

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS.

\$2 PER YEAR

Twenty-Fifth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 18, 1907

Number 1252



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.,

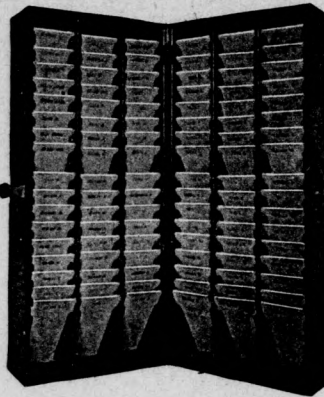
of Michigan

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.

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GRAND RAPIDS, WEDNESDAY, SEPTEMBER 18, 1907

Number 1252

Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids
Majestic Building, Detroit

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

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

The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

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

3 1/2 Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

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

AIR SHIPS AND WIND.

When Walter Wellman made the first announcement that he was going to join the ranks of the North Pole Searchers, the gang in Fourteenth street, Washington, D. C., wondered what he had up his sleeve; and when he returned, after his first effort at Arctic exploration and developed as a hundred-and-fifty-per-platform attraction, they said: "Not so bad, beats newspaper work."

When he essayed his second venture along the northern edge of the Eastern Hemisphere the Newspaper Guild in Washington said: "Wellman is going to work his graft all over again," and when he came back, leaving a score or more of Farthest North records out of his reach, he was quite generally classed as a fake explorer.

As though cognizant of the estimation in which he was held by his fellow workmen in the news-getting world, he comes back at them in due time with his Record-Herald air ship proposition. It had the merit of extreme novelty and, backed by a great daily newspaper, an unquestionable tone of sincerity was given to the matter.

Two warm weather seasons and a goodly amount of cash have been expended in efforts to make good on the air ship attempt, the results best known to the public being a hazardous flight in the midst of severe wind and snowstorms, with damages to the air ship and picturesque descriptions to the Record-Herald, telling of the failure and the determination to make another effort next year.

Failure to reach the North Pole is no novelty, so that Mr. Wellman's experiences are commonplace, ranking with the records of Lieut. Peary and others; but the lecture season is just opening, so that Messrs. Peary and Wellman can continue their competition at home and in plain sight of all.

Last week at the West Michigan State Fair the Knabenshue air ship went up four or five times, but, much to the disappointment of the thousands who had to leave the grounds between 5 and 5:30 o'clock, the ascensions were not made until about 6 or 6:30. Three of these ascensions, made when there was barely a breath of air stirring, were fairly good examples of what may be done with a dirigible balloon when all conditions are absolutely in its favor. One ascension—the one on Thursday—was an absolute failure, except as an advertisement for the Fair. The announcements in the Fair advertisements that the "Air Ship Will Sail" were worth to the Fair all that they cost; but the disappointment of thousands who, even although they attended the Fair, did not see the air ship sail can not fail to react next season.

So, also, has Walter Wellman's Arctic air ship enterprise been a fair advertisement for the Record-Herald—worth all that has been put into the project, perhaps; but the two total failures recorded recall the skepticism of the Washington correspondents when Wellman made his debut as Lieut. Peary's rival and emphasize the fact that the lecture bureaus are alert as to next season's attractions.

UNADULTERATED FAKES.

Does any intelligent person who has visited the picturesque regions of the Bavarian Alps and who, traversing the country road from Oberau to the little village of Ober-Ammergau, has witnessed the Passion Play as there presented, believe for an instant that the alleged motion-picture representations of that play, which are being exploited all over the United States, are what is claimed for them?

Certainly not.

Does any intelligent person, whether he has traveled extensively or not, believe that the motion-pictures claiming to represent royal functions in which King Edward and his Queen are participants are authentic?

Certainly not.

Why not? Because the citizens of Ober-Ammergau are too sincerely devout in their religious appreciation of the great drama which they enact and too jealous of the commercial value of that event, and their exclusive right to all that is represented by that value to permit any picture-making corporation to trespass in any such fashion upon their inherited and novel source of income. Because the royal dignity of the heads of the British government would not, at any price or consideration, allow itself to become so common a property.

The immaculate impudence of the showmen who advertise authentic representations of either the Passion Play or any other important function presenting the chief dignitaries of any of the leading empires of Europe is incomparable. All such pictures are, pure and simple, theatrical fakes in which hired actors and actresses, costumers, property men, stage machinists and scene painters are the essential factors; and the only legitimate manner in which to announce or advertise such attractions is to declare frankly that they are theatrical illustrations, minus the oral and musical accessories.

"What's the harm?" asks someone, "so long as nobody believes that these presentations illustrate the real thing?" And the enquiry reveals the harm: There are thousands of people in Grand Rapids who are firm in their belief that they have witnessed absolutely accurate and adequate representations of the Passion Play which were photographed from na-

ture—the real Ober-Ammergau edition—when they have merely been deceived by a clumsy and wholly insufficient fake. And all over the country in hundreds of moving picture shops the Passion Play films are being exhibited with obligato lectures(?), delivered by gentlemen of the cloth, who themselves believe they are talking to a time-honored and universally-respected topic unlittered by cheap pretense and misrepresentations.

There are few men more easily imposed upon by those who are seeking "easy ones" than are the clergymen, when the interests of some enterprise alleged to bear direct and correct relation to some phase of the Sacred Scriptures is concerned. The Agony in the Garden, the Crucifixion and the Resurrection have long been favorite topics of the faking showmen, who exhibit these daubs alone at the end of a long black vista, with rows of lights around the four edges of the picture, and all concentrated upon the works of art(?) painted for just such displays. And churches, pastors and Y. M. C. A. organizations have time and again been wheedled into lending their influence—for a percentage of the receipts—toward creating patronage.

Such things are, so far as the exhibitors are concerned, bad enough, but they are not nearly so reprehensible as are the Passion Play fakes referred to. And, indeed, a large proportion of the moving pictures in the Five Cent Theaters, so-called, should be prohibited from exhibition as dangerous to public morals and individual well being. Moreover, it is the practice in many of the large cities to detail policemen to special duty as censors at such places of entertainment to aid in preventing the exhibition of these immoral illustrations and such other pictures as come under the charge of obtaining money under false pretense.

GOOD EXAMPLE.

All the County Fair Associations in Michigan may well take their hats off to the Greenville Fair Association, now giving a splendid exhibition, which includes examples of the best products in domestic science, agriculture, horticulture, live stock, poultry, machinery and vehicles, and the competition in each department is exceptionally strong, offerings having been made from every neighborhood in Montcalm county. And this inspiring condition is due chiefly to the business men of the city of Greenville, who have donated special prizes of great value and usefulness.

The best feature of this state of affairs is the exhibition of loyalty to their city and county and the generous co-operation of the business men of Greenville. Such an example may well be followed in all cities.

WINDOW TRIMMING

Hardware Exhibit and Pretty Girls Made a Hit.

"Something moving in a window, always something moving makes ten persons stop to gaze where one would if everything was still," remarked a hardware man.

"Several months ago," he continued reminiscently, "I had a window that drew hundreds my way.

"I merely played on the fact that Shopping Woman is generally Hungry Woman and that, no matter what her status financially, she is not averse to having a little hot biscuit and a sip of good strong tea or a mouthful of coffee to wash it down with, and, furthermore, has no objections to eating that biscuit and downing that tea or coffee, plus sugar and thick cream, at the expense of the merchant giving a demonstration.

"I had a certain kind of gas range that I wanted to push. It was first class in every particular, and nice to look at, being a dandy ornament for the kitchen and withal one of the best cooking machines you ever set your two blue eyes on."

(It happens that my eyes are not blue. The merchant did not mean to misstate matters along the line of features, but he isn't observing enough to distinguish colors.)

"I had the window space set to represent a most complete kitchen—in fact, a model one. The space was in the neighborhood of 8 feet wide by 22 feet long. I had the floor covered with a handsome linoleum of a flowered pattern in a rich red and olive green on white. The end and background were covered with canvas and painted to look like a wall, with windows, the latter being hung with dotted white Swiss curtains, looped back with small white cotton cord and tassels. A large gas range occupied the center of the background, and there were wooden chairs and a table and a kitchen cabinet and refrigerator. Carpet sweeper and broom stood in one corner.

"The kitchen looked so clean and inviting of itself that hundreds would have stopped to look at it, but the strongest point was the fact that cooking was going on there and was being done by two as pretty young women as you would meet in a 'month of Sundays.'

"They were making and baking, right in the sight of everybody, the cutest, most tempting little biscuit that ever made a man fall in love with a woman through her culinary skill. They buttered these with fresh creamery butter, a square of which they took out of the (iced) refrigerator as often as one was used up.

"These handsome young women had instructions to hold up a printed card at short intervals, and were told not to forget to smile in the faces glued to the glass and repeated to the edge of the sidewalk, although these orders were unnecessary for they were so full of the dickens and

the people looked so funny, with that rubbering, expectant, hungry look when they held up the cards, that they could not keep from laughing any more than a phonograph can that is wound up and set going on a cachinating piece.

"Of course, the crowd didn't know they were laughing at them—that would never do in the world; they were very discreet about that, but they got a mint of amusement out of their work all the while they were in the employment of biscuitmaking for me, which was an entire week. In a quarter of that time it got noised around the whole city that my store was the place to see a fine demonstration of what 'The Best' gas range would do—that was its name, 'The Best,' and it was 'The Best,' too—AND to get a free sample of its cookery besides.

"Those delicious little free samples were what really did the business. The pretty girls smiled their catchiest and the free samples and cards 'did the rest'—a trio that was irresistible.

"Here is what some of the cards said—as loudly as printer's ink can talk under ordinary circumstances and louder when in the hands of youth and beauty, with the accompaniment of winning laughter and coquetish ways. I guess it wouldn't take you long to cross that threshold if you read invitations like these:

See what
We just cooked.
Come in
And eat a
Free
Sample!

We are
Experts
In the line
Of baking.
Come one, come all
and
EAT

Do you like
'Mother's cooking'
?
Her
Daughters
Can do just as well.

Come in
And sample
Theirs

"The Best"
Range
Is
"The best ever!"
- Come in and test
Its
FREE SAMPLES

A FREE SAMPLE
Of what
"The Best"
Range
Can do
In the hands
Of competency

Uneda
Biscuit.
Not the
National Biscuit Co.'s
But
One

Made by
"The Best"
Range on earth
!

"Polly wants a cracker?"
Not much!
She calls for
Biscuits Made
By
"The Best"

"These and dozens of others in the same tenor put the people outside in a good humor and whetted their appetites to taste the piping-hot samples, and when a card was frequently displayed saying:

A Free Cup
Of coffee
Goes with
Each
Hot
Biscuit

the people would make such a rush for the door that it had to be shut every time the girls exhibited this one:

Sorry
But the store
Is full.
Wait
A
Minute
It's
Your
Turn
NEXT

"Well, say!" and the hardware merchant said it himself, "did I sell 'The Best' that month? It was six of 'em at least before sales began to fall off on that range. It was three years ago I had that hot-biscuit-and-coffee demonstration and to this day people drop in and 'want to see that gas range where you baked those biscuit in.'

"All of which goes to prove my theory that 'something doing in a window boosts sales.' And when a free sample is the result of the 'something doing' you have a combination the people can't get away from.

"'Pretty girls hard to get away from, too?'"

"Well, that needs no proof."

Sales May Be Augmented by Adroitness of Merchant.

Written for the Tradesman.

Many a dealer who considers himself a pretty good salesman does not realize the power of suggestion and the benefits to be derived therefrom by his store.

An instance came up in a prominent local grocery the other day:

A lady came in to buy some things for a little luncheon she was to give the next day. She was desirous of having everything nice and dainty, but was not sufficiently "up" in the customs of society to know just exactly how to do things. This local grocer isn't a society man himself, in any sense of the word, but of course purveys to those who are fashionable and so has a fair knowledge how certain eatables he vends are served at fine functions. In this particular instance he could see with half an eye, from things she said, precisely how this customer is sit-

uated. So he very adroitly suggested this, that and the other thing that she might have for her luncheon, giving her helpful and explicit directions as to "what he considered the best way of serving" the different viands. The lady is a good cook, and I happen to know one of her guests on that intended occasion, and she mentioned to me the "pretty luncheon" and "how beautifully everything was cooked and served."

Such a grocer is a help in his community. First of all he helps himself, by selling many an article that would go unpurchased did he not tell some interesting thing about it to a customer who doesn't know "what's what" but wants to be well informed. Next he helps the patron by his delicate manner of hinting what would be appropriate for the social affair of which she is to be the hostess.

Then there're the other assistants to the success of a little dinner or luncheon: the naptery man and the crockery dealer. There are hundreds of women who are ignorant of the proper linen and dishes and silver to be used in laying the table for various home companies, and a bit of advice is keenly appreciated and quietly assimilated.

But the wise dealer, in whatever line, will be very sure that he is not "carrying coals to Newcastle" when he undertakes to be gratuitous with his information. In such a case he would be certain to be looked upon as a disagreeable, officious person who should be attending to his own affairs. When he finds out, by a sixth sense, that such hints would be just what are wanted he must be extremely subtle; must not, by the least implication, infer that the customer is not familiar with the correct ways of entertaining.

J. Jodelle.

Tim's Joke.

"Did yez notice about th' joke me brother Tim played on wan av thim chauffeurs?"

"I heard a turrible thing happened to him. Poor Tim!"

"'Poor Tim, th' divvle! He had a shtick av dinnamite in his pocket when he wor run over.'"

The easiest way to keep a diary is under lock and key.

Foresight

is better than hindsight.

Foresee your telephonic requirements and you will never suffer for lack of service. ORDER TODAY.

"Use the Bell"

IT
PAYS

CALL
MAIN
330



GOOD TALKING.

Mental Training Necessary for Such an Accomplishment.

Written for the Tradesman.

That wise and quaint old philosopher, Sir Francis Bacon, in one of his charming essays, sets forth that "Studies serve for delight, for ornament and for ability." Further on he declares that "There is no stone or impediment in the wit but may be wrought out (gotten rid of) by fit studies."

Now, what are the "fit studies?" by means of which the person who earnestly desires good ability as a talker may remedy his failings and defects and attain fluency and skill in conversation? What course of mental training can be recommended? What methods of improvement are most practical?

Mental philosophers, those who have made a study of the human mind, are agreed on the point that thought always precedes speech. Therefore those systems of training in talking are undoubtedly the best which are based upon the fundamental idea that to talk well—with clearness, force and elegance—one must first think well—clearly, forcibly, elegantly. "Out of the abundance of the heart the mouth speaketh."

Whatever are the faults of speech, look first to find whether they are not the natural result and outcome of corresponding faults in the action of the mind. If the thoughts are in a hopeless jumble and confusion it can not be expected that one's conversation will be clear-cut and entertaining. Whatever the working of the brain, whether smooth and easy, or hampered and difficult, it will surely be manifested by the tongue.

Perfect balance and proportion are as rare in mental development as in physical. Here is a man who has never been trained to use his eyes and ears. He needs to sharpen his faculties of observation. Another perceives everything around him, but retains little or nothing. Such a one must improve his memory. With others it may be the imagination that needs stimulating.

The reasoning powers, by which we make comparisons, form judgments and arrive at conclusions, are rightfully ranked as the highest of all the intellectual faculties. A deficiency in reasoning ability is a serious matter, and one hard to remedy. A poor reasoner may be a very fluent talker, and have great ease and grace in conversation, but what he says will carry no weight with the best minds. He may influence those who can not see through his sophistries, but it will be to their undoing. By all possible means try to cure the mind of the habit of faulty and irrational deduction and get it into the way of deriving conclusions from known truths in a manner accurate and cogent.

Besides the purely intellectual powers the soul has another set of faculties, known as the emotional nature, or the feelings. The capacity to enjoy, to suffer, to hope, to fear, to love and to hate is a familiar manifestation.

The person who is wholly intellectual, who is lacking in feeling, makes

the hard and unsympathetic talker. Although he may have splendid ideas he is never a delightful and inspiring companion, nor can he move and persuade others.

On the other hand, the person whose emotional nature is developed at the expense of the intellect is apt to be frothy and voluble.

To put the case briefly, a good talker must have both brains and feeling, and they must be in harmonious and well-balanced combination.

How are people who are too busy to spend much time in self-improvement to obtain this well-rounded mental development so essential to the good conversationalist? To all such I recommend the great school of life and its affairs, that incomparable university in which a kind Providence has given each one of us a free scholarship. The man who observes closely and accurately the sights presented to his daily view, who exercises his memory upon faces, names and the things he needs to remember, who reasons upon the events of the times and solves correctly the problems of his own life and his own business, can hardly fail to become a good thinker.

While the really good talker is always first a good thinker, the converse of the proposition does not always hold; there are good thinkers who are not good talkers. In such cases there seems to be a break in the connection, the ideas are all right, but they fail to provide themselves with what some one has called "the beautiful, glove-fitting garment of speech." This state of things can generally be corrected by a little intelligent effort.

The old writer quoted at the beginning of this paper declares that "Conference maketh a ready man. If a man confer little, he had need have a present wit." This is only another way of saying that aptitude in speech, quickness in repartee, the ability to say the right thing at the right time, come to most of us only by practice.

Not only let the everyday thinking on everyday subjects be thought as well as possible, but let the ordinary talk on ordinary topics be talked as well as possible. It will add immeasurably to the joy and dignity of life.

The skilled violinist must not allow his fingers to stiffen from disuse. The young lady who wants to shine in society must not maintain a glum silence with mother and the hired girl. The man who would be brilliant at his club, or at a formal dinner, should take care not to lapse into commonplaces and bad grammar when speaking to his wife and children or his clerks. It is a mistake to suppose that our daily associates are unworthy of our best conversational efforts. They will often surprise us by a ready response to our brightest sallies of wit and our deepest thoughts.

Modern life is very complex and there is a great profusion of knowledge in an infinite number of fields. In this superabundance lies danger. For purposes of conversation, as for many other uses, a few things known

well—clearly, definitely, thoroughly—are far better and more available than a vague and hazy knowledge of a wide range of subjects. The apt illustration, the good story that is right to the point, may be more telling and effective than a lengthy dissertation that exhausts all authorities in citations and references.

Quillo.

Covering His Trade With an Ox Cart.

Detroit, Sept. 18—Something of the traveling man's resourcefulness in meeting obstacles and "making" his towns is told by Max Girardin, traveler for the Detroit Rubber Co. He tells of his youthful driver and the strange equipage which took him from Montrose, Mich., to an outlying town on a recent trip. Girardin reached Montrose on a day when every rig in town was engaged for some celebration. He scoured the whole place for anything on four legs that could be hitched to a vehicle. Finally a dealer came to his rescue.

"There's a boy here that's got a bullock he has broken to harness," he said. "I don't know whether you want to ride in that kind of a rig; but he's got him trained like a horse, and he surely can go."

Girardin told the man to trot out anything that would stand up. He expected to find a clumsy ox, with an old-fashioned single yoke. Instead, the animal was equipped with a regular horse harness, including bridle and bit, and answered like the best mannered of old Dobbins. Friends say Girardin would have made his town if he had had to fly and tuck his grips under his wings.

Several New Factories in Sight.

Adrian, Sept. 17—Prospects look bright for several more factories for this place as the result of some active work on the part of the Business Men's Association and the Industrial Commissioner of the Wabash Railroad.

W. S. Kilgore, of North Bloomfield, Ohio, has been here several times recently, and states that he is going to move his stove and hoop factory here.

A Chicago company is figuring on locating a large iron manufacturing plant here, and a paper mill representative is also looking Adrianward with the idea of locating a plant here.

Two of Adrian's fence men are to leave this city for more lucrative positions in the same line of business in Illinois. John Hensey, who has been an attache of the office of the Adrian Fence Co. ever since its organization, and at the present time is office manager, becomes manager of the Sycamore Fence Co. at Sycamore, Ill., and J. W. Slater, who has been employed in the machine shop at the Adrian factory, becomes superintendent of the Illinois factory. The Sycamore company will be of still further interest here because the looms which will be used there were made by the Ideal Fence Co., of this city.

If some artists see things as they paint them they should quit drinking.

Demurrage Charge Before the Courts.

Coldwater, Sept. 17—The Coombs Milling Co. has not yet had a hearing on its case against the Lake Shore & Michigan Southern Railway. It arose over peculiar rulings of the railway. There are two of these rules which are laid down to users of freight cars, and while one is held to literally by the company, the other is shaped to the best purposes of the company.

The first of these rules gives the person receiving shipped goods in freight cars forty-eight hours to unload them. If they are not emptied in that length of time an additional charge of \$1 is laid down to be paid by the receiver. This charge is termed demurrage. On the other hand, if the receiver unloads his car one day ahead of time or uses only twenty-four of the forty-eight hours that he is entitled to, the railroad gives him a credit of \$1. At the close of the month the several branches of the company balance their books and whatever demurrage the individual has against him on their books he is called upon to pay.

On the other hand, if he has been rapid and has unloaded his cars for the month all within the twenty-four hour requirement and thereby has an amount to his benefit on the books, he gets nothing. The company claiming that the individual receiver shall use up the amount to his credit on their books by paying them demurrage, and they set a month's time as the limit.

Some months ago the local agent of the company claimed the payment on the part of the Coombs Milling Co. of \$1 demurrage. This the company refused to pay, claiming that the forty-eight hours had not elapsed and that they still had time enough to unload.

The railroad company refused to allow the car to be opened, whereupon the milling company replevined the car, which was loaded with red wheat.

New Additions To Lansing Factories.

Lansing, Sept. 17—The Lansing Auto-Body factory is erecting an immense addition to its plant at the north end of the city. Its business has constantly increased since the plant was established four years ago, and more room is necessary. At the Oldsmobile plant an immense foundry is nearing completion. The Capital Furniture Co.'s new factory building is nearly erected, and new buildings and a new track have been constructed at the Reo automobile factory. There is more factory building in Lansing this season than at any time for several years.

Will Manage New Buggy Factory.

Pontiac, Sept. 17—A deal has been consummated by which C. V. Taylor, this city's oldest vehicle manufacturer, will take the management of the plant of the Standard Vehicle Co. and combine his own business with the Standard. Mr. Taylor erected the first vehicle plant here and in the early days had associated with him men who have since made a big success of the vehicle industry. The Standard Co. was promoted by H. E. Pierce and F. N. Nichols.



Movements of Merchants.

Ferry—M. A. Nottingham succeeds A. L. Muscroft in the bazaar business.

Deckerville—Jas. R. Turnbull has purchased the notion stock of J. F. Thompson.

Tower—Joseph Klein has sold his grocery stock to A. R. McKenzie, of Millersburg.

Manistee—Archie Cota has sold his tailoring establishment to A. L. McLean, and intends to remove to Washington.

Standish—Lewis Biskner has purchased the Henry Pratt store property and moved into the same, where he will conduct his grocery business.

Hudson—C. W. Atkinson will continue the bakery business formerly conducted by George B. Lowe and himself under the style of Lowe & Atkinson.

Sault Ste. Marie—The B. M. Morris Co., which conducts a clothing, furnishing goods and shoe store, has increased its capital stock from \$13,000 to \$25,000.

Flint—Hilan W. Ober, who has had charge of the drug department at Howard Hewes' store for the past few months, has purchased a drug stock at Metamora.

Cadillac—Floyd Cade has resigned his position in the A. H. Weber Co. and gone to Manton, where he will have charge of the Charles H. Bostwick pharmacy.

Alpena—Thomas Sandham, who retired from the clothing business here in 1903 and went to New Mexico, has returned and will re-engage in the same line of trade.

Elk Rapids—Sam Cromie has gone to Detroit to take charge of Fred Lang's meat market department. Lou Ball has taken the position at Clark's meat market vacated by Mr. Cromie.

Port Huron—Marine, Askin & Berman have opened a branch ready-made clothing store here, which will be managed by Fred S. Thompson, who until this time has had charge of their store at Flint.

Wayland—J. Hardy, who has been engaged in the boot and shoe business in this place for the past four years, has closed his store and gone to Constantine, where he will open a store in the same line.

Hudson—Colvin & Luther is the name of the new firm which has rented the building formerly occupied by John Lambert for a meat market. The new firm will open a market as soon as possible.

Coldwater—Cecil O. Post has sold his racket stock and will be associated with his father in the hardware business. He and Mrs. Post are at present on their wedding trip to Niagara Falls and points in Ohio.

Quincy—Fred E. Ferguson is succeeded in the bakery and restaurant business by Clifford Potts, who has been identified with the cement business for the past eleven years. Mr. Ferguson will return to Coldwater.

Muskegon—Egbert Dekker, form-

erly of the hardware firm of Karel & Dekker, has purchased an interest in the Stulp Hardware Co., and the firm now consists of John J. Stulp, Alfred J. Stulp, Peter L. Cloeting and Egbert Dekker.

Howell—Glenn Beurmann and Kate O'Conner will be the new proprietors of the furniture store now owned and operated by L. D. Brokaw. The new owners will take possession about Oct. 1 unless there is some change in the present plans.

Kreetan—A corporation has been formed under the style of the Kreetan Co-operative Mercantile Co., which will engage in general trade, with an authorized capital stock of \$5,000, all of which has been subscribed, \$1,500 being paid in in property.

Charlotte—The Home Furnishing Co., which deals in house furnishings, has merged its business into a stock company under the same style, with an authorized capital stock of \$10,000, of which amount \$6,200 has been subscribed, \$200 being paid in in cash and \$6,000 in property.

Owosso—Albert Todd & Co., dealers in produce, have merged their business into a stock company under the style of the Albert Todd Co. The corporation has an authorized capital stock of \$12,000, all of which has been subscribed, \$10,200 being paid in in cash and \$1,800 in property.

Vassar—The business formerly conducted by Bradford P. Miller and Frank Miller under the name of the Miller Grain Co. has been merged into a stock company under the same style, with an authorized capital stock of \$20,000, of which amount \$12,000 has been subscribed and paid in in property.

Pontiac—J. S. Stockwell, Jr., who for the last three years has been Secretary of the Dunlap Vehicle Co., has disposed of his interest in that corporation to President L. L. Dunlap. Mr. Stockwell will be succeeded by E. B. Linabury, who will also take his place on the Board of Directors.

Vermontville—The business formerly conducted under the style of the Bank of Homer G. Barber has been merged into a corporation in conformity with the general banking law under the name of the Barber State Bank. The authorized capital stock of the new company is \$25,000, all of which has been subscribed and paid in in cash.

Manufacturing Matters.

Battle Creek—The J. C. Prims Machinery Co. has increased its capital stock from \$10,000 to \$25,000.

Irving—M. Sherk has leased the Irving Roller Mill and will give the property a thorough overhauling.

North Adams—The Azie Manufacturing Co. has merged its business into a stock company under the style of the North Adams Soap Co.

Detroit—The Michigan Cash Register Co. has been incorporated to manufacture cash registers, with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed, \$10,000 being paid in in cash.

Port Huron—The Port Huron Construction Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$10,000, all of which has been subscribed, \$20 being paid in in cash and \$9,980 in property.

Detroit—A corporation has been formed under the style of the Yielding Cement Co. to manufacture cement articles, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$1,000 being paid in in cash and \$4,000 in property.

Detroit—The Detroit Lamp Co. has been incorporated to manufacture automobile, boat and carriage lamps. The authorized capital stock of the company is \$10,000, all of which amount has been subscribed, \$300 being paid in in cash and \$9,700 in property.

Petoskey—Cook, Curtis & Miller, manufacturers of lumber, have merged their business into a stock company under the style of the Forest Products Co., which has an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and paid in in cash.

Detroit—The Cone Gas Machine Co., which manufactures gas and electric generators, also engines, machinery and gas fuel, has merged its business into a stock company under the style of the Coal Products and Power Co. The company has an authorized capital stock of \$1,000,000, all of which has been subscribed and paid in in property.

Economical Method of Liquidation.

Traverse City, Sept. 17—George L. Petrie, of Petoskey, has been conducting his business at a loss for the past year, the assets consisting solely of his bakery outfit, such as ovens, mixer, showcases, delivery wagon, team, etc. The inventory at first cost is \$1,900. The liabilities will approach \$3,000, being, as given by him, \$2,850. The heaviest creditor is the Musselman Grocer Co., of this city, it having a total claim of \$861.91. To secure an increase of credit some time ago Mr. Petrie assigned to them his exemptions, amounting under the statute to \$250. Aside from this there is no preference, and, of course, you can not call this one because it is immaterial to the creditors whether this is claimed by Mr. Petrie or whether it is assigned to some creditor.

He has executed, subject to his exemptions, a mortgage to myself, as trustee, for the benefit of all of the creditors. This arrangement has been sanctioned by all of the heaviest creditors with whom I have communicated. It is proposed to proceed to sell the stock and fixtures and make a division of the proceeds as expeditiously as possible.

Before doing this, however, I desire to inform each and every creditor of the status of the matter and obtain an expression from them as to whether they are willing to permit this kind of procedure. It is safe to say that, after taking out the exemptions, the costs of bankruptcy proceedings would probably consume all of the assets, if forced to an injudicious sale.

What I desire is to make as ad-

vantageous a sale as possible and if any one of the creditors is aware of some one desiring to purchase a baker's outfit I would thank him to inform me that I may take the matter up with him before proceeding to public auction. In case of public sale I shall forward to each creditor a notice thereof, giving ample time for him to be represented at the sale.

Wm. H. Umlor, Trustee.

The Grain Market.

