dominant characteristic of their dupes.

Sycophantic to the last degree when it suits their ends to be so, these Flying Roller leaders ingratiate themselves into the good will of a community and by cunning, trickery and seeming humility, thrift and industry they quickly succeed in establishing themselves as a prosperous and most devoutly religious organization. Ignorant although they are, they are masters of the art of trading and, as they are not required to report to any higher authority, they hold the game entirely in their own hands.

The charges of enticing men and women from various parts of the world, of securing all the money and other property of these new followers, of imposing outrageous treatment upon them, as set forth in the St. Joseph example, are on an exact par with the charges made against the Detroit colony and are, undoubtedly, true. As yet no case parallel to that of Prince Michael—who was required to "do time" at Jackson—has been revealed at St. Joseph, but the case is new and not yet developed.

There is this much about the matter: Without reference to what their religious tenets and faith may be, they are a bad lot, dangerous to the peace of any law abiding community and not entitled to any privileges whatever at the hands of any state

or municipal government. Mayor Thompson, of Kalamazoo, was thoroughly "on to his job" when he peremptorily refused to grant the Rollers the privilege of carrying on a proselyting campaign in the streets of the Celery and Paper City.

**VOTE FOR THE FRANCHISE.**

There is no city of 100,000 inhabitants in this country which is so poorly equipped with electrical power as is the city of Grand Rapids. On the other hand, there is no city in the country of a size corresponding in population to our own which has greater electrical power possibilities than those which lie at the doors of Grand Rapids. With hundreds of thousands of dollars' worth of equipment all ready to be utilized, the Grand Rapids-Muskegon Power Co. can, by its purchase of the Edison Co., transform Grand Rapids into the Electrical City of Michigan, a fact which, of itself, means the lifting of our city out of the rut that has been worn the past few years by the parsimonious and impudent management of the Edison Co.

By the purchase of the Edison Co. the Grand Rapids-Muskegon Co. has four dams already in operation capable of generating greater electrical power than is possessed by any other city in the Lower Peninsula, and during the next five years this capacity can be increased three fold by the construction of four additional dams.

Electrical power produced by the use of long neglected water privileges can and does and will continue to compete successfully with steam power, and the city which has electrical power in abundance and well managed will have the call over those cities not so well equipped.

It is unfair to base any prediction in regard to the value of electrical power upon the showing that was made by the Edison Co. under the old management, as it is unfair to demand from the Grand Rapids-Muskegon Power Co. any variation for the use of its service which is not imposed upon other public utilities. Aspiring local politicians and others having some personal end to gain will continue to misquote and misrepresent, but those citizens who truly have the general welfare of the city at heart will vote in favor of granting the Grand Rapids-Muskegon Power Co. its franchise on Sept. 17.

**RAILWAY RETALIATION.**

A year ago the Grand Rapids Board of Trade had many projects in hand, some of which were successfully carried out. One was the first trade extension excursion by the jobbers and manufacturers of Grand Rapids to smaller cities and villages for the purpose of meeting dealers in those towns in a personal way, thus improving, so far as possible, the general business of Grand Rapids—including, necessarily, the passenger and freight business of the various railways. Another project was the securing of legislation creating a State Railway Commission—a supervisory body representing the commonwealth for the purpose of procuring equitable and fair conditions for both shippers and carriers. Also, as

is well known, the Board of Trade conducted a strong campaign in behalf of the 2 cent railway fare which has been established by law in Michigan.

The railway authorities declared, with seeming sincerity, that they would welcome the establishment of a Railroad Commission; it was what they wanted, etc., yet they at once began opposing the bill and fought it to a finish with all the corrupt influence at their command. Naturally, the railways opposed the 2 cent measure, but now that that rate has been established, not only in Michigan but in many other states, experience is beginning to show that the reduced rate is decidedly a good thing for the railroads.

Now what is the result of the efforts of the Board of Trade in opposition to the railways?

Last year the railway provided the Board with a special train and transportation for the first trade excursion at the rate of \$1 per mile traveled.

A second trade extension excursion, to be made by Grand Rapids jobbers and manufacturers, is being considered for next month. And now the railways demand \$2 per mile traveled for a train having one car less than was in the train a year ago. Why the increase of 100 per cent. for the present year's service? Simply as an exhibit of vindictive retaliation on the efforts of the Board of Trade.

As an illustration of the short-sighted management of the railways, this trifling exhibition is striking. It is a direct affront to the two hundred business establishments in Grand Rapids rather than a petty blow at their organization, and it measures up the assninity which has operated so long in the shape of arrogance and greed peculiar to men of small minds and inferior intellects.

Colon C. Lillie, Deputy State Dairy and Food Commissioner, has issued a circular letter calling attention to the fact that the chemist at the State Experiment Station has determined by analysis that the fertilizer sold by him for the Buffalo Fertilizer Co. does not come up to the terms of the guaranty. Mr. Lillie states that he shall insist that the guaranty be made good and that, if the company does not adjust the difference, he will do so himself. Mr. Lillie's announcement is timely and commendable, but the Tradesman feels no hesitation in stating that Mr. Lillie ought not to act as the agent of a fertilizer company while he is employed in an official capacity by the State of Michigan. This is not only the opinion of the Tradesman but of hundreds of good citizens and is in conformity with the opinion maintained in the office of the Attorney General. It is noticeable that while Mr. Lillie is making speeches in behalf of the Department he represents, he is frequently asked to recommend a fertilizer and that he almost invariably commends the fertilizer for which he is the Michigan representative. This is not quite the proper thing to do and, although Mr. Lillie

may be able to reconcile his conscience in the premises, there are people who regard such methods as a species of grafting which ought not to be tolerated by any department officer. A state official, like Caesar's wife, should be above suspicion. He should carefully avoid recommending anything in which he has a direct personal or financial interest, for fear that his actions may be misconstrued or his motives questioned. In the interest of good government and clean citizenship, the Tradesman trusts that Mr. Lillie will from now on refuse to act as the agent of any article used by farmers so long as he remains in the employ of the State.

State Senator Kinnane, of Dowagiac, who is a candidate for Congress in the Fourth Congressional District, claims to be the father of the new railroad commission bill. It is a fact that he introduced the bill in the Senate after having surreptitiously obtained a copy of the measure. He knew that Senator Fyfe had been selected by the organizations which drafted the bill to introduce it, but he took advantage of Senator Fyfe's absence one day to present the bill in his own name, against the protest of the real friends of the measure. It was quite evident to the men who prepared the bill that he introduced it solely that he might murder it in cold blood, but a majority of the Senators—who were loyal to the people and who did not jingle the coin of the railroad corporations in their pockets—stayed by the measure in season and out of season and thus defeated the machinations of a man whose actions in the last Legislature disappointed his friends and gave great satisfaction to the railway corporations and lobbyists.

F. D. Underwood, President of the Erie Railway, speaking of the appointment of a Professor of Railroading in the Chicago University, says he wants no graduates with nothing but a theory in their heads, and that he believes that the best place to educate men for practical work is on the railroads. Mr. Underwood's ideas on that subject are correct. A man may secure a fair theoretical knowledge of railroading by attending school, but he can learn more about running trains by running them than he can by attending school all his life.

Schoenberg, a city of 180,000 people, near Berlin, has adopted a novel plan of taxation which, it is believed, will stimulate the growth and improvement of the place. The owners of idle land, or land not in practical use, are required to pay double the amount of the taxes levied on occupied land. The object is, of course, to induce owners to "improve" their land—to divide, sell and get their plots occupied—rather than to keep it out of the market, under low taxation, with a view to reaping an unearned increment in the future—an increase due to other people's enterprise.





**Michigan Board of Pharmacy.**  
 President—Henry H. Heim, Saginaw.  
 Secretary—W. E. Collins, Owosso.  
 Treasurer—W. A. Dohany, Detroit.  
 Other members—John D. Muir, Grand Rapids, and Sid A. Erwin, Battle Creek.  
 Examination sessions—Houghton, Aug. 19, 20 and 21; Grand Rapids, Nov. 19, 20 and 21.

**Michigan State Pharmaceutical Association.**  
 President—J. E. Bogart, Detroit.  
 First Vice-President—D. B. Perry, Bay City.  
 Second Vice-President—J. E. Way Jackson.  
 Third Vice-President—W. R. Hall, Manistee.  
 Secretary—E. E. Calkins, Ann Arbor.  
 Treasurer—H. G. Spring, Unionville.  
 Executive Committee—J. L. Wallace, Kalamazoo; M. A. Jones, Lansing; Julius Greenthal, Detroit; C. H. Frantz, Bay City, and Owen Raymo, Wayne.

#### Made a New Mechanical Arm.

Three years ago William T. Carnes, a machinist of Warren, Pa., was working at his lathe when his right arm caught in a revolving cog wheel and was so terribly lacerated it had to be amputated above the elbow.

Carnes was a man of nerve and resources. When he got out of the hospital it was not in a spirit of despair with thoughts of a stool on some city corner with a tin cup extended and an appeal to the public. Instead he got busy making for himself with his one good arm a new arm of wood and steel to take the place of the one of flesh, bone and muscle he had lost.

He patiently studied the anatomy of the human arm, the hand and fingers. By combining their principles in an intricate arrangement of springs, steel wires, and ball bearings of the most delicate mechanism in such a way that they readily would respond to the muscle force and the nerve impulses remaining in his pitiful stump of a right arm he evolved an arm and hand that can do almost the entire work of the flesh and blood member.

The fingers open and shut in a natural way at the will of the operator. Carnes to-day is able to write legibly with a pen or pencil, he taps on the typewriter, can tie and untie his necktie, feeds himself like an ordinary person, and asks no odds of anybody.

Carnes had a friend, Orris O. White, of Garland, a nearby town, who was worse off in respect of arms than he was. White got mixed up with a Philadelphia and Erie Railroad train, and both of his arms were cut off close to the shoulders. Carnes then made a left arm on the principle of the right arm he had made for himself, with the result that the Garland man, being supplied with two artificial arms, can now feed himself and dress and undress himself.

Men with money got interested in Carnes' invention. They organized a company and supplied the funds to put up a big factory at Warren, where the artificial limbs are to be manufactured.

There are 270 separate pieces to the arm built by this one handed mechanic, who, when he met with misfortune, was brave enough and had the

genius to set about helping himself instead of lying down and looking for help from others as most men under similar circumstances would have done.

Carnes expects to get rich from his invention, and if he does who shall say he won't deserve it?

Robert McNeill.

#### Chlorodyne Intoxication Simulating Alcoholism.

An English member of Parliament has earned notoriety resulting from the incautious use of chlorodyne. He was seized with griping pain for which he took chlorodyne, pouring it on his tongue undiluted. This he continued to do during the day, with the result that he had consumed, by the evening, two bottles. Feeling faint, he too wtwo small "whiskies and soda," and recollected nothing further until he found himself in a police cell, where he had been taken by a constable who found him apparently drunk and incapable. Eventually the charge of drunkenness was heard and dismissed. Physicians gave evidence to the effect that the amount of chlorodyne which he had imbibed during the day had accumulated in an empty stomach until, finally diluted and its absorption aided by the action of the whisky and seltzer, it produced the symptoms of intoxication.