The wheat market has been strong the past week, having gained all the loss of the recent decline. The visible supply showed an increase for the week of 1,847,000 bushels, making the present total visible 45,550,000 bushels, compared with a visible supply one year ago at the same time of 31,193,000 bushels. The exports of wheat and flour the past week are reported at over 5,000,000 bushels, which with a fair domestic trade puts the market on a very sound basis at present values.

Corn is a little weaker, having declined 3@4c for the far options, with cash corn off about 2c. The visible supply showed an increase of 83,000 bushels, making the present visible supply 3,169,000 bushels, compared with 2,932,000 bushels at the same time last year. I would say that our Western correspondents are considerably exercised over the situation. The total prospective crop yield of corn is estimated at from 400,000,000 to 750,000,000 bushels less than last year, and even on a basis of the Government crop report estimate the 1907 crop will be about 200,000,000 bushels below requirements. The estimated consumption of corn for the year, March 1, 1906, to March 1, 1907, was 2,737,000,000 bushels. According to the Government estimate issued for the 1907 crop, showing the condition Sept. 1, a yield of 2,514,000,000 bushels is indicated, or 200,000,000 bushels less than requirements. On the basis of these figures it would seem that we can prepare for at least reasonably high corn prices for the coming year.

Oats have dropped back a couple of cents per bushel in price. The visible supply showed an increase for the week of 795,000 bushels, making the present visible supply 3,189,000 bushels, as compared with 7,163,000 bushels for the same date last year.

Millfeeds are high and advancing; in fact, I believe the prices to-day are higher for bran and middlings throughout the country than they have ever been before. The demand continues strong and equal to the supply. L. Fred Peabody.

The Bishop's Defence.

One of private John Allen's favorite stories is about a Georgia bishop. One of the members of the bishop's church met the reverend gentleman one Sunday afternoon and was horrified to find the bishop carrying a shotgun.

"My dear bishop," he protested, "I am shocked to find you out shooting on Sunday. The apostles did not go shooting on Sunday."

"No," replied the bishop, "they did not. The shooting was very bad in Palestine, and they went fishing instead."



The Grocery Market.

Sugar—The demand has increased to that extent that refiners have stiffened up in their views very considerably. No changes have yet occurred that in any way affect the price to the retailer. It would not require much of an excuse for refiners to advance the price, and they are apparently anticipating that a situation will soon arrive that will warrant it.

Tea—Some grades of Japans have advanced materially within the past few weeks. Although some people in the trade have been in hopes that prices would be lowered, they concede there is nothing in the present situation to encourage them in this hope.

Coffee—The general trade shows no indication of any intention to help the speculators carry the present heavy load of spot coffee. The market for Brazil options is an extremely narrow one, being confined almost to professional trading. The present position of coffee is recognized by all as a purely artificial one, and the enormous supply held by the syndicate, although in no way applicable to present market needs, is still hanging over as a threat. Mild coffees are very steady and some grades, notably Maracaibos, Caracas and Bogotas, are very firm and in small supply. Java and Mocha are steady and unchanged.

Canned Goods—The tomato packers have strengthened their views and the market holds strong. The situation in corn depends more or less upon Jack Frost. If he comes early and catches the corn crop, corn will bound upward. If, on the other hand, frost holds off for any length of time prices are likely to remain steady. Nothing new to report in peas. The situation and all of its features have been well known for several weeks. Peas of good quality will be a high priced article for the next year. Market gets stronger as season advances. String beans are decidedly strong. Asparagus is scarce and high. Spinach and pumpkin are strong. All gallon canned vegetables are strong, with advancing tendency. Some of the packers of California canned fruits report that their stocks of many items are already so badly depleted that they will soon be forced to quote "outs." Prices on the entire California list are advancing. All Eastern canned fruits are decidedly strong. These include the small fruits like strawberries, raspberries, blackberries, etc. Cherries are practically out of it. The pack was a failure. Pineapple is strong. Spot stocks of canned fruits of every description are in poor condition. Jobbers have much difficulty in filling orders on many items. This condition rules in all wholesale markets throughout the country. The high prices on all lines of canned salmon are well maintained. There is nothing in the market to indicate any change unless it is to a higher basis.

The situation in American sardines is decidedly strong. While no immediate advance may take place, the present prices will be well maintained. Foreign canned fish of every description are scarce and high. Lobster is steady. Cove oysters are in short supply and the market is strong.

Dried Fruits—Apricots are quiet and very high. Apples are exceedingly scarce and firm, with 11c per pound being asked for futures. The prune market is showing signs of strength. The spot market is probably $\frac{1}{4}$ c stiffer, largely on account of heavy buying and the fact that stocks are not heavy. Some new prunes are on the way East now. The market for future prunes is a little stiffer, although no actual change has occurred as yet. Peaches show neither change nor improvement. The first new currants will arrive within the next few days and are offered at ruling prices. The market will ease off when new currants become more plentiful. The raisin market shows no change. New raisins will be shipped next week. There is no special demand and stocks are low.

Cereals—The larger manufacturers of rolled oats refuse to name prices until shipment is ready. The market on raw oats is very high and oats of good milling quality are hard to get.

Rice—All grades are in good demand. While the South reports a good crop, they also report a good stiff demand and it is likely that present prices will be well maintained.

Syrups and Molasses—Sugar syrup is in good demand, and the market shows an advance of 1@2c per gallon, owing to the improved demand and in sympathy with the condition of the glucose market. Molasses is about unchanged. No change has occurred, and no special demand is reported.

Cheese—The market shows an advance of $\frac{1}{2}$ c, which is general throughout the country. The make is running very short and high prices are likely from now on. The present price is 15 per cent. above a year ago, while the make is fully 15 per cent. short. The consumptive demand for cheese absorbs the receipts every day.

Provisions—Stocks are about normal and the market will likely remain stationary for the coming week. Pure lard is unchanged and is firm at the recent advance. Compound lard is unchanged, but holders are talking an advance. A scarcity is looked for, and if there is any change it will be upward. Barrel pork is unchanged, as are canned meats. Dried beef is firm at the recent advance. The demand for the full line of provisions is fully up to the standard for the season.

Fish—Cod, hake and haddock are dull on spot at unchanged prices. The trade are loaded up with future fish and the demand is therefore light. Domestic sardines are steady and unchanged. There is some talk about advancing the market to a basis of \$4 for quarter oils after the packing season ends, but this would mean such a radical advance that it is scarcely

credited. The prospect for French and Norwegian sardines is very firm, as the catch up to date has been very small. The season has still sixty days more to go, however. Salmon is unchanged and firm. Deliveries of all grades will be short. Prices are strong and not unlikely to advance and active Irish summer fish is vance. **The mackerel market is firm** about cleaned up and the consequent scarcity has caused an advance during the week of \$1 per barrel. Norway summer fish is also bringing slightly better prices. No fat Norways are available as yet. Shore mackerel are scarce and about out of the game.

The Produce Market.

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

Butter—The market is firm at the recent advance. The make is not as large as usual for the season, while the consumptive demand is very good. Prices are about 20 per cent. above normal for the season. The outlook at present is for a firm market at unchanged prices. The make of dairy butter is very short, and prints are not likely to show any change for the next few days at least. Creamery is held at 28c for tubs and 29c for prints. Dairy grades command 22c for No. 1 and 19c for packing stock.

Cabbage—50c per doz. for home grown.

Cantaloupes—Osage, 90c 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 firm at unchanged prices. There is a good consumptive demand and the receipts of fresh eggs are about normal for the season. The bulk of the trade is at present being supplied from current receipts, so that no important change is likely within the next week. Dealers pay 18c for case count, holding candled at 20c.

Egg Plant—\$1.25 per doz.

Grapes—Moore's Early command 20@25c per 8 lb. basket.

Crabapples—\$1@1.25 per bu. for Transcendents.

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 \$4@4.50 per box.

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 85c 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—Prolific, \$2@2.25; Engles, \$1.75@2; Elbertas, \$2@2.25; Barnards, \$1.75; Late Crawfords, \$2@2.50. Receipts for the past two days have been much heavier than were anticipated.

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

Peppers—Green command 65c per bu. Red fetch \$1.25 per bu.

Pickling Stock—White onions, \$2.25 per bu. Cucumbers, 25c per 100.

Plums—\$2 per bu. for Burbanks, Bradshaws, Lombards or Green Gages.

Potatoes—50@60c per bu.

Poultry—Local dealers pay 10c for live hens and 12c 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—50c for green and 60c for ripe.

Turnips—50c per bu.

Sweet Potatoes—\$3 for Virginias and \$4.25 for Jerseys.

Veal—Dealers pay 7@8c for poor and thin; 9@10c for fair to good; 10@10 $\frac{1}{2}$ c 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.

St. Joseph Merchants To Touch Elbows.

St. Joseph, Sept. 17—If plans now under preparation materialize, as their promoters hope they will, the retail merchants here will form an association for the promotion of their business. A preliminary meeting at the city hall brought out a fairly large representation of the retail men of the city and carried considerable encouragement to those who are fathering the movement.

Ways and means by which the business interests of the city in the retail line could be furthered were considered by the gathering and it was found that there were many ways in which the merchants might advertise their stocks and, incidentally, St. Joseph.

Hon. Nelson C. Rice was made chairman of the temporary organization and Fred A. Potter was chosen to fill the office of Secretary. Both of these officers were greatly interested in the measure and their example was followed by a large number of other prominent merchants.

It was decided that another meeting should be called on Friday evening of this week, at which time an attempt would be made to form a permanent organization and lay out the particular plan of campaign which has originated in the minds of some of the merchants.

W. J. Bryan may never be President of the United States, but there are substantial reasons that will induce him to continue a presidential candidate. His contract with the Chautauqua management at Meadville, Mo., for a speech was that he should have one-half the gate receipts after 500 tickets had been sold. His share was \$517. Mr. Byran's oratory is certainly profitable to him.

Lots of men have found it easy to die without the assistance of a physician.



Attractive Window Displays Good Business Builders.

The great problem in modern hardware merchandising to-day is: "How to let the people know that you have what they want." Some say, advertise in the theater programmes; others say, put your advertising on fences, and still others have schemes and plans that will put money in their own pockets and take it out of yours.

To my mind, based on careful observation and experience, there is no better or cheaper way of advertising for the average hardware dealer, whether he is located in the large city or small town, than an attractive window display. Change your window display every week and in that way call the attention of the public to the seasonable goods that you carry, in their respective seasons, only try and be first and ahead of the other fellow.

To bring this matter home to you in a way so that you will fully appreciate and realize the value of your show window, you should do a little figuring on your own account. Honestly, now, have you ever stopped to figure just how many people pass your place of business in a day? If the average is only ten per hour, that means eighty people would pass your window during the eight busiest hours of the day, or say five hundred per week, exclusive of Sunday. This, in newspaper parlance, is called circulation, and you can fill this valuable space occupied by your show window with an attractive display of goods so arranged that every passer-by will be almost compelled to stop and take notice of what you have for sale.

Do you see now what wonderful advertising possibilities there lie in this show window space of yours, and it is entirely "up to you" to get full value out of it. I fully realize that, unfortunately, the average hardware dealer devotes far less attention to his show window than he could or should, usually contenting himself with the fact that his show window is merely to complete the effect of the building and not for the purpose of attracting interest and thereby selling goods. As a cold matter-of-fact dollars and cents proposition, an attractive show window is really your best and strongest salesman, and not, as you may suppose, merely a sort of "catch all" for goods which can not be conveniently placed elsewhere.

The hardware merchant who does not take full advantage of his show window is not making the most of his opportunities and is sadly indifferent to the progressive spirit of the times. Conditions in the hardware business have changed, and are constantly changing, and in the face of present modern methods and down to the minute conditions, to endeavor to conduct your business in the antique, the old-fashioned way, will, at the most, bring you only a living, with the chances largely in favor of

your more up-to-date and progressive competitor forcing you out of business in time.

Get your goods out and down where they can be seen. Indicate their prices in plain figures, and if they are seasonable goods in general want, and the prices are such as the people in general can afford to pay, your window display will avoid waste of time in answering questions as to what you have, and will also greatly help to suggest new wants to all who enter your store.

Let me again repeat, Don't overlook the possibilities of your show windows. Take the hint so freely given in the success the five and ten-cent stores achieve with their advertising efforts limited entirely to their show windows and price cards. And remember, that window displays can be made good and attractive, even although they are not built by an expert window trimmer. As a matter of fact, however, the simpler the display the more effective the show window is likely to be. Frequent changes are necessary, of course, to keep the windows interesting and simple displays are, therefore, more certain to be changed oftener, because easier to change than elaborate ones, and a little careful study of the subject will convince you that it is easily possible for you or your clerks to keep your show windows bright and clean and to make a simple arrangement of goods in them that will arrest and hold the attention of nearly every passerby.

Many lines of hardware may seem too trivial to warrant any special display or notice. Whether this be true or not, I know there are many articles in practically every-day use which do not come under any such category.

Take razors and kindred goods, for instance. An attractive window display of razors, strops, mugs, soap, etc., including both the safety, as well as the old-style razor, would attract enough attention to keep interest alive for some time. They are called for nearly every day, and there is certainly enough margin of profit in them to justify a little earnest effort on the part of the dealer, and careful selection on the part of the customer; besides, Mr. Dealer, isn't it a fact that the razor trade is drifting elsewhere—to the druggist, the jeweler or the racket store—and for no other reason apparently than that the hardware dealer has in a sense neglected the line and allowed it to drift elsewhere? What a grand, splendid chance for the wide-awake hardware dealer to install himself to meet the attacks of the jeweler, the druggist and others with a good stock of razors and facts and good, strong Anglo Saxon. The average razor buyer is from Missouri and wants to know, and you've got to show him. If you won't or can't do that he will go to the jeweler or druggist, where he will at least try to.

Bear in mind, Mr. Dealer, that all show window display helps to advertise you and awaken interest in your store and goods. The very best time to sell goods of any kind is when some special interest in those

goods has been awakened. The hardware dealer has the store and the goods. If he be progressive, if he be wide awake to every trade-winning opportunity, if he be a true and competent salesman, he need have no fear of his invading competitors, but may rather welcome them as doing needed missionary work in the presenting of the article itself, leaving to the "man behind the gun" the pleasant task of corralling his own.

Make up your mind right now to take full advantage of this trade-winning opportunity, and make your windows just as attractive as any others in your town, with the definite end in view to help you increase your sales so that each succeeding day and week you can fully realize the necessity of making your show windows your greatest and most effective drawing card for more business.

And once you go into the matter thoroughly enough to reach such a conclusion, you will need no further urging to make you fully improve your show window opportunity. Finally, when that window display does accomplish its purpose and does draw people into the store lose none of its benefit because you fail to give just what it leads people to expect, even down to the smallest detail in treatment and service as much as in goods.—G. H. Dirhold in Hardware.

Experience With Automobile Tires.

Cadillac, Sept. 16—I am about to purchase an automobile and am told that I can make my own selection as to tires. Knowing that you have had considerable experience, I write to enquire what information you can give me at this time when I need it most. Trouble Ahead.

The writer has had actual experience with but one make of tires and is therefore incompetent to advise his Cadillac correspondent as to the relative merits of the different tires. He has—to his great sorrow—used only Fisk tires. If there are worse tires made, the fact has not yet been discovered. The agents for Fisk tires are all prolific in promises and guarantees until a sale is effected, after which they confine their activities mainly to making insulting remarks and writing insinuating letters. As twisters of truth and jugglers of facts they rival the Evil One. If there is an honest or reliable man connected with the Michigan agency, he has evidently passed through Grand Rapids without stopping off. A Detroit auto owner recently stated to the writer that he could go to the Michigan headquarters in Detroit any time and obtain a new Fisk tire in exchange for an old one without its costing him a cent. He invariably asked the salesman how the company could play even on such a deal and was always told that it was the policy of the company to treat Detroit people generously and "make it up on the suckers throughout the State." The writer pleads guilty to being one of the fish thus referred to, and, unfortunately, he will have to buy a new machine in order to elude the clutches of the most disreputable gang of tricksters and falsifiers and

botch workmen that ever disgraced the automobile industry. If our Cadillac correspondent deliberately seeks to make life a burden and wishes to menace his chances in the Land of the Leal he is cordially commended to select Fisk tires for his new machine.

To Kill Rats.

A butcher who sent a dollar for a "rat killer" received two blocks of wood with the following directions: "Take the block which is No. 1 in the right hand, place the rat on No. 2 and press both blocks smartly together. Remove the unfortunate and proceed as before."

Better an impediment in the speech than in the brain.

Sheet Iron Heaters

For Early Trade

We have a big stock on hand and can make you prompt shipment.

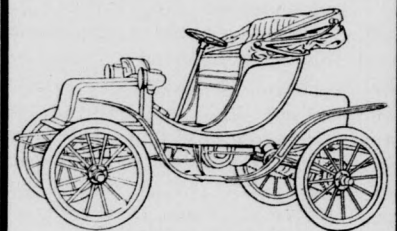
Write for catalogue and price list.

Wormnest Stove & Range Co.

Grand Rapids, Mich.

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

BABCOCK



Model 5 \$1,400

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

We will be glad to give you demonstration on request.

Ask for Babcock catalogue.

ADAMS & HART

47-49 No. Division St.
Grand Rapids, Mich.

Some Reasons Why Boys Leave the Farm.

I have lived forty years in one of the best farming districts in the United States. In my section to-day there scarcely is a farm owned or cultivated by young men who inherited the land from their parents. The boys for the most part have the professional or trade craze; they go for a few months to some commercial school, or mayhap the State University, and get "too fine haired" to work on the farm. The hard work their fathers have done becomes distasteful to them, and they drift to the city under the delusion that they will "strike it rich" there and score a "hit" in the world.

The parents of many of these boys are to blame. They indulge the farm boy too early in his ambitious dreams, and not until the young man comes home, having made a failure in a profession for which he was not fitted, do they get their eyes open. There are farmers in my State who hire all their help when they have boys who could and should help at home until they are 21. It is deplorable, but it is true.

I have in mind a boy who is a fair example of what I mean. Joey was a bright lad. He had an excellent standing at the country school. His brawn and brain were exceptional. His parents thought that their Joey was destined to cut a great swath in the professional world. Joey wanted to become somebody. He tired of the farm. He had read of gigantic legal fees and didn't see why he couldn't rake a few of them in. He left the farm and read law at the county seat, then tapped a law school and got some additional learning there, while the "old man" footed the bills.

Well, Joey was admitted to the bar and hung out his shingle, not at home, but in a large city. He soon discovered that the legal ground had been pre-empted. He closed his office, gave up law and went into medicine, persuading his parents that he was cut out for a doctor. They put a plaster on the farm to help Dr. Joey along. He was too proud to go back to the farm and whistle again behind old Dobbin.

Some of the money obtained by the mortgage went into margins and was lost. At last the young Esculapius took down his shingle. It was the second time. The farm could have been retrieved by good hard work, but Joey was not a retriever of that sort. The farm was sold, leaving the old folks a pittance and a poor home. What became of Joey? When I last heard of him he was operating a peanut roaster on a street corner in Denver.

Comparatively few farm boys to-day stick to the farm. The city lures them. The day of jeans gives way for the dress suit, the easy life, the office and, too often, the cigarette. There are schools that teach what is called practical farming, but when the boy gets through these he does not go back to the farm, but takes up something else. The renter seldom cares how he runs the farm; the boys, when at home, used to keep it spick and span.

If you were to enquire into the true

inwardness of the mortgage, in nine cases out of ten you would find that it came because the boys drifted away from the old homestead. It is the story of Joey over again.

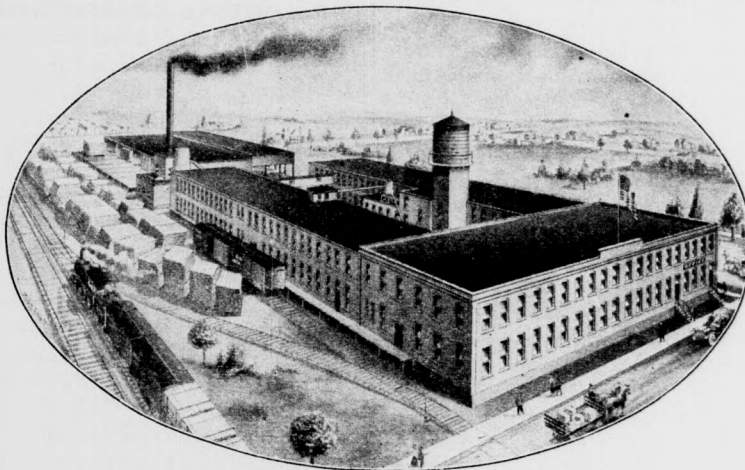
Years ago when the boys were contented with farm life the old place prospered. The glitter of the city, the bait of profession and trade did not lure them. It is different now. Where one farm lad has succeeded in the city thousands have gone down in the vortex of failure. Now and then one such comes back to the farm, but as a rule they are ashamed to face old scenes and old friends. They no longer are fitted for farm life. The boy who sticks to the farm until he is 21 is a rarity nowadays. Unless this trade and profession craze is checked among the farm youth the life wrecks found to-day in every city will swell into incredible proportions. One boy succeeds in the great city and his success is blazoned to the world; the thousands upon thousands of failures never are heard of.

T. C. Harbaugh.

How Chance Occasionally Shapes Men's Lives.

Many men and women move forward so easily into place and position that they little realize what others, by some circumstance kept from such security, or losing having once obtained it, must undergo. The moods and feelings of those who have the place to give oscillate so much that at different times the most contradictory qualities may commend a man to them. An employer may wish for the conventional recommendations at one time and at another he may despise them, according to what has been his latest experience in hiring men or the reaction from that. A chance word which might bring about happiest results in one place is the casting die that brings loss in the other.

Sometimes a manager wants for a certain place a different sort of a man from the one he has had. The other man had ability, experience, but perhaps the very thing that "killed" him in the eye of the manager was



New Plant of the Grand Rapids Fixtures Co.

An indication of the marked development in store equipment is furnished in the new plant of the Grand Rapids Fixtures Co. This company has now what is considered one of the leading wood-working factories in the United States. The new building covers over two acres, and has over 90,000 feet of floor space used entirely in the manufacture of show cases. Electric power is employed throughout. The Grand Rapids Fixtures Co. in this plant has seemed not only to have solved all problems of economical manufacture but also is enabled to guarantee its customers prompt delivery, which is frequently so necessary in store equipment work.

Recent Business Changes in Wisconsin.

Appleton—Frank Gerhauser, one of the best known traveling men in Wisconsin, is dead at his home in this city, the result of an accident at Iron River about four weeks ago. Mr. Gerhauser had been traveling in Wisconsin for twenty years.

Stevens Point—The Western Wall Paper Co.'s plant has been closed and arrangements are being made to settle with creditors. The company has been operating outside the trust and, it is said, lacked sufficient means to conduct the business.

Kenosha—Involuntary bankruptcy proceedings have been instituted against the Visible Typewriter Co., of this city, and Carroll Atwood has been appointed receiver. The liabilities are estimated at \$90,000, with assets including the plant and other property.

A man with an empty head is better off than the man who loses his head.

some excellent quality that hindered him from filling the place without friction. In such positions man after man often is tried out until a day comes when the match is found for the real disturbing element, often a time server and a bully who hides his contemptible qualities under the cover of a better man's impatience and exasperation. It takes another bully to deal with him. When something is "rotten in Denmark" and the ruler is blind to the real cause of the rottenness, the getting and holding of place in that kingdom usually are influenced by the most unreasonable elements.

A chance encounter between two men may change the fortune of a third man for all time. An employer who has a place to fill meets a friend on the street and says: "Where shall I find a man for taking charge of my work out yonder?" The reply is: "I know just the man for the place," and the thing is as good as settled then and there.

To be well known by the one who

has patronage to bestow may help or hinder the candidate for a place. Some men will give a position to a man whom they know in preference to any other, although he be lacking in capacity to wholly fill it, while others, perhaps because of a certain jealous element in their nature, never will help forward a man with whom they are well acquainted. They rather run the risk of employing a man compounded of faults than take the one whom they know all about.

There are some employers who try to secure men of shining ability, while others actually prefer those of mediocre talent, and will tell a promising candidate so. They even will go so far as to say that at the present time they do not want a clever man or a well informed man. What they do want is a meek man, an inexperienced man, whom they can mold and who will stand any amount of kneading without revolt.

The great employment agencies for the most part work for the mediocre and the average man. In some cases they will even tell those of a higher grade that they can do nothing for them, although the higher grade person is more in need of and as willing to accept the salary these same low grade people are getting than any among them.

A useful nonentity gives less trouble on the whole than a man of mark. Whatever the stupidities of such people cost the loss in some part is made good by the fact that they never are "difficult." An outspoken man is likely to be considered injudicious if not outrageous, and although an employer may encourage suggestion he never is willing to take it from such a one, it often sounds too much like criticism when put straightforwardly. A dullard is the one advanced when promotions are made; some other man may be in the exact line of succession and yet not be advanced.

The man or woman who answers want advertisements often is much perplexed when he compares the lack of attention he receives in some cases with that which he receives in others. All sorts of trifles have determined both circumstances, but he is ignorant of what they are. Sometimes a man has not enough of attainment, sometimes he is unfitted, and again he has a superfluity of qualities for the position. C. S. Maddocks.

Smoke and Germs.

"The murderous microbe detests the fumes of tobacco, which are a splendid disinfectant," asserts a medical man. "The following recent experiments went to prove this:

"Smoke from a cigar was blown across a slip of linen which had been dipped in a fluid containing thousands of virulent germs. When the cigar was finished the linen was immediately placed in a bowl of beef broth, where common microbes are expected to multiply with astounding rapidity.

"To the surprise of all doubters, it was found that the smoke had had the effect of delaying the growth of the organisms, that the majority of them were dead, and that those which lived never fully developed."



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E. A. STOWE, Editor.

Wednesday, September 18, 1905

WEST MICHIGAN STATE FAIR.

There is a popular delusion as to the public sale and use of intoxicating liquors which holds, briefly, that it can not be controlled and, if control were exercised, that the spirit which prompts the drinking of liquors would become intensified and results would be worse than would have been the case had the matter been left undisturbed.

The recent exhibition of the West Michigan State Fair knocked various kinds of holes into that delusion so numerous and so easily that there is no room for argument. The sale of spirituous and malt liquors upon the grounds controlled by the Fair Association was prohibited and prevented, and it was accomplished completely and without turmoil of any character.

And the West Michigan Fair of 1907 was an ideal event, the best by long odds ever held on the Comstock Park grounds and the largest kind of a merit mark to the credit of the Board of Directors. It was ideal because a man felt absolutely certain that he could take his wife and daughters to the Fair and visit any point on the grounds without being compelled to meet maudlin, disgusting creatures wallowing in their filth of drunkenness and without being in constant danger of the brawling profanity and howling vulgarities of some whisky crazed bully.

Everywhere on the grounds were well dressed, perfectly rational people having a good time, and without doubt, the absolute certainty of freedom from intemperance placed everybody upon a comfortable footing, so that the fun was genuine, the companionship was real and the pleasure was natural and unalloyed. It was a result well worth the while because it demonstrated the fact that high-balls, cocktails, gin rickies, beer, and the like, are not essential to the success of the West Michigan Fair.

"Yes, keep out the sale of beer and liquors," said many of the opponents to the stand taken by the Fair Directors, "and the grounds will be filled with drunken persons who will carry their liquors in bottles." Others predicted that there would be more drunkenness than ever if the sale of intoxicating beverages on the grounds was prohibited, and gave as

the reason that other old popular delusion: "When people find they can not get their drinks they want them worse than ever and will get them somehow." None of these dire forecasts came to pass.

It was not only in the matter referred to that the West Michigan Fair was a success. The exhibits were not only more numerous, larger and of a better grade than ever before, but they were displayed to better advantage. This was largely, but not entirely, due to the new carriage building, which proved to be a most attractive feature. Surely no better exhibitions of cattle, horses, sheep, swine and poultry were ever made in Grand Rapids, and beyond question the machinery and implement dealers were better served and better pleased than ever before. The exhibits of vegetables, grains, fruits and flowers were excellent, while the miscellaneous exhibits in the main building reflected great credit upon our local mercantile institutions.

There were two exhibits of especial interest which, necessarily, could be examined only superficially, but which, either one of them, were entitled to conscientious, careful study: First was the educational exhibit from the city and from various district schools, which showed clearly that the kindergarten and primary branches furnish good initial groundwork for the development of all sorts of talents in harmony with the varying temperaments of children. Next was the exhibit made by our Grand Rapids Public Library, for which much credit is due to Librarian Ranck and his assistants. Chief, perhaps, among the enlightening features of this showing was a comprehensive insight as to the resources and widespread purpose of our library and the ease with which any citizen may avail himself of those resources. Thousands of our citizens do not accept the privileges of our library for the reason that they do not know the process to be observed by them and do not have even the slightest conception as to the broad and generous policy of the management of the library. Undoubtedly, the display and the accompanying explanations made at the Fair will remedy this lack of information to some extent.

Because of the two days of rain at the beginning the programme of races could not be carried out. The special free attractions offered in front of the grand stand were only fair—not up to the standard. The air ship made three successful trips and one that was a fizzle, and the successful flights were made at so late an hour each time that fully 50 per cent. of the people who had hoped to see the thing fly were required to leave the grounds too early to enjoy that experience.