#### Should the Government Publish the Pharmacopoeia?

It has been suggested in some quarters to have the Pharmacopoeia revised and published by the Government, for they argue that having enacted a food and drugs act providing for the adherence to certain standards, should logically establish and maintain those standards itself.

The opponents to the above proposal claim that if the Government were to publish the Pharmacopoeia the standards would tend toward harshness and impracticability; the revisers would be a few specialists out of touch with practical business conditions and, moreover, the idea is contrary to the spirit of our Government, as it savors too much of the bureaucratic methods of Russia, and for this reason alone is unlikely to be adopted.

The agitation for purity in food products has become world wide. Everywhere consumers are demanding assurance that the things they eat are not adulterated. The national and state governments in this country have lately enacted drastic laws and public sentiment is strongly supporting their enforcement. It is beginning to be realized by producers of foodstuffs that it pays them to obtain a reputation for the quality of their goods and the public is beginning to appreciate that cheapness is not the only thing to be considered in buying articles for household use. Canada has just put into effect a law for the inspection of meats similar to that in operation here. Canada does this for commercial reasons as much as any other, for American inspected meats have gained much favor in foreign markets. The packing house men no longer claim that the law imposes hardship and loss upon them. It is now conceded to be of general benefit.

#### Remarks on the Art of Small Store-keeping.

"In a previous lecture," said the professor of the art of storekeeping, "I said to you that 'success in keeping a small store depends much upon the personality of the storekeeper,' and I cited to you, as you may remember, various of the qualifications required. To-day I would speak to you more particularly of a single one of these requisites—namely, that of politeness.

"It is easy to be polite to everybody; that is, superficially polite. Here is Mrs. Jones just home from trading at Mr. Robinson's store, and she says:

"What a nice man Mr. Robinson is!"

"You can make up your mind that Brother Robinson is a really polite man, of whom it is a pleasure to buy goods, and who is certain to attract trade. When Mrs. Jones went into his store to-day, to be, by chance, waited upon by Mr. Robinson himself, she found him, as she always does, really interested in her wants. As a matter of fact, when he waits on anybody Mr. Robinson forgets himself and his profits and thinks of this individual alone.

"He is not only ready to show goods, but he wants to show them. He realizes that to the customer this purchase may be a matter of real importance, and he is interested accordingly. Not only does he try to see that she gets what she wants, but he really wants her to get it; and that Mrs. Jones should be pleased with all this is perfectly natural.

"Mr. Robinson waits not only on Mrs. Jones in this manner, but he waits on one and all of his customers in the same way. And, of course, you know the result—Robinson sells more goods than all the rest of the clerks in his small store put together.

"A staggering thing it is to me that so many clerks in stores big and little fail to realize the value of politeness and so fail to turn it to their own great advantage, as they might readily do. You go into a store to be waited on perhaps with purely perfunctory politeness; the clerk isn't really interested in you or your wants at all; he shows goods to you, but it appears to make little difference to him whether you buy or not, and really he doesn't more than half try, if so much, to please you.

"If you do buy and you are to carry your purchase away yourself he sends the goods to be wrapped up and then stands stolidly until they come back. If you don't buy he mechanically replaces the goods he has taken down to show you, as you rise to depart, and you say to yourself as you go out that you will never go there again if you can help it.

"Let me tell you, young gentlemen, that there is no salesman with any sort of goods at all to sell but can increase his business and his pay simply by the exercise of real politeness by taking pains. If he will but seek in good faith, honestly and politely and with real endeavor, to satisfy each customer's wants he will find customers coming to him

individually when they want things and finding a pleasure in buying of him; he will build up a following, a trade, that will go with him, steadily increasing, wherever he goes; and you know what that means: it means money.

"Let me adjure you, young gentlemen, to cultivate and practice a point of genuine politeness."—New York Sun.

#### No One Would Buy.

A farmer living in the vicinity of Spring Valley, Minn., recently endeavored to market a load of produce in that town. He was known among the merchants as a strong patron of one of the Chicago supply houses. He worked hard until night endeavoring to find a buyer for his produce. No one seemed disposed to buy. Finally, one of the business men suggested that he send it to the Chicago supply house, giving the name of the supply house. The farmer went home mad, but he saw the point.

At Harmony, Minn., the merchants have an intelligent understanding regarding certain farmers who buy nearly everything they use of the retail catalogue houses. Some of the farmers who are in this class have already been told that the Chicago supply houses should take their butter and eggs and other products, as long as the supply houses get the most of their money. To make this sound like the real goods, the local merchants have refused to take the produce.—Commercial Bulletin.



**YOUNG MEN WANTED**—To learn the Veterinary Profession. Catalogue sent free. Address VETERINARY COLLEGE, Grand Rapids, Mich. L. L. Conkey, Prin.

**THE Keeley Cure** **LIQUOR MORPHINE**  
 27 Years Success  
 ONLY ONE IN MICH. WRITE FOR INFORMATION.  
 GRAND RAPIDS, 265 So. College Ave.

#### POST CARDS

Our customers say we show the best line. Something new every trip. Be sure and wait for our line of Christmas, New Year, Birthday and Fancy Post Cards. They are beautiful and prices are right. The sale will be enormous.

**FRED BRUNDAGE**

Wholesale Drugs  
 Stationery and Holiday Goods  
 32-34 Western Ave. Muskegon, Mich.

PILES

CURED

...without...

**Chloroform, Knife or Pain**

**Dr. Willard M. Burlison**  
 103 Monroe St., Grand Rapids

Booklet free on application



## WHOLESALE DRUG PRICE CURRENT

<b>Acidum</b>			Copaiba ..... 1 75@1 85			Scilla Co. .... @ 50			Liquor Arsen et Hydrarg Iod .. @ 25			Rubia Tinctorum 12@ 14			Vanilla ..... 9 00@ 8		
Aceticum ..... 6@ 8			Cubebae ..... 1 35@1 40			Tolutan ..... @ 50			Liq Potass Arsinit 10@ 12			Saccharum La's. 22@ 25			Zinci Sulph ..... 7@ 8		
Benzolcum, Ger. .... 70@ 75			Erigeron ..... 2 35@2 50			Prunus virg. .... @ 50			Magnesia, Sulph. ... 3@ 5			Salacin ..... 4 50@4 75			<b>Oils</b>		
Boracic ..... 26@ 29			Evechthitis ..... 1 00@1 10			<b>Tinctures</b>			Mannia, S. F. .... 45@ 50			Sanguis Drac's 40@ 50			bbl. gal.		
Carbolicum ..... 65@ 70			Gaultheria ..... 2 50@4 00			Anconitum Nap'sR 60			Menthol ..... 2 90@3 00			Sapo, W ..... 13 1/2@ 16			Whale, winter .. 70@ 70		
Citricum ..... 3@ 5			Geranium ..... 70@ 75			Anconitum Nap'sF 50			Morphia, SP&W 3 45@3 70			Sapo, M ..... 10@ 12			Lard, extra ..... 85@ 90		
Hydrochlor ..... 3@ 5			Gossypii Sem gal 00@4 50			Aloes ..... 50			Morphia, SNYQ 3 45@3 70			Sapo, G ..... 15@ 15			Lard, No. 1 ..... 60@ 65		
Nitrochlor ..... 8@ 10			Hedeoma ..... 40@1 20			Arnica ..... 50			Morphia, Mal. .... 3 45@3 70			Seidlitz Mixture.. 20@ 22			Linseed pure raw 40@ 43		
Oxalicum ..... 14@ 15			Junipera ..... 90@3 60			Aloes & Myrrh .. 50			Moschus Canton. @ 40			Sinapis ..... @ 18			Linseed, boiled .. 41@ 44		
Phosphorium, dil. @ 47			Lavendula ..... 2 75@3 00			Asafoetida ..... 50			Myristica, No. 1.. 25@ 10			Sinapis, opt ..... @ 30			Neat's-foot, w str 65@ 70		
Salicylicum ..... 13 1/2@ 5			Limonas ..... 2 00@2 25			Atrope Belladonna 50			Nux Vomica po 15 @ 40			Snuff, Maccaboy. @ 51			Spts. Turpentine .. Market		
Sulphuricum ..... 75@ 85			Mentha Piper ..... 2 00@2 25			Benzoin ..... 60			Os Sepia ..... 35@ 40			DeVoes ..... @ 51			<b>Paints</b>		
Tannicum ..... 38@ 40			Menta Verid. .... 3 25@3 35			Benzoin Co. .... 50			Pepsin Saac, H & P D Co ..... @ 1 00			Snuff, S'h DeVoes @ 51			bbl L.		
Tartaricum ..... 38@ 40			Morrhuae gal. .... 1 60@1 85			Barosma ..... 50			P D Co ..... @ 1 00			Soda, Boras ..... 9@ 11			Red Venetian ..... 1 1/2@ 2 @ 3		
<b>Ammonia</b>			Myrica ..... 3 00@3 00			Cantharides ..... 75			P D Co ..... @ 1 00			Soda, Boras, po. .. 9@ 11			Ochre, yel Mars 1 1/2@ 2 @ 4		
Aqua, 18 deg. .... 4@ 6			Olive ..... 1 00@3 00			Cardamon ..... 75			P D Co ..... @ 1 00			Soda et Pot's Tart 25@ 28			Oere, yel Ber ..... 1 1/2@ 2 @ 4		
Aqua, 20 deg. .... 6@ 8			Piceis Liquida ..... 10@ 12			Cardamon Co. .... 1 00			P D Co ..... @ 1 00			Soda, Carb. .... 1 1/2@ 2			Putty, commer'l 2 1/2@ 2 3/4 @ 3		
Carbonas ..... 13@ 15			Piceis Liquida gal. @ 40			Castor ..... 50			P D Co ..... @ 1 00			Soda, Carb. .... 1 1/2@ 2			Vermilion, Prime		
Chloridum ..... 12@ 14			Ricina ..... 1 05@1 10			Catechu ..... 50			P D Co ..... @ 1 00			Soda, Carb. .... 1 1/2@ 2			American ..... 13@ 15		
<b>Aniline</b>			Rosmarini ..... @ 21 00			Cinchona ..... 50			P D Co ..... @ 1 00			Soda, Carb. .... 1 1/2@ 2			Vermilion, Eng. 75@ 80		
Black ..... 2 00@2 25			Rosae oz. .... 6 50@7 00			Cinchona Co. .... 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60			Green, Paris ..... 29 1/2@ 33 1/2		
Brown ..... 80@1 00			Succini ..... 40@ 45			Columba ..... 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60			Green, Peninsular 13@ 16		
Red ..... 45@ 50			Sabina ..... 90@1 00			Cubebae ..... 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60			Lead, red ..... 7 1/2@ 8		
Yellow ..... 2 50@3 00			Santal ..... @ 4 50			Cassia Acutifol ..... 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60			Lead, White ..... 7 1/2@ 8		
<b>Bacca</b>			Sassafras ..... 90@ 95			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60			Whiting, white S'n @ 90		
Cubebae ..... 22@ 25			Sinapis, ess. oz. @ 65			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60			Whiting, Gliders' @ 95		
Juniperus ..... 8@ 10			Tigil ..... 10@1 10			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60			White, Paris Am'r @ 1 25		
Xanthoxylum ..... 30@ 35			Thyme ..... 40@ 50			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60			Whit' Paris Eng. @ 1 40		
<b>Balsamum</b>			Thyme, opt ..... @ 1 00			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60			Shaker Prep'd .. 1 25@1 35		
Copaiba ..... 75@ 85			Theobromas ..... 15@ 20			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60			<b>Varnishes</b>		
Peru ..... 3 00@3 25			<b>Potassium</b>			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60			No. 1 Turp Coach 1 10 1 20		
Terabin, Calada ..... 65@ 70			Bi-Carb ..... 15@ 18			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60			Extra Turp .... 1 60@1 70		
Tolutan ..... 40@ 45			Bichromate ..... 13@ 15			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60					
<b>Cortex</b>			Bromide ..... 25@ 30			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60					
Abies, Canadian. 18			Carb ..... 12@ 15			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60					
Cassia ..... 20			Chlorate ..... po. 12@ 14			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60					
Cinchona Flava. 18			Cyanide ..... 30@ 40			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60					
Buonymus atro. .... 60			Iodide ..... 2 50@2 60			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60					
Myrica Cerifera. 20			Iodide ..... 30@ 40			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60					
Prunus Virgin. .... 15			Potassa, Bitart pr 30@ 32			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60					
Quillaia, gr'd ..... 12			Potass Nitras opt 7@ 10			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60					
Sassafras, po 25			Potass Nitras ..... 6@ 8			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60					
Ulmus ..... 20			Prussiate ..... 23@ 26			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60					
<b>Extractum</b>			Sulphate po ..... 15@ 18			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60					
Glycyrrhiza Gla. 24@ 30			<b>Radix</b>			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60					
Glycyrrhiza, po. 28@ 30			Aconitum ..... 20@ 25			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60					
Haematox ..... 11@ 12			Althae ..... 30@ 35			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60					
Haematox, 1s. .... 13@ 14			Anchusa ..... 10@ 12			Cassia Acutifol Co 50			P D Co ..... @ 1 00			Soda, Sulphas ..... @ 2 60					



## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

## ADVANCED

## DECLINED

Index to Markets  
By Columns

Col	1	2
A	Ammonia	Ammonia
B	Baked Beans	Baked Beans
C	Canned Goods	Canned Goods
D	Dried Fruits	Dried Fruits
E	Farinaceous Goods	Farinaceous Goods
F	Fish and Oysters	Fish and Oysters
G	Gelatine	Gelatine
H	Herbs	Herbs
I	Hides and Pelts	Hides and Pelts
J	Jelly	Jelly
K	Licorice	Licorice
L	Matches	Matches
M	Meat Extracts	Meat Extracts
N	Mince Meat	Mince Meat
O	Molasses	Molasses
P	Mustard	Mustard
Q	Nuts	Nuts
R	Olive	Olive
S	Pipes	Pipes
T	Pickles	Pickles
U	Playing Cards	Playing Cards
V	Potash	Potash
W	Provisions	Provisions
X	Rice	Rice
Y	Salad Dressing	Salad Dressing
Z	Saleratus	Saleratus
1	Salt Soda	Salt Soda
2	Salt	Salt
3	Salt Fish	Salt Fish
4	Seeds	Seeds
5	Shoe Blacking	Shoe Blacking
6	Snuff	Snuff
7	Soap	Soap
8	Soda	Soda
9	Soups	Soups
10	Spices	Spices
11	Starch	Starch
12	Syrups	Syrups
13	Tea	Tea
14	Tobacco	Tobacco
15	Twine	Twine
16	Vinegar	Vinegar
17	Wicking	Wicking
18	Woodenware	Woodenware
19	Wrapping Paper	Wrapping Paper
20	Yeast Cake	Yeast Cake

1	2
<b>ARCTIC AMMONIA</b>	<b>Oysters</b>
12 oz. ovals 2 doz. box...75	Cove, 1lb. ....@1 05
<b>AXLE GREASE</b>	Cove, 2lb. ....@1 85
Frazer's	Cove, 1lb. Oval...@1 20
11lb. wood boxes, 4 dz. 3 00	<b>Plums</b>
11lb. tin boxes, 3 doz. 2 35	Plums .....
3 1/2 lb. tin boxes, 2 dz. 4 25	<b>Peas</b>
10lb. pails, per doz...6 00	Marrowfat .... 90@1 3
15lb. pails, per doz...7 20	Early June .... 90@1 60
25lb. pails, per doz...12 00	Early June Sifted 1 15@1 80
<b>BAKED BEANS</b>	<b>Peaches</b>
11lb. can, per doz..... 90	Pie .....
21lb. can, per doz.....1 40	Yellow .... 2 00@2 75
31lb. can, per doz.....1 80	<b>Pineapple</b>
<b>BATH BRICK</b>	Grated ....@2 50
American ....75	Sliced ....@2 40
English ....85	<b>Pumpkin</b>
<b>BLUING</b>	Fair ....80
Arctic	Good ....90
6 oz. ovals 3 doz. box \$ 40	Fancy ....1 00
16 oz. round 2 doz. box 75	Gallon ....2 60
<b>Sawyer's Pepper Box</b>	<b>Raspberries</b>
Per Gross.	Standard .....@
No. 3, 3 doz. wood bxs 4 00	<b>Russian Caviar</b>
No. 5, 3 doz. wood bxs 7 00	1/4 lb. cans ....3 75
<b>BROOMS</b>	1/2 lb. cans ....7 00
No. 1 Carpet, 4 sew...2 75	1lb. cans ....12 00
No. 2 Carpet, 4 sew...2 40	<b>Salmon</b>
No. 3 Carpet, 3 sew...2 25	Col'a River, talls 1 80@2 00
No. 4 Carpet, 3 sew...2 10	Col'a River, flats 2 10@2 20
Parlor Gem ....2 40	Red Alaska ....1 30@1 4
Common Whisk ....90	Pink Alaska ....@1 00
Fancy Whisk ....1 25	<b>Sardines</b>
Warehouse ....3 00	Domestic, 1/4 s ....3 1/2 @ 3 1/4
<b>BRUSHES</b>	Domestic, 1/2 s ....@ 5
Scrub	Domestic, Must'd 6 @ 9
Solid Back 8 in..... 75	California, 1/4 s...11 @14
Solid Back, 11 in...95	California, 1/2 s...17 @24
Pointed Ends ....85	French, 1/4 s ....7 @14
<b>Stove</b>	French, 1/2 s ....18 @28
No. 2 ....90	<b>Shrimps</b>
No. 3 ....1 25	Standard .....1 20@1 40
No. 1 ....1 75	<b>Succotash</b>
<b>Shoe</b>	Fair ....85
No. 8 ....1 00	Good ....1 00
No. 7 ....1 30	Fancy ....1 25@1 40
No. 4 ....1 70	<b>Strawberries</b>
No. 3 ....1 90	Standard .....1 05
<b>BUTTER COLOR</b>	Fancy ....1 40@2 00
W. R. & Co.'s, 15c size 1 25	<b>Tomatoes</b>
W. R. & Co.'s, 25c size 2 00	Fair ....@1 10
<b>CANDLES</b>	Good ....@1 20
Paraffine, 6s ....10	Fancy ....@1 40
Paraffine, 12s ....10	Gallons ....@3 75
Wicking ....20	<b>CARBON OILS</b>
<b>CANNED GOODS</b>	Barrels
<b>Apples</b>	Perfection ....@101
31b. Standards ....1 10	Water White ....@10
Gallon ....4 00	D. S. Gasoline ....@17
<b>Blackberries</b>	Gas Machine ....@24
21b. ....90@1 75	Deodor'd Nap'a...@15
Standards gallons...	Cylinder ....@34 1/2
<b>Beans</b>	Engine ....@22
Baked ....80@1 30	Black, winter ....8 1/4 @ 10
Red Kidney ....85@95	<b>CEREALS</b>
String ....70@1 15	<b>Breakfast Foods</b>
Wax ....75@1 25	Bordeau Flakes, 36 1lb. 2 50
<b>Blueberries</b>	Cream of Wheat 36 2lb 4 50
Standard ....4 50	Egg-O-See, 36 pkgs...2 85
Gallon ....4 00	Excello Flakes, 36 1b. 4 50
<b>Brook Trout</b>	Excello, large pkgs...4 50
21b. cans, spiced...1 90	Force, 36 2 lb...4 50
<b>Clams</b>	Grape Nuts, 2 doz...2 70
Little Neck, 1lb. 1 00@1 25	Malta Ceres, 24 1lb. 2 40
Little Neck, 2lb. @1 50	Malta Vita, 36 1lb...2 85
<b>Clam Bouillon</b>	Mapi-Flake, 36 1lb...4 05
Burnham's 1/2 pt.....1 90	Pillsbury's Vitos, 3 doz 4 25
Burnham's pts ....3 60	Ralston, 36 2lb...4 50
Burnham's qts. ....7 20	Sunlight Flakes, 36 1lb. 2 85
<b>Cherries</b>	Sunlight Flakes, 20 lgs 4 00
Red Standards 1 30@1 50	Vigor, 36 pkgs...2 75
White .....	Voigt Cream Flakes...4 50
<b>Corn</b>	Zest, 20 2lb...4 10
Fair ....65@75	Zest, 36 small pkgs...2 75
Good ....85@90	<b>Crescent Flakes</b>
Fancy ....1 10	One case ....2 50
<b>French Peas</b>	Five cases ....2 40
Sur Extra Fine ....22	One case free with ten cases.
Extra Fine ....19	One-half case free with 5 1/2 cases.
Fine ....15	One-fourth case free with 2 1/2 cases.
Moyen ....11	Freight allowed.
<b>Gooseberries</b>	<b>Roll Oats</b>
Standard .....	Roll Avena bbl...6 75
<b>Hominy</b>	Steel Cut, 100 lb. sks. 3 35
Standard ....3 85	Monarch, bbl...6 50
<b>Lobster</b>	Monarch, 90 lb. sacks 3 15
1/2 lb. ....2 25	Quaker, 18-2 ....1 55
1 lb. ....4 25	Quaker, 20-5 ....4 20
Picnic Tails ....2 75	<b>Cracked Wheat</b>
<b>Mackerel</b>	Bulk ....3 1/4
Mustard, 1lb. ....1 80	24 2 lb packages...2 50
Mustard, 2lb. ....2 80	<b>CATSUP</b>
Soused, 1 1/2 lb. ....1 80	Columbia, 25 pts...4 15
Soused, 2lb. ....2 80	Snyder's pints...2 25
Tomato, 1lb. ....1 80	Snyder's 1/2 pints...1 35
Tomato, 2lb. ....2 80	<b>CHEESE</b>
<b>Mushrooms</b>	Acme ....@14 1/2
Hotels ....19@ 20	Climax ....@13 1/2
Buttons ....24@ 25	Elsie ....@13