When all was so satisfactory it is too bad that there was anything to be criticised. It is no less than an outrage to compel men, women and children to put up with the stinky, poorly ventilated, filthy and wholly inadequate latrines upon the grounds. There should be spacious, well lighted and perfectly ventilated accommodations of this character in at least half a dozen different and well chosen locations and each one should

be in charge of competent and conscientious attendants.

While this is a most important feature, which should be attended to before another Fair is held, there is yet another improvement of equal importance which should be made before the West Michigan Fair opens again. And that is a rearrangement and enlargement of the exits from the grounds to the street car waiting-shed. It is not only cruel and dangerous to permit a repetition of the helter-skelter scrambles for the cars witnessed last week, but it will be a parsimonious, short-sighted policy not to correct this evil. Moreover, the Grand Rapids Railway Co. is entitled to meet the cost of fixing the exits and platforms as they should be arranged and of contributing toward providing an adequate force of attendants to control the anxious, tired and excited crowds as they make their way to the cars that are to take them back to the city. A little study of the street car practice at Detroit during Fairtime would not come amiss.

THE LOOTING OF NEW YORK.

John F. Ahearn, President of the Borough of Manhattan, while he has been placed squarely and without equivocation upon the Gridiron of Investigation, has not yet resigned the position to which he was elected and whose term of office will expire in December 1909; and thereby hangs a tale:

On November 23, 1906, there was published a somewhat voluminous statement of facts about the administration of the Borough of Manhattan, prepared and issued by the "Bureau of City Betterment." This statement covered the administration by President Ahearn during the years 1904 and 1905.

President Ahearn, on the same date (Nov. 23) addressed a letter to Mayor George B. McClellan, referring to the published statement and requesting the Mayor to at once cause an investigation of the affairs of the office of President of the Borough to be made by the Commissioners of Accounts. Ten days later (Dec. 3, 1906) Mayor McClellan directed the Commissioners of Accounts—John C. Hertle and John Purroy Mitchell—to make the desired enquiry.

On July 16, 1907, the report of the Commissioners of Accounts was published with their acknowledgment of thanks to the Bureau of Municipal Research (formerly Bureau of City Betterment) and to Mr. Marvyn Scudder, expert accountant and investigator, representing the Corporation Counsel, for their assistance.

The report in question not only bears out the presentation of facts which caused Mr. Ahearn to ask for an investigation, but emphasizes those statements by tabulated exhibits, comparisons of dates, figures and sworn testimony given in Court which show bold-faced chicanery and practical politics as a matched team, with Mr. Ahearn as the sole manager. At no time during the investigation did Mr. Ahearn come before the Commission to explain his knowledge of the official acts of his subordinates or his method of conducting his De-

partment. Contrary, he and several of his chief subordinates refused to testify before the Commission.

The report finds, first, that as Borough President he delegated no executive discretion to the Commissioner of Public Works (his chief assistant) nor to the heads of Bureaus, so that the entire responsibility for the acts of malfeasance and the inefficiency revealed by the investigation rests wholly and absolutely on Mr. Ahearn.

Not only has the Bureau of Municipal Research accomplished this much, but the City Club of New York has asked Gov. Hughes to relieve Mr. Ahearn from the office to which he was elected on charges of neglect, incompetency, waste of public funds and of retaining in his department subordinates whose incompetency has been demonstrated. And a hearing in support of the investigation referred to and in line with the request of the City Club is now on before Gov. Hughes.

It is to be hoped that the campaign so well begun by the Bureau of Municipal Research may—while it has already demonstrated the value of the principle of intelligent and honest supervision of municipal offices, while it shows the absolute need there is for intelligent accounting—so impress and inspire the electorate of the Borough of Manhattan that the District Leaders in Tammany Hall or any other political association may not, through their large and thoroughly disciplined organization, wheedle, browbeat, drive or buy their ways into power and to the final looting of the municipal treasury. Gov. Hughes is a very strong man and the constitutional authority at Albany is ample, but the Bureau of Municipal Research is not yet through its slumming excursions into the highways and byways of the various Assembly Districts of Manhattan.

ALL-AROUND SURPRISE.

Old campaigners who were interested in the Good Roads District proposition confidently figured that it would be defeated in the city precincts by about 1,000 votes and that the majority in the country precincts in favor of good roads would wipe out the opposition in the city and give the measure a majority of perhaps a thousand votes.

Uncorrected returns show that the majority in the city opposing the proposition was only 359 votes, while the record in the country districts—rendered almost impassable by the fearful rain storm—shows a total vote of 278 and a majority in favor of good roads of 188.

No better illustration as to the value of good roads can be required than that which is in evidence to-day in the rural districts and which will continue during the next fortnight when those who have loads of fruit and other produce to haul to market will be required to spend extra time and labor—which means dollars—in getting their products to the consumers.

The babbling brook, like a babbling man, is unable to keep its mouth shut.

CHINA'S GREAT EMPRESS.

The announcement comes from Shanghai, China, to the effect that the old Empress Dowager, feeling the weight of years and growing infirmities, has determined to descend from power on the next Chinese new year and live for the balance of her days in retirement. It is reported that secret councils have been held, and it has been arranged that the Emperor shall assume the active control of the imperial office on the retirement of his aunt. Although the present Emperor, Kuang-hsu, has reigned since 1875, he has been only nominal ruler, except for a few years following his marriage in 1889. His ideas of government developed such amazing notions of reform along Western lines that about a decade ago the old Empress Dowager practically removed him from power and herself resumed the reins of government, although always acting in the Emperor's name.

Tzu-hsi, the Dowager Empress of China, is a most remarkable woman and is entitled to be considered as one of the foremost women rulers of modern times, judged, of course, by Oriental standards. She was of obscure birth and first became prominent as a favorite of the Emperor Hsieng-feng. After dominating the Emperor and the court for years, it is related that the former tried to break up her influence and died suddenly to be succeeded by the son of the Empress Dowager, who in turn died, leaving the succession to the Empress' nephew, the present Emperor.

By what influence this remarkable old woman has retained complete control over the Government of China it is difficult to understand. According to Western standards, the Empress would have no royal status whatever, much less the right to reign as regent in the place of her nephew, the Emperor, who as the son of the old Emperor's brother is the legitimate and rightful Emperor. Yet it is unquestionable that the rule of the old Empress is accepted without question all over China, and such men as the late Li-Hung-Chang and other equally prominent viceroys have been her staunch supporters and loyal subjects.

Up to and including the time of the Boxer rebellion the Empress Dowager entertained reactionary ideas and vigorously combated all efforts at innovation and reform. Since the lesson of the Boxer rebellion there has been a great change in China in the direction of the adoption of modern ideas and methods, and, wonderful to relate, the old Empress Dowager is credited with having initiated the change and with persistently urging upon her government and the leading viceroys the necessity of modernizing methods of government, the Army and Navy and the customs and laws of China.

It will require official confirmation to convince the outside world that this masterful old woman is about to retire, or that she is likely to relinquish control as long as she lives. It may be doubted if the best interests of China would be subserved by

the turning over of the government to the present Emperor, who is clearly an incompetent, otherwise he would not have permitted himself to be superseded by his aunt. As the Emperor is childish and no successor to the throne has so far been publicly designated, the retirement of the old Empress might mean trouble ahead for the present Manchu dynasty. Discontent and rebellion are already rife in some parts of the big Empire, and were the strong hand of the old Empress removed, the revolts might easily assume serious enough proportions to prove dangerous to the dynasty.

Out of the brains of amoebas science has heard words of wisdom, or, if not words of wisdom, signs of choice. All agree that the amoeba is one of the most primitive forms of life. This microscopic creature, a unicellular morsel of protoplasm, undoubtedly has the power of choice. It exercises this power whenever it eats. Diatoms enveloped in flint are its favorite food. When an amoeba comes in contact with one of these minute vegetables it swallows it through an aperture, a mouth, which it conveniently makes wherever an opening is needed. But when the amoeba comes in contact with a small grain of flint he leaves it severely alone. He does not treat it as he does the flinty envelope of the diatom. Another wise little animal is the amphileptus meleagris, which swims by means of cilia. When he encounters another infusorian, the epistylis, that anchors itself by means of a long stalk, he feels the latter and partly encloses it in his pliable body. He then fastens himself on the upper part of his victim, opens his huge mouth and slips over the little epistylis like a glove finger slips over the finger of the hand. Then, having wrenched the epistylis from its anchor by twisting, he completes his generous meal. Here seems to be demonstrated not only power of choice but also real intelligence.

Charles Linsenmann, of Salem, Idaho, has commenced an action against Emma Hauser, of St. Louis, for \$18,400. Linsenmann formerly lived in St. Louis, and he says he turned the money over to Miss Hauser early in 1904, because he was not on good terms with his wife and did not want her to know where he kept his money. Emma attends the bar in her father's saloon, and he claims that she told him she knew of some gilt edge investments. She now declines to talk about it, saying she has retained counsel to take care of her interest. The man who preferred a bar maid to a bank as a depository for his cash will have little sympathy if he never sees it again.

A wealthy Pittsburg woman who had expressed an intention to do something for charity died without making a will. Her relatives have decided to distribute her money as they think she intended to bestow it, a large portion going to charitable institutions. There are some honest and honorable people even in Pittsburg.

NEW THEORIES OF MATTER.

The riddle of the ether is the biggest puzzle before the wisecracks of the moment. The view now accepted provisionally by all scientists is that matter is made up of electrons or infinitesimal masses of ether, moving about freely and endowed with a definite mass and bulk. If our eyes possessed many million times the power which is theirs we should see in a lump of platinum a space closely packed with atoms the size of footballs in unceasing movement. Could we magnify these footballs to the size of a church, instead of solid substance we should find emptiness. In each of the atoms, now raised to the size of a church, some thousands or tens of thousands of electrons, each no bigger than a period, would be whirling round with inconceivably rapid movement. These electrons would hold empty space like a garrison and prevent all intruders. Sir Oliver Lodge has distinguished support when he arrives at the conclusion that there is a sense in which what we call the ether may turn out to be fifty thousand million times the ordinary material density of platinum. So that the ether would be the heaviest, the most solid substance conceivable; and what our senses represent as mass and weight really would be the comparative absence of mass. The theory which Prof. Osborne Reynolds laid before the scientific world in 1902 was similar. Matter he held to be the deficiency of mass. The universe is made up of cosmic grains which are the electrons of ether under another name. Where the space between the grains was large the surrounding masses of grains pressed upon this space and formed what our senses feel to be matter. This theory had a rare merit of giving an intelligible account of gravitation, a force which as yet has eluded scientific explanation. Because of the immense paradoxes involved this theory did not find immediate acceptance, but toward it the world now is moving.

The circus business is about to go the way of other amusement enterprises. With the end of the present season, it is stated, the Ringling Brothers will own practically all the circuses in existence. Some time ago they acquired the Forepaugh and

Sells Brothers shows and now they have purchased the Barnum & Bailey interests, which includes Buffalo Bill's Wild West. The Ringling brothers are five in number and they have made their own circus a great success. They started as a railroad show in 1880 and have steadily added to their aggregation until it now is about the biggest and best. The circus business has enjoyed great prosperity in this country and American shows have made many successful tours in Europe. Competition has often been keen between rival managements, and they have frequently followed each other around the country with little intervals between their dates. Lately there has been an understanding by which territory has been divided, and better profits have been therefore realized. The Ringling Brothers' monopoly will probably not be quite complete, as there are several small circuses which may in time develop as theirs has done.

The Washington correspondents have begun to speculate as to the matters that President Roosevelt will discuss in his forthcoming message to Congress. They assert that this message will be the longest one the President has ever written, and that it will be not only the most comprehensive but the most radical declaration on national questions he has ever delivered. How they know all this in advance they do not explain, but they probably feel that nobody but the President can dispute their statements and he, of course, will let his message speak for itself when the times comes. There are, naturally, a great many subjects upon which it is entirely safe to predict that the President will have something to say, but all will have to wait until December to know his precise views. Whatever the President recommends for the action of Congress will, of course, deserve and receive careful consideration, as he is not only the head of the Nation, but the real leader of the party in power in the Nation. There is no need to advertise his message in advance. It will be universally read.

Fame is so awfully slow that when it does finally come to the average man it is compelled to roost on his monument.

WHERE THE WIND, WATER AND WEATHER GET IN THEIR WORK

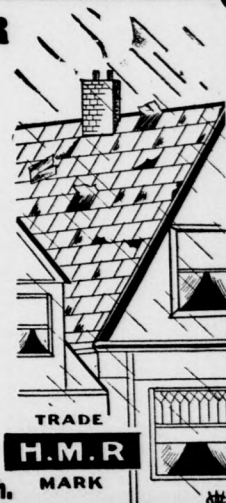
The roof is the first place the elements attack a building—sun, rain and wind bring rust, rot and decay to wood and metal roofs.

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

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

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

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



THE GRAND ARMY

Review of the Great Work It Accomplished.*

The more I study the Civil War the more comes to me the assurance that the members of the Twenty-first Michigan Infantry have no reason to deplore that they are survivors of that organization. Its history has not been fully written, but when it shall have been, as I sincerely hope and trust it will be, its usefulness, sacrifices and loyalty to the cause for which it was called into being will give it a high place among the notable organizations of the War of the Rebellion. There has never been and never will be any reason for regret that we were members of that regiment. Its valor, skill and accomplishments stand as monuments to its greatness and fidelity to the Union and to the State of its birth. No words of mine can add anything to its record. Time will strengthen the memory of its deeds and our names be covered with glory as partakers in its victories. To have been members of a regiment on whose banners are inscribed the battles of Perryville, Stone River, Chickamauga, Chattanooga, Mission Ridge, The March to the Sea and through the Carolinas, Averysboro and Bentonville, whose flag never trailed in defeat or retreat, whose commanders have secured high places and honorable names in the Nation's records since the war, is glory enough for any man, and we have a just pride in the fact that it was our regiment, that we made its history and that it will go down the ages as one of the brave, loyal and successful regiments of the Civil War.

We recall to-day with sorrow the names of our comrades who fell in battle or died in camp or hospital, but with a joyous remembrance of their valor, their bravery, and we gladly give to them the greater glory of our achievements in that they have paid the full measure of the sacrifice demanded and have entered into their reward. "Verily, their works do follow them."

It was a band of boys that enlisted in 1861 to 1865 to fight the battles of the Civil War. Let the figures show: There were 47,000 forty-four years of age, 160,000 twenty-two years of age, 2,159,798 twenty-one years of age and under, 1,151,438 eighteen years of age and under, 844,991 seventeen years of age and under, 231,051 sixteen years of age, 2,000 fifteen years of age, 300 twelve years of age and 225 ten years of age. Let me speak to you survivors of that noble band of boys and, if I can, say something that shall increase our devotion to the land for which we marched, fought and bled.

The population of the United States has increased in forty-five years since the Civil War from about thirty million to above eighty-four million. The wealth has increased from seven billion dollars in 1850 to one hundred and seven billions in 1904, the last year for which figures are available; the per capita wealth, which in 1850 was \$300, was in 1904

\$1,310. The public debt, which in 1864 was two thousand six hundred and seventy-five million dollars, is now but nine hundred and sixty-four million; the per capita indebtedness, which in 1864 was \$76.98, is now but \$11.46, while the annual interest charge, which then was \$4.12 per capita, is now but 28 cents per capita. The money in circulation, which in 1850 was \$278,000,000, was in 1896 \$2,736,000,000, and the per capita circulation has increased in the same period from \$12 to \$32.32. Bank deposits have increased from \$2,000,000,000 in 1875, the first year for which we have any available record, to \$12,025,000,000, and savings bank deposits have increased from \$1,000,000 in 1820 to \$3,025,000,000 in 1906, and the number of depositors from 8,636 to 81,027,192. Imports of merchandise have increased from \$91,000,000 in 1800 to \$1,226,000,000 in 1906, while exports have increased from \$71,000,000 to \$1,744,000,000. The aggregate banking power of the United States—that is, capital, surplus, deposits and circulation—is more than \$17,000,000,000, while the total of all other nations is approximately \$23,000,000,000. Such enormous banking resources show the country's ascendancy in finance and industry.

The foreign commerce of the United States for the six months ending June 30, 1907, approximates \$3,300,000,000, which places the American world-power in the three billion dollar class in its trade among the nations on the markets of the high seas. There are three other nations in that class—United Kingdom, German Empire and France. But in rate of commercial growth, as in volume of native resources, the United States ranks first. American exports reached the large figure of \$1,850,000,000, or about 60 per cent. of the total trade. The exports consisted of nearly \$520,000,000 of food stuffs, close upon \$600,000,000 of crude materials for manufacturing, and over \$750,000,000 of manufactures, the latter being in part furnished for consumption and in part half-finished for manufacturing. Minnesota, the State in which I live, turns out annually a farm product of \$300,000,000 and an iron ore and lumber product of \$100,000,000. St. Louis county alone this year will ship out over thirty million tons of iron ore and the banks of the State carry deposits of \$220,000,000. Railroad gross earnings for the fiscal year ending June 30, 1907, will reach \$2,575,000,000, and the wages paid to railroad employes for the same period will exceed \$1,025,000,000. It is estimated that the net earnings of the railroads will reach \$840,000,000. The marked fact that stands out in the above comparisons is that railroad wages to employes increased more than the net earnings to meet the dues of capital. The earnings of a single corporation have reached the enormous sum of \$161,000,000 in a single year, while the total annual earnings of the iron and steel corporations are estimated at over \$300,000,000. The earnings of the copper industries of the United States will exceed \$100,000,000 yearly. The life insurance corporations of the United States

hold of the people's money \$2,706,186,867 and carry \$13,364,009,759 of insurance.

In the great manufacturing industries evidences of progress are equally apparent. The number of people employed in manufacturing has grown from less than one million to five and one-half millions, the wages paid from \$237,000,000 to \$2,611,000,000 and the value of the products from one billion dollars to nearly fifteen billions in 1905. No nation in the history of the world has a record comparable with this. The expenditure for the public schools has grown from \$5.62 per capita to \$12.46 per capita of population five to eighteen years of age, or nearly \$300,000,000 per annum. The pensions paid to the soldiers of the Civil War exceed three billion dollars or more than the entire cost of that war.

The war left the South bankrupt. In the past six years the value of the cotton crop alone exceeded by \$1,185,963,100 the total value of the whole world's output of gold and silver. In the past two decades the Southern States have produced 184,182,400 bales of cotton, having a value of \$7,929,530,837 in gold. The exports of raw cotton have brought to the country more than two billion dollars in the last six years. In 1896 the South produced 3,467,000 tons of pig iron, \$641,720,000 worth of cotton, \$20,000,000 of farm products, \$300,000,000 of lumber, and the assessed value of her property was \$8,025,000,000, an increase of nearly 100 per cent. of that of 1890. The close of the war gave to the Southern States over four million freed negroes, who had been slaves and who knew nothing or next to nothing of the duties of free men and of liberty. It was not strange that these people should have considered liberty as license. They had never been taught what freedom implied as an obligation upon freemen, and that in the short period that has elapsed since the war these four million freed slaves should have become almost entirely self supporting and in very many instances wealthy is little short of a miracle. Negro industrial schools are doing a grand work among the colored people of the South and will soon have solved the question of the right of the colored man to the ballot and his ability for self government. Of the achievements of the Civil War two stand out as pre-eminent: First, saving the Union, establishing, as we believe, forever the fact that a government of the people, by the people and for the people can endure; and, second, the abolition of slavery and the emancipation of the negroes in the United States. If only these had been accomplished by the War of the Rebellion and the sufferings of the people on both sides it would have been glory enough and should call for our gratitude to God that we were permitted to have been of those who sacrificed to bring to our nation so glorious a consummation.

The United States has not only become the richest nation in the world, but commands the respect of all the nations of the world. This respect

is not for the strength of its armies, its battle ships or its trained soldiery alone, but more from its form of Government has it won the admiration of the world. It has drawn to its shores from all the nations of their best citizenship to become a part in the building of a nation composed of the best blood and races of the world, combined into a new nation that shall be the American nation of the future. While the Government has been the potent factor in this gathering together of the people of all nations who have come to our shores for new homes, our people have been and are so enterprising, persistent, aggressive and charitable, maintaining the greatest freedom possible, with only such safeguards as have seemed necessary for the highest good of all the people, that we have won the respect and love of all the world. This success has been due to the intelligence of our people and our geographical situation. Our nation has set a standard for womanhood that has been the admiration of the world and has placed her the equal of man everywhere and made her influence greater in all civilized nations, and this is one of the noblest monuments of our greatness. We have lived to see the Government we fought to save undivided and free, first in war, first in peace and first in the hearts of all the world. American homes are the best homes. The poor have more of comforts, better opportunities for advancement, more educational privileges, more freedom than in any other land. Our public school system is the standard for the world. Our religion is better suited to the highest citizenship and highest attainment because here everyone has the right to worship God according to the dictates of his own conscience, regulated only by wise laws applicable to all alike.

Working men have never enjoyed so many privileges as now in the United States and, unless hampered and distrusted through combinations in labor unions, will continue to enjoy still more and become more and more important factors in the nation. There is danger in the combinations of trade unions. No organization can permanently succeed which is built on selfishness and greed or that overlooks for immediate success the greater and lasting success of righteousness. The organization of workmen for their mutual advancement is both proper and right, so long as its aims are confined to advancement in material good, educational privileges, better facilities for trades, better opportunities for the wives and children, better homes, better conditions every way, but when combinations seek to control all workmen in a single organization subject to the dictation of a single man, or set of men, who use the weapon of strikes for the accomplishment of their own ends, without regard to the highest good of the greatest number, then it becomes a dangerous element and threatens the life and well being of the nation itself. We need but to refer to recent developments in the West, and to a recent trial in one of our Western States, to prove

*Address by Marcus W. Bates, of Du-luth, at annual reunion 21st Michigan Infantry.

the assertion of the dangerous nature of labor organizations, as now constituted and controlled. When labor organizations seek to awe the courts and demand release of criminals publicly, and resort to criminal practices secretly for the accomplishment of their designs, it is time to stop and consider the results of such methods upon the nation and to enlist every loyal man and woman to step into the breach, sacrificing everything, if necessary, as we did in the sixties, that the nation may be saved from the control of such a combination. Here lies the greatest danger to our nation to-day—the spirit of selfishness and greed—as manifested by the labor trust, and by some of the large corporations and trusts. The only safeguard and remedy for these dangers is righteousness, trust in the living God and the highest good to the greatest number. With a firm reliance on these ideals our republic will live, bring the world to a dependence on God and a knowledge of our Lord and His Christ. Then, and only then, shall what we fought for have been won indeed and our nation placed on a solid and sure foundation, from which no wars or rumors of wars shall shake it, nor any trouble mar its usefulness or defeat its triumphant development to perfection, as a Government of the people, by the people and for the people.

The use the Government is making of its surplus wealth appeals to every good citizen and cheers the heart of every good soldier. Millions are going into the reclamation of the arid deserts of the West and swamp lands of the South and Northwest, making lands now barren and desolate to "blossom as the rose" and become the happy and prosperous homes of thousands of our people. Over fifty million dollars have already been appropriated and the work is under way, while over one hundred and twenty-five millions more have been appropriated to be paid as fast as the work can be undertaken. The building of good roads, improvement of harbors, rivers and inland lakes, the movement to bring public utilities under direct control of the states and General Government, the prosecution of crime in high places without regard to condition or standing of the criminal, the growing desire for better municipal government, the determination of the Government to retain the land for the people and to prosecute all unlawful infringement upon the public domain, the setting aside of large forest reserves, the purification of the ballot, the care of the indigent and insane, all show a high and noble purpose on the part of the nation certain to be of incalculable benefit to all our people and are most hopeful and cheering signs that should be pushed along by every good citizen and can bring only joy to the heart of every soldier of the Civil War. We fought for better things than we ever dreamed of, comrades, and are living to see our fondest hopes more than realized. The thoughtful care for old and indigent soldiers and their dependent ones can but inspire every thoughtful one among us to a higher appreciation of this Government of ours

and demands the best efforts of our lives for its highest good, without regard to party or conditions. Comrades, let us strive to help along this higher development of the land we saved from continual strife and civil war and remember there are ways and means we have overlooked, if we will but seek them, through which we may help accomplish this most desired result for the land we love so well and for which we gave so much. What though our years are nearly numbered, our heads whitening and the shadows are gathering around us as we linger in the Beulah Land and dream of that Better Land just across the river where so many of our comrades have gone, and from where we can hear them calling to us, "Move to the fore, Say not another is better than thou, Shame on the manhood that sits on thy brow, Own thyself equal to all that man may, Cease thine evading, God needs thee to-day, Move to the fore." In the words of Bishop Phillips Brooks:

"I plead with you for all that makes strong citizens: First, clear convictions, deep, patient, careful study of Government under which we live, until you not merely believe it is the best in all the world, but know why you believe. And then a clear conscience, as clear as in private interests, as much ashamed of public as of private sin, as ready to hate and rebuke and vote down corruption in the State, in your own party, as you would be in your own store or church, as ready to bring the one as the other to judgment of a living God. And then unselfishness, an earnest and exalted sense that you are for the land and not alone the land for you; something of the self sacrifice which they showed who died for us from 1861 to 1865. And then activity; the readiness to wake and watch and do a citizen's work untiringly, counting it as base not to vote at an election, not to work against a bad official or not to work for a good one as it would have been to shirk a battle in the war. Such strong citizenship let there be among us, and such knightly doing of our duties in the field of peace."

The leading idea of the Grand Army of the Republic for the past ten years has been the proper and more general observance of Memorial Day and teaching patriotism in the public schools. Patriotic instructors have been appointed in most Grand Army posts and considerable work has been done to introduce better patriotic instruction and more love and reverence for the flag in the public schools of the land. Laws have been passed making it obligatory to have a United States flag flying over every school house in the land every day during school hours. It has been apparent to every thoughtful old soldier that if Memorial Day is to be properly observed and perpetuated after we have paid our last tribute and passed on, the citizens of the whole land must become interested to take an active part in such an observance of Memorial Day. The old soldiers can not hope to carry the burden much longer and the thought of Memorial Day being forgotten or its observance losing its

sacred pre-eminence in the land is a sorrow to every one of us. This desire and feeling led in Duluth last Memorial Day to an effort to interest the citizens as never before, and to that end an organization of citizens was formed, to be called the Citizens Staff, to take and carry the burden of the observance of Memorial Day and have the old soldiers as the guests of the city. This Citizens Staff is to include all classes of loyal citizens. Business men, professional men, teachers, clergymen and laboring men all joined this Staff and organized with a constitution and by-laws, elected officers, appointed a membership and Executive Committee and took entire charge of the financial burden of Memorial Day. A wish was expressed to have all the public schools interested and the Grand Army posts undertook that branch of the work. Ribbon badges and flags were provided for each class in the schools, a blue badge for the high school, and a white badge for the ward and parochial schools, while the citizens wore a red badge, thus combining the significance of the red, white and blue of the flag.

About five hundred citizens joined the Citizens Staff and its membership will reach at least one thousand, and it is confidently believed, before another Memorial Day has come around. More than one thousand school children were in the Memorial Day parade and it would have made you happy could you have seen the enthusiasm of that crowd of boys and of the people who saw it. It was a new lesson of patriotism that will never be forgotten in Duluth, and the day was better observed than ever before, and a new standard established for its future that has cheered the heart of every Grand Army man in the county. It is the expectation of the Staff to carry the organization of such Staffs through the State, and then to nationalize it, so that there shall be a uniform observance throughout the land with its perpetuation made certain.

To show how quickly and fully the spirit was adopted, a single illustration will suffice: A few days after Memorial Day a small group of colored children were seen begging pennies along the street. Some one, after having given the penny asked for, watched to see what the children would do, supposing the money would be spent for candy, but, much to his surprise and joy, he soon saw the whole group coming back, each child bearing a small United States flag. They wanted a flag in their homes, too, and did not get one on Memorial Day. I trust every comrade here to-day will go home determined to inaugurate something like this in his home school and town next year. It teaches a love for the flag that nothing else will teach and will bring a joy to your heart that will make you feel young again. Children love the flag, and love for the flag means good citizens and loyal, patriotic homes; and when the country calls its boys again to carry the musket the lesson will have done the needed work and they will be ready, as you were ready

forty and more years ago. In this work I am sure I have your hearty appreciation, and I can but believe that you will be inspired to make the attempt in your homes and schools another year. It pays, and your hearts will grow lighter as you witness the enthusiasm of the children, and they will feel as if they are a real part of the citizenship trying to make permanent the proper observance of Memorial Day in the nation.

Comrades, our days are fast being numbered. The activities of our lives are nearly passed. Our history is behind us. We made most of it many years ago when we were in the ranks of the volunteer armies of the Republic. Of that history no one who helped to make it need be ashamed, whatever his station, and the Republic will ever be grateful to its soldiers of the sixties. I have tried to show you in this brief and simple way that the Republic is worthy our admiration and loyalty, that we have a country we should love and adore above every material interest, that we should be proud to be Americans, whether born an American or are one by adoption; and now, in the words of our lamented War President, Abraham Lincoln, the "first American to reach the lonely heights of immortal fame," let us "highly resolve that this nation, under God, shall have a new birth of freedom, and that government of the people, by the people and for the people shall not perish from the earth."

Louisiana's Frog Industry.

The revenue from the frog industry in Louisiana is something over \$100,000 per annum. The frogs are shipped alive in barrels, packed in moss. Over one million barrels of this living freight are shipped yearly—some going West as far as California. Of course, they are no ordinary frogs, but are carefully raised and fattened, being fed on bread, meal and cracklings.



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What To Do in Your Business—1908.