6	7	8	9	10	11
<b>Meal</b> Bolted ..... 3 20 Golden Granulated ..... 3 35 St. Car Feed screened 28 00 No. 1 Corn and Oats 28 Corn, cracked, N. .... 26 50 Corn Meal, coarse ..... 26 50 Winter Wheat Bran 24 00 Winter Wheat Mid'g 26 00 Cow Feed ..... 25 00 <b>Dairy Feeds</b> Wykes & Co. O P Linseed Meal ..... 31 00 Cottonseed Meal ..... 30 00 Gluten Feed ..... 29 00 Malt Sprouls ..... 23 00 Brewers Grains ..... 27 00 Molasses Feed ..... 24 00 Dried Beet Pulp ..... 17 50 <b>Oats</b> Michigan, carlots ..... 54 Less than carlots ..... 56 <b>Corn</b> Carlots ..... 70 Less than carlots ..... 72 <b>Hay</b> No. 1 timothy car lots 15 00 No. 1 timothy ton lots 16 00 <b>HERBS</b> Sage ..... 15 Hops ..... 15 Laurel Leaves ..... 15 Senna Leaves ..... 25 <b>HORSE RADISH</b> Per doz. .... 90 <b>JELLY</b> 5 lb. pails, per doz. .... 2 15 lb. pails, per doz. .... 55 30 lb. pails, per doz. .... 98 <b>LICORICE</b> Pure ..... 30 Calabria ..... 23 Sicily ..... 14 Root ..... 11 <b>MATCHES</b> C. D. Crittenden Co. Noiseless Tip ..... 4 50 @ 4 75 <b>MEAT EXTRACTS</b> Armour's, 2 oz. .... 4 45 Armour's, 4 oz. .... 8 20 Liebig's Chicago, 2 oz. 2 25 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 <b>MOLASSES</b> New Orleans Rancy Open Kettle ..... 40 Choice ..... 35 Fair ..... 25 Good ..... 22 Half barrels 2c extra <b>MINCE MEAT</b> Per case ..... 2 90 <b>MUSTARD</b> Horse Radish, 1 dz. .... 1 75 Horse Radish, 2 dz. .... 3 50 <b>OLIVES</b> Bulk, 1 gal. kegs ..... 1 65 Bulk, 2 gal. kegs ..... 1 60 Bulk, 5 gal. kegs ..... 1 55 Manzanilla, 3 oz. .... 90 Queen, 19 oz. .... 4 50 Queen, 28 oz. .... 7 00 Stuffed, 5 oz. .... 1 45 Stuffed, 3 oz. .... 1 45 Stuffed, 10 oz. .... 2 40 <b>PIPES</b> Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob ..... 90 <b>PICKLES</b> Medium Barrels, 1,200 count ..... 8 00 Half bbls., 600 count ..... 4 50 <b>Small</b> Half bbls., 1,200 count 4 75 <b>PLAYING CARDS</b> No. 90 Steamboat ..... 85 No. 15, Rival, assorted 1 25 No. 20 Rover, named 1 50 No. 572, Special ..... 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle ..... 2 00 No. 632 Tourist whist. 2 25 <b>TOUTASH</b> 48 cans in case ..... 4 00 Babbitt's ..... 4 00 Penna Salt Co.'s ..... 3 00 <b>PROVISIONS</b> Barreled Pork Mess ..... 18 00 Clear Back ..... 17 75 Short Cut ..... 17 50 Short Cut Clear ..... 16 00 Bean ..... 16 00 Brisket, Clear ..... 19 00 Pig ..... 20 00 Clear Family ..... 16 00 <b>Dry Salt Meats</b> S P Bellies ..... 13 Bellies ..... 11 Extra Shorts ..... 11 <b>Smoked Meats</b> Hams, 12 lb. average ..... 13 1/2 Hams, 14 lb. average ..... 13 1/2 Hams, 16 lb. average ..... 13 1/2 Hams, 18 lb. average ..... 13 1/2 Skinned Hams ..... 15 Ham, dried beef sets ..... 15 California Hams ..... 15 Picnic Boiled Hams ..... 15 Boiled Ham ..... 21 Berlin Ham, pressed ..... 8 1/2 Mince Ham ..... 9 <b>Lard</b> Compound ..... 9 Pure in tierces ..... 9 1/2 80 lb. tubs, advance ..... 7 1/2 60 lb. tubs, advance ..... 7 1/2 50 lb. tubs, advance ..... 7 1/2 20 lb. pails, advance ..... 7 1/2 10 lb. pails, advance ..... 7 1/2 5 lb. pails, advance ..... 7 1/2 8 lb. pails, advance ..... 7 1/2	<b>Sausages</b> Bologna ..... 6 1/2 Liver ..... 8 Frankfort ..... 8 Pork ..... 8 Veal ..... 7 Tongue ..... 7 Headcheese ..... 7 <b>Beef</b> Extra Mess ..... 9 75 Boneless ..... 11 25 Rump, new ..... 11 25 <b>Pig's Feet</b> 1/4 bbls. .... 1 10 1/4 bbls., 40 lbs. .... 1 85 1/2 bbls. .... 3 25 1 bbl. .... 7 75 <b>Tripe</b> Kits, 15 lbs. .... 70 1/4 bbls., 40 lbs. .... 1 50 1/2 bbls., 80 lbs. .... 3 00 <b>Casings</b> Hogs, per lb. .... 28 Beef, rounds, set ..... 16 Beef middles, set ..... 45 Sheep, per bundle ..... 70 <b>Uncolored Butterine</b> Solid dairy ..... 10 @ 12 Country Rolls ..... 10 1/2 @ 16 1/2 <b>Canned Meats</b> Corned beef, 2 lb. .... 2 40 Corned beef, 1 lb. .... 1 35 Roast beef, 2 lb. .... 2 40 Roast beef, 1 lb. .... 1 30 Potted ham, 1/4 s ..... 45 Potted ham, 1/2 s ..... 85 Deviled ham, 1/4 s ..... 45 Deviled ham, 1/2 s ..... 35 Potted tongue, 1/4 s ..... 45 Potted tongue, 1/2 s ..... 85 <b>RICE</b> Fancy ..... 7 @ 7 1/2 Japan ..... 5 1/2 @ 6 1/2 Broken ..... 4 <b>SALAD DRESSING</b> Columbia, 1/2 pint ..... 2 25 Columbia, 1 pint ..... 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 <b>SALERATUS</b> Packed 60 lbs. in box Arm and Hammer ..... 3 15 Deland's ..... 00 Dwight's Cow ..... 3 15 Emblem ..... 2 10 L. P. ..... 3 00 Wyandotte, 100 3/4 s ..... 3 00 <b>SAL SODA</b> Granulated, bbls. .... 85 Granulated, 100lb. cs. 1 00 Lump, bbls. .... 80 Lump, 145lb. kegs ..... 95 <b>SALT</b> Common Grades 100 3 lb. sacks ..... 2 10 60 5 lb. sacks ..... 2 00 28 10 1/2 lb. sacks ..... 1 90 28 10 1/2 lb. sacks ..... 1 90 56 lb. sacks ..... 30 28 lb. sacks ..... 15 <b>Warsaw</b> 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 56 lb. sacks ..... 24 <b>Common</b> Granulated, fine ..... 80 Medium, fine ..... 85 <b>SALT FISH</b> Cod Large whole ..... @ 7 Small whole ..... @ 6 1/2 Strips or bricks ..... 7 1/2 @ 10 1/2 Pollock ..... 5 <b>Halibut</b> Strips ..... 13 Chunks ..... 13 1/2 <b>Holland Herring</b> White Hoop, bbls. .... 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. .... 85 Norwegian ..... 3 75 Round, 100 lbs. .... 3 75 Round, 40 lbs. .... 1 75 Scaled ..... 12 <b>Trout</b> No. 1, 100lbs. .... 7 50 No. 1, 40lbs. .... 3 25 No. 1, 10lbs. .... 90 No. 1, 8lbs. .... 75 <b>Mackerel</b> Mess, 100lbs. .... 15 00 Mess, 40lbs. .... 6 20 Mess, 10lbs. .... 1 65 Mess, 8lbs. .... 1 35 No. 1, 100lbs. .... 14 00 No. 1, 40lbs. .... 5 60 No. 1, 10lbs. .... 1 65 No. 1, 8lbs. .... 1 36 <b>Whitefish</b> No. 1, No. 2 Fam 100lb. .... 9 75 4 50 50lb. .... 5 25 2 40 100lb. .... 1 12 60 8lb. .... 92 50 <b>SEEDS</b> Anise ..... 10 Canary, Smyrna ..... 4 1/2 Caraway ..... 10 Cardamom, Malabar 1 00 Celery ..... 15 Hemp, Russian ..... 4 1/2 Mixed Bird ..... 4 Mustard, white ..... 9 1/2 Poppy ..... 9 Rape ..... 6 <b>SHOE BLACKING</b> Handy Box, large, 3 dz 50 Handy Box, small ..... 1 25 Bixby's Royal Polish 85 Miller's Crown Polish.. 85	<b>SNUFF</b> Scotch, in bladders ..... 37 Maccaboy, in jars ..... 35 French Rappie in jars. 43 <b>SOAP</b> J. S. Kirk & Co. American Family ..... 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars ..... 3 75 Savon Imperial ..... 3 50 White Russian ..... 3 50 Lome, oval bars ..... 3 50 Satinet, oval ..... 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox ..... 3 50 Ivory, 6 oz. .... 4 00 Ivory, 10 oz. .... 6 75 Star ..... 3 50 <b>LAUTZ BROS. &amp; CO.</b> Acme, 70 bars ..... 3 60 Acme, 30 bars ..... 4 00 Acme, 25 bars ..... 4 00 Acme, 100 cakes ..... 3 50 Big Master, 100 bars 4 25 Marseilles, 100 cakes .. 6 00 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 <b>A. B. Wrisley</b> Good Cheer ..... 4 00 Old Country ..... 3 40 <b>Soap Powders</b> Lautz Bros. & Co. Snow Boy ..... 4 00 Gold Dust, 24 large ..... 4 50 Gold Dust, 100-5c ..... 4 00 Kirkoline, 24 4lb. .... 3 80 Pearline ..... 3 75 Soapine ..... 4 10 Babbitt's 1776 ..... 3 75 Roseine ..... 3 50 Armour's ..... 3 70 Wisdom ..... 3 80 <b>Soap Compounds</b> Johnson's Fine ..... 5 10 Johnson's XXX ..... 4 25 Nine O'clock ..... 3 35 Rub-No-More ..... 3 75 <b>Scouring</b> Enoch Morgan's Sons. Sapallo, gross lots ..... 9 00 Sapallo, half gro lots 4 50 Sapallo, single boxes. 2 25 Sapallo, hand ..... 2 25 Scourine Manufacturing Co Scourine, 50 cakes ..... 1 80 Scourine, 100 cakes. 3 50 <b>SODA</b> Boxes ..... 5 1/2 Kegs, English ..... 4 1/2 <b>SOUPS</b> Columbia ..... 3 00 Red Letter ..... 90 <b>SPICES</b> Whole Spices Allspice ..... 12 Cassia, China in mats. 12 Cassia, Canton ..... 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyina ..... 25 Cloves, Zanzibar ..... 20 Mace ..... 55 Nutmegs, 75-80 ..... 45 Nutmegs, 105-10 ..... 35 Nutmegs, 115-20 ..... 30 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot ..... 17 <b>Pure Ground in Bulk</b> Allspice ..... 16 Cassia, Batavia ..... 25 Cassia, Saigon ..... 55 Cloves, Zanzibar ..... 24 Ginger, African ..... 15 Ginger, Cochon ..... 18 Ginger, Jamaica ..... 25 Mace ..... 65 Mustard ..... 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 25 Pepper, Cayenne ..... 20 Sage ..... 20 <b>STARCH</b> Common Gloss 1lb. packages ..... 4 @ 5 3lb. packages ..... @ 6lb. packages ..... @ 5 1/2 40 and 50lb. boxes 3 1/2 @ 3 1/2 Barrels ..... @ 3 1/2 <b>Common Corn</b> 20lb. packages ..... 5 40lb. packages ..... 4 1/2 @ 7 <b>SYRUPS</b> Corn Barrels ..... 27 Half Barrels ..... 29 20lb. cans 1/2 dz. in cs 1 90 10lb. cans 1/2 dz. in cs. 1 85 5lb. cans 1/2 dz. in cs. 1 95 2 1/2 lb. cans 2 dz. in cs 2 00 <b>Pure Cane</b> Fair ..... 16 Good ..... 20 Choice ..... 25 <b>TEA</b> Sndried, medium ..... 24 Sndried, choice ..... 32 Sndried, fancy ..... 36 Regular, medium ..... 24 Regular, choice ..... 32 Regular, fancy ..... 36 Basket-fired, medium 31 Basket-fired, choice .. 38 Basket-fired, fancy ..... 43 Nibs ..... 22 @ 24 Siftings ..... 9 @ 11 Fannings ..... 12 @ 14	<b>Gunpowder</b> Moyune, medium ..... 30 Moyune, choice ..... 32 Moyune, fancy ..... 40 Pingsuey, medium ..... 30 Pingsuey, choice ..... 30 Pingsuey, fancy ..... 40 <b>Young Hyson</b> Choice ..... 30 Fancy ..... 36 <b>Oolong</b> Formosa, fancy ..... 42 Amoy, medium ..... 25 Amoy, choice ..... 32 <b>English Breakfast</b> Medium ..... 20 Choice ..... 30 Fancy ..... 40 <b>India</b> Ceylon, choice ..... 32 Fancy ..... 42 <b>TOBACCO</b> Fine Cut Cadillac ..... 54 Sweet Loma ..... 34 Hiawatha, 5lb. pails. 55 Telegram ..... 30 Pay Car ..... 33 Prairie Rose ..... 49 Protection ..... 40 Sweet Burley ..... 44 Tiger ..... 40 <b>Plug</b> Red Cross ..... 31 Palo ..... 35 Hiawatha ..... 41 Kyo ..... 35 Battle Ax ..... 37 American Eagle ..... 33 Standard Navy ..... 37 Spear Head, 7 oz. .... 47 Spear Head, 14 1/2 oz. 44 Nobby Twist ..... 55 Jolly Tar ..... 39 Old Honesty ..... 43 Tody ..... 34 J. T. ..... 38 Piper Heidsieck ..... 66 Boot Jack ..... 60 Honey Dip Twist ..... 40 Black Standard ..... 40 Cadillac ..... 40 Forge ..... 34 Nickel Twist ..... 52 Mill ..... 32 Great Navy ..... 36 <b>Smoking</b> Sweet Core ..... 34 Flat Car ..... 32 Warpath ..... 26 Bamboo, 16 oz. .... 25 I X L, 5lb. .... 27 I X L, 16 oz. pails .. 31 Honey Dew ..... 40 Gold Block ..... 40 Flagman ..... 40 Chips ..... 33 Kiln Dried ..... 21 Duke's Mixture ..... 40 Duke's Cameo ..... 43 Myrtle Navy ..... 44 Yum Yum, 1 1/2 oz. .... 39 Yum, Yum, 1lb. pails 40 Cream ..... 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. .... 22 Plow Boy, 1 1/2 oz. .... 39 Plow Boy, 3 1/2 oz. .... 39 Peerless, 3 1/2 oz. .... 35 Peerless, 1 1/2 oz. .... 38 Air Brake ..... 36 Country Club ..... 32-34 Forex-XXXX ..... 30 Good Indian ..... 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam ..... 24 Sweet Marie ..... 32 Royal Smoke ..... 42 <b>TWINE</b> Cotton, 3 ply ..... 26 Cotton, 4 ply ..... 26 Jute, 2 ply ..... 14 Hemp, 6 ply ..... 13 Flax, medium N. .... 24 Wool, 1 lb. balls ..... 10 <b>VINEGAR</b> Malt White, Wine, 40 gr 9 Malt White, Wine 80 gr 12 1/2 Pure Cider, B & B. 14 Pure Cider, Robinson 13 Pure Cider, Silver ..... 13 1/2 <b>WICKING</b> No. 0 per gross ..... 30 No. 1 per gross ..... 40 No. 2 per gross ..... 50 No. 3 per gross ..... 75 <b>WOODENWARE</b> Baskets Bushels ..... 1 00 Bushels, wide band .. 1 25 Market ..... 40 Splint, large ..... 3 50 Splint, medium ..... 3 00 Splint, small ..... 2 75 Willow, Clothes, large 8 25 Willow, Clothes, me m 7 25 Willow, Clothes, small 6 25 <b>Bradley Butter Boxes</b> 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 <b>Churns</b> Barrel, 5 gal., each ..... 2 40 Barrel, 10 gal., each. 2 55 Barrel, 15 gal., each. 2 70	<b>Clothes Pins</b> Round head, 5 gross bx 55 Round head, cartons. 70 <b>Egg Crates and Fillers.</b> Humpty Dumpty, 12 doz. 20 No. 1 complete ..... 40 No. 2 complete ..... 25 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 <b>Faucets</b> Cork, lined, 8 in. .... 70 Cork lined, 9 in. .... 80 Cork lined, 10 in. .... 90 <b>Mop Sticks</b> Trojan spring ..... 90 Eclipse patent spring. 85 No. 1 common ..... 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 ..... 85 <b>Pails</b> 2-hoop Standard ..... 2 15 3-hoop Standard ..... 2 35 2-wire, Cable ..... 2 25 3-wire, Cable ..... 2 45 Cedar, an red, brass .. 1 25 Paper, Eureka ..... 2 25 Fibre ..... 2 70 <b>Toothpicks</b> Hardwood ..... 2 50 Softwood ..... 2 75 Banquet ..... 1 50 Ideal ..... 1 50 <b>Traps</b> Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. .... 65 Rat, wood ..... 80 Rat, spring ..... 75 <b>Tubs</b> 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable No. 1 ..... 9 25 18-in. Cable, No. 2 ..... 8 25 16-in. Cable No. 3 ..... 7 25 No. 1 Fibre ..... 11 75 No. 2 Fibre ..... 10 25 No. 3 Fibre ..... 9 50 <b>Wash Boards</b> Bronze Globe ..... 2 50 Dewey ..... 1 75 Double Acme ..... 2 75 Single Acme ..... 2 25 Double Peerless ..... 4 25 Single Peerless ..... 3 60 Northern Queen ..... 3 50 Double Duplex ..... 3 00 Good Luck ..... 2 75 Universal ..... 3 65 <b>Window Cleaners</b> 12 in. .... 1 65 14 in. .... 1 85 16 in. .... 2 30 <b>Wood Bowls</b> 13 in. Butter ..... 1 25 15 in. Butter ..... 2 25 17 in. Butter ..... 3 75 19 in. Butter ..... 5 00 Assorted, 13-15-17 ..... 2 30 Assorted, 15-17-19 ..... 3 25 <b>WRAPPING PAPER</b> Common straw ..... 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila ..... 4 Cream Manila ..... 3 Butcher's Manila ..... 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls ..... 15 <b>YEAST CAKE</b> Magic, 3 doz. .... 1 15 Sunlight, 3 doz. .... 1 00 Sunlight, 1 1/2 doz. .... 50 Yeast Foam, 3 doz. .... 1 15 Yeast Cream, 3 doz. .... 1 00 Yeast Foam, 1 1/2 doz. 58 <b>FRESH FISH</b> Per lb. Whitefish, Jumbo ..... 20 Whitefish, No. 1 ..... 11 1/2 Trout ..... 11 1/2 Halibut ..... 10 Ciscos or Herring ..... 7 Bluefish ..... 15 Live Lobster ..... 25 Boiled Lobster ..... 25 Cod ..... 10 1/2 Haddock ..... 7 Pickled ..... 9 Pike ..... 9 1/2 Perch, dressed ..... 8 Smoked, White ..... 12 1/2 Red Snapper ..... 16 Chinook Salmon ..... 16 Mackerel ..... 17 <b>HIDES AND PELTS</b> Hides Green No. 1 ..... 8 1/2 Green No. 2 ..... 7 1/2 Cured No. 1 ..... 10 Cured No. 2 ..... 9 Calfskin, green, No. 1 12 Calfskin, green No. 2 10 1/2 Calfskin, cured No. 1 13 1/2 Calfskin, cured No. 2 12 <b>Pelts</b> Old Wool ..... 30 Lambs ..... 30 @ 50 Shearlings ..... 25 @ 50 <b>Tallow</b> No. 1 ..... @ 5 No. 2 ..... @ 4 <b>Wool</b> Unwashed, med. .... @ 26 Unwashed, fine ..... @ 21	<b>CONFECTIONS</b> <b>Stick Candy</b> Pails Standard ..... 8 Standard H H ..... 8 Standard Twist ..... 8 1/2 Cases Jumbo, 32 lb. .... 8 Extra H H ..... 10 Boston Cream ..... 10 Big stick, 30 lb. case 8 <b>Mixed Candy</b> Grocers ..... 6 1/2 Competition ..... 7 Special ..... 7 1/2 Conserve ..... 8 Royal ..... 8 1/2 Ribbon ..... 10 Broken ..... 8 Cut Loaf ..... 8 1/2 Leader ..... 8 1/2 Kindergarten ..... 10 Bon Ton Cream ..... 9 French Cream ..... 9 1/2 Star ..... 11 Hand Made Cream ..... 15 Premio Cream mixed 13 O F Horehound Drop 10 <b>Fancy—in Pails</b> Gypsy Hearts ..... 14 Coco Bon Bons ..... 12 Fudge Squares ..... 13 Peanut Squares ..... 10 Sugared Peanuts ..... 11 Salted Peanuts ..... 13 Starlight Kisses ..... 11 San Blas Goodies ..... 12 Lozenges, plain ..... 9 1/2 Lozenges, printed ..... 10 Champion Chocolate ..... 12 Eclipse Chocolates ..... 14 Eureka Chocolates ..... 14 Quintette Chocolates .. 13 Champion Gum Drops 8 1/2 Moss Drops ..... 9 Lemon Sours ..... 10 Imperial ..... 11 Ital, Cream Opera ..... 12 Ital, Cream Bon Bons 11 Golden Waffles ..... 12 Old Fashioned Molass- es Kisses, 10lb. box 1 20 Orange Jellies ..... 50 <b>Fancy—in 5lb. Boxes</b> Lemon Sours ..... 55 Old Fashioned Hore- pound drops ..... 10 Peppermint Drops ..... 10 Chocolate Drops ..... 65 H. M. Choc. Drops ..... 90 H. M. Choc. Lt. and Dark No. 12 ..... 1 00 Bitter Sweets, as'd 1 15 Brilliant Gums, Crys. 60 A. A. Licorice Drops .. 90 Lozenges, plain ..... 55 Lozenges, printed ..... 55 Imperial ..... 60 Mottos ..... 60 Cream Bar ..... 55 G. M. Peanut Bar ..... 60 Hand Made Cr'ms ..... 80 @ 90 Cream Buttons ..... 65 String Rock ..... 60 Wintergreen Berries .. 60 Old Time Assorted ..... 2 75 Buster Brown Goodies 3 50 Up-to-date Asstmt. .... 3 75 Ten Strike No. 1 ..... 6 50 Ten Strike No. 2 ..... 6 00 Ten Strike, Summer as- sortment ..... 6 75 Scientific Ass't ..... 18 00 <b>Pop Corn</b> Dandy Smack, 24s ..... 65 Dandy Smack, 100s ..... 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack ..... 3 25 Checkers, 5c pkg case 3 50 Pop Corn Balls, 200s .. 1 20 Pecor Corn Cakes ..... 5 per box ..... 60 Azulikit 100s ..... 3 00 Oh My 100s ..... 3 50 <b>Cough Drops</b> Putnam Menthol ..... 1 00 Smith Bros. .... 1 25 <b>NUTS—Whole</b> Almonds, Tarragona ..... 18 Almonds, Avica ..... 18 Almonds, California sft. shell ..... 15 @ 17 Brazil ..... 15 @ 17 Filberts ..... 13 Cal. No. 1 ..... 13 Walnuts, soft shelled @ 16 Walnuts, Grenoble ..... 15 Table nuts, fancy ..... 15 Pecans, Med. .... 16 Pecans, ex. large ..... 18 Pecans, Jumbos ..... 20 Hickory Nuts per bu. Ohio new ..... 5 Cocoanuts ..... @ 5 Chestnuts, New York State, per bu. .... <b>Shelled</b> Spanish Peanuts ..... 9 @ 10 Pecan Halves ..... @ 75 Walnut Halves ..... @ 32 Filbert Meats ..... @ 27 Alcanta Almonds ..... @ 42 Jordan Almonds ..... @ 47 <b>Peanuts</b> Fancy H. P. Suns 7 1/4 @ 7 1/4 Fancy, H. P. Suns, Roasted ..... 8 1/4 @ 8 1/4 Choice, H. P. Jumbo @ 9 1/4 Choice, H. P. Jumbo Roasted ..... @ 10 1/4