The train was running along pretty smoothly, and I had had a fine breakfast with Billy Bing and a good many other passengers at Ash Forks, and altogether I should have been feeling fine.

But you know how it is once in awhile. Something in a fellow's make-up scents danger anyhow, and he begins to be apprehensive. It was a bit hot and dusty in the sleeper and so I went out alone onto the vestibule platform, bribed the porter to leave the vestibule door open and the steps uncovered, sat down and began to glum.

I realized that we'd had a great year back in Lasterville. I don't believe that the shoe business was ever so good in that town before, for everybody has had money to spend, the factories have been running overtime, the farmers have been getting good prices for all that they could produce, but, somehow, it seemed too good to last, and so in my mind I began framing cautioning sentences to Mr. Laster about getting ready for 1908 in a very conservative manner. I thought that I would start the letter like this:

"It has been very prosperous with us, Mr. Laster, but we must look for breakers ahead. This unprecedented, bloated, crazy, splashing wave of prosperity can not last much beyond this year, there will be a Presidential election next year, anyway, and everybody knows what that is likely to do to trade, and I tell you that we must be careful. We have only a little craft, anyway, and we, etc., etc."

You know how a man goes on when he begins writing hard luck, apprehensive sentences from several miles away, so that the more emphatic I became in this mind-composed letter the more apprehensive I got, until it seemed to me that I ought to write the letter on the train and drop it off at some station so that a moment might not be lost, for fear that old Mr. Laster, who had been in the retail footwear business ever since it was an exclusive business by itself, might do something hasty about next year which would ruin us.

It's a sort of insanity, I suppose.

"Well, the more I thought the glummer I got, and while I sat there watching the sage and the cactus go by, I heard somebody come out and sit down on the step above me.

"Good morning!" And it sounded cheery.

"Good morning," I remarked glumly.

"You don't act very chipper. I saw you baconandeggsing at Ash Forks and I noticed that you didn't seem to be getting away with quite seventy-five cents' worth of Mr. Harvel's food as per contract."

"It's a hard job in scant twenty-five minutes, anyway."

"I don't know, three cents a minute for all you can eat and go it as fast

as you want to isn't so bad, when you come to think of it," remarked the newcomer, in a satisfied tone.

As I said before I was feeling glum and I didn't want people to look on the bright side of things for me, so I made no reply.

"It's all in the way you feel. Now, in my business, when I'm back home, it's just the difference between a sale and no sale, how you are sizing up on your digestion."

"Ho wyou're sizing up?"

"Yes. That's slang, of course, but it comes in nice with my business."

"What is your business?"

"Shoes."

"Shoes?"

"That's it. The greatest business of the greatest country on the greatest earth we know anything about."

"Yes, it is," I rejoined, sarcastically. "Everything going to the eternal bow-bows."

"Not much it ain't. Everything's growing. Even the years are growing. This year is size seven, next year is size eight. Get the joke? This year, size '07; next year, size '08."

"Yes. I got the joke the first time."

"Well, sir, I've worked that joke on customers every year since the century came. First I said this year is a cack, size one, next year'll be size two, and so on, every year. Well, sir, I had great fun with the babies that got their first shoes Pan-American year. You see, they kept right on growing just even with the years for awhile and it was great sport. You can have lots of fun with your customers in a shoe store if you want to. It don't take much of a joke to amuse a customer, you know, and if you can get a customer to making a joke about your business, you've got him, that is, you've got him or her if you laugh good and hearty, no matter how old the joke is."

"Yes, you have."

"Sure, you have. Now take it when the James Means shoes were the new thing, about every—"

"Yes. I know. They'd say, 'Give me me a pair of them 'Mean' shoes,'"

"Yes, sir. That's just what they'd say. Funny you remembered it."

"I ought to remember it. I heard about every fifth customer say it for years."

"What! Was you in the shoe business once?"

"Was I in it once? That ain't the worst of it. I'm in it yet."

"Glory! Shake! It's a great business, ain't it. Greatest business on the footstool. That's a joke, too, isn't it?" Where are you making people happy? I'm in Scranton, Pennsy, myself. I used to be in Westfield, New York, and I moved to Scranton from Union City, Pennsy. That was the only unpleasant place to do business in, I ever struck, but I got out safe and Scranton is all to the hunk. I want to go home before the fall trade opens up sharp and get ready to buy for spring and summer."

"I tell you," I said, solemnly, "you want to go slow and buy carefully."

"Carefully! Your uncles's first wife! I haven't bought carefully in three years. If I bought carefully I'd be out of sizes all the time. The only way to buy carefully these days is to



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
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Write us.

Hirth-Krause Co.

Grand Rapids, Mich.

buy all you dare with your eyes shut, everything that looks good, and then send in a letter to the factory after the agent is gone to duplicate the order to follow the first shipment twenty days later. That's the way to order carefully these days."

"I don't know."

"You don't? Why? Has your trade been falling off?"

No, best we ever had or I wouldn't be riding on a Golden Rule excursion ticket for 6,000 miles."

"Collections slow?"

"Not very."

"Well, what's the matter? Overstocked?"

"Don't think so."

"Well, what's the glutitism, then?"

"Just because we're all going crazy with this prosperity, and it can not possibly last. I'm just going to write to my partner to go slow when the agents begin to come along with their samples for spring."

"Don't you do it, kind and depressed friend. Don't you do it. Is the partner scared?"

"I'm afraid not."

"Well, don't you worry him then. This year is size seven, next year is a bigger size, size eight, and the goodness knows what width. Don't you worry the partner. He's probably a young fellow and inexperienced and—"

"No, he isn't. He's old enough to be my father."

"And isn't depressed. God bless him. If any one was going to be scared it ought to be the old fellows, but it isn't. They are the lads who know what the troubles used to be in the shoe trade. We don't know anything about it. The good times have come to us and stayed and the old fellows know the signs. If your town is not good come down to old Pennsy and I'll find you territory that's right."

"Our town's good enough."

"That's the talk. They're all good, except Union City, Pennsy, and trade isn't so bad there, it was having to live in that blamed hole that drove me to better things. It seems to me, partner, that the shoe trade just right now is in the most beautiful condition we ever had it. Our styles are pleasing and designs easy fitting; the manufacturers are strong and doing everything they possibly can to help the retailer, prices have crawled up to a figure where it is possible to sell people shoes that one is not ashamed to have go out of the store, and next year is going to be the greatest year in shoe history. And don't you be afraid to load up."

"Well, I hope so."

"Hope so. Why, of course so. I didn't suppose that anybody felt any other way, leastwise any shoe man. I must go right back into the car and write a letter to my partner, for fear he might get some ideas into his head. Now, I'm about three years older than you are, and let me take advantage of that fact to give you a little advice. Instead of writing to your partner to go carefully, tell him to hustle things, have special sales and every way to clear the decks to make room for the biggest stock in 1908 that you have ever had in the store, and then go on and

order it. I tell you this prosperity hasn't come to stay, I say THIS prosperity hasn't, because the prosperity that is coming to the retail shoe trade next year will make this year's prosperity look like a run of hard times."

"Do you believe it?"

"Sure, I believe it. I almost know it. Your Uncle Bill looks like a tall man until you see the giant in the circus. That's the way with this year's prosperity compared to next year's. Not quite so bad as that, perhaps, but near to it. That's the trouble with a good many people. They see or experience something they're not used to and they immediately become apprehensive."

"Supposing there'd be a panic?"

"Well, it wouldn't hurt the retail shoe trade much if there was."

"It did before."

"Sure it did. But times are different now. If there should be a panic now it would be handled as part of the day's work in the regular order of business, and the retail shoe man wouldn't know anything about it. And, besides, there isn't going to be any panic, Presidential year or no Presidential year. Gee! I'm afraid I'm not going to get home in time to greet the early salesmen. I wish I was. I'd like to have Dick Lahey from Rochester, N. Y., yank a woman's fancy welt lace out of its little stocking and hold it up in front of me and say, 'Two-sixty-seven, net per,' and hear me get right back faster than he can get it down on the three-sheet book, 'Three dozen double AA, 3½ to 5½; three dozen A, regular; three dozen B, regular; six dozen C, regular; six dozen D, regular; three dozen E, running to seven, and three dozen EE, running to 7½.' I'd just like to be there to roll that out as fast as I could talk."

"Mercy! Do you order like that?"

"Never have quite like that yet, but that's the way to order for next year in Scranton, and I fancy Scranton is pretty much like any other hustling American town. Maybe we have a few more folks with long bank rolls than some towns of the size, but I fancy the United States is pretty much all alike. We've just got Scranton nicely taught that a low shoe and a slipper are two different things, and next year I suppose a thousand pair order of tip, welted oxfords with the nobby shapes I understand we're going to have wouldn't be a foolish order after all. That's been a long hard job, teaching the women that, but they're taught at last, at least they are in Scranton, and next season we are going to reap the benefit."

"I don't know why it was, my opinion ought to be as good as the opinion of the man from Scranton, but somehow he quieted my fears, and when we got off the cars, instead of writing to Mr. Laster I slipped into the telegraph office at Los Angeles and wired:

"Arrived safe. It's a great country. Next year's prosperity is going to slip on over this year's, like the gum shoe over a wool sock. Don't be afraid to order heavily for spring and summer."—Ike N. Fitem in Boot and Shoe Recorder.



A Substitute Never Substitutes

There is nothing like the real genuine original Hard Pan Shoes for the wet fall days. They are storm proof; not only that, but they will give the hard-on-shoes people more wear and foot comfort for their money than they can get in any other shoes.

Our trade mark on the sole guarantees them to your customer.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

Everybody Wants The Best For His Money

That is why so many buy their Shoes and Rubbers from us

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**Grand Rapids
Shoe & Rubber Co.**

28-30 South Ionia St.

Grand Rapids, Michigan

BENZOATE OF SODA.**What This Preservative Means To the Baker.**

Certain food officials are trying to forbid the use of benzoate of soda. If they succeed the baking business will be greatly affected, for pie fillings and compound preserves, in their present form, will be a thing of the past. Benzoate of soda is absolutely necessary to the manufacture of these goods. Without it the bakers' supply houses and the jobbers can not make and ship them. The baker will have to go back to making his own fillings again, and if he wishes to put up fruit fillings to keep any length of time, he will have to install a refrigerating plant.

Benzoate of soda is used in manufacturing preserves, pie fillings, jellies, jams, mince meat, ketchup, cider, pickles, salt fish, table condiments, crushed fruits and syrups for soda fountains, and so on. Goods of this kind, if put up in bulk without a preservative, will at once start to ferment and in a short time become spoiled. To prevent this the manufacturers use a very small amount of benzoate of soda. The average amount used is one-tenth of 1 per cent. (.001), that is to say, about half an ounce to a thirty-pound pail. This checks the fermentation for awhile, and allows the goods to reach the consumer in a sweet, wholesome state. Benzoate is especially necessary where bulk goods (goods in pails, kegs or barrels) have to be shipped across the country, being continually shaken up and exposed to varying temperatures on land and water. Without preservative they would ferment and spoil, and ptomaine poisoning would result.

Benzoate of soda is a sweetish white powder. It is used as a medicine for rheumatism, gout, tuberculosis and kidney diseases. It is derived from benzoic acid, which exists naturally in some fruits, as cranberries, in the seeds of cherries, peaches, apricots, in vanilla beans, essential oils, cinnamon, cloves, etc., and in gum benzoin. It was first made from this gum, but lately has been manufactured synthetically. The value of benzoate to the manufacturer lies in the fact that a very small amount of it acts as a preservative in the articles we have mentioned, and prevents the growth of moulds, yeasts and nearly all bacteria.

Now, for some reason or other, certain food officials have decided that benzoate is harmful and are trying to prohibit its use. Just on what they base their conclusions, we do not really know, Dr. Wiley's "poison squad" was fed on it for a few weeks and we are told that the results were not favorable to benzoate. Eminent scientists everywhere, however, declare these tests inconclusive, because the benzoate was given in capsules, instead of being spread through the food, and because the adverse mental effect, caused by thorough publicity, was not taken into consideration. Dr. Wiley says that we do not need preservatives to-day because they were not in use forty years ago and yet people were well fed then. But forty years ago we didn't manufacture food in the quantities

we do to-day. Conditions are entirely altered. Forty years ago there was no telephone, and railways were in their infancy. Dr. Wiley claims that benzoate should be prohibited if it can be shown even to injure anyone in fifty years. The telephone has doubtless injured many people—why not forbid its use? Many persons are made sick by riding on railroad trains and electric cars—why not prohibit railroads and electric cars from running? A great many doctors consider nicotine a poison—why not prohibit people from smoking? There would be just as much reason and just as much justice in doing these things as there would be in prohibiting the use of benzoate of soda because some one may at some time be injured by it.

The food manufacturers stoutly maintain the opposite side of the case. Two hundred of the leading ones all over the country declare that they have never heard of any injury being done to man, woman or child by its use. Many of them believe that considerable harm would be done if their products were put upon the market without benzoate; either because the consumer would not know that fermentation had started, and would use up the goods, or, knowing it, would use them rather than lose money by throwing them away. They believe it a great deal better for people to use benzoate of soda and be on the safe side than not use it and run the risk of that great evil, ptomaine poisoning. Mr. S. P. Sharples, the leading analytical chemist of Boston, a man of forty years' practical experience, says he would much prefer to eat goods containing benzoate than those without it. The Massachusetts food law allows it. Dr. Harrington, author of this law, Secretary of the Massachusetts Board of Health, and head of the State pure food work, said recently that "he would just as leave eat articles prepared with benzoate as cranberry sauce." We know a certain mince meat manufacturer who for the last dozen years has eaten benzoate twelve or fifteen times a day because he likes it. He had the doctor examine him recently to see if it had done him any harm, and the doctor pronounced him in perfect health.

Dr. Wiley claims that the manufacturers can put up their goods without it. They know they can not, and have spent thousands of dollars in experiments in finding out. Two or three have sided with the doctor, but they put up most of their goods in small packages, cans or glass. Dr. Wiley tells the rest to go ahead and do the same. The manufacturers explained to him how they had to put up enough fruit when it was in season to last them for a year, and had to use benzoate to do it. He answered: "Can it; start a canning factory where you get your fruit." He doesn't realize that it would cost more than the average bakers' supply house could afford, that it would double the cost of the goods, and that bakers wouldn't pay the increased prices, to say nothing of the bother of using canned pie fillings.

Recently we analyzed some mince meat that was widely advertised as

containing no preservative, and found that it also contained no meat. The jobbing price on it was 11 cents a pound. Last spring a prominent bakers' supply house resolved to make a final attempt to do without benzoate and put up their pie fillings without it. In a month they were buried with complaints about the goods spoiling and lost more than a thousand dollars in allowances that they had to make. They were obliged to go back to using benzoate again. Today this concern knows that they can not put up their goods without preservatives. On the one hand we have the theoretical chemist, who has never made a single pound of food products in his life, telling us that benzoate is not necessary, and on the other hand the manufacturer of twenty,

thirty or forty years' practical experience, who knows that it is necessary, and who has no knowledge of it ever having harmed any one.

Consider now what it means, if benzoate is forbidden. The small baker,

HATS At Wholesale

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

SELL
Mayer Shoes
And Watch
Your Business Grow

We Sell

Ben-Hur
(In Seven Sizes)

Famabellas
(In Six Sizes)

Red Roosters

Mr. Quaker

Hemmeter Champions

S. C. W.

Iroquois

Almovar

Royal Major

Crema

And many other

Cigars**WORDEN GROCER COMPANY**

Grand Rapids, Mich.

The Prompt Shippers

ON September 24 the price of all best calicos will go to 7c for darks and 6¾c for shirtings. Until then we will sell our entire stock at 6½c, 6¼c, 6 and 5½c. Get your orders in early to insure good styles.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

who has depended on the supply house to furnish him with such fillings as lemon, orange, prune, raisin, mince, etc., will have to go without or make his own. Nowadays he has not the time to make all his own fillings, and they would cost him too much if he did have the time. The large baker, who has been able to put up his own fillings when the different fruits were in season, and keep them through the year with the help of an imperceptible amount of benzoate of soda, must stop this wholesome, inexpensive way and install either a canning factory or a refrigerating plant (and with the last the goods will only keep a few hours after being taken from cold storage). The bakers' suppliers and the jobbers throughout the country will have to give up this part of the business or make their fillings in so expensive a way that bakers can not pay the price. One prominent supply house says that if benzoate is eliminated they will lose 35 per cent of their business. Another writes: "Our business would suffer a loss of more than \$200,000 a year. It is impossible to keep pie fillings without benzoate." Another, "If preservative is peremptorily forbidden, within a short time we shall feel that the business we have been building up these thirty years has received a knockout blow. The loss would be from \$200,000 to \$300,000 business per year, we should cut out one-half of our help, cut down the salaries of everybody and try to undertake a complete revision of our business." A prominent baker, who makes his own mince meat to keep from year to year and who uses only the very best ingredients, believes "the sour acid of perishable goods that accumulates far more injurious than a trifle of pure benzoate of soda."

We can not believe that our Government will forbid the use of benzoate of soda, when all the practical evidence goes to show that it is harmless, and when its prohibition will work such great injury upon so important an industry as the baking and bakers' supply business.—E. C. Johnson in Bakers' Helper.

An Ill Wind That Did Good.

King Island, between the coast of Tasmania and the Australian mainland, has always been an arid waste of sand and other non-arable soil. Some years ago, however, a vessel was wrecked off the island and a number of sailors' mattresses, stuffed with the yellow flowered clover, a kind of grass, were washed ashore. A certain quantity of seed was contained among the stuffing and in due course these took root and in the space of a few years covered the sandy stretches with rich verdure. Clover and other leguminous plants have the peculiar capacity of fertilizing a waste soil, owing principally to the action of bacteria, thereby enabling the plants to draw nitrogen directly from the atmosphere. King Island, previously a waste stretch of sand, is now one of the richest grazing districts in the Australian continent.

The larger the bluff the smaller it looks when called.

Thoughts of Death.

What we call death is not annihilation, it is only a change of energy. Decay is simply the breaking up of life into new and more multiplied forms of life.

The latest science recognizes at least nine different forms of energy into which a single force may pass and repass without diminution or loss. That, of course, is the great discovery of modern science, that energy may be transformed from one form into another, may be transferred from one body to another, but cannot be destroyed.

Not immediately was the bearing of this scientific law on the doctrine of immortality recognized. And yet, as the mind adjusted itself to the almost protean forms of energy, it became apparent that life itself, which is the highest form of energy we know, must inevitably become subject to this law.

Death, when it touches a human life, is not destruction of energy; it is simply a change through which life passes into some new form of activity.

Your candle, for instance, burns down to the socket, and after a flicker or two goes out. To the eye of sense that is the end of your candle, and it has been used over and over again as the image of death. But according to the law of the conservation of energy the light and heat of that candle are not lost. They have passed into other forms of energy more subtle but not less real.

A log is slowly consumed upon the hearth until nothing remains but a heap of filmy ash, but the light and energies of that log are not lost. The life which was in the tree deposited in that log certain forces, and the fire has liberated these forces in other modes of activity. The whole universe is a vast area of ceaseless, indestructible energy, of which life is the highest type.

Within the last half dozen years science has emphasized still another fact, namely, that the more powerful a force is the less visible it is to human sight, the less susceptible of recognition. The energy of radium, for example, is so tremendous that the hundredth part of a grain of radium dropped into its own weight of water will change the temperature of that water from the freezing point to the boiling point in a single hour.

It is, of course, admitted that this does not prove the immortality of the individual soul by any means, but it does prove the indestructibility of life. Religion has surely gained a magnificent trophy from science when science tells her that life is an indestructible element in the universe.

He Explained.

The stranded automobilist was working over his car.

Up came a sarcastic follower of the plough.

"How many horsepower is she?" he mirthfully enquired.

"Sixty," replied the automobilist.

"Then, by heck, why don't she go?"

"Because, my friend, thirty are pulling each way."

Jennings' Extracts

are the standard flavoring extracts in the Middle States. They have been on the market 35 years, quality always being the first consideration.

All grocers have them and sell at a profit.

Jennings' Terpeneless Extract of Lemon

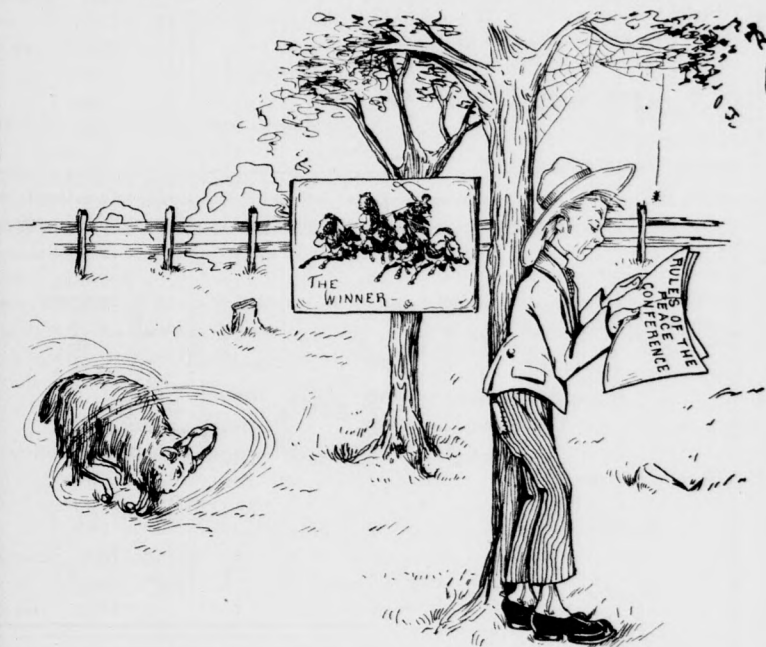
Jennings' Extract of Vanilla

are the kind of extracts your best customers want.

Jennings Flavoring Extract Co.

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

ESTABLISHED 1872



No Unpleasant Surprise Awaits the Man Who Stocks the BEN-HUR

To be sure there are surprises, but they are the kind that will be agreeable to you, and those that are out of the ordinary run.

It will not be in the way the first box sells, for opening sales on a new stocked brand are apt to be lively because a merchant always gives them a little extra shove. But you will be pleasantly surprised at the way the BEN-HUR sales will keep up; how quickly your best customers will settle down to them as their steady choice. And you will note with extra surprise that no matter how long you sell them, there will never a kick come over your counter because some customer got hold of a rank one, for it is a fact there is not a poor one in a million.

GUSTAV A. MOEBS & CO., Makers Detroit, Michigan

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

NEAR TO NATURE.

Not So Charming as She Anticipated.

When Millicent walked into the dining room where her father, mother and brother were at breakfast, she was greeted with exclamations of astonishment.

"Yes, I am back," she said calmly. "I know it's only three days since I left home to spend the remainder of the summer on the farm. I took the night train back. I could just as well have taken it the day before yesterday, but I thought I'd give everything a fair trial.

"Now, I'm here to spend the summer in this nice, cool city house, with a bathtub filled with an unlimited water supply, with wire screens fine enough to keep out the mosquitoes and with all the other blessings that civilization bestows. Some coffee, please, mother, and an egg cooked any way but fried. All the food I've eaten for three days has been fried."

"But, my dear child," remonstrated her mother, "it is suffocatingly hot here in town."

"But it isn't dusty—at least not in our street," replied Millicent.

"I am surprised at you," said her father severely. "I thought you wanted to spend a summer close to nature, and your grandfather's farm affords that privilege, surely."

"It surely does, father, but Nature gets a little too close, especially when it is hot. If you are disappointed to have me back I am sorry for it. I thought I was going to love the country, but I didn't. I tried awfully hard, too, really I did. I would not give up until I had tried everything you told me to try. But the fact is I am best pleased with the city. I like to sit in a draught between two windows in my room that isn't directly under a sun-baked roof, with something loose and cool and a glass of lemonade at my elbow and read about the delights of the country. I adore nature—in books. This coffee is delicious. They have a liquid at grandfather's which they call coffee, and you know it is coffee because if it were anything else it wouldn't be full of coffee grounds."

"You're crazy," remarked Millicent's brother. "I wish I had the chance to loaf all summer on the farm. Did you fish for trout where I told you to?"

"In the brook in the maple woods? Oh, yes, as I told you, I tried everything."

"And didn't you get any bites?"

"Plenty of mosquito bites, but no fish. Mind, I don't say there are no fish there, but I didn't have on steel armor. I would creep along just as you instructed me, Jim, and drop my line into the dark shadows of the overhanging bank. In an instant two or three savage mosquitoes would alight on the back of my hand. You told me that I must hold the pole perfectly still. But could I permit my life's blood to ebb away into the swelling bodies of those wretched mosquitoes? Not for all the brook trout that ever sizzled in a frying pan.

"By the time I had killed those all their tribe got wind of it and came for revenge. They followed me in clouds as I crept through the under-

brush to find a new pool. After trying vainly to beat them off without scaring the fish, I gave up in despair and fled. My hook caught on a branch and I left it, rod and all."

"Of course, if you can't stand a few little discomforts—"

"I can, but these were neither few nor little."

"Didn't you love the peace and quiet of it all?" asked Millicent's mother.

"Now, mother dear, I don't know whether you are willfully misrepresenting or whether your memory plays you tricks, but a farm is the last place on earth to go for quiet. Grandfather has four dogs and every time any living thing, animal or human, stirs within a radius of a block—however far that is in the country—they all bark together. Nig leads in a deep base and they all come in like a trained quartette. One of the calves had been killed and the mother cow moored all night at the pasture gate in a way to rend your heartstrings. It was terrible to listen to her, especially when you had been helped twice to veal that evening. Then just as I'd manage to get to sleep the roosters would announce the approach of dawn in clarion notes right under my window. The hens would all be seized with a hysterical fit of hiccoughs that lasted until it was time to get up.

"One of the things that I long for is a quiet night in the city, far from the barnyard chorus."

"The drives are beautiful all about the country," said Millicent's father.

"Perhaps—but I couldn't see the scenery for the dust. It must be six inches deep and the horses seemed to me to try to kick all the dust they could. At least that was the impression I got on the only drive I could be induced to take, not counting the drives to and from the train."

"I guess you prefer Jack Bigelow's automobile," said Jim, sarcastically.

"I guess I do," agreed his sister, shamelessly.

Why Honesty Is the Best Policy.

The old proverb is authority for the declaration that honesty is the best policy.

It is the best policy, but the man who is honest simply because it is policy will bear watching. There

may come a time when he does not need to consider the policy of the thing.

Be honest for honesty's sake. And in all your business don't be more honest in any one thing than in your advertising.

Dishonest advertising may crowd your place of business for a time, but it will be a hundred per cent. worse for you than no advertising at all in the end.

The quickest way in the world for a business man to lose the confidence of the public is for him to make a habit of publishing highly colored advertisements.

You can tell an honest advertisement the moment you see it. There is a good ring to it and you feel at once that the man who published it deserves your confidence.

The public has been deceived so often of late years by fake bankrupt and fire and sheriff sales that honest people have come to look upon everything of that kind with suspicion.

If you have anything worth advertising tell the public about it in a plain, straightforward way. Do not under any consideration advertise anything you can not back up when the people come to your store.

Nothing disgusts a man more than to read in a newspaper that Smith & Jones are selling their \$20 all wool overcoats for \$8, and then find when he answers the advertisement that the "all wool" overcoats are made of cotton and are really worth about \$4.50.

Be sure that your goods will substantiate every statement that you make for them. Don't trust to the dulness of the people to overlook any little discrepancies between the goods and the advertisement. You may fool them for a time, but the reaction will be disastrous.

Impress upon your clerks the importance of honesty in selling goods. A dishonest clerk may sell goods, but he won't make steady customers for you.

In brief, be honest in all the term implies. Issue honest advertisements, keep honest goods, push honestly for business and you can rest assured you'll get it.

The road to success has many buy ways.



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

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

Shoes that put a new snap into business.

Shoes that you can sell a person of intelligence.

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

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

Try H. B. Hard Pans

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

Herold-Bertsch
Shoe Co.
Grand Rapids, Mich.

Makers of the



Fall Shoes

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

Michigan Shoe Company, - Detroit, Mich.

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

Grand Rapids Paper Co.

Representatives of Manufacturers and Wholesale Dealers in

PAPER BAGS, CORDAGE AND WOODEN WARE

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

THE STRONG MAN.

Incident of Early Days in Grand Rapids.

Written for the Tradesman.

The old times were slow in many respects.

For instance, there was the old sash sawmill which ground out rough lumber at the rate of less than 2,000 feet per day. Such a mill to-day would be a novelty worth going miles to see, and yet such a mill once stood in the now incorporated limits of Grand Rapids and gnawed its way into pine saw logs at a rate that would startle a slow going snail.

Isaac Millard bossed such a mill. It was in the forties, I think. I have often heard him relate the strenuous times he had keeping sufficiently busy manipulating the saw to not fall asleep.

By the way, in those days one man did the work of two, at least fully as much as two ordinary men would do at the present time. For a week at a stretch Millard would work eighteen hours a day—twelve and fourteen hours were considered almost like play.

The mill in question stood somewhere on the present site of Canal street and was managed by one man.

Many times Millard relates that he would set the saw into the log, then adjourn to a neighboring store, chaff a bit with the merchant or his helper, when he would return to his mill just as the saw was splitting the final end of the log. Going some, eh?

The times were not so slow as one would imagine. There were fun, frolic and song among the lumbermen of the time and they enjoyed themselves fully as much as the society people of a later date.

Millard moved to the Muskegon River afterward and identified himself with the lumbering interests of that famous stream. His brother died in the Sawdust City a few years ago at the advanced age of 90, having accumulated a small fortune in lumbering, although he—the brother—never owned a mill.

It was in the sash sawmill days that Baker, the strong man of the border, lived in Grand Rapids. It is possible that some of the older residents remember him. He was a man of giant frame and the embodiment of good nature.

It is told of Baker that at one time a yaspish, ugly fellow, one of the up-river bullies, attempted to quarrel with him. Baker, however, refused to bandy words with the bully, and when that worthy attempted to assault him he seized the quarrelsome fellow by the collar, held him aloft and shook him as he would a measly cur. Then, stepping to a dirty pool of water, he dropped his victim into it.

The surprising strength exhibited by Baker startled and cowed the bully and he never after sought trouble in that quarter. The strong man—his reputation for strength had spread throughout the lumber country—lived on the west side of Grand River. He traded in the village and was ever a welcome caller among the town's people.

"I'll tell you what, Joe," remarked the merchant with whom Baker did

most of his trading, "I know you're a muscular fellow, but I think I can stump you all right."

"That's easy," laughingly returned Baker. "I've never tried to lift the meeting house and I ain't going to, either."

"No, but see here."

The merchant turned and winked at the crowd of idlers that were never absent.

"All right, old man," returned the giant, "what is it?"

"Times are pretty close and provisions hard to get—"

"Oh, go West. What's that got to do with it anyhow?"

"This much, Joe: You see that barrel of pork out yonder on the platform?"

"Yes," said Baker, "I see it. What of it?"

"This much. If you will shoulder that barrel of pork and not put it down until you get home I'll give it to you. But, mind you, if you do let it off your shoulder before reaching your own door you pay for the pork. Is it a bargain?"

"That's more than fair; only, you see, I'd have to put it down because I can't wade the river, you know," returned Baker, laughing.

"That's easily obviated," said the ready merchant. "Jake here will row you across in his batteau. It's half a mile to your house, and I've bet that you can't do the trick. What do you say, Joe Baker?"

The crowd began to prick up its ears and become interested. There were strangers present who had heard of Baker's prowess and doubted the stories told of him.

"I'll say it's a margain on one condition, Mr. Merchant," returned Baker. "It wouldn't be fair the way you have stated it, but if I don't succeed I shall pay you double the price of the pork. If you agree to that I am in."

The big man smiled good-humoredly. The merchant readily agreed to the other's liberal proposition. Baker went to the barrel, sized it up with his eye, then proceeded to roll it upon his shoulder.

He did this with apparent ease. Marching away with the boatman at his side and a crowd following Baker reached the river. Stepping into the batteau with the barrel still on his shoulder he waited for Jake to shove off. The crowd cheered as the boat with the giant Baker in the center moved upon the water.

Across the river Baker, carrying his burden with apparent ease, stepped up the bank and walked away. The boatman followed at his side. The crowd watched until the two men and the barrel of pork disappeared.

"He's won, by thunder!" exclaimed a voice.

"You've lost your pork," yelled one, addressing the merchant as they returned to the store.

"No more'n I expected," said the other. "That Baker is a wonder. I had some doubts about his being able to do that barrel trick, but I guess he's done it all right."

The man who accompanied Baker returned some time later and reported that the giant had reached home with the pork still on his

shoulder and had stood and chatted several minutes with his wife before he set it down.

Baker went West some time later. It was afterward reported that his land claim had been jumped by another man, and in the quarrel that ensued the good natured giant was shot and killed. Old Timer.

Could Elongate Himself.

John Brink prided himself on having the largest general store in the county. "If man wishes it, and it is made, I have it," was the sign over his store and the motto which capped all his advertisements in the newspapers.

"William," said Mr. Brink one morning, as he was giving instructions to a green clerk, "no one must ever leave this store without making a purchase. If a person doesn't know what he wants suggest something. And, remember, we have everything from carpet tacks to mausoleums."

William's first customer was a leisurely appearing chap, who gazed about curiously, but had no definite object in view. "Just looking around," he explained.

"Wouldn't you like to take a look at our new line of postal cards?" suggested the eager clerk.

"No, not this time," answered the stranger; "I'm just a little short this morning."

"Ah," urged the new clerk, who was not familiar with the wonderful expansiveness of the language, "then, perhaps, you'd like to look at our line of new and handsome stretchers?"

Merchants, All Over the United States

We can convert any portion of your stock (no matter how old) into cash with a sale of ours, by purely legitimate business methods, and sell your merchandise at your regular retail prices.

There will be no ill effects from any special sale of ours on your subsequent business. OUR METHODS MUST BE RIGHT AND RESULTS SATISFACTORY or we could not refer you by permission to the Chicago Wholesale Houses such as Wilson Bros., John G. Miller & Co., Sweet, Dempster & Co., Cluett, Peabody & Co., and many others. Write for terms and further particulars. When writing give estimate on size of stock. We also make a specialty of closing out old stocks of merchandise at auction.

Address R-305 C. N. HARPER & CO. United States Express Bldg. Chicago, Ill. Mention Michigan Tradesman. J 144

Our registered guarantee under National Pure Food Laws is Serial No. 50

**Walter Baker & Co.'s
Chocolate
& Cocoa**



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

48 HIGHEST AWARDS
in Europe and America

Walter Baker & Co. Ltd.
Established 1780, Dorchester, Mass.

**THE OPEN
SECRET**

Of the Popularity of Our Boston
Roasted Coffees with the Trade:

The extraordinary quality and uniformity of our products, together with the persistent effort of our forty-four (44) enthusiastic representatives traveling in every state and territory in the country, and our reputation for fair and honorable dealing, have contributed to that result.

We do not allow price cutting on our trade mark brands, thereby insuring the trade a fair margin of profit

DWINELL=WRIGHT CO.

Principal Coffee Roasters

Boston = = Chicago

COMPRESSED YEAST.**Its Manufacture From Practical and Commercial Standpoints.**

The manufacture of compressed yeast has made great strides forward in the last few years. We are, above all, indebted to the Danish scientist, Professor Emil Christian Hansen, for the introduction of pure cultured yeast, to the manufacture of yeast. Hansen made it possible for us to manufacture yeast on a more scientific basis. From him we learned that certain classes of yeast developed certain characteristics during fermentation. Further to transplant these characteristics into the dough. Yeast which has been contaminated by acetic acid bacteria (sour yeast) can, under no circumstances, produce a bread of healthy flavor. Hansen introduced ways and means to cultivate certain kinds of yeast to eliminate injurious ones, starting with a single yeast cell, cultivating the same under closely prescribed conditions and then introducing the resulting yeast product to the art of baking.

A further important step forward in the manufacture of yeast was the introduction of pure cultivated lactic acid bacteria. Through the introduction of pure cultivated yeast and in conjunction therewith, the employment of a pure lactic acid fermentation, the manufacture of yeast was brought upon the basis of to-day.

These factors, namely, pure culture yeast in connection with lactic acid bacteria makes it possible to produce a yeast with certain well defined characteristics upon whose results we can always rely. By these methods we do not depend upon spontaneous fermentations. We learned by regulating the temperature of the mash to regulate the degree of acidity in the same, whereby one of the most difficult operations in the manufacture of compressed yeast was brought under control. From my own experience I maintain that on the acidity of the mash depends the quality of the yeast, that is, the yield, raising power, fermenting power, keeping qualities, color and alcohol productions.

An impure acid mash, no matter according to what method the yeast has been manufactured, will always produce a sour yeast, having poor keeping and raising qualities and poor alcohol yield. When I was still employed in practical work an old yeast maker remarked to me: "The more acidity the mash contained the sweeter will be the yeast." These words have a deep significance and every yeast maker will find an explanation of the same. For your understanding I wish to explain that the man meant the following: "The higher the degree of acidity in the mash the less acetic or butyric acid can be developed in the finished yeast, thereby considerably increasing the keeping and raising qualities."

We will now take up another important step which revolutionized the manufacture of yeast, namely, the introduction of aeration. Hayduch found that by aerating the mash the yield of yeast could be increased considerably, which is proven by the following figures: He took a mash, aerated a part of the same during fermenta-

tation, the other part he left in its original state. The resulting yeast was then weighed. From the mash not aerated he obtained 10 grams of yeast; from the aerated part, 30 grams. This result induced yeast makers to introduce air into the mash wherefrom the present aerated yeast process has developed. Now, how about the quality of this yeast? Those who maintain that aerated yeast is not as good as the yeast made according to the Vienna method simply do not have experience with the aeration process. My opinion is that aerated yeast is better and stronger, and as a proof of this assertion I will mention that just in the city of Vienna an immense amount of aerated yeast is daily manufactured. There is, for instance, the Vienna factory of Kuffner, one of the largest in the world, which can boast of the great gold medal for highest raising power and keeping qualities. There is also in Vienna the well known factory of Hermer & Co. These factories have introduced the aerating process many years ago and nothing could induce them to return to the old Vienna method.

By the old Vienna method from eleven to fourteen pounds of compressed yeast are obtained from 100 pounds of material, with the aerating process the yield is from twenty-two to twenty-four pounds of yeast from 100 pounds of material. This is a great difference in yield, which should be thoroughly considered, as the Vienna method considerably increases the price of the raw materials in comparison with the aerating process.

Water plays a very important part in the manufacture of yeast. It should be as free as possible from organic substances; it should contain neither ammonia, nitric or nitrous acid. Calcium carbonate or magnesia have a deleterious; calcium sulphate a beneficial influence on the yeast. Water which is impregnated with many organic substances will never furnish a healthy yeast; the yeast will always become soft.

As mentioned before, one of the most important factors in the manufacture of healthy yeast is "pure acidification." Where mashes are thoroughly acidified even a somewhat objectionable water will furnish good results.

What constitutes a good bakers' yeast? It should be of creamy yellow to pure yellow color; have a healthy fruit-like flavor; by no means smell sour. The color of the yeast depends upon the materials used in the mash, the method of acidification and the character of the yeast. It frequently happens that yeast appears blue in color. This is caused by iron having been dissolved by the acid of the mash or by the use of new oak vats which naturally contain much tannic acid. I found that such blue yeast very often developed strong raising power.

Yeast should be firm and under no circumstances become soft. Yeast which becomes soft while kept in an airy and cool room either was not fully ripened or is strongly infected with putrefaction bacteria, which latter is traceable to uncleanness or bad acidification. Yeast should not

contain too much starch as the baker does not buy starch but yeast. An addition of too much starch greatly lowers the fermenting power. A good yeast should develop during the first hour 50 cc., during the second half hour 150 cc., and during the third half hour at least 250 cc. carbonic acid. If such is not the case the yeast has been cultivated either in an impure mash or it is too old, or contains too much starch. Many chemists often determine incorrectly the starch contained by inverting the starch directly with muriatic acid and then figure from the resulting amount of dextrose the amount of starch. Yeast in itself contains quite an amount of carbohydrates, which are also inverted by muriatic acid and thus the amount of dextrose is considerably increased, quite frequently from 5 to 10 per cent.

Such a method should under no circumstances be used, instead of that we advocate the rinsing method, which is almost absolutely exact; of which fact I have convinced myself by practical experiments.

A process almost identical with the aerated yeast method is the molasses yeast method, which is much used in Europe, while in this country we find it only in isolated cases. The difference between the two methods lies in the principal material used and which, as the name implies, consists of molasses. Lately many experiments have been made with the molasses yeast method in this country, and cane sugar molasses has been successfully used in manufacturing yeast; but unfortunately the re-

sulting yeast has proven unsatisfactory in every respect; the raising power was low and the yeast always had a pronounced molasses smell. For that reason such yeast in this country is always mixed with other yeast. Vinegar factories also use much cane molasses, and thus the price has considerably risen, a ton of cane sugar molasses now being quoted at \$15 and \$20.

On the other hand, an unobjectionable, healthy yeast can be produced from beet sugar molasses, and I have manufactured such yeast, which in no way was different from other good yeast, showed remarkably increased keeping qualities or firmness. Yet beet sugar molasses is a product which fluctuates very considerably in chemical composition, which need not cause any surprise, as molasses is a by product in sugar manufacturing, and as it is the aim of every sugar factory to obtain a molasses with as low a sugar content as possible. Besides this, molasses is usually kept in tanks which are by no

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Steam and Water Heating
Iron Pipe
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Electrical and Gas Fixtures
Galvanized Iron Work

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18 Pearl St. Grand Rapids, Mich.

Lady Vernon and Dorothy

are in great demand

PUTNAM FACTORY, National Candy Co.
Grand Rapids, Mich.

The Sun Never Sets

Where the

Brilliant Lamp Burns

And No Other Light
HALF SO GOOD OR CHEAP

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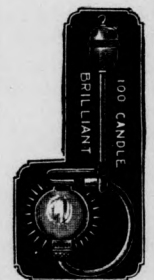
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means clean, so that it often happens that the molasses becomes infected with foreign organisms which naturally have a detrimental influence on the purity of the acidification and fermentation. An objectionable yeast can therefore be obtained from such molasses only by long practice and a thorough understanding of the subject. The chemical composition of beet sugar molasses also might prove dangerous to the yeast manufacturer as it frequently contains nitric and nitrous acid which almost completely precludes a development of yeast. I have seen vats which fermented to about 40 per cent. and then suddenly stood still. In such a case the treatment of the molasses must be changed, and we have it in our hands, by an addition of chemicals to the molasses to overcome this drawback at once, so that it will be possible to obtain good yeast even from such molasses.

The opinion is entertained quite frequently that brewery yeast is also good baking yeast. Many experiments have been made by brewers to make their yeast suitable for baking purposes, of course, without success. How can you expect a brewery yeast which has been propagated in worts low in nitrogen, to furnish a good baker's yeast? Besides, in the brewery, the worts are boiled and in this way a great part of the albumenoids is lost. Experiments have been made to re-ferment brewery yeast in distillery worts, but even this was not successful. Mixing experiments were made, and such yeast was used for baking, with the result that the higher the contents in brewery yeast the lower the baking qualities. Besides it was proven that not only the volume of the bread was decreased, but that the quality of the break left, also, much to be desired.

The color of the bread baked with pure compressed yeast was white; while that baked with mixed yeast showed a gray color. At the same time the latter was small, porous and of a tough consistency. The determinations as to raising power made in the laboratory are merely guides in the judging of yeast, while the baking test is the only true one to show whether a yeast is good or not. According to the opinion of Dr. H. Lange, brewery yeast is, and will always remain, an inferior article as far as baking is concerned. He main-

tains that the mixing of compressed and brewery yeast constitutes an infraction of the pure food laws and should be punished as such.

H. H. Freund.

How To Detect Bad Money.

The most dangerous counterfeits are struck from a die and are usually imitations of gold coins. Molds of various kinds are extensively used, but counterfeits so made are inferior to those made with a die.

The die-made counterfeits, according to Dickerman's United States Counterfeit Detector, have a fine appearance, letter and milling being sharp and clear and the ring usually good, in some instances almost perfect fac-similes of genuine. They are usually a trifle short weight, however, and the edges or reeding not so sharp and clear as in genuine. Many of these coins are full weight.

In counterfeits made from a mold, lettering, milling and reeding are usually poor, weight very defective, the coins lacking the sharp and clear-cut appearance of genuine coin. Most counterfeit silver coins in circulation are made from molds, as it is an inexpensive form of counterfeiting. Some fair specimens have been produced in this way, but usually they are much lighter than the genuine, and if of required weight differ in diameter or thickness.

Various metals are used by counterfeiters, principally platinum, silver, copper, brass, antimony, aluminum, zinc, type metal, lead and their numerous compositions.

Among the most dangerous counterfeits of gold coin are those of a composition of gold, silver and copper. They are a low grade gold, and the acid test shows they lack the fineness of standard gold used by the United States Mint, which is 900 fine, or 21.19 karats. These counterfeits average from 400 to 800 fine. Platinum counterfeits are dangerous, as the metal used gives required weight, and they are heavily gold-plated. When they have been in circulation for a time the plating wears off, especially on the edges.

The most dangerous counterfeit of silver coin is made of a composition of antimony and lead, the former metal predominating. These counterfeits are of the dollar; have a fine appearance, are heavily silver plated, with a fair ring; some are only slightly below the standard weight.

Some pieces among the smaller coins are made of brass, struck from a die, and when heavily plated are fair imitations. They lack required weight, except in a few instances. Counterfeits of type metal, lead and other compositions are much lighter than genuine; those having required weight are much too thick.

Genuine coins of all kinds, for the sake of gain, are tampered with in various ways. These operations are confined almost exclusively to gold coins, which are sweated, plugged and filled.

Sweating is removing a portion of the gold from surface of coin. The process does not interfere with the ring, and as the portion removed is generally slight the coin is left with a very fair appearance, weight only being defective. The principal methods of sweating are the acid bath, filling the edges or reeding, the operator finding a profit in the small quantities of gold removed from numerous pieces. The average reduction in value of coins subjected to these processes is from one-twentieth to one-tenth.

Plugging is done by boring holes in the coin, extracting the gold and filling the cavity with a cheaper material. The larger coins—double eagles and eagles (\$20 and \$10 pieces)—are used for this purpose. Holes are bored into the coin from the edge or reeding, the gold extracted and the cavity filled with a base metal. The small surface of the plugging material, where it shows on the edge of the coin, is covered with gold and reeding retouched with a file or machine. The average loss in value to coins treated in this way is from one-eighth to one-sixth.

Filling is most commonly done by sawing the coin through from the edge or reeding, removing the interior portion and replacing it with a cheap metal. Coins of all denominations from quarter eagle to double eagles, are subjected to this process. When platinum is used to replace gold extracted from the coin it has the same weight as genuine. By this process coins lose four-fifths of their value, as the original surfaces are left only of paper thickness.

When edges have been covered with gold and reeding restored the coin has the appearance of being genuine, having correct size and weight and a fair ring. Sometimes the covering of gold on edges is so

thin that the filling can be distinctly seen. When other and less costly filling than platinum is used coins are of light weight and have a bad ring. If of correct weight they are too thick.

Another method of filling is sawing the coin partly in two, from edge or reeding on one side, leaving a thin and thick portion. The thin side of the coin is turned back and the gold extracted from center of thicker portion. The cavity is filled with base metal and sides pressed back into original position and soldered or brazed together. It is difficult to give average loss to coins treated in this manner, as hardly any two seen have same amount of gold taken from them.

For detecting counterfeit coin compare impress, size, weight, ring and general appearance with genuine coin of same period and coinage. The three tests of weight, diameter and thickness should be applied, for it is almost impossible for the counterfeit to comply with these three tests without using genuine metal.

Three Counterfeit \$10 Bills.

Three new counterfeit \$10 bank notes, which are now in circulation, causing considerable trouble to bankers and others, have been discovered by the Secret Service agents of the Treasury Department. The most deceptive of the three is described as being of the series of 1907, check letter A, face plate number 249, back plate number omitted; J. W. Lyons, Register of the Treasury; Ellis H. Roberts, Treasurer of the United States. The note number is 3592734. The portraits of Lewis and Clark are poorly executed.

Another counterfeit is apparently a lithographic production of a \$10 note on the First National Bank of the City of New York. Check letter M; J. W. Lyons, Register of the Treasury; Ellis H. Roberts, Treasurer of the United States; charter number 29; Treasury number, K 695; bank number, 292820; portrait of McKinley.

The third is a counterfeit of the series of 1901, check letter C, face plate number 3, back plate number undecipherable, probably 38; J. W. Lyons, Register of the Treasury; Ellis H. Roberts, Treasurer of the United States. The portraits of Clark and Lewis and the picture of the buffalo are particularly bad.

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TRADESMAN COMPANY, Grand Rapids, Mich.



How To Relieve the Poverty of the World.

The time of the year is upon us now when women's thoughts turn instinctively to charity and when women begin to plan church fairs and bazaars and festivals and concerts, which like ravening lions will be turned loose on the community to seek whom they may devour. As it exists, the charity entertainment is a dark and bloody mystery, for which no adequate excuse has ever been offered to a civilized community. Unless it is run on the liberal lines of a confidence game, where the victim is decoyed in and then robbed, its profits are small. No one who has ever taken part in one will claim for a moment that there is any pleasure in it. It is always accompanied by dissension and aggravation and strife, and ends, so far as its projectors are concerned, in exhaustion of mind and body.

Yet, in spite of all this, the charity entertainment continues to exist and flourish. Year after year the same weary and dispirited committees go around soliciting contributions and the same good, pious, self-sacrificing people go and buy each other's cakes and eat each other's salads and listen to each other's sons and daughters warble in amateur concerts. Why in the world any woman would rather bake a cake that costs her \$2, plus the labor, than to give the \$2 outright, or why anybody would pay from 50 cents to \$1.50 for a ticket to an entertainment that bores them, in preference to presenting the money at once to the good cause they want to help along, is one of the unsolvable mysteries of life. Probably it is because we are not yet educated up to giving freely without getting something by way of return, or maybe it is because we want our alms to be seen by others, or, it is more likely, we still are the victim of custom and of doing things like our foremothers did.

I would not be thought to say one word against any charity that has for its object the alleviation of the sufferings of the poor and unfortunate. If this can only be done by means of church fairs and bazaars, then let us have church fairs and bazaars, no matter how much work and worry they entail, but it does look as if, in this enlightened day, we ought to be able to devise some more humane way of dealing with the subject—some way that would not involve nervous prostration for the saints engaged in the good work; some way that would not convert the women of one's acquaintance into temporary bandits and robbers every time there was a church fair, and, above all, some way that would put a stop, once and for all, to that outrageous form of polite blackmail that consists in sending batches of tickets through the mail with a hold-up note requesting you to "please remit."

In the meantime, the poor and the

unfortunate, the shiftless and the improvident, are always with us. The charity problem becomes a greater one every day, and this reminds me of a little story a woman told me not long ago about how she solved it:

"You know," she said, "that I come of thrifty people, and I was brought up in the belief that it was a woman's first duty in life to hold onto everything she got her hands on. So, when I was married and we built a house, my first care was to establish an attic big enough to hold the accumulations of a lifetime. It worked beautifully and I went around with a self-righteous feeling that no matter what other women did, I was wasting nothing. As soon as I finished with a gown I carefully packed it away in the attic. When I tired of a hat I stored it away. I gathered up all the children's broken toys and sent them up. Old furniture followed suit and there got to be chests of outgrown clothing and old bedding and a wagonload of worn shoes and all the odds and ends of things that accumulate in a family of well-to-do people where new articles are being continually bought and old ones discarded.

"Of course, in time, the garret began to be a burden, it was so full of things; but I never for a moment dreamed of the possibility of ridding myself of it. I was like all other women and I had a kind of dim, religious belief that sometime my life would be saved or I would be made rich or something of the kind by some article I had tucked away in the attic. Nothing of the kind happened, naturally. It never does, but I went on adding to the store and dreading the annual overhauling and straightening up until a couple of years ago. Then, one day, I had just finished the fall cleaning and, perfectly exhausted, I threw myself down on a couch to rest a little before dressing for dinner. I was so tired I fell asleep at once and I had the queerest dream.

"I dreamed that I was dead and that I had gone up to the judgment bar to answer for the deeds done in flesh. I was not much frightened, for I had run all the church fairs and charity entertainments in my end of the town and I thought pretty well of myself and was not in the least surprised not to find any special indictment out against me, but pretty soon, while I waited, I saw the strangest procession coming towards me. I looked and looked and to my horror perceived that it was the contents of my garret coming up to confront me. As you may imagine, I was dumb with surprise, but each article had found a tongue, and one by one they began to accuse me. The first to speak was a set of springs that I had discarded when I bought my brass bed.

"I have been rusting in the garret for years and years," it said, "yet this woman calls herself charitable and a Christian and knew a dozen poor washerwomen who never had anything better to rest upon, after their hard day's toil, than a sack filled with straw and laid upon boards. To any one of them I would have

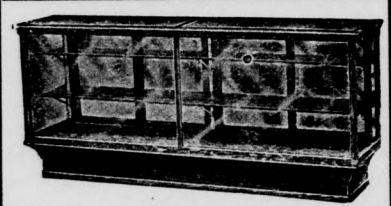
been a godsend. She laid softly every night of her life, and she never once thought of what a comfort I could have been; how I could have eased the tired, aching bodies and brought healing sleep to those who found none on their hard pallets. Stored in her garret, I was of comfort to no human being and I accuse her of criminal thoughtlessness."

"The next was a big, old-fashioned, cushioned chair that I had sent up in the attic when I refurnished the house. I remember at the time that I had rather a thrill of pride in thinking how economical I was in not throwing any of the old furniture away, but, instead, stored it so carefully away. It didn't seem just that way now, for the chair said:

"I, too, bear witness against her. There was a poor, crippled girl who lived on a street she used often to pass. The girl was dwarfed of mind and body and her only pleasure in life was to sit at the window and watch the panorama of the street. Her family had fixed her a miserable makeshift of an easy chair—a thing all angles and discomfort—the best they could do, but in which the poor, queer back found no rest or ease. I could have taken the pain-racked body in my soft arms and soothed and comforted it, and she would have found unending pleasure in my pretty coloring. This woman knew this girl, but she stored me away in her garret, where I was left to mold and mildew and where the rats gnawed my brocade and I fell to pieces of very uselessness. I accuse this woman of wanton selfishness."

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"Then came a nondescript collection of clothes—baby clothes, men's clothes, women's clothes, old hats, old shoes, old overcoats—every imaginable kind of garment, and they all began to speak at once: 'She never went out on the street in winter,' shrilled the little garments, 'that she didn't see half-clad little children shivering on the street corner, yet we hung on pegs in the garret until the moths devoured us. There was not a year that, within a half mile of her house, there were not babies born to mothers too poor to provide them with the commonest necessities and to whom a few garments from the chests of baby clothes her own children had outgrown would have been a boom from heaven, yet we were left to yellow and rot, because, forsooth, she had a sentimental feeling about us. How does that sentiment look now? and I bent my head, speechless, under the condemnation. Presently they all began speaking again: 'I could have saved the shivering wretch who put in her coal one winter's day from the rheumatism that crippled him for life,' said an old overcoat. 'I could have made a young girl's heart sing for joy,' sighed an old ball dress that had been put away so long I had forgotten it. 'We could have kept many feet off of the cold, wet pavements,' murmured the shoes, and then they all joined in a kind of chorus: 'She could have clothed and comforted many and she did not do it. Inhuman! inhuman!'

"Then came the old books and magazines and picture papers. You know how you store them away, thinking you will go back and read them over, and how you never do it. 'We had treasures to give to many,' they said, 'yet we gave to none. This woman knew of boys who were hungry for information; she saw the wistful eyes with which they devoured the papers and magazines on the book stalls and which they were too poor to buy. It might have been that something in us would have inspired them to higher effort, or have lighted the fires of genius in their souls. She knew of lonely country homes where a new book comes like a rift of sunshine, where even a magazine is treasured and read over and over again. What pleasure we might have given, how we might have broken the dull melancholy of the long, monotonous winter evenings, but she stored us away in her garret, and we died with all our sweetness and light untasted. Because she thought of no one else's pleasure but her own, we accuse this woman of utter lack of sympathy.'

"And so it went on," continued the woman, "each single thing that I had treasured so carefully bringing its awful indictment against me, until in sheer horror I woke up, but I had gotten a lesson I have never forgotten. The very next morning I started out and I never rested until everything in that blessed garret had gone where it would do good to somebody. I have never accumulated anything since and you haven't any idea, until you try it, how grateful other people are for the things that are no longer of use to you. I hon-

estly believe the poverty of the world could be relieved if the contents of the garrets of the rich and well-to-do could be divided out among the ones who need them. I don't know that I believe much in dreams and warnings, and I don't know how it is going to be with me at the last, but there's one thing sure, I'm not going to have to face that accusing garret in reality at the judgment day."

Dorothy Dix.

Finding a Lost Sovereign.

"Look here, mister! Did you drop this here sovereign?"

The party addressed turned around and looked at the bootblack, as the latter held out a sovereign in his hand.

"Why, good gracious! let me see—why, yes; you're a fine boy, you are; here—here's a couple of shillings for you. That's right, my boy; be honest—it pays."

So saying, the delighted man slipped the sovereign into his pocket and walked off.

"And you hadn't lost the money at all?" enquired a companion of the fortunate possessor, as the two comfortably rested their elbows on the bar and proceeded to hide the respective ends of their noses in a couple of glasses.

"Of course not. But, you see, I gave the kid two shillings, which was certainly fair. And I'm just eighteen shillings to the good," exclaimed the individual, as he tossed the coin under discussion on to the counter and called for change.

The barmaid picked up the coin, gave it a careless glance, and quietly pushed it back.

"Counterfeit!" she said.

For the next minute it was so quiet you could hear the beer foam.

"And this is the highly moral city of London!" bitterly exclaimed the duped man, as he passed out into the cheerless street. "To think that the very bootblacks are dishonest!"

Leave It To the Lord.

A gentleman residing in a small Western town recently had the misfortune to lose his wife. In deference to the last wishes of the deceased the remains were cremated. Bridget Flannigan, a former servant in the family, heard of her old master's trouble and called to console him.

"Oh, wirra, wirra!" she cried, rocking herself to and fro. "An' yer poor lady is dead! Sure an' it's miserable we all are, for a more blissed sowl niver lived than Mrs. Barton."

"You are very kind to say so, Bridget."

"An' ye had 'em burn her up?"