## Special Price Current

### AXLE GREASE



Mica, tin boxes...75 9 00  
Paragon .....55 6 00

### BAKING POWDER

#### Royal



10c size 90  
1/4 lb. cans 1 35  
6oz. cans 1 90  
1/2 lb. cans 2 50  
3/4 lb. cans 3 75  
1 lb. cans 4 80  
3 lb. cans 13 00  
5 lb. cans 21 50

### BLUING



#### C. P. Bluing

Doz.  
Small size, 1 doz. box 40  
Large size, 1 doz. box 75

### CIGARS



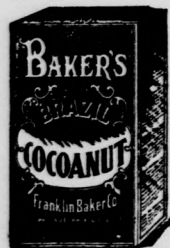
G.J. Johnson Cigar Co.'s bd.  
Any quantity .....31  
El Portana .....33  
Evening Press .....32  
Exemplar .....32

Worden Grocer Co. brand  
Ben Har

Perfection .....35  
Perfection Extras .....35  
Londres .....35  
Londres Grand .....35  
Standard .....35  
Puritans .....35  
Panatellas, Finas .....35  
Panatellas, Bock .....35  
Jockey Club .....35

### COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60  
85 1/2 lb. pkg. per case 2 60  
85 1/4 lb. pkg. per case 2 60  
18 1/2 lb. pkg. per case 2 60

### FRESH MEATS

#### Beef

Carcass .....5 1/2 @ 9  
Hindquarters .....7 1/2 @ 10  
Loins .....8 @ 14  
Rounds .....7 @ 8  
Chucks .....6 @ 6 1/2  
Plates .....5 @ 5  
Livers .....4 @ 5

#### Pork

Loins .....@ 11  
Dressed .....@ 8 1/2  
Boston Butts .....@ 9  
Shoulders .....@ 9  
Leaf Lard .....@ 9 1/2  
Trimings .....@ 9

### Mutton

Carcass .....@ 9 1/2  
Lambs .....13 1/2  
Spring Lambs .....@ 14

### Veal

Carcass .....6 @ 8 1/2

### CLOTHES LINES

#### Sisal

60ft. 3 thread, extra...1 00  
72ft. 3 thread, extra...1 40  
90ft. 3 thread, extra...1 70  
60ft. 6 thread, extra...1 29  
72ft. 6 thread, extra...

#### Jute

60ft. ....75  
72ft. ....90  
90ft. ....1 05  
120ft. ....1 50

#### Cotton Victor

50ft. ....1 10  
60ft. ....1 35  
70ft. ....1 60

#### Cotton Windsor

50ft. ....1 30  
60ft. ....1 44  
70ft. ....1 80  
80ft. ....2 00

#### Cotton Braided

40ft. ....95  
50ft. ....1 35  
60ft. ....1 65

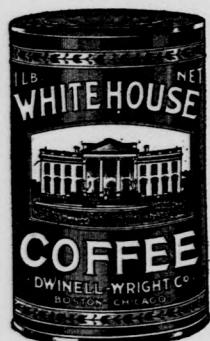
#### Galvanized Wire

No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

### COFFEE

#### Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb. ....  
White House, 2lb. ....  
Excelsior, M & J, 1lb. ....  
Excelsior, M & J, 2lb. ....  
Tip Top, M & J, 1lb. ....  
Royal Java .....  
Royal Java and Mocha .....  
Java and Mocha Blend .....  
Boston Combination .....  
Distributed by Judson  
Grocer Co., Grand Rapids;  
Lee, Cady & Smart, De-  
troit; Symons Bros. & Co.,  
Saginaw; Brown, Davis &  
Warner, Jackson; Gods-  
mark, Durand & Co., Bat-  
tle Creek; Fielbach Co.,  
Toledo.

Peerless Evap'd Cream 4 00

### FISHING TACKLE

1/4 to 1 in. ....6  
1 1/4 to 2 in. ....7  
1 1/4 to 2 in. ....9  
1 1/4 to 2 in. ....11  
2 in. ....15  
3 in. ....20

### Cotton Lines

No. 1, 10 feet .....5  
No. 2, 15 feet .....7  
No. 3, 15 feet .....9  
No. 4, 15 feet .....10  
No. 5, 15 feet .....11  
No. 6, 15 feet .....12  
No. 7, 15 feet .....15  
No. 8, 15 feet .....18  
No. 9, 15 feet .....20

### Linen Lines

Small .....20  
Medium .....26  
Large .....34

### Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 60

### GELATINE

Cox's, 1 doz. ....1 80  
Knox's Sparkling, doz. 1 20  
Knox's Sparkling, gro. 14 00  
Nelson's .....1 50  
Knox's Acidu'd. doz. 1 20  
Oxford .....75  
Plymouth Rock .....1 25

### SAFES



Full line of fire and burg-  
lar 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  
Rapids and inspect the  
line personally, write for  
quotations.

### SOAP

Beaver Soap Co.'s Brands



100 cakes, large size 6 50  
50 cakes, large size 3 25  
100 cakes, small size 3 85  
50 cakes, small size 1 95  
Tradesman's Co.'s Brand



Black Hawk, one box 2 50  
Black Hawk, five bxs 2 40  
Black Hawk, ten bxs 2 25

### TABLE SAUCES

Halford, large .....3 75  
Halford, small .....2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

## FINE CALENDARS



NOTHING can ever  
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 thought-  
fulness of the giver..

We manufacture every-  
thing in the calendar line  
at prices consistent with  
first-class quality and  
workmanship. Tell us  
what kind you want and  
we will send you sam-  
ples and prices.

## TRADESMAN COMPANY

GRAND RAPIDS, MICH.



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

A good opening for a drug or general store, at Grant, Newaygo Co., Mich. Store now vacant. L. E. Mills, 480 S. Union St. Phone 7322. 197

For Sale—Stock of hardware, furniture and undertaking. New and well selected, in one of Michigan's best towns. A rare chance for a man who wants business. Hardware invoices about \$3,000, furniture, \$1,000. Reason for selling, other interests. Address No. 188, care Michigan Tradesman. 188

Clerk—For stove, hardware department of old-established close corporation; state salary expected, references, and how much money could be invested if given an opportunity to become interested in the business. Address S. P. Co., P. O. Box 1146, Bisbee, Ariz. 196

It will pay anyone wishing to go into business to write J. A. Richardson, Vicksburg, Mich., manager of the Vicksburg Clothing Mfg. Co. Also interested in two of the best stores in Southern Michigan. Ask for particulars. 195

For Sale—At a bargain if taken at once, an up-to-date bazaar stock. Will invoice at about \$4,000. Easy terms. Box 553, Detroit, Mich. 194

Retail merchants can start mail order business in connection with retail business; only a few dollars required. We furnish everything necessary; success certain. We offer retail merchants the way to compete with large mail order houses. Costs nothing to investigate. Milburn-Hicks, 727 Pontiac Bldg., Chicago. 193

For Sale—Small stock dry goods and groceries. Good town, good business. Enquire E. D. Wright, c/o Musselman Grocer Co., Grand Rapids, Mich. 192

The best paying business, requiring no capital, is real estate. If you make less than \$3,000 a year, wish to become independent and financially successful, take our correspondence course in real estate and earn large income. Write for our booklet "T" describing the great possibilities of this profitable business. American School of Real Estate, Des Moines, Iowa. 191

For Sale—First-class stock of hardware in a city of 25,000 in Southern Michigan. Good lively manufacturing town. Address Rogers, care Michigan Tradesman. 190

Gall Stones—Your bilious colic is the result; your physician can not cure you; only one remedy known on earth, positively cures. Free Booklet. Brazilian Remedy Co., Box 3021, Boston, Mass. 189

For Sale—Retail grocery with small stock of tinware and dishes. Invoices about \$5,000. Reason for selling, going into the wholesale exclusively. Can reduce stock and will make liberal terms. G. W. Ryan, Great Falls, Mont. 186

Printing—Wonderfully low prices, letterheads, envelopes, etc. Samples free. Independent Printing House, Walkerton, Ind. 183

For drug stores in Michigan, city or country, address National Drug Exchange, 814 Chamber Commerce, Detroit, Mich. 182

For Sale—Second-hand Kidder printing press, cheap 14x11. Will sell cheap. Address O. & W. Thum Co., Grand Rapids, Mich. 187

For Sale—Good Cary safe. Medium size. Box 86, Manton, Mich. 180

For Sale—Small grocery store and residence property combined, on one of the principal streets of Cadillac. Store doing a good business. Only store in this part of city. Good reasons for selling. Address L. W. Phillips, 363 Granite St., Cadillac, Mich. 177

Circulars written, literary assistance given. Material for club papers, toasts, speeches and debates gathered. Address Bureau of Research, 318 E. 5th St., New Albany, Ind. 176

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. 173

For Sale—A clean stock of hardware, tinware, agricultural implements and tin 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

For Sale—Young black Shetland, broken; a pet. Emmel, Barneveld, Wis. 171

Wanted Tailor—To locate in beautiful and growing village of Montague, Mich. Address Secretary Board of Trade, Montague, Mich. 168

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 business. Would take part real estate. Address California, care Tradesman. 162

For Sale—Clean stock dry goods, carpets and notions, invoicing \$10,000, in a live Michigan town. Address X. Y. X., care Tradesman. 153

Increase Your Business—Save money on your advertising. Your advertisement placed in over 100 different magazines, (going in every single one) only 10c line. Big discounts on all publications. Our lists, particulars, etc., free. Queen City Advertising Co., 207 St. Paul Bldg., Cincinnati, Ohio. 149

A first-class drug store for sale. Enquire of F. Utley, Hesperia, Mich., or Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 147

For Sale—General stock, invoicing about \$9,000. Leading business in small town. Clean stock, good business for right man. Sales for 1906, \$35,000. Address No. 161, care Michigan Tradesman. 161

Free Booklets—How to quit business, not a theory but a fact. We do the work where others fail. Write to-day, G. E. Breckenridge, Edinburg, Ill. 142

Wanted—Small, good paying drug stock in Michigan. \$1,000 down, balance on time. Address No. 143, care Tradesman. 143

For Sale—Bakery, ice cream parlor and restaurant. Only bakery in town of 1,500 population. Doing a good business. At a bargain if sold quick. Part down, balance on time. Address Home Bakery, Williamston, Mich. 141

Bakery—Bake shop complete and up-to-date. Roberts portable oven (new), horse, wagon, sleigh, store fixtures. Good location. Splendid business. Cause, poor health. \$800 cash. C. Harold, Mt. Jewett, Pa. 140

For Sale—Confectionery business. Handsome new furniture, all white enameled, with beautiful, new, up-to-date soda fountain. Metal tables and chairs. Walls covered with mirrors. Linoleum on floor. Elegant silver and glassware. Store well stocked. Good trade in town of over 5,000 population. Investigation solicited. A bargain. Address No. 137, care Michigan Tradesman. Grand Rapids, Mich. 137

For Sale—Hardware stock, consisting of builders and general hardware, tinware, plumbing and heating, tinshop tools and store fixtures. Will invoice near \$8,000. Reason for selling, failing health, must change climate. For further information address No. 136, care Michigan Tradesman. 136

For Sale—Grocery and crockery stock. Invoices about \$3,000, including fixtures. Last year's sales \$20,000. No trades considered. Write Lock Box 610, Neillsville, Wis. 156

For Sale—On good terms, only harness shop in town, with buggy and farm implements. W. F. Nagler, Howard City, Mich. 135

For Sale—An old-established grocery and meat market, doing good business in good location. Will sell reasonable if taken at once. P. O. Box 981, Benton Harbor, Mich. 120

Coal Property for Sale—Now shipping; has large body of semi-anthracite; market unequaled; tract of 640 acres; title clear; a rare chance. Address Willard W. Hills, Box 343, Boulder Colo. 112

For Sale—Seven hundred dollars worth of men's and young men's suits at 75c on the dollar. Address No. 14, care Michigan Tradesman. 14

For Sale—Corner drug store, inventories about \$3,500. Reason, ill health. Box 787, Cheboygan, Mich. 2

For Sale—Four floor cases, 1 umbrella case, 1 triplicate mirror, 3 folding tables, 2 shoe store settees. All in first-class condition. Address No. 15, care Michigan Tradesman. 15

For Sale—Stock of dry goods, shoes, gents' furnishings and crockery. Strictly cash business established. The only store in town of 400 population carrying the above lines. Address No. 999, care Michigan Tradesman. 999

Cash for your business or real estate. No matter where located. If you want to buy or sell address Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 961

For Sale—Small country store, doing strictly cash business. A moneymaker. Address No. 770, care Michigan Tradesman. 770

## I WANT TO BUY

From 100 to 10,000 pairs of SHOES, new or old style—your entire stock, or part of it.

### SPOT CASH

You can have it. I'm ready to come. PAUL FEYREISEN, 12 State St., Chicago

For Sale—A clean stock of drugs, fixtures, etc., complete. Everything up-to-date. Stock invoices about \$2,700. Annual sales \$5,000. In town of over 2,000. Store centrally located. An old stand. Expenses light. Reason for selling, other business requires attention. Address No. 591, care Tradesman. 591

Special Attention—Drug stores and positions anywhere desired in United States or Canada. F. V. Kniest, Omaha, Neb. 951

Wanted—Best price paid for coffee sacks, flour sacks, sugar sacks, etc. Address William Ross & Co., 57 S. Water St., Chicago, Ill. 960

For Sale—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent, \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$3,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

Wanted—Two thousand cords bass-wood and poplar excelsior bolts, green or dry. Highest market price paid, cash. Excelsior Wrapper Co., Grand Rapids, Mich. 859

## HELP WANTED.

Wanted—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

## 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. 165

Want Ads. continued on next page.

If you do a credit business it will be to your interest to investigate our coupon book system. It places your business on a cash basis in the easiest, simplest and cheapest manner yet devised. We will cheerfully send samples, prices and full information if you will let us know you are interested.

Tradesman Company

Grand Rapids, Michigan



## POLITICS AND BUSINESS.

Secretary Taft said, in his speech at Columbus, Ohio, that Congress would not consider any measure of tariff legislation until after the next Presidential election. It will be, therefore, at least eighteen months before a beginning is made in the work of revision. A year has passed away since the Secretary said, in a speech at Bath, Me., that he favored immediate revision, and it is to be presumed that he advised prompt action on the ground that delay would be detrimental to the general public. When Congress addresses itself to the task that Bath speech will be fully two years and a half old, and at least six months more will be required to secure the passage of any bill of revision by both houses of Congress. Three years, then, will have elapsed since the Secretary declared his conviction as to the urgent importance of tariff reform, and about thirteen years since the enactment of the present tariff law—the Dingley tariff. But when the Secretary said, "Certainly a delay of action of eighteen months ought to furnish a reason for no protectionist to invite the certain business disaster that Democratic revision on free trade lines would involve," he apparently assumed that an extra session would be called immediately after the inauguration of the President in 1909. Otherwise the Congress elected in November, 1908, will not assemble before December, 1909, and the country will have to wait twenty-seven months, instead of eighteen, for Congress to take the matter under consideration.

Certainly no one need apprehend undue haste in the preparation of a new tariff, or in the revision of the existing tariff. Congress will, Secretary Taft seems to think, enter upon a systematic study of the question as though it were entirely new. "The investigation in the end," he says, "will be conducted by the Committee of Ways and Means of the House and by the Finance Committee of the Senate. The schedules are for them to recommend and for Congress to fix after they hear evidence on the cost of production abroad and the conditions existing in each trade, and if it shall turn out that popular opinion founded on such substantial evidence as that which I have cited here should prove to be unfounded, then the revision of the tariff will be confined to minor inequalities; but if the result of the investigation justifies the report of the National Association of Manufacturers, then the revision of the excessive schedules should be substantial, and the motive for the organization and maintenance of unlawful trusts to monopolize the manufacture and sale of articles in such schedules will be taken away." The reason for delay meanwhile is not, as a matter of fact, that the country is ignorant and Congress unadvised as to the extent of the inequities in the existing tariff. An extra session might be called as properly now as eighteen months later if the Republicans in Congress could be depended upon to support any adequate measure of revision with undivided

ranks. What Mr. Taft fears is dissension and division in the ranks of his party before the Presidential election, which, from his point of view, would appear comparatively harmless after the elections. The members of the National Association of Manufacturers, composed almost exclusively of Protectionists and Republicans, are business men first and politicians afterwards, and they occupy, therefore, a different point of view and have reached a different conclusion. At its recent meeting that Association, by a large majority, declared itself in favor of a revision of the tariff at the earliest practicable date. The reason given for this conclusion was purely a business one. "Confining ourselves to the protective principle," reported the Committee to which the question was referred, "we find many schedules—some of them upon the prime necessities of life—returning the Government no revenue of consequence, and yet under the claims of the protective theory, bearing a tariff schedule—not merely equal to the difference in the cost of production here and abroad, with all reasonable contingencies allowed for—but decidedly in excess of the total wage cost of production in this country. We find that individuals who are at the top, both in stockholding and in management in some of these same industries, declare privately that these schedules are wrong, and that the best interests of those industries themselves, as well as the interests of the country at large, require adjustment at the earliest possible time." The Republican politicians, great and small, have constantly deprecated meddling with the tariff lest business interests should be unfavorably affected by the prospect of a change, but it now appears that it is the politicians, not the business men, who lack nerve to do the right thing.

## THE VANISHING CLOUD.

While never so large as a man's hand there has still been hovering for lo! these many years a cloud in the stormy quarters of the Southern sky. At times it has assumed the appearance of the gathering tempest and then a changing wind has driven it "around" and fair weather has again returned. The other day, after years of weary weather-watching, a bolt of unusual size and brilliancy flashed through the threatening cloud, and it did not require a gathering of the political magi to read in the "tekell upharsin" that the fate of the old State-Rights spirit was fixed and the finishing of the old interpretation was at hand.