"Yes, Bridget; she was cremated."

"Och, the saints preserve us! Why didn't ye let the Lord 'tend to that?"

Expected Finish.

"Yes," said the prospective purchaser, "I always select an automobile by its motors."

"But don't you pay any attention to its finish?" asked the salesman, who had been showing the upholstering and brass trimmings.

"Oh, no. All my automobiles generally finish up in a tree or in a haystack."

Mr. Grocer—

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

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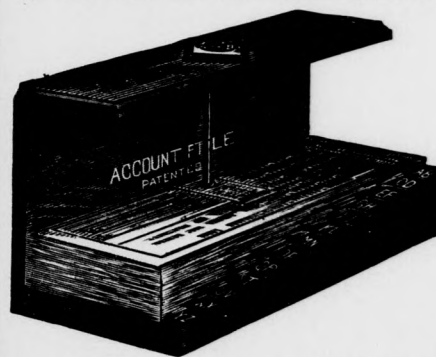
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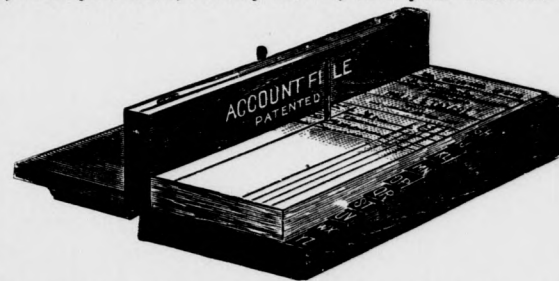
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TRADESMAN COMPANY, Grand Rapids

WELFARE WORK.

How the Steel Industry Is Conducted at Essen.

Think of owning 16,000 houses accommodating 100,000 persons, of conducting 108 supply stores and related establishments and thirty-two other institutions of most varied and intricate character. Count in the difficulties of fairly administering twelve great aid funds and then consider that all this is but one part of one element in the government of a great industry.

Count the cost of construction and administration. Figure that of the 100,000 but 30,000 are wage earners whose average income is but \$8 a week, and that they are well fed, well housed, clothed, educated, guided, insured against sickness, accident or death, and pensioned when their usefulness is gone, and then realize that it is all one huge, happy success and that it pays.

This, in a nutshell, is what Fried. Krupp Aetiengesellschaft is doing for the workmen at the great Krupp Steel Works in Essen, Germany, where the Krupp guns are made.

It is probably because this welfare work has been going on since 1863 that we have overlooked it. The Krupp colony—or rather colonies, for there are thirteen of them to-day—passed the experimental stage a generation ago. Their problems have all been solved, their occupants all converted, their enemies all silenced. There is nothing left for them but success and the oblivion that so often attends success.

During the life of the male members of the Krupp family they maintained close personal relations with their workmen, and every advance in the colony work was made with their co-operation and consent. Since the death of Frederick Alfred Krupp, in 1902, when the enterprise was incorporated, this tradition has been sedulously preserved, and joint committees from the Board of Directors and the workmen attack each new problem together.

One of the fundamental principles upon which the Krupps worked was that charity in the ordinary sense merely increased dependence, carelessness and incompetence. Therefore they followed the Divine example, helping those who helped themselves.

If it was found advisable to create a new aid fund the men were called on and whatever they gave was doubled by the firm. When it became necessary to provide special quarters for the disabled and infirm, the men bore their share of the cost and of the management—also of the glory. So that to-day the Krupp workman can point to this whole splendid achievement as part of the work of his brain and his hands.

But let us get some idea of just what this achievement is.

Take a bird's-eye view of Essen from the east. The chief railroad of the Essen district cuts your view evenly into right and left. On the right and running far out beyond the town are the great steel works, a forest of chimneys through which myriad smoking locomotives hurry

like ants. But in the midst of all this babel of crashing, hammering, hissing, steaming, shrieking machinery where the giant rollers press the large steel plates with irresistible force, and the factories belch black smoke by day and light up acre upon acre with their lurid glare by night, there are quiet spots where the grass is green and the sunshine undiluted. One might as well try to absorb a World's Fair at one sitting as to grasp all the ramifications of this gigantic industry, but the quiet spots seem symbolic of the quite perfect method of control.

Almost in the heart of this forest of factories you see Westend, the nucleus of the Krupp colonies, long ago overtaken by the advancing chimneys. Nearer and just escaping the chimneys is Nordhof, another of the early ventures, and near it are scattered many of the smaller institutions. Beyond the works to the west and touching the railroad at one end is the fine big colony of Cronenberg with accommodations for 8,000 persons.

Crossing the railroad we find Schederhof, consisting of eighty-two six-family apartment houses and 280 barrack lodgings. In the foreground is Baumhof, consisting of about sixty cottages, each housing three or four families, and many handsome residences. A little beyond Baumhof is picturesque Friederichsof, which consists of two hundred single family cottages of three to five rooms. Alfredshof, some distance west of Friederichsof, is the youngest of the colonies, and is also built entirely on the cottage system, consisting of 500 houses arranged to accommodate one or two and sometimes four families.

But one colony remains, the most interesting of all. You see it far to the south, beautifully laid out against the forest. This is Altenhof, which F. A. Krupp built to supply free homes for his invalid and disabled workmen. The colony consists of 160 cottages and twenty-four independent two-roomed apartments for widows.

Outside the regularly organized colonies the Krupps own many houses in the town of Essen, which are let to their workmen, and they have besides made large provision for unmarried women.

At the unveiling of the Alfred Krupp monument, erected by the workmen in 1887, Mr. F. A. Krupp announced the inauguration of the new colony of Altenhof as a memorial and placed \$143,000 in the hands of the directors for its construction, which he personally supervised. Its cottages are well built and of varied but harmonious design, and the arrangement of streets is unconventional. In the center is an open square with a supply store and a public kitchen. The colony has a convalescents' home, a Protestant and a Catholic chapel. In this charming village aged and disabled workmen and workmen's widows find pleasant homes rent free for life, their pensions covering all their simple wants. And you will not find sunnier lives anywhere.

A noteworthy feature of the Krupp colony management has been the

theory that the gradual acquisition of homes by the workmen was inadvisable. The employer wished to remain landlord because it gave him power to keep out undesirable elements, to enforce rules of cleanliness and order and to undertake educational work, all tending to develop healthy family life, the best maker of good workmen and good citizens. The leaders among the workmen have steadfastly supported this theory.

Each tenant signs a lease containing strict household regulations. Cleanliness is insisted on, apartments must always be open to inspection by special officers, sub-letting is forbidden and boarders are not encouraged. Even private conduct is controlled. Yet there are very few removals and the demand for quarters always far exceeds the supply. Even the younger men have come to accept the regulations with confidence that they are just and for their benefit.

The money invested in land and buildings in these Essen colonies—the five others at distant works have not been considered—is not less than \$4,000,000, the earnings of which, without allowing for depreciation, are but a fraction over 2 per cent annually.

The problem of housing unmarried workmen was met thirty-five years ago by the building of a four-story brick barrack, called the Menage, with a capacity of 1,800, residence in which was compulsory if the young workman was not boarded by near relatives. This is still in use, but

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Intending purchasers are invited to call and inspect the line. If inconvenient to call, full particulars and prices will be sent by mail on receipt of detailed information as to the exact size and description desired.

has been supplemented by two dormitories aggregating 220 beds.

The adult workman at the Menage pays twenty cents a day for board and lodging, and boys and apprentices pay eleven cents.

Outside the regularly organized colonies the Krupps own many houses in the town of Essen, which are let to their workmen, and they have besides made large provision for unmarried workmen.

The sleeping rooms hold ten beds, and each is in charge of a monitor. A strict code of rules to prevent rowdiness is well enforced. The meals served here are remarkable considering the low price, dinner, for instance, consisting of seven ounces of excellent meat perfectly cooked, and an unlimited supply of the two or three vegetables and bread. Coffee is a half a cent a cup.

Free to all are well furnished sitting and reading rooms, a library, billiard-room and a bowling alley. These institutions are greatly appreciated.

For the better paid and more intelligent workmen there are two bachelor homes in Schederhof, where the boarders choose a manager from among themselves, decide upon the amount to be spent and go shares. There is every comfort and convenience here, yet the monthly rental is only \$1.50 to \$2.

The other institutions for the workmen, apart from the supplies department, are as follows: a hospital, two barrack-hospitals for contagious diseases, a convalescents' home, medicinal bath institute and a bathing house; a steam laundry, officials' club house, foremen's clubroom, house-keeping school and four industrial schools, three of which are for school girls; a circulating library, savings bank, dental surgery and six dining halls.

The health of the colonies is watched over by a committee consisting of several physicians and factory employes. The water supply, fifth in size in all Germany, is distributed to about a thousand stationary washstands, closets and shower baths throughout the works. The hospital contains 150 beds and is of most modern equipment. The isolation hospitals have 100 beds, and there are numerous bandaging stations about the works.

The public schools, which are large and well equipped, are placed so as to be convenient to every home. They cost the workmen nothing. Midway between Scherof and Kronenberg is a private school accommodating 1,100 young children, and separate classes are provided for Catholics and Protestants. The school is free to workmen's children. It is surrounded by beautiful botanical gardens.

A most important part of the Krupp educational plan is the industrial training of girls. The attitude is taken that as home surroundings go far towards making the contented and efficient workman, so the happiest and best managed homes are those where the wife has been especially trained to her task.

In connection with the private school and several public schools instruction is given in sewing, knitting,

darning, etc., at special afternoon classes, and there are about 2,500 young pupils. The children supply their own materials and pay a monthly fee of five cents, which is returned to industrial pupils after fifteen months, in a savings bank book. Prizes also are distributed each Christmas.

A large special building is devoted to the practical training of girls over fourteen. Several courses cover work that will give them earning capacity. The washing and ironing classes are conducted in a regularly equipped laundry, and a considerable amount of work for the public, done at a low price, is handled by the pupils. The teachers are chiefly widows of workmen.

A housekeeping school is another department of the work that is a notable success, and its operation aptly exemplifies the ingenious combination of interests so characteristic of the Krupp welfare work. Instead of the usual demonstrating classes in cookery the girls enter a well equipped kitchen where they prepare actual meals in considerable quantities and these are served to widowers and their children and invalids in the adjoining dining room at eight cents a meal. The students pay no fee except seventy-five cents a month for what they eat, and as the school is not able to meet all its expenses, it is given \$4,500 a year by the firm. Destitute persons are here served wholesome meals free if all charges on an order from a factory physician.

In the class room of the house-keeping school you find the girls busy over household accounts, recipe and note books or mending, darning, ironing or washing. A vegetable garden and chicken yard help to supply the kitchen and to give practical instruction.

The supply stores of the colonies consist of eighty retail shops, two abattoirs, two bakeries, a flour mill, a coffee roasting house, an ice making plant, brush factory, paper bag factory, shoemaking shop and laundry, two tailor's workshops, eleven restaurants, three coffee houses, a hotel and no saloons. The number of persons employed is about 900.

The supply stores were first opened to employes only; terms were strictly cash and goods were sold at cost. In spite of every precaution, however, outsiders kept buying from the stores to the consequent wrath of the Essen merchants. So the stores were opened to all and goods sold at full market prices, the employes being favored by an ingenious system of annual rebate which brings them a neat sum in cash just before each Christmas. An enormous quantity of staples is sold from these stores, of coffee, for instance, more than half a million pounds each year.

The Essen Hof Hotel, well known to consumers of European guide-book literature, is in the Krupp domain, opposite the employes' casino and the gymnasiums.

At the Krupp's various works outside of Essen, the Grusonwerk at Bushau, Germaniawerft at Kiel, Friedrich-Alfred-Hute near Rheinhausen, Hermannshutte near Neuweid, Annen Steel Works, etc., and its dozen

iron mines and three collieries, the colony system of Essen is being established and is rapidly developing under the firms' fostering hands in a far more monumental enterprise even than it is at present.

The elaborate system of relief funds in operation at the works was begun in the early fifties, and has been subdivided at various times in accordance with the successive German laws for the protection of workingmen. The German government, for instance, has a pension fund for workingmen to which each man pays 1 per cent. of his wages and his employer a like amount. If the employer has a pension fund he is entitled to deduct the entire amount of the government from his own. The Krupps following their usual system deduct only one-half of the government pension and provide besides for the widow and children which the German government does not do.

Carlyle Ellis.

An Unfair Advantage.

The twin boys, Johnny and Tommy, not only looked almost exactly alike and could wear each other's clothes without the slightest misfit, but usually weighed the same, there being a difference of not more than an ounce or two between them, notwithstanding the efforts they were always making to outweigh each other.

"Tom," said his brother one day, "let's go and get weighed. I believe I can beat you this time."

Tommy agreed, and they went to the grocery store where these contests were usually decided.

"You get on the scales first," said Johnny.

Tommy complied, and his weight was found to be sixty-eight pounds twelve ounces.

Then Johnny took his turn. He tipped the scales at exactly sixty-nine pounds.

"That ain't fair!" exclaimed Tommy. "And it don't count! I forgot about that big boil on your arm!"

Fast friends should be slow to disagree.



The "Ideal" Girl in Uniform Overalls

All the Improvements
Write for Samples

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

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Box 277-L. PHOENIX, ARIZONA

References: Phoenix National Bank, Home Savings Bank.



A 5c Cigar in a Class by Itself

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

THE MASTER MERCHANT.

What You Must Do To Become One.

We used to begin with the universe and reason down to man. Now we begin with man—with the child—and work out our universal problems from within out. The great secrets of merchandising are to be found within the breast and experience of every tradesman—no matter how humble. A large store has no monopoly of business wisdom. Its wider knowledge comes merely from the composite experience of the group of merchants that manage it. Each manager of an individual stock in a large store must be a merchant himself. And so each merchant must cut his own path to Mastership.

"Know thyself," is the starting point.

"Control thyself," is the next step.

"Develop thyself," is the finality.

Science.

First the Science of the Exchange.

Here three great laws apply to the merchant:

1. The law of supply and demand.

2. The law of compensation.

3. The law of diminishing returns.

The law of supply and demand applies to the stocks—their kind, quantity and variety.

The law of compensation applies to the character of the store, the general service, the method of dealing and to the employees.

The law of diminishing returns applies to the expense of doing the business.

Of course, to a very large extent the value of merchandising depends upon its cost of production, but the law of supply and demand must also be reckoned with.

"Prices are determined, not by the competition of the sellers only, but also of the buyers—by demand as well as supply," says John Stewart Mill.

By the supply of goods is not meant the general supply in the world at large, but the supply on sale in that particular community. As a general rule, prices rise with the lessening of the supply and the increasing of the demand, and fall with the increasing of the supply and the lessening of the demand, but not always in strict proportions. Prices on necessities are affected first, prices on luxuries last.

When losing money the merchant must think of this law of supply and demand and make this test:

1. Have I the goods the people want?

2. Have I them in sufficient quantities?

3. Have I too much of any one thing and not enough of another?

4. Am I selling my commodities as cheap as other merchants?

5. Am I giving good service?

When losing trade the same questions might be asked with this addition: Have I the confidence of the people?

The law of compensation may be plainly stated in this way: "That we give a full equivalent for what we

receive, and receive a full equivalent for what we give."

The law of diminished returns, simply stated, is this:

That after a certain point is reached, with added capital and labor, the proportionate returns of profit will diminish. That is to say, if one person cultivates ten acres of land and makes \$100 a year profit out of it, the addition of another laborer would yield less than \$100 profit to each of them. In other words, it means that you can push a thing to a certain limit and reap great reward, but beyond that reward diminishes. This applies in business directly to the expense of operation. You may push your business and increase it, but if the expense of doing this is too great, your net profits will decrease. You may have too large a store, you may pay too much rent, you may have too large a stock, you may do too much advertising, you may have a too extensive delivery. All these are the expenses of a store, and if too large cause your profits to diminish.

"Net," some one has said, "is the smallest and biggest word in business." Gross profits mean nothing; net profits mean everything. Gross sales are a snare. It is only net sales that count. Get down to net in everything you do. Be practical. Do not live in the clouds. Keep your two feet planted squarely on the earth.

The Patent Office at Washington is crowded with inventions, theoretically perfect, but practically of no use. They don't pay. An electrical inventor can make a storage battery that works, but no one has produced one that pays. It is useless to invent a machine to do something that can be done quicker by hand. It is useless to invent a substitute that is more expensive than the machine

that it is intended to displace. It is useless to produce business at such a cost that it does not pay. Advertising is good only when it pays a net profit on the cost. A system is good only when it pays a net profit on the cost of installation and operation. Business is good only when it pays.

Science.

The science of human endeavor applied to business. Sheldon, in his "Scientific Salesmanship," gives a formulary for success that may well apply to retail business, because it is a formulation of the principles of ethics and psychology which apply to right living—and right living begets good business. The formulary is this:

Endurance plus ability plus reliability plus action equal success.

This formulary is better understood when we go back to the virgin source of these characteristics.

What is back of endurance? The body.

What is back of ability? The intellect.

What is back of action? The will.

What is back of character? Why, the body, the intellect and the will—all three.

But what is still further back of all these—back even of character? Why, you, you, you. Not somebody else, but you. The ego. Call it a soul, call it a part of the Divine, call it what you will, you are back of everything you possess.

Now, what do we actually possess: Only three things:

1. A human body.
2. An intellect.
3. A will.

When we use the phrase, "We possess," we presuppose the "We," showing that there is something back of

BUGGY DEALERS

Don't forget that we still have a large stock and assortment of **Top Buggies, Bike and Driving Wagons, Surreys, etc.**, to fill rush orders the rest of the season.

Brown & Sehler Co.
Grand Rapids, Mich.

WHOLESALE ONLY

Order

Red Jacket

Spring Wheat Patent, quality the best. Can ship small lots from Grand Rapids and mixed cars with mill feed, if desired, direct from Minnesota.

We also manufacture stone ground Wheat Flour, Graham, Rye, and Buckwheat Flour as well as Corn and Oat Feeds.

Send us your orders.

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.
Grand Rapids, Michigan

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

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

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

the body, back of the mind, back of the will.

- Develop that something.
- Develop your own personality.
- Develop responsibility.
- Develop yourself.

This leads to self-reliance, which is the test of a man's value in any walk of life. Each of us, the strongest as well as the weakest, is responsible to something—to human laws, to the laws of business or to Nature. There are supervision and discipline in Nature. When we are sick we are "brought up" with a sharp twinge of pain. There is supervision in human nature. The child when bad is "brought up" with a switching. There is supervision in business. The merchant when he violates the laws of any sort of business is "brought up" sharply by a loss of some kind, either of money, of customers, of friendship or of reputation.

The more responsible we make ourselves, the less someone else will have to be responsible for us and the greater our own value will become.

Please do not think I am preaching when I give you this doctrine. Sweep away religion, sweep away the laws, and you have remaining morality as a scientific thing.

Morality is a scientific thing.

There is in Nature a constructive principle—which takes matter and builds it up into trees, into animals, into man, into business. To live in harmony with this principle brings not only bodily health and peace of mind, but the living of such a life is scientific morality. It is a business asset.

The opposite force in Nature is the destructive principle which is constantly tearing down. This is scientific immorality. In business it creates liabilities.

Now, the business man who conducts his business in line with the principles that build up himself, that build up society, that build up the community, that build up the State, that help to educate and civilize the people, is working in harmony with the constructive principles of Nature and business, and building up his own character and his own business.

When something goes wrong in your store take account of stock. Take account of your own stock—your physical stock, your mental stock, your stock of will power. You will very soon learn to perceive whether it is your body that is not serving you properly, whether it is your mind, or whether it is your will. You will learn also that while your mind, by absorbing information, becomes the great fund of knowledge, you can not use that knowledge without physical strength and will power. Your mind and your body may be said to be a double team of horses that you are driving. The will power is both the reins and the whip—the reasoning and the directing power and the spur at the same time. To draw out from each of us the best that is in us should be our endeavor. And when we examine ourselves analytically we are surprised to find the latent qualities we possess. The small man

is never so small as he seems, just as the great man is never so great as he seems.

As stock in trade we first possess a physical body.

This gives us:

1. Health.
2. Energy.
3. Endurance.

The right care of the body is the first duty of every merchant. Do you know there are 28,000 miles of nerves in every human form. Do you know that the eye has 8,000 different mechanical contrivances? It opens and closes its front shutters over 30,000 times a day.

We are only beginning to realize the important part that health and energy and endurance play in success.

Don't be a slave to your business; be the master.

Don't enslave your employes.

Lead in early closing.

Insist on vacation with pay.

Take systematic exercise and see that your employes take it.

If the establishment is large enough have daily setting up exercises. The National Cash Register Company gives up an hour every day for systematic exercise of their employes.

The boys and the girls in the Wanamaker stores have their daily drills.

The man of energy is the man who moves, and who moves the world. The old deacon used to say: "I'd rather see a kettle boil over than not boil at all."

But energy is not enough. We must have endurance. We must be

a through express. We must work hard while we are at it. Spurts are good, but the energy and dash of Sheridan would not have ended the war without the endurance of Grant. One heat a day is best. It is the starting and stopping of a train that waste energy.

Sooner or later stores will open at 10 o'clock and close at 4, with no intermission.

Leave business cares at the office. Throw them off with your office coat. Armour said he never thought of business once he was out of the office.

Don't pull the long face at home just because you have had a hard day at the office. Your wife has probably had a harder day. And the very fact that you had a hard day means that you must recuperate, renew our energy and vigor for the following day.

The greatest recreation and health-builder is change of occupation.

James Madison used to build desks and chairs to rest his mind.

Gladstone used to go out and cut down trees.

On the other hand, as a relief from physical labor, reading or talking is rest.

Rest does not mean going to sleep all over, but merely putting to sleep those faculties or parts of the body that are tired.

Self-control is the greatest physician. Keep yourself in control physically and mentally and the human machine will keep running at its maximum.

Self-control must come before personal effort.

The horse or automobile must be under control before it can properly do its work.

Even the smallest store can afford a rest room for any of its employes who may be taken ill. It can have a faithful and effective outlook for the kind of drinking water supplied. It can have clean toilet apartments, soap and water, towel, brush and comb. It can have proper light and ventilation. Keeping one's clerks working in a damp or cold atmosphere is bad business, to say the least. Proper storm doors, proper heating, proper lighting, proper ventilation will all help to sell your goods and help the people who sell them.

"You must be a good animal," says Herbert Spencer, "before you can be a good man."

And now let us take stock of the human intellect.

"With what do you mix your paints?" a great painter was once asked. "With brains," he replied.

Only the big man can manage big things.

We are not all born equal, but we are all born with an intellect that may be developed to a greater extent than perhaps any of us realize.

Through the intellect come:

1. Knowledge.
2. Wisdom.
3. Intuition.
4. Inspiration.

Instinct and inspiration come from within, but they must be developed

Joy over KAR-A-VAN

"The cup that cheers, but not inebriates."

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

Every Ounce Guaranteed to Comply with State and National Food Laws

KAR-A-VAN

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

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

Imported, Selected, Roasted and Packed by

The Gasser Coffee Company

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

DETROIT BRANCH, 48 Jefferson Ave. CINCINNATI BRANCH, 11 East 3rd St. CLEVELAND BRANCH, 425 Woodland Rd., S. E.

from without. And Edison says inspiration is nothing more than perspiration.

From experience comes the only actual knowledge we have.

Knowledge and wisdom come best through out own experience.

In taking stock of the things we know it is important to keep in mind this classification of data:

1. Things we know and know we know.

For instance: That we exist—that flowers bloom and birds sing—things we know ourselves, from our physical senses.

2. Things we assume we know, but do not know that we know them.

For instance: That the earth is round; the law of gravity.

3. Things we believe, but do not know nor assume to know them.

For instance: That there is a God.

4. Things we neither know nor assume to know, nor even believe.

For instance: Where space or time begins or ends. Number of fishes in the water, or birds in the air.

Personal experience is the greatest teacher.

Observe:

A foreigner once took a drive along the Wissahickon Creek in Philadelphia, and he got out of the carriage perhaps fifty times to examine a rock or a flower or a tree. He saw a hundred things along that road where the average person would see but one.

There is a child's game in which a person is sent into a room filled with articles to stay there for five minutes. Then he is asked to write down just what he saw.

It is a good game for grown-ups, for you will be surprised how few things you really observe upon the first attempt, and how many things you will see after you cultivate the habit of observation.

Observe intelligently. To do this you must read and study.

"Get the study habit," says our friend Hubbard.

Have a box in your store for ideas.

Exchange ideas with other business men. Exchange ideas with any man. A great lawyer when he was working out an important case would stop and discuss the points of that case with every man he could buttonhole, and he said he got an idea from almost every one.

Make it a habit to converse at least once a day with some one your superior. Your superior stands on higher ground and gets a better perspective of things.

Perspective is the great thing in observing.

Take the back seat in a trolley car and ride down a straight street in any one of our large cities. Center your eye on some tall building. As you go farther away from it it looms higher and higher. This building at the corner that seems high when you are in front of it dwindles as you go on and on, and the huge structure further away seems to climb higher into the sky.

Don't keep your eyes and nose to the grindstone. Get away from your business occasionally and get the proper perspective.

Write down your thoughts as they come. Keep a pad and a pencil al-

ways ready for ideas. Lincoln used to stop at the end of each furrow he plowed and write a sentence on the fence rail. His Gettysburg speech is a model of short, vigorous sentences. We know a thing only after we tell it to someone else or write it down.

Don't secrete your knowledge. Pay it out to any one who asks—and you will receive double wisdom in return. Travel if you can. If you can not travel, organize an Idea Club with storekeepers in other cities, or non-competing firms in your own city. You may have a general secretary, and when some detail of the business bothers you write to him, and all the other firms will send their system. They send it not only to you, but to all the other merchants. In this way you all exchange ideas. You all benefit. It is a sort of Round Robin School of Business.

Keep your ears close to the ground and observe what the people want. Get close to your customers. Have your clerks report to you what they say, what they ask for, what their desires are. Study their wants. Then supply them.

John Jacob Astor was once forced to take over a millinery business for a debt. He went out and sat down in Central Park, studying the bonnets of the women as they went by. Then he went back into the shop and ordered the same styles. You may be sure his business prospered.

To give an article value in exchange it must—

1. Have use.
2. Be difficult to secure.

Air has use, but no value in exchange, because not difficult to secure. An ice manufacturing machine might be very difficult to secure in Labrador, but it would have no use there and consequently have no value in exchange.

The public must have an appetite for goods before it will buy them.

Now, in retailing you must first have the goods that people want—that they have an appetite for.

You must, secondly, get the people to give attention to those goods.

You must, thirdly, get their interest.

You must, fourthly, arouse a desire for the goods.

You must create a demand.

Four simple rules for advertising are these:

1. Get attention.
2. Arouse interest.
3. Get believed.
4. Arouse desire and action, which ends in a sale.

It often requires great courage to reduce the price on goods. There comes a time in business when certain goods must be reduced in price. No man can buy the exact quantity needed, nor prophesy the exact fashion. When the time comes for a reduction let nothing stop it. "Sell and repent" is good advice. Take your medicine and get well. A sick store is a store with things people do not want, and without the things they do want.

A. T. Stewart used to go through his great store every day, ask the salespeople at the counters what was not selling fast, and mark down the

price then and there himself. Keep account of the reductions you make so that you know how much money you are losing. But make the reductions cheerfully and speedily when necessary.

Marshall Field had a great tenacity of purpose and perseverance. All great merchants have this great characteristic.

Thoroughness is a great asset in business.

Do things. Do them right and do them right now. And carry them through to the end.

Don't only begin, but arrive.

Get to work early in the morning. Your brain is clearer. Your will-power is stronger.

Don't wobble. Keep on the straight path once you have found it. Let no man block you until you reach the end you aim to reach. Your will will carry you through. We will be what we will to be.

The will is a positive force—just as electricity is. Without resorting to hypnotism it is a fact that a strong will can influence a weaker will, and it can influence a stronger will if the cause be just.

Confidence is necessary, of course. You must have confidence in the goods you buy. You must arouse confidence in your customers. Sell your goods first to your own salespeople. Arouse confidence in them and they will sell the goods to the public.

Confidence was strongly developed in Stephen Girard. Starting at the age of 11 years to make his own living as a cabin boy, he became a

NOTIONS

Buy your "NOTIONS" from us and be assured of good goods at reasonable prices. We sell Decorated LAMPS, Crockery and Glassware direct from the factory. Write us.

Grand Rapids Notions & Crockery Co.
1-3 So. Ionia St. Grand Rapids, Mich.

"Fun for all—All the Year."

Wabash Wagons and Handcars

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

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

Wabash Farm Wagon—a real farm wagon on a small scale, with end boards, reach and fifth wheel and necessary braces—strongly built, oak gear. Wabash wheels; front, 11 in. in diameter—back wheels 15 inches. Box 34x16x5 1/4 inches.

The Wabash Limited—A safe, speedy, geared car—a regular flyer. Built low down and well balanced so there is no danger of upsetting. 36 inch frame, with Wabash 11 inch steel wheels. Handsomely painted in red and green. Affords sport and exercise combined. Recommended by physicians.

Manufactured by

Wabash Manufacturing Company
Wabash, Indiana

Geo. C. Wetherbee & Company, Detroit, and Morley Brothers, Saginaw, Michigan, Selling Agents.