No section of the country to-day more than another deplores the mistake—and the wretched condition of things that followed the mistake—of the premature giving of the franchise to the ignorant blacks. The bone of contention long prevalent was that the slave was a man and not a beast, that the man should have at once the vote as the pledge of his manhood, and that the nation, not the state, should decide the all-important question. That it was decided is a historical fact; that it has been and is constantly ignored requires no proof; and when after al-

most a half century of muttering contention and ill-concealed rebellion the same old unsubdued spirit bursts forth it is a blessed relief to be told that, "It is inconceivable that a Circuit Court of the United States in the exercise of its jurisdiction should be powerless to afford a remedy to one who seeks to assert a right which is guaranteed by the Constitution of the United States."

That any section of the country—that any state in the country—should legitimately undertake to free itself from the lawlessness which comes from an ignorant ballot is not to be wondered at; but it is much to be wondered at and greatly to be deplored that the Appomattox lesson should be so soon forgotten and that the manhood, there recognized and confirmed, should ever again be questioned and assailed. That it has been there is no need of asserting here, that it is still going to be is too apparent to deny, but in the lightning flash of the recent legal thunderbolt it may be well enough to remark that, in spite of the hanging and the burning, in spite of the virtual disfranchisement of the negro and the impolitic assertion of a Southern Governor that the true solution of the negro problem is the repeal of the Fourteenth and Fifteenth amendments, the war of the Rebellion will not be fought over again, for the simple reason that the manhood it established still lives and moves and has its being, and that as soon as it qualifies itself to make an intelligent use of its voting privileges just so soon it will have them—a condition applicable to untaught manhood, irrespective of the color of the skin that covers it.

In face of the fact, then, that there is little voting done in the South by the negroes, notwithstanding the aggressive advocacy of State Rights on the part of certain governors, now that the United States in unmistakable terms has reasserted its position, the circumstances, however vexed and complicated, will become adjusted. Never before in the whole history of the South and the slavery question should the Southern plea to be "let alone" be more religiously respected, for never before has the South so clearly shown that she understands the emergency and is equal to it. As time goes by the illiterate—illiterate no longer—will declare its unchallenged choice at the ballot box; the lamp post will no longer be considered a proper substitute for the court house, North or South; the dread of "negro domination" will gradually fade away, and the South, renewed and redeemed, with the lesson of patience under affliction learned, will take again the place that once was hers "in the councils of the nation." In a word, the cloud that has darkened the Southern sky so long is vanishing and the time is coming when all that remains of it will be only scattered fragments brightening the blue which it once blotted and blackened.

Wood that is available for the manufacture of lead pencils is becoming each year more scarce and has caused no little worry. Certain New York capitalists have within the last few

days received word from Manila, however, that there are in the Philippines many woods that would be available for the purpose. Samples are now on the way to this country and the test of them will be watched with interest, considering the present scarcity of the old materials. It is such little discoveries as these that make the American people feel that after all perhaps the Philippines are not a white elephant on our hands.

At the annual meeting of the Citizens Telephone Co., held last evening, John B. Martin was elected a director to succeed E. G. Studley. The election of Mr. Martin is a decided accession to the board of the company because of the character and standing of the man as well as his financial responsibility. It was decided to increase the capital stock from \$3,000,000 to \$3,500,000 to provide for further extensions and improvements.

C. L. Saxton, general salesman for the Carpenter-Cook Co. in the territory between Marinette and Iron Mountain for the past fifteen years, has been promoted to the position of general salesman for the Menominee grocery house. He will be succeeded by Captain Henry Schwellenbach, for many years identified with the Leisen & Henes Brewing Co. Mr. Saxton and Captain Schwellenbach will assume their new duties with the Carpenter-Cook Co. Sept. 15.

A Niles correspondent writes as follows: C. D. Miley has resigned his position with the Diamond Rubber Co., of Chicago, to take a more lucrative position as sales manager of the Kisselkar Co., with headquarters with the Webb Jay Motor Co., of Chicago.

## BUSINESS CHANCES.

Wanted—Position in dry goods, shoe or general store. Twelve years' experience. 30 years old and a hustler. Address No. 198, care Michigan Tradesman. 198

Wanted—Young man as clerk in general store. One with experience in the butcher business preferred. A knowledge of the French language would be valuable. Location Northern Michigan. State experience and salary expected. Address No. 199, care Michigan Tradesman. 199

A good location for general hardware business. Address C. B. Mansfield, Collins, Tuscola Co., Mich. 200

For Sale—Stock of groceries and fixtures, invoicing about \$1,000. Located in hustling manufacturing town. A chance for a hustler. This advertisement will not appear again. Address No. 201, care Michigan Tradesman. 201

For Sale—Small stock of hardware and implements. Tinshop with a complete lot of tools, not many fixtures. Will invoice about \$3,500. Would consider a small farm in exchange. Address No. 202, care Michigan Tradesman. 202

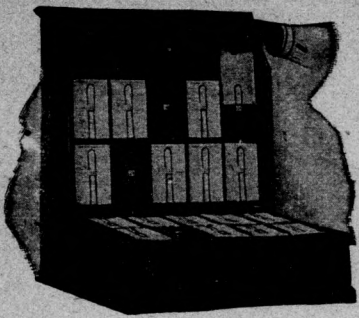
For Sale—Good stock of dry goods in a good hustling manufacturing and farmers' town of 3,500 population. Will invoice about \$4,000, fixtures \$325. Would take some real estate for part and balance cash. Advertisement in this week's number only. Address No. 202, care Michigan Tradesman. 202

For Sale—General store in thriving town. Four mines in vicinity and new shaft just being built. One of the finest farming sections in Michigan. Annual sales \$25,000. Oldest and finest location in town. Other interests require full time and capital. Am anxious to sell. C. A. Kern, Auburn, Mich. 205

A chance to get about \$3,000 worth of clean staple groceries and dry goods at the right price. Enquire of J. N. Douglas, Mansfield, Wis. 204

Wanted—Position as salesman by married man. Four years' experience. Well acquainted with drug and general store trade in Michigan. First-class references. Address B. 6, care Tradesman. 206





## It Collected 570 Dollars In Two Days

R. J. Magill has one of the finest grocery stores in the city of Buffalo. This letter should interest you:

Buffalo, N. Y., May 16, 1907

To whom it may concern:

When I purchased a 200 account McCASKEY REGISTER I certainly knew it had some excellent qualities. I started it on Friday, May 3. On Saturday my four clerks took their orders with the McCASKEY ORDER BOOK COVER AND PADS and the goods went out with the ONE WRITING the clerks took from the customers on the road and I was only ten minutes late. This was certainly grand on the first Saturday. I was afraid some of my customers would object to their accounts being totalled, but instead I WAS COMPLIMENTED ON THE SYSTEM—not one objection. IT COLLECTED IN TWO DAYS \$570.00 that I would not have had in three months. If the ladies in the grocery stores only knew the great value of the McCaskey System they would have it shipped by express and not by freight.

MRS. R. J. MAGILL.

Are YOUR customers slow in paying their bills? If so, INVESTIGATE the McCASKEY ACCOUNT REGISTER SYSTEM.

A 64-page catalog FREE. Write

### The McCaskey Register Co.

27 Rush St., Alliance, Ohio

Mfrs. of the Famous Multiplex Duplicate and Triplicate Pads; also End Carbon, Side Carbon and Folded Pads.

J. A. Plank, Tradesman Bldg., Grand Rapids, Mich., 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.

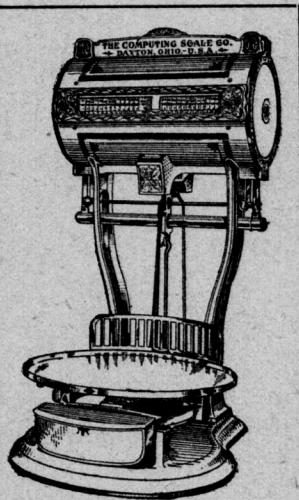
A METAL FONT is not so easily filled because you can **only guess** how much is in it. **Experience** may enable you to guess **fairly close** but **absolute accuracy** is **impossible**.

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.



The new low platform No. 140 Dayton Scale



### 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 up-to-date in appearance. You know how it impresses you when you receive it from some one else. It has the same effect on your customers. Let us show you what we can do by a judicious admixture of brains and type. Let us help you with your printing.

## Tradesman Company

### Grand Rapids



**5c and 10c  
Goods**

# Holiday Goods Are Ready

**25c  
Goods**

Buy early and take advantage of the **whole fall trade**. Holiday dating allowed on all holiday bills sold this month.

## An Unusually Magnificent Line

is now on display in this store. Three large rooms with thousands of samples from which to make your selections.  
Prepare for the **greatest season in your history**.

## Department of Decorated Imported China

Our buyers have been most fortunate in the selection of this most important of all holiday lines and no efforts have been spared to make it the most interesting and beautiful we have ever been able to gather, and as to prices, a close inspection will prove them to be **astonishingly low**.

All parts of the pottery world, **Germany, France, Austria, England, China, Japan, etc.**, have contributed their share, so that our line is truly cosmopolitan in character and represents the best selling staples of the world's product. **Don't fail to see it.**

## Department of Fancy Brush and Comb Sets Celluloid Case Goods and Novelties

Hundreds of novelties, hundreds of staple articles that it is impossible to enumerate are found on our well-laden sample tables. Come and see our line whether you may desire to buy or not. It is worthy your attention as it consists of goods that will

**Sell at a Profit Any Day in the Year**

## Department of Dolls of All Kinds

Every member of the Doll Family is represented in our line. Starting from the small penny doll we have every variety that gladdens the hearts of the little folks, up to the most expensive and elaborate Kestner Doll that sells for \$12 and more.

We have them dressed and otherwise, with bisque and china heads and cloth, flannel and kid or French jointed bodies; in fact every kind, too numerous to mention. **You had better come and see for yourself.**

## Department of Toys of Every Class

Our line par excellence—one of our pets to which we give the most careful thought and study, consequently no other house shows the variety you will find displayed here. If you have never handled toys before, you had better **start now**. Toys will sell as long as there are children to play, and there is good money in them, too—that is when you buy of us—because we offer the best values obtainable in these lines.

We will be pleased to show you our line and guide you in your selection to the best sellers and money makers.

We also handle complete lines of

## Blocks, Books and Games for Boys and Girls

**The Largest, Best and Most Extensive Showing Ever Made**

**50c  
Goods**

**Dollar  
Goods**

Successors to  
**H. LEONARD & SONS**  
Wholesale

**Leonard Crockery Co.**  
GRAND RAPIDS, MICH.

Half your railroad fare refunded under the perpetual excursion plan of the  
Grand Rapids Board of Trade  
Ask for "Purchaser's Certificate" showing amount of your purchase

Crockery, Glassware  
and  
House-Furnishings