Coupon Books

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.

great shipping merchant and banker in Philadelphia; because he had confidence in what he was doing, and confidence in himself. When a famous London banker was in Philadelphia he called on Girard at his farm on Passyunk road to tell him that one of his ships had arrived safely. Girard came down from the hay-loft to say only this: "I knew that she would reach port safely; my ships always do. Mr. Baring, you must excuse me; I am much engaged in my hay."

Promptness is a great asset in business. Teach promptness to your employes by being prompt yourself. "Either you will have to get a new watch or I will have to get a new officer," said Washington to a tardy army official who blamed a defective time-piece.

Open your store on time and close it on time. If your organization is too large for personal supervision, put in time clocks and hold up your people to the minute—but be very careful that you are prompt yourself.

Deliver goods promptly.

Answer letters promptly.

Make decisions promptly.

Prompt decisions are not rash decisions if you have knowledge back of them. You see a great merchant at his desk, his lieutenants coming in every minute making enquiries and asking for decisions. With a nod of his head he decides this, or he O. K.'s a certain order, or turns down a request—and you forget that back of these prompt decisions are years of experience and observation.

Enthusiasm is necessary to sell goods.

The buyer when he goes into the market comes home full of enthusiasm over the good things he has bought. This enthusiasm must be contagious. The employes must catch it. The customers must catch it. It must show in the display of the goods. It must show in the advertising. It must show in the way the salesperson talks to the customer.

Henry Clay, in the Senate, grew so enthusiastic in what he was saying that he would become oblivious of everybody and everything but his subject, leave his place on the floor and by gradual steps come down to the chair of the Vice-President, where he would stand appealing to him as if no other person was present. Such enthusiasm in the advertising and selling of goods has built the great stores of the country.

Prudence, in a way, is the opposite of enthusiasm. The master merchant will never get so enthusiastic over a certain kind of goods that he can not bring prudence into play to prevent large overbuying. Overbuying is, of course, over-loading your store. A gorged horse can not pull a load. Always have good variety of goods and never be out of anything if you can help it, but keep your stock low enough to be always ready to buy special lots of merchandise when the price is low.

The prudent merchant pays cash and discounts his bills. The great stores make as much on discounts as they do in merchandise profits.

Don't expect to make a profit on everything all the time. Money is often made by losing it.

John Jacob Astor once foresaw a panic. He collected all his buyers together and asked them how much money they needed to run their business for the following year. They told him, thinking he was crazy, for they saw no signs of a panic. He went out and borrowed all the money he could. The panic came, but Astor was safe for he had eight million dollars locked up in his vaults.

Patience is a virtue not always appreciated in these strenuous days.

The ideal busy man is he who has nothing on his desk but a clean blotter and an American Beauty rose. He is always ready to attend to business.

Never be in a hurry; it is only the busy man who can never afford to be in a hurry. Discretion, diplomacy and tact are great intellectual assets. Tact in the way we manage our employes and our customers. Tact in sizing up the market and manufacturer. Tact in advertising. It is said America is now producing the greatest diplomatists of the age. It is the business of America that is producing these diplomatists.

Enterprise and progressiveness show in every piece of goods that you buy. They show in the way you display your goods. Change your displays and stocks frequently. Put on a new front daily. Rearrange your goods. If you can not always be getting in new merchandise, as the great store can, you can at least change the old goods about to make them look new. Have plenty of signs about the store and keep them fresh and bright, both in appearance and wording.

Mark prices in plain figures, large enough to read. People want to know prices. They like to look around before they purchase. Place goods where they can be handled. A woman likes to sell herself a thing.

Now all these virtues—these attributes of right living, physically and mentally, lead up to character. And character is the backbone of storekeeping.

The character that you build up in the community is your greatest asset in business. The man who sands his sugar or waters his milk or gives an inferior substitute to his customer in place of an advertised article that is better may know that he is doing wrong morally, but he does not realize the commercial value of doing right.

Be fair.

Have only one price.

Guarantee everything you sell, if possible. If certain things can not be guaranteed because of perishability—then clearly say so. Take back goods that prove unsatisfactory.

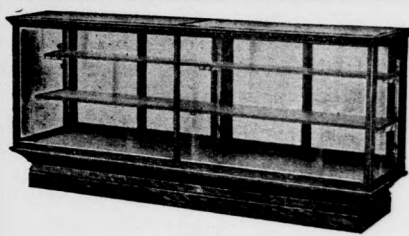
Don't substitute.

Don't permit wrong or misleading labels.

Avoid exaggerations of the merit of an article or its value.

Peter Cooper carried fairness so far that he gave up the selling of cigars because he thought them harmful to people.

The great Lincoln once walked three miles to a customer's house af-

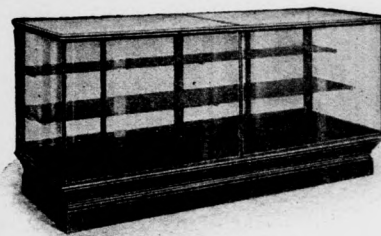


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Grand Rapids, Mich.

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We Can Give You Prompt Shipments

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

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

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

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

Folding Boxes for Cereal Foods, Woodenware Specialties, Spices, Hardware, Druggists, Etc.

Estimates and Samples Cheerfully Furnished.

Prompt Service.

Reasonable Prices.

19-23 E. Fulton St. Cor. Campau,

GRAND RAPIDS, MICH.

A HOME INVESTMENT

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

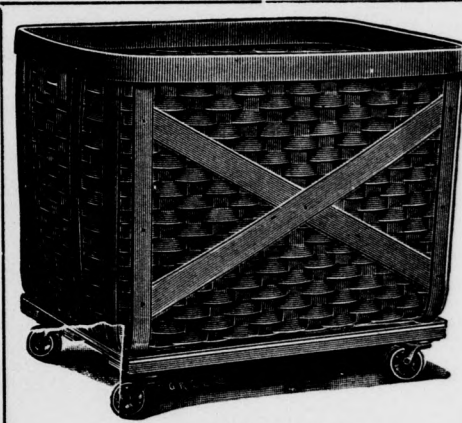
HAS REAL ADVANTAGES

For this reason, among others, the stock of

THE CITIZENS TELEPHONE CO.

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

BALLOU BASKETS ARE BEST



X-strapped Truck Basket

A Gold Brick

is not a very paying investment as a rule, nor is the buying of poor baskets. It pays to get the best.

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.

BALLOU MFG. CO., Belding Mich.

er he had closed his store to refund money that had been over-paid in error.

Justice, honesty and honor, of course, are all species of fairness.

Robert Morris once asked John Morton, the first President of the Bank of North America, for money to help Washington cross the Delaware. Morton asked on what security. Morris replied: "My note with my honor." Morton, although a Quaker, and conscientiously opposed to using money for war purposes, replied: "Robert, thou shalt have it."

John Jacob Astor once said to Thomas Jefferson: "All honorable business must be such as entitles it to Government protection."

Orderliness is simply a law of Nature and must have a place in business.

Orderliness begets system.

Systematize, but don't tie yourself up with red tape. Don't import a system wholesale. Study out one for yourself. A desk cluttered with papers, a store cluttered with old goods, and a brain cluttered with cobwebs all belong to the same man.

What good are memoranda that you forget all about? What good are ideas that you have forgotten? What good is merchandise tucked away under the counter or in the corners of the stock room if the public does not know it is there?

Instead of fretting or fuming when trade is bad and drumming the desk with your knuckles and pulling out your hair—all of which consumes your nerve force—analyze the situation and plan to overcome it. If, after due consideration, you find you can not better things accept the situation and cut down expenses.

Never be a discouraged man. "Take your bumps on the bias," or, better still, cultivate elasticity and catch yourself on the rebound. "Let every knock be a boost," as Hubbard says.

Keep faith. Remember that everybody in town knows you and feels that you are personally responsible for everything you sell. "We make money out of our friends, not our enemies."

Have faith. Have faith in your own town. Help make it grow.

Build up yourself—but help your neighbors also.

Progressiveness and mutuality.

Make money if you will, but help those who help you to make money as well.

There are three parties to every store transaction—the employer, the employe and the customer. The interests of all are mutual.

The merchant is no more than an agent of the people.

Building up a trade means merely that his customers have commissioned him to buy for them.

Keeping store for the good of the community is keeping store for your own good as well.

Already in England co-operative stores have made great headway. There are great problems to solve, but some day there will come a store in which the employes and the customers will have a direct interest in the business, along with the employer and merchant. There will be dividends for all.

It was Peter Cooper's boast that he never made money at other people's expense. He would not invest in anything that was not a profit to others connected with it.

In the lives of great merchants, if you study them well, may be found the precepts for business success.

George Williams, the eminent London merchant, gives this formulary: "Energy and enterprise, directed by prudence, caution and wisdom; determination to get on, combined with ability to look forward; the fixed principle of dealing conscientiously and in a straightforward way with all customers, and a kind and generous treatment of employes."

And Benjamin Franklin, in his autobiography, sums up his success as follows:

"To temperance I ascribe my long-continued health, and what is still left to me of a good constitution; to industry and frugality, the early easiness of my circumstances and acquisition of my fortune, with all that knowledge that enabled me to be a useful citizen, and obtained for me some degree of reputation among the learned; to sincerity and justice, the confidence of my country, and the honorable employ it conferred upon me; and to the joint influence of the whole mass of the virtues, even in the imperfect state. I was able to acquire them, all that evenness of temper and that cheerfulness in conversation which are still sought for and agreeable even to my younger acquaintances."

Franklin had that evenness of temper, that serenity of mind, that equanimity which is the badge of the master.

Equanimity. Some one has said it is the greatest word in the English language. An even mind. An even temper. Calmness, firmness. All are wrapped up in equanimity.

"When selfishness has given way to generosity," says Clarke, "and perfect love has cast out fear—then all this shows itself in that equipoise of soul which we call good temper or equanimity."

Selfishness is the root of all sin. We are all brothers and we must live for each other. We are all part of the Divine and we must some day all reunite in the Divine.

Anger is actual heat, scientists now tell us. It burns up our energy. Two to one in all things against the angry man.

Hate is actual cold. It shrivels up the soul—it shrivels up YOU.

Equanimity—the control of one's self.

Co-operation—the working together for the good of all.

Mutuality—the reciprocity which involves self-sacrifice on both sides.

These form a trinity without which no business can long endure.

The way to get the most happiness in storekeeping is to serve all as well as you can. You will serve yourself better for serving others. Work for the good of all and you work for yourself. Work for yourself alone and you shrivel up and die.

Work is for the worker. Success in business is not the financial reward; not the piling up of

a great fortune; not the rearing of great buildings.

The test of all success is this: What sort of man are you making out of yourself?

The test of a business man is: Are you doing all you can to become the Master Merchant?

Let one thing more be emphasized: It is what we think and what we do that makes us what we are. Reflection, meditation, action.

Hang on the walls of your mind the chart of business, and of right living. Meditate upon it.

Benjamin Franklin was accustomed to go every evening into a quiet corner and review his labors of the day. He would think of the things he failed to do, and the things he did wrong.



James Allen, in his beautiful essay,

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

Alabastine
The Sanitary Wall Coating

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

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Everything Is Up
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Mother's Oats

Same good quality
Same old price, but an additional profit for the grocer


Why?

Because of our Profit Sharing Plan
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MOTHER'S Oats Twos
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Encourage economy by pushing these brands
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The Great Western Cereal Co.
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In this factory at Traverse City, Michigan, is where those delicious

Viletta Chocolates

are made. If you wish to increase your candy trade and enjoy its profits give them a trial and they will do the rest. Manufactured by

STRAUB BROS. & AMIOTTE Traverse City, Mich.

"As a Man Thinketh," says: "A man is literally what he thinks, his character being the complete sum of all his thoughts. * * * Let a man radically alter his thoughts and he will be astonished at the rapid transformation it will effect in the material conditions of his life. Men imagine that thought can be kept secret, but it can not; it rapidly crystallizes into habit, and habit solidifies into circumstances. * * * Man is buffeted by circumstances so long as he believes himself to be the creature of outside conditions, but when he realizes that he is a creative power and that he may command the hidden soil and seeds of his being out of which circumstances grow, he then becomes the rightful master of himself."

Fix in your thoughts what you must do to become the Master Merchant, then bend all your energies in that direction.

"The vision that you glorify in your mind, the ideal that you enthroned in your heart—this you will build your life by, this you will become." Joseph H. Appel.

Natural Death Has No Terrors.

Death has lost its sting and the grave its victories since Dr. Metchnikoff has studied the hows and whys of shuffling off the mortal coil. Discarding metaphysical assumptions and placing himself on the ground of science, he reached the conviction that the pain of death was largely due to the fact that old age is pathological in the vast majority of cases, and death is not physiological but accidental. If by hygiene, sobriety, pure and suitable diet, rational living, and the use of certain sera we could attain an old age free from organic malady, then we should arrive at the natural termination of existence, which is rarely reached at present, and we should acquire a normal instinct for death, the thanatic instinct which we do not now possess. Surfeited with life, the man would receive death at a time when, from natural causes and from the attainment of the natural span of life, the instinct of life would be replaced by that of death. The achievement of this result, thinks Dr. Metchnikoff, combined with the prudential regulation of marriage, must improve the human lot and conquer pessimism and regret.

Why the Husband and Wife Cannot Be Angels.

Years ago an old colored woman, a power in her kitchen and a pillar of her church, was accustomed to say, with unction and emphasis: "As the Good Master tell us in his good book, 'Blessed am them what specks little or nuthin' in this worl', sense they ainter gwine ter be disappointed.'" When a temeritous hearer ventured to assert that this question could be found neither among the Beatitudes nor elsewhere in the Bible she would reply, in no way abashed: "Is yo' sho' 'bout that? Ef hit ain't it oughter be, en anyhow ye caln 'ny hits de gospel truf." Which is, surely, the fact.

Notwithstanding the numerous injunctions to youth to aspire always and forever, "Aim high if you lose your hatchet," "Hitch your wagon to a star," etc., it is unwise to expect too much either of people or of things. Moderate aims and expectations are by far more likely to be realized.

No human being is perfect, and they who marry expecting perfection inevitably must be disappointed. Somebody has said that "marriage, like government, is a series of compromises." Not only marriage, but life together between any number of human beings, few or many, in a family or in a community, must necessarily be a continual succession of concessions, the sacrifice of individual preferences to the general good. It is a mistake to say that "For true love there is no hardship, no meanness, no shame. Its light is bright and clear enough to illuminate all darkness, its warmth such that it defies cold, its sweetness such that it banishes all bitterness of spirit." Such love as this there may be, but it is as rare as radium, and few there be who find it. Love does not make all things easy; it only makes it possible to do that which is difficult and to do it willingly for the sake of the beloved. Love is of many kinds, and it sometimes happens that sincere affection is supersensitive, exacting rather than all excusing.

It may seem a hard saying, none the less it is true, that there are comparatively few married couples who find each other all that which before marriage fond fancy painted them. A cynical and clever character

in a recent love story tells her girl friend that it does not make much difference whom she marries, since she will be sure after marriage to discover that she has married quite another man from the one whom she thought she had wedded. Also it may be safely said that many a man who seems fairly contented with his lot occasionally wishes that his wife was just a little more like what he thought she was when he married her.

There would be by far fewer matrimonial disappointments if those who marry, especially the women, would resolve to see only good in each other and persistently live up to that resolve. It is the part of common sense to make the best of whatever comes to us, the more when it has been of our own choice; and there are not many things, still less people, so bad as to have no best. People usually find that for which they diligently seek, and the point of view usually determines the outlook, be it dark or bright. In this jostling world each man's lot is determined mostly by his own character, its interaction with the characters of those who surround him; and the same is true, in less degree, of women also. Temperament works itself out, and one's own thoughts and deeds make up fate for each one, barring a few accidents which we ascribe to Providence.

"My dear," said a wise woman one day to a young wife, "take your husband for what he is and make the best of him. Don't expect him to be either your father, your brother, or your favorite cousin. Perhaps if the wives of those men were to relate some of their most private experiences you might not consider them as so much more enviable, after all, than you are. If one man is not so demonstrative he may be more patient than another; if quicker tempered he may be more generous and ready to forgive; if not so lavish he may be more just and more reliable. All people have their faults, and, dependent upon it, all men also have their virtues. It is the part of a wise wife to find those virtues and sedulously to cultivate them." Helen Oldfield.

Time gets away from an old man almost as quickly as money gets away from a young one.

Not a Square Deal.

In looking up some mining claims in Mexico I found myself making enquiries of a native named Don Estanso. His greeting was anything but cordial, and he answered my queries in a way that gave me no information. I was rather surprised at this, and a few days later expressed myself so to a friend of the don. He could not see through it, but said he would find out why things were thus. In a couple of weeks he came to me and said:

"Senor, I now know why Don Estanso gave you such coldness."

"Well?"

"A year ago he was in the mine business with one of your countrymen. At that time he was in love with Americans. Together they did business—much business. It was pleasant between them. They were like sisters. If one said so, then the other said so. Nothing was the trouble for a long, long time."

"And then there was trouble, eh?"

"There was. My good and sincere friend, Don Estanso, he saw his chance."

"Chance for what?"

"To beat that American out of thousands of dollars—many thousands. He improved that chance and did beat him."

"And is that why he is down on Americans now?"

"Ah, no! When your compatriot had been beaten he went to the courts. He said it was a swindle. He called for justice."

"And did he get it?"

"Not at all; but what did he do? Instead of leaving the case to the judge, whom my friend could have bribed for \$5,000, he demanded a jury, and it cost my friend four times that sum to keep what he had swindled. It was a very bad policy—very bad. It gives my countrymen the idea that you will not give us what you call a square deal." Frank Stowell.

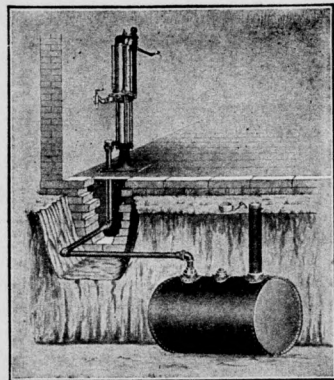
A Passing Thought.

A polite little girl was dining one day with her grandmother. Everything at the table was usually dainty and unexceptionable, but on this particular occasion the little girl found a hair in her fish.

"Grandmamma," she said, sweetly, "what kind of fish is this?"

"Halibut, my dear."

"Oh," replied the child, "I thought perhaps it was mermaid."



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A Fire-Proof Gasolene Tank

That old tin gasolene tank sitting out behind your store is dangerous, it's liable to explode and set fire to your store at any time, and because it is so close to the building you may have trouble collecting your insurance.

YOU'RE INVITING A BLAZE.

On the other hand, put in a Bowser Gasolene Tank and Self-Measuring Pump and you remove every particle of danger.

The tank is fire proof, the pump is fire proof—there's no evaporation, no leakage, no waste. Being self-measuring, there is no spilling or overflow. All the gasolene is in the fire-proof tank or in the customer's can. **It's the safest, surest, cheapest method of handling gasolene.**

Then, too, the Bowser is a money saver, it's convenient and it's speedy. Your customers like it and it draws trade.

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

BOGUS REFERENCES.**How Business Grafters and Pretty Girls Swindle Merchants.**

She came tripping lightly up to my desk one day about the noon hour. She was neatly although inexpensively dressed and an appearance of extraordinary independence characterized her every movement.

"Is this the credit man?" she enquired.

"My name is Lily," she began. "I am a stenographer employed by the Blank Mining Company, whose offices are in the Tenth National Bank building. I have held this position for some time and I can refer you to Mr. Endicott, President of the company."

"I receive a fair salary," she explained, "amply sufficient until a short time ago to keep my mother and myself comfortably and also to permit of my laying aside a few dollars each week. Besides my salary I receive remittances regularly each six months in the shape of a dividend on some stock which I own."

"My mother has been ill for some time," and here her voice trembled. "Her illness necessitated an operation, and this and her long stay at the hospital have cost me considerable money. She now is convalescent, thank the good Lord, but still is compelled to remain at the hospital."

Continuing she informed me that her remittances from the stock dividend came at the beginning of July and January of each year, adas this was but the latter part of May it would be more than a month before she would receive any money aside from her salary. This latter, she said, was hardly more than enough to pay the expense at the hospital, and then she added rather mournfully, "and, you know, I must live."

Rapidly recovering herself, she said that her mother as well as herself were in need of some merchandise, as also some other things which had been prescribed as absolutely essential to the recovery of the elder woman's health.

I wrote out the application, putting into it the statements she had made to me. She said when asked as to the amount of her salary that she was paid \$25 a week and that the amount of the additional income which she received was \$240 per year. She said that she did not know exactly the nature of the concern from which she was receiving this dividend, but that a certain Mr. White, whose address she gave, was the party who had sold her the stock and from whom she was receiving the amount semi-annually and that he could furnish me with whatever information I might desire on this subject.

The result of my investigation of the application of Miss Lily developed some remarkable facts, and it was a matter of considerable difficulty to unravel the tangled network and finally to tie the broken shreds together.

The man Endicott, President of the mining company by which she was employed, had come to Chicago from an Eastern town with his wife about a year before. At that time they had rented furnished apartments on

the North Side. For some time thereafter Endicott was employed by a concern selling mining stock to the investor, and it was said that he had met with success in the placing of this stock. Then he made up his mind that the game was too easy to divide the profits with another.

He went to a concern selling the best kinds of office fixtures and filing cases, and made arrangements for the delivery to him of a selected lot of these, the total price of which amounted to somewhere in the neighborhood of \$1,200. Of this amount he paid a small portion down, and promised to pay the balance at certain stipulated periods in the future. Then he hunted for an office into which to take his newly acquired but still unpaid for property. There was little difficulty in finding this in one of the big office buildings, whose managers sometimes are indifferent as to the financial responsibility of prospective tenants, particularly those engaged in the so-called promoting business, the sole apparent requisite being a sufficient amount of ready cash to meet the rent for the first month, depending for further payments either on the prompt reduction of the same if business is good or the prompt surrender of the rooms if it is otherwise; thus there is another credit seeker, or perhaps worse, launched on the business sea to do his best or his worst to take the dollars of the unwary and the merchandise of the dealer.

Then began the issuing of the stock. In order that this would be eliminated from any conflict with the law, Endicott purchased for a small amount of cash the entire mining rights in a certain piece of property which long since had been abandoned by the original owners because it had been tried and was found to be a failure. Endicott's wife, having nothing to do in the way of housekeeping inasmuch as they ate at restaurants and having been a stenographer before her marriage, took up her duties in this capacity in his office.

Soon after he became established on his own account he met a young man but recently arrived in Chicago from Boston. This young man we will call White. He was looking for a job when Endicott met him. White had the requisite ability in Endicott's estimation to become a successful mining promoter, and so he decided to give him a trial, which finally resulted in the placing of White in charge of a branch office, or rather another office of which Endicott was the real owner, but on the door of which White's name appeared as manager. This office was furnished with furniture purchased upon the same plan as was the other in Endicott's office.

In order properly to conduct this office it was necessary to organize another mining company, and, having in the meantime discovered another success in the business of promoting mining propositions, a man named Green, he put him in with White, and pretty soon this office also was on the road to success.

It was then that the old scheme of check kiting was indulged in by the irrepressible Endicott. His two of-

fices, as well as two companies, afforded him the best kind of opportunity for this well known method of doing business with the moneys of banks, and eventually of swindling these institutions.

Soon the necessity for another office presented itself, and this he put in charge of a man named Gold. Then the crowd were making money for fair. But with their increased prosperity came the demands for increased luxuries on the part of all. Appearances had to be kept up. They were supposedly men of great means, and in order to maintain the position as such considerable money was required. Then finally it was not difficult for the shrewd Endicott to see the finish. Some people were beginning to get suspicious.

He called a meeting of all his assistants at his office one afternoon. Endicott made no bones of the impending trouble, but confided in his lieutenants what he thought he saw coming in the not far distant future. It then was that he divulged to them the ease with which he thought it possible to work the unsuspecting credit giving merchants. One of the crowd would buy goods, giving the others as references. If necessary the merchant would be paid a little on account. Then this merchant could be referred to, also, with other merchants.

Then came the idea that Endicott's wife might be used also for the purpose of buying goods. She could use her maiden name, say that she was a stenographer, and give Endicott as a reference, as her employer, and

ATLAS MASON JARS

Made from superior quality of glass, by a special process which insures uniform thickness and strength.
BOOK OF PRESERVING RECIPES—FREE to every woman who sends us the name of her grocer, stating if he sells Atlas Jars.
HAZEL-ATLAS GLASS CO., Wheeling, W. Va.

Mica Axle Grease

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

Hand Separator Oil

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

STANDARD OIL CO.

GRAND RAPIDS, MICH.

Wanted
SECOND-HAND
SAFES

Grand Rapids Safe Co.

Grand Rapids, Mich.

Fishing Tackle

**Meek
Reels**

**Talbot
Reels**



**Blue Grass
Reels**

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Reels**

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

Tradesman Company - - - Grand Rapids, Mich.

one of the others as a former employer. The story of the semi-annual income derived from dividends could be verified by still another.

When my investigator called on Endicott in his office, on the door of which appeared his name in conjunction with that of the mining company, he found the man seated at his desk, smoking a pipe. He could not help noticing the peculiar pipe, and he spoke to me about it when he handed me his report.

When they got down to the business of the call Endicott gave the following information relative to Miss Lily:

"She has been with me for a few years, and prior to that was employed in a like capacity by a man in this same line of business named White. She is an exceptionally clever girl, and I pay her \$25 per week, and she is well worth it.

"I don't understand what she wants to open an account for, because she has money and if she is short I would be glad to help her. However, her mother is sick and I suppose that this illness has been the cause of considerable expense to her."

When Mr. White was called on by a different investigator he found the party who responded to the name of White seated at a desk in the office on the door of which appeared White's name, smoking a meerschaum pipe, the peculiarity of which struck him so forcibly that he remembered it well enough to mention it to me. It was Endicott's pipe, and it was Endicott smoking it.

The truth of the matter was that White was out at the time of the investigator's call, and Endicott was in the office. So in order to avoid any delay, and knowing the reason for the visit, he simply impersonated the absent White. He also told all that White probably would have told had he been present relative to the stock investment from which the young woman was drawing semi-annual dividends amounting to \$240 a year.

On a certain Monday morning several collectors called on the several men mentioned in this story at their respective offices and found these locked.

The commercial agency which cleared the debris left by the gang, after they had gone, found that they had secured furniture to the amount of about \$2,500, which still was unpaid and owing. And the merchants in various lines who had trusted them had swelled the sum total of the indebtedness, that is, so far as could be authentically learned, to over \$7,500. And this does not include the sums lost by the banks through the systematic check kiting of the gang. Banks are close mouthed when it comes to losses.

And still the merry credit game goes on, and investigations continue to be made afterward instead of before.

R. Th. Emgros.

Physical Test.

Uncle John—Ah, Edmund, how do you like your new teacher? A live, energetic man, I believe, isn't he?

Edmund—You bet! Why, say, he jumps twice as high as the old teacher when we put a pin in his chair.

Know How To Use Their Eyes.

Written for the Tradesman.

Some people know how to use their eyes to save themselves and the storekeeper much unnecessary trouble. While waiting in the store they are always looking about the room. From floor to ceiling and from corner to corner their gaze travels, noting every article. Sometimes they enquire as to what certain boxes or packages contain. Sometimes they make comment on some new goods or on changes made in the store. They enquire prices often enough to keep posted on the kind of goods which are subject to fluctuation. If they do not understand the purpose for which an article is used they ask for information. If new brands of goods are taking the place of old ones they want to know the reason why. If they find prices on goods higher than elsewhere they want an explanation. If lower they are prompt to acknowledge the fact.

This kind of people are a pleasing contrast to some others, who, although much more frequent visitors at a store, seem to know scarcely anything about the goods kept for sale. They have to enquire for goods which are always in plain sight. They are almost afraid to ask for the goods they wish for fear the merchant does not keep them or may be all sold out. Their questions and their fears are often altogether unnecessary and absurd because they relate to staple goods, which are always kept in every grocery and general store.

Apparently such people never go into a store with the thought in mind to look around and see what is kept so that they may know where to go in case of necessity or emergency. They seem never to think that there may be something new on the market which will be better for them than that which they usually buy.

Some people do not want to look at or examine any goods except those which they came on purpose to buy for fear they will pay out more money than they intended. They do not seem to remember that over and over again in their daily work they discover the need of some inexpensive article which would save them time and labor. They get along some way without it, and the next time they visit a store they may see that very thing. They do not buy because the need is not imperative just that day. They think they will visit the store again before the article is needed, and the very thing they defer buying may necessitate a special trip to town. Their work is delayed and they actually lose several times the cost of the article.

Again, there are those who look over goods which they know they will need soon; they intend to be sure and buy in season, but they follow a rule of never buying anything until actually necessary. In a few days the thing is needed, and when they go to purchase they find that an unusual demand has exhausted the supply, and they must wait until another consignment arrives or the merchant must order especially for them, making an additional expense. They sometimes blame the merchant for not keeping a larger stock when it was

beyond human possibility to foresee the circumstances which caused the great demand.

There are those who do use their eyes and failing to discover the thing desired conclude the merchant does not keep it. They do not enquire there, but going to some store where the article in question is entirely out of that store's line ask for it and also ask, "Why don't you keep it?"

E. E. Whitney.

Easily Turned.

A small boy was asked to take dinner at the home of a distinguished professor in Princeton. The lad's mother, in fear lest he should commit some breach of etiquette, gave him repeated directions as to what he should and should not do.

Upon his return from the great occasion, the mother's first question was, "Harold, did you get along at the table all right?"

"Oh, yes, mamma, well enough."

"You are sure you didn't do anything that was not perfectly polite and gentlemanly?"

"Why, no—nothing to speak of."

"Then something did happen. What was it?"

"But I fixed it all right, mamma."

"Tell me at once."

"Why, I got along pretty well until the meat came, but while I was trying to cut mine it slipped off on to the floor. But I made it all right."

"What did you do?"

"Oh, I just said, sort of carelessly, 'That's always the way with tough meat.'"

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DOWN AND OUT MAN.

Pity the Person Who Did Not Succeed.

It is a hard thing for a man to be down. It is a hard thing for a man to be broken and lost and to feel that the chances are against his being able to regain his feet.

People there are who say that it is a man's own fault. But these people are either ignorant or without heart.

It may be that you were one who helped to build up into success some gigantic enterprise. It may be that you gave to it the best of your life and your effort, and that you were flung aside when the power was sapped out of you. In these days of vast industrial enterprises such tragedies happen every day. Men are used and cast aside as are cast aside broken tools.

So it is well for people to think twice before they say it is a man's own fault for being down.

Or you may have committed a crime, and you are down because of that. No one will look at you. No one will give you work. The police wolves hound you from pillar to post, even although you have suffered punishment for what you have done. And there is no one to help you. And so you are a man who is broken and lost.

But let me tell the people who would cast stones at such a man that the worst crimes against our social order never are punished. The worst criminals live in the midst of ease and splendor and honor. So think twice before you cast stones at the man who is called a criminal. And remember that the possibilities of crime are in all of us. The man who denies that they are in him either is a hypocrite or a fool.

If you are not sorry for the man who has been broken because of a crime he has committed, at least be fair, for he is most likely as good a man as you are. The man thing is that he has been more unfortunate. Do something for him if you can. If you can not do anything be good enough not to sneer. I repeat, he is as good a man as you are.

Sometimes it is thought that men who are down are men who are essentially weak. But this is not always so. Circumstance is stronger than the strongest man. You may be a man of power and force and you may be down. You may be a brilliant man and you may be down. Or a man of marked ability. The reason for your being down may have been because of a certain nobility in your character. You were not a liar. You were not one who would cringe. And because of this you were pushed aside.

Personally I have known strong and able and clever men who have had to beg their bread. I have known men who were willing to work and who could get no work. This talk of there being work for every man who is willing to work is untrue, and what is more the people who indulge in it know that it is untrue. The truth of the matter is that the army of unemployed is growing day by day, because machinery is being used

to do the work that once was done by men.

I am sick of reading the smug, self-satisfied stories that rich men tell of the way they got on. If you read between the lines you will read a story of rapacity and cunning, a story of which a decent Norse pirate of old would have been ashamed. And I am glad to see that President Roosevelt has stigmatized the predatory rich as the most dangerous criminals that pillage upon society. Here is a fine ruler who at least is worth his salary. The day he used the words he did will turn out to be a significant day for these criminals.

When you are broken and down the world is to you an awful world of darkness. You are up here in the light among your fellows, and still you are as if chained down in some dark pit.

You wander along the streets hungry. Life for you is one long pain and misery. If you had the courage you would end it all. But you have no courage. You are dispirited and weak and broken.

It may well be that if you have come from the prison you will wish yourself back again. There at least you had food and shelter of a kind. You are free now, but your freedom is a mockery.

It may be that you had a family in the old days when you were on you wonder what can have become of them. What has become of your son? What happened to your daughter? What happened to them years ago when disgrace and shame fell upon you? When you passed through the prison gate they were not there to see you. You could bear their not being there did you feel that they were getting on all right. You could bear their being too much ashamed to come and see you when you left the prison. But the thought that they, too, may be lost and broken is too much for you to bear.

To say that every man has a chance is to say what is not true. There are good, strong, capable men who never have had a chance. You may have talent, and ability, and energy, but if you are born in the wrong set these faculties will may become your undoing. A smart, clever lad of the slums may be in danger of becoming a criminal. This same lad if sent to a public school and to the university would turn out in an altogether different way. If his parents were well off his faculties would be given every chance to develop. He would be pushed and helped in every way possible. He would be noticed because of his talent, and he would get on.

And so it goes. One lad is put right on the way to destruction, the other lad gets every imaginable chance. The proverb that says every man has a chance is the biggest lie that ever has masqueraded as a wise saying. You might as well say that a child who is brought up half starved in a tenement has as good a chance of growing up to be a healthy man as a child who lives in a fine house in the country and who gets all he wants to eat. So when you see the men who are broken and down think a little before you blame them.

Do not forget that the same fate might have been your own; in fact, that it may be your own. Circumstance is a big word indeed. It took even Napoleon by the heels.

Be sorry for the men who are down. And if you are so case hardened that you are not sorry for them, at least try to be fair.

Bart Kennedy.

Selling Bananas by Weight.

After this when a customer goes into some of the fruit and grocery stores of Portland, Me., to purchase bananas it will not be correct to say: "I'll have a dozen bananas," or two dozen, as the case might be. The correct way of putting in the order will be to say: "I'll have a pound or two." This change in the manner of measuring the sale has lately come in vogue among a few Portland's retailers, and it is said that it will spread to them all. Within the last six weeks many of the wholesale houses have been selling bananas to the retailers by weight, and they in turn are disposing of them to the consumers in the same manner. On account of the varied size of the popular fruit the dealers say that it is a much easier way to purchase them, and by this method they are able to a greater degree of certainty to regulate their profit.

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LIFE'S FAILURES.

Some Lessons Which May Be Gleaned Therefrom.

In these times when "Success" is so widely preached as the gospel of the young man something may be said of "Failure" and the necessity for the young man's studying this anti-theoretical word in some of its concrete phases. Few successes ever have been attained without the happening of the incidental small failures. But with the attainment of success itself the man on the pinnacle is likely to forget his small discouragements of the past, and in doing so he is in the unconscious position of a discouraging example to the young man fighting his own rough way.

Even in fighting this way in the world the young man himself does not make enough out of his failures. He is too prone to forget the small failures of yesterday in the contemplation of his small successes of today. The man who has reached his ambition's end might afford to forget the discouragements that he has passed; the young man meeting his small failures every day should find capital in the study of how and wherein he failed of success in any given move.

Often in public places where commercial travelers congregate one may hear the stories of how this man and that man brought a doubting customer to the point of giving an order for goods. One salesman will have said and done this; another will have said and done that. But whatever the experience of the talker, success will have followed his course of act and argument.

It is too much, however, for one to believe by inference that no doubting customer ever has been left unmoved in his doubts. For this reason such points of view as are exchanged on such occasions may be misleading to the listener, as they are to the salesman himself.

What an infinitely more profitable line of talk could be arranged for a social gathering of traveling salesmen were the failures to make sales the general subject under discussion. Why a man failed always is as potent a factor in success as is the manner by which one succeeded. This is the point of view for the young man at large.

That man engaged in scientific pursuits where in highest degree he deals with the inanimate forms of substance always has before him the question of why he has failed, wholly or in part, in an experiment. It may be that he discovers the cause of failure in the substance or the form of the substance with which he works. But far more likely is it that he must look for the defect in himself.

The sooner the young man dealing with men learns to study himself to discover the reasons for his small failures, the sooner he is likely to be on the road to the rounded ends of his ambition. Men are the materials with which he must accomplish much of his work. Knowledge of the characters and tempers of this material are essential to his manipulations of it. But first of all he must know his own ability and his own limitations as a

worker in this human substance.

When the young man asks himself why it was that he failed to impress a fellow man favorably under a certain favorable circumstance, he is reaching out for a knowledge that must be valuable to him. It is well to know why he succeeded in successful instances. Let him analyze those faculties, ways and means to this success. But above all let him make a study of why he fails! There is a certain intoxication in any marked success just to the extent that it comes easily and unstudied. Dwelling upon some successful stroke of the kind, it requires a little more than human nature if the man's self-esteem does not overreach itself. He loses his sense of proportion. He is nursing a weakness rather than exercising his strength.

"What's the matter with me?" is one of the most vital questions in the world. Success depends upon a true answer to the query.

John A. Howland.

Where They Buy Wives With Pigs.

The recent trouble in the New Hebrides Islands, in the South Pacific, necessitating the landing of an armed force of British bluejackets, serves to remind us that these islands are still populated by hordes of fierce man-killing and man-eating savages, precisely as they were in the days of Cook.

Owing to international jealousy, missionary enterprise has been able to accomplish little or nothing on the majority of the islands. Indeed, the interiors of most of them remain to this day unexplored, and the tribesmen there have never seen a white face.

Nevertheless, they all own firearms, which they have obtained from the coast dwellers, who get them from the trading and labor-recruiting vessels. With these they go gunning for one another in order to replenish their larders, for they are cannibals to a man.

Not cannibals occasionally, and through stress of circumstances, as are some of the Central African negroes. The New Hebridean native eats human flesh habitually because he likes it, and because it costs nothing and is easily procurable.

This is shown by the fact that although pigs abound on most of the islands, they are rarely killed for food. Such a proceeding would be regarded as sinful extravagance. For pigs constitute the currency of the country, and can be exchanged for tobacco and beads; or for wives, the greatest of all luxuries.

For twenty pigs one can buy a really good-looking girl wife, who will delight her lord and master in her youth, and slave for him from daylight to dark in the yam plantations when she gets past her prime. This practice, say some authorities, is at the root of New Hebridean cannibalism. Abolish polygamy, they argue, and the natives will cease to kill and eat one another, killing and eating instead their pigs, which they now save up to buy wives with.

A hypocrite is the meanest thing that crawls.

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DRY GOODS

Weekly Market Review of the Principal Staples.

Domestics—These goods are moving along at practically the same pace as heretofore, there being little or no change in the outlook. Prices remain substantially the same, the impression being that they are high enough for the present at least, although there is more or less justification in the assumption that before the year is out they will be still higher.

Bleached Goods—These goods are in an exceedingly strong position. The draft upon this market by buyers has been such as to leave it free from any considerable quantity of spot goods or of goods deliverable prior to next April. From the appearance of stock sheets it is apparent that spots will command a considerable advanced figure before next April is reached. The great difficulty that these houses find is in getting cloths from the mills, and complaints are frequently made of the inconvenience caused thereby.

Gray Goods—The market on these goods is not particularly active, sales being practically confined to second hands, although these are now somewhat smaller than they were a week ago. Goods in the primary market are exceedingly scarce, and are causing no small amount of difficulty to users of the same. Prices remain as heretofore, although, as stated before, the appearance of a comparative lessening of the stringency of the money market has been accompanied by a discontinuance of selling.

Dress Goods—The position of this market this week is to a greater or less degree a mixture of decision and the lack of it. The fall stocks are now pretty well opened by retailers, and buying by the consumer has commenced. It is somewhat early as yet to look for positive results from the latter, so for this reason developments come slowly. There is little or no change in the attitude of the market in this respect, unless it be a weakening on the part of holders of non-movable stocks, where a disposition is shown to create attractive price levels.

Prints—The market for these goods is undoubtedly the most active of all departments. Buyers are still attempting to anticipate deliveries, and are urging the delivery of goods which are due and in some cases overdue. The shut-down in the East was a severe handicap, but now that the operatives have returned it is hoped that a more consistent effort will be obtained by printers located in that section of the country.

Underwear—Although there has been a considerable volume of business transacted in this market during the past two weeks or so, yet up to date the duplicate business reported has been decidedly light. To be sure, business of this nature can hardly be expected to become very active until sometime during the next two

or three weeks, but just the same, present conditions might be greatly improved upon as far as the manufacturers and sellers are concerned. Last week it looked as though the market had actually taken a swing in favor of the seller, but at the present time it is hard to tell whether this is an actual fact or merely the semblance of the truth.

Hosiery—The business in this market still continues good, and there has been very little change in the general situation since last week. As has been the case for some time past, the most important consideration is the scarcity of goods in practically all lines. Until the demand which is now on foot lets up to some extent it is hard to see how there can be any relief for this particular situation. At the beginning of this active demand quite a few mills were wise enough to realize that it would probably continue for some time to come. Consequently they sold only a limited part of their product, holding back the remainder in anticipation of a rise on additional orders for spring. In this they were not deceived, and it is fairly certain that not a few private transactions are taking place at prices decidedly in favor of the seller, and quite a little above the current market prices. Gauzes still continue to be in active demand, and the supply of goods of this grade is correspondingly short. In particular, goods of this description made to retail at 50c are especially hard to obtain, and there is no relief for this scarcity in sight. The production of these goods during the past year has been considerably below the mark. This can be traced directly to the scarcity of help, which has been just as noticeable in the hosiery market as it has in the underwear market. In addition to this fact the mills manufacturing this line of goods have been heavily oversold, which has made the shortage of help all the more keenly felt. Within two months there has certainly taken place a noticeable change in the status of the hosiery market. At the beginning of that time it was the buyer who seemed to have the situation fully in hand, and he could name no price which he considered too low. The sellers themselves were then pessimistic, and it was only by a united effort that they were enabled to win out. As a result of this concerted effort the tide turned gradually in their favor, and now it is they who have the situation under control. The same buyers who two months ago could name no price that was low enough, and who seemed to vie in the attempt only to underbid one another, are now going to the other extreme and outbidding each other in the opposite direction in order to obtain the goods which they sorely need, and which, owing to their policy of holding off, they are going to have much difficulty in obtaining even at the prices they are willing to pay.

The average man thinks he will have plenty of time for everything if he winds up his watch every day.

The man who argues with a fool is in the same boat.

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Grand Rapids Dry Goods Co.

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Grand Rapids, Michigan

PRACTICAL KNOWLEDGE.

Clerks Should Possess It Concerning Merchandise.

Written for the Tradesman.

"Customers are never satisfied to do business with clerks who lack in practical knowledge of the goods they are selling."

That is the statement of a wise head.

Ask a clerk:

"What kind of leather is this?"

You have asked to see a magnificent hand bag that was having the very best of care taken of it, along with others of similar value. The show case is of the floor variety, all ablaze with electricity even in the daytime, and the glass shelves are resplendent in softly-bunched sky-blue velvet of a rich quality: a fitting setting.

The clerk at this show case is just as likely to be the proud possessor of a bettling black pompadour and is nothing averse to making a gratuitous dunmy of herself to display the taudry gewgaws for sale perhaps across the aisle from her department.

I never could see the sense in a merchant's going to the expense and trouble of establishing a department devoted to the exploitation of elegant goods and then placing a "cheap skate of a girl" in charge of the same.

Can you?

If I were a merchant I would wish to make my clerks "fit the case" somewhat better than that.

The Bible refers over and over again to "purple and fine linen." We can't all wear "the purple." In the first

place we aren't all queens, and in the next place "purple" is one of the most trying of colors to the complexion; if your skin isn't of the nature of a rose leaf 'twill make you as ghastly as billiard-cloth green ever thought of doing!

I repeat:

We can't all wear the "purple," but we all can compass some pieces of "fine linen."

What I was going to say was this: Fine leather is surely every whit as admirable as "fine linen," and if so requires a "fine" person to promote the merchandise constructed from it.

Merchants, to sell your leather goods employ a big elegant-looking girl who understands the art of making the most of herself. She must impress people with the idea that she's as elegant as the goods she sells. She must impress them with her intense personality. You want frowzy sloppiness nowhere in your store—least of all in the leather goods department, which, preferably, should be so located that it is the first thing in the store that strikes customers' eyes.

That handsome girl, with her business blandishments, will prove a lodestone from which more than one will find it hard to get away with as full a purse as they entered the store.

Now you have your attraction. But don't think, with all her sangfroid, that this lively creature will do unless she's well posted on leather from the time it was running around on the little kid, or basking

along the everglades of Florida, or, if less poetic, still substantial, rooting for its growth with piggy-wiggy, until it culminates in a combination of beautiful tanned epidermis and rich silk and gold clasps and chain and bewildering and bewitching interior toilet accessories, so that when the question is asked:

"What sort of leather is this?" she need not reply:

"Oh, it's some sort of leather."

Jennie Alcott.

Coached by His Wife.

While visiting the South recently a traveler chanced upon a resident of a sleepy hamlet in Alabama.

"Are you a native of this town?" asked the traveler.

"Am I a what?" languidly asked the one addressed.

"Are you a native of the town?"

"What's that?"

"I asked you whether you were a native of the place."

At this juncture there appeared at the open door of the cabin the man's wife—tall, sallow and gaunt. After a careful survey of the questioner, she said:

"Ain't yo' got no sense, Bill? He means was yo' livin' heah when yo' was bawn or was yo' bawn befoah yo' begun livin' heah. Now answer him."

Thought It Was Safe.

"How did he come to propose to her?"

"She coaxed her chum to tell him confidentially that she had overheard her say she would not accept him if he did propose."

We Get What We Deserve.

Success is not fortuitous, and, on the whole, we get what we deserve in and from life. In its widest connotation success means the fullest development; narrowed, it indicates the fullest acquisition; the truest success is that which develops all faculties pro rata with the means of satisfying them; and the great secret of this is work, enthusiastic work. Luke-warmness can not bring success; that can only be attained by one whose heart is in his task, whose brain is one fire whose energy, concentrated hour by hour on the unkind task, will drive difficulty away.

The man or woman in any and every sphere who has a fine joy in what he does makes his own opportunities, creates his own ladder, plants it against the steeps, and is strong to climb. Concentration there must be or the struggle can not avail. Work for something definite. Aspire to the possible, not the impossible; know your own capabilities and use them to the utmost; believe in your power to conquer. And never let another's failure be the stepping stone to your success—the success so gained will not satisfy.

A great compensation balance, Emerson assures us, regulates human life, and it is too true that success often is purchased at the cost of happiness. This need not be. Working with enthusiasm and concentration, working so that we may advance in life, yea, even into the living peace, we may legitimately attain a true success. H. F. Birkett.



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THE VILLAGE PEST.

His Description of the Patent-Medicine Orator's Finish.

"Did I ever tell you about the time I went into the traveling patent-medicine business?" asked the Village Pest one day. "No? Well, I'll do it, then.

"To a certain percentage of drug men," he continued, ignoring second protests, "the traveling patent-medicine business draws like a mustard plaster. There are two classes of draw-ers—those who aspire to a line of can't-get-along-without-it-in-the-house string of dope, and those who take to aloes and water in a short panel, forced onto the 'easy marks' by Texas Jack on a soap-box. Both stand pretty much on the same ground in several particulars.

"Both usually shift all the responsibility either onto the shoulders of some 'eminent German specialist' or some bow-legged squaw to whom was imparted this nature-secret by one of those mysterious providences, etc. Of course the 'eminent German specialist' racket is all right, or would be if it wasn't so terribly overdone; but just why we must believe that a humpbacked squaw who couldn't even make a good skunk soup should be singled out as the bearer of a message from the realms beyond is a question that ought to be submitted to the side-talks department of the Ladies' Home Journal.

"I remember that there was small-pox in the neighborhood at the time. But I didn't get it. I fared worse. I got the patent-medicine fever. That was before I reformed and quit the drug business. A stone-cutter by the name of Melvin Stickney and I went into executive session and reported favorably on a life-preserver that we led forth timidly under the comprehensive title of 'Dr. Von Himmelstein's Celebrated Indian Blood Purifier.' We made up what we thought would keep till we could get rid of it, and headed out across the face of the landscape.

"Melvin elected himself Grand Noble Lecturer and delegated me to the care of the boss. I didn't kick. I had come to realize early in life that talking would never be one of my strong points; so I grabbed hold of the tail of Melvin's comet and let my legs dangle. Although Melvin had never done any public speaking in his life, he went up against the game like a bat ag'in a stained panel. At first we hit only the country cross-roads; but as he got onto the ropes, and his knees quit wobbling and his voice trembling, we gradually took on bigger places; and at the end of a month we'd just as soon hit Madison Square Garden as Hop-pole Corners. Melvin commenced to swell up a little and take on airs.

"A man's gifts are limited, though. I never yet saw a genius in disguise. They don't come that way. When a man has lived as long as I have he's got a philosophy of life that doesn't line up very well with that of a young college professor. We get rewards on this earth, not blessings, and if we don't deserve the rewards we don't get 'em. Most men get a dollar

and a half a day and that ends it, both ways.

"Business from the start graded A1. In less than three weeks we had Lydia Pinkham backed into the lodge corner, and Hood, Doc. Jayne, and old Hostetter were waving distress signals at each other.

"On the thirteenth day of June, I think it was, in the year of our Lord eighteen hundred and sixty-nine, at about 7.45 p. m., Melvin and I drove into a little town called Appleby. It wasn't much of a place—about six hundred. We put up at the leading hotel and got a good feed, after which we went out onto the streets, and Melvin opened up with a bunch of roars that would have given William Jennings a prophetic vision.

"We had a crowd in no time, and the way the natives reached for the dope indicated which place they expected to go to if sudden death overtook them. I got cramps in my arm passing it out. However, that being the first night in the town, we didn't let them have all they wanted. That's a trick of the trade. Melvin suddenly called a halt and commenced to spout again.

"This second installment of misshapen English was entirely uncalled for; and it didn't take me long to tumble to the fact that he was letting himself loose on a somewhat larger plan than a tapeworm talk, just to see what effect it would have on the populace. That disgusted me. I went over to the local Waldorf-Astoria and snuggled into the feathers.

"Next morning when I got up, about ten o'clock, I strolled out onto the porch, and there sat Melvin and a feller that looked enough like Melvin to be a twin brother, engaged in a very earnest conversation. I wanted to know what they were talking about, so I edged up and listened. This was on the morning of July first, mind you; and what that fellow wanted Melvin to do was nothing more nor less than to make a Fourth of July speech for him, and, more than that, in his place—that is, he wanted Melvin to go to Swartzville, say he was lawyer Seymour Billings of Appleby, and do the spread-eagleism that he, Billings, was to get \$20 for doing.

"I won't go into the ghastly details, but it developed that this man Billings was a young lawyer who had shortly before located in that section and who was anxious to make a reputation; consequently he had, through a friend, hustled up the job of doing the Patrick Henry act at the Fourth of July celebration aforesaid. After he'd landed the job, though, he didn't know what to do with it. He wa'n't no talker. HeH was as bashful as an old maid with a new bustle, and as the day drew near he came more and more to realize that instead of making a reputation he'd make a jackass of himself.

"So he decided to back out, and was just on the point of sending word that he'd had another bad spell and wouldn't be able to sit up and take solid food until about the middle of August, when he chanced to hear Melvin's masterly dissertation on

'The Coffin Trust Busted; or Dr. Von Himmelstein to the Rescue.' Straightway an outlet opened up before him. Melvin should deliver the oration and get the money, while he, Billings, should walk away with the reputation.

"Fourth of July is no time to sell medicine from the stump, strange as it may seem. People are busy gettin' sick then, not well. Besides, it flattered Melvin to think his arm-threshing had made such a hit. So he agreed to go.

"Now, getting up a Fourth of July oration ain't quite as easy as it looks. It takes time, thought, and experience. Melvin had the thought, but neither of the other two. A man may have listened to a hundred Fourth of July orations, and still when he comes to make one of his own, not know how to go at it; and I could see by the V of care that wedged itself in between Melvin's misfit eyes that he was having a pretty strenuous time. The more he figured the more perplexed he became, until—well, until he went out and fastened on his skates. In that condition he went to Swartzville and handed in his credentials.

"He looked good on the platform, sure's you're born he did, with his head thrown back like Kaiser Wilhelm's, and one hand in next to his ribs like Napoleon. I stood back in the crowd, sandwiched in between a print dress and a pair of overalls, and waited.

"The chairman of the town board, with a paper collar five sizes too big for him, introduced Melvin—introduced him, of course, as that 'bright and shining light of the bar, Mr. Seymour Billings.' Told a little story, the town pillar did, that had about as much bearing on introducing Melvin as the next lunar caustic will on the sunflower crop.

"Melvin started out all right, following along that preconceived trail that he'd blazed, but along about the time that he cut loose from the cherry-tree and started downstairs with Israel Putnam he began to have trouble; and after he'd taken Pocahontas to the Boston tea party and made John L. Sullivan a signer of the Declaration of Independence, he commenced to realize faintly that his remarks wouldn't stand much chance of being cited as authority on American history.

"We next come, my fellow citizens," says he, 'to that second sanguinary conflict between Ole Bull and the American Provinces known as the War of 1812. This war is said to have been caused by a Shanghai—though some sound logicians grope back farther into the deepening past and affirm that the primary foundation-stone was a certain Plymouth Rock, reasoning somewhat like this: had there been no Plymouth Rock there would have been no Shanghais; nothing, in fact, but wild turkeys and the great American eagle.

"John the Baptist and Buffalo Bill come in side by side and pass in review before us; but we hurry on to Eli Perkins, the inventor of that celebrated Southern drink, cotton-gin. This mild and appetizing

beverage had the most remarkable run until just before the resumption of specie payments. Col. Pabst soon founded Milwaukee on the left bank of that inland sea, Lake Michigan, precipitating what is known as the Whiskey Rebellion. From there we hurry on to Pike's Peak, and—

"And for a time Pike's Peak was as far as Melvin got!

"Now there's a wide difference between talking life restorers from the top of a prune box on a street corner and turning out that whoop-a-la 210 proof, we-can-lick-the-world, you-let-yer-life-we-can product known as a Fourth of July oration. In talking medicine, anything goes; in talking star-spangled banner, it doesn't.

"In selling medicine you can let your hair grow long, shove your sombrero onto the back of your head, strike your breast close to where you've got pinned that tin medal you made yourself, and tell the natives that Coin Harvey discovered strangulated hernia one crisp morning in November while out tending his muskrat traps, and every mother's son will believe you. But you can't face an enlightened concourse of representative American citizens full of red pop and patriotism and tell them that Balboa went over Niagara in a barrel. There's a difference, somehow.

"Well, catcalls and jeers began to make it hard for Melvin to follow his chain of thought. So far he'd kept talking, although the effort to do so had taxed his resources to the utmost. But as he proceeded he began to wobble, then to hesitate, then to stammer and repeat. If I could have got away I'd have dug out. But I couldn't, so I just hung my head and sweat.

"Now there's always one thing a feller can do when he gits to talking something that he doesn't know anything about, and that is to switch onto something that he does understand. That's why you can't stick a seasoned talker, no matter what subject you give him. He'll blaze away till he tells what little he knows, and then he'll amble off into the general results like a calf through a pasture fence, and he'll do it so smoothly that you'll probably never know you've been hornswoggled.

"But unfortunately the only subjects that Melvin understood thoroughly were grave-stones and Dr. Von Himmelstein's Celebrated Indian Blood Purifier.

"This great American Republic—this great American Republic—I heard him say, uncertainlike; and then came the inevitable! 'This great American Republic—needs a tombstone. That is, not that it needs it, but it will get it if it does not attend in time to its bodily infirmities. A wart leads to a tumor, a tumor to a carbuncle, a carbuncle to an early grave. But out over the downward pathway there projects a guide-board pointing to a better way, to the happy valley of health and happiness. Scintillating in the glare of an enclosed sheaf of sunbeams, the legend that it bears puts hope in the fainting heart, life in the drooping frame, a rosebush in the front yard, a cot

behind the coal stove. I refer, my fellow sufferers, to that great discovery, Dr. Von Himmelstein's Celebrated Indian Blood Purifier. In order to introduce this celebrated remedy—

"The crowd went wild. Cheer after cheer rent the atmosphere. They thought that was about the best they'd ever listened to. They thought that the young attorney, Billings, realizing that his attempts to amuse them by a somewhat reckless handling of history were being misunderstood, had suddenly switched to another extreme and was imitating a patent-medicine fakir, and the allegory appealed to them not only as being extremely humorous, but also very much to the point. The body politic did need a blood purifier, it surely did.

"Melvin wasn't slow in seeing his opportunity. He knew how close he'd been to the brink—no one knew better. During the two or three minutes of breathing space that was allowed him he regained control of himself partially. He staggered over to where sat the chairman of the town board and whispered down his wilted paper collar. Then Melvin sank back in a chair and let his head drop onto his shirt front.

"When he could be heard the chairman raised his voice: 'Gentlemen an' ladies,' he said, 'it is with extreme regret that I state that our friend Mr. Billings has been overcome by the heat, although his breath smells as if it was something else. We will now have a song by the June Bug Quartette.'

"After the crowd had dispersed I went up onto the platform, woke Melvin up, and took him over to the hotel. In the afternoon, armed with an order from the orator, I made an attempt to collect the \$20. I got \$7.

"That night we hitched up the old white horse Lazarus and cantered off across the State border."—Arthur L. Buzzell in Bulletin of Pharmacy.

Georgia Adopts a Strict Prohibition Law.

The State of Georgia has passed a very stringent prohibitory law to take effect after January 1, 1908. Not only does it close every saloon in the State, but it does not allow liquor to be sold by anybody, even a druggist, for any purpose whatever. People who need stimulants for medicinal purposes may get what assistance they can from pure alcohol, on a physician's prescription. Even this may not be furnished by the druggist except on the day the prescription is dated, nor in quantities exceeding a pint. Most stringent regulations are provided for preventing violation of the law. Upon any prosecution under this act the burden of proving the defense that the sale was of pure alcohol under prescription shall be upon the defendant. No druggist who is also a practicing physician will be permitted to fill his own prescriptions, nor can they be filled at any drug store in which the said physician is financially interested, and no prescription shall be refilled.

Happy is the man who enjoys the work he must do.

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. Powder	Dr. of Shot	Size Shot	Per 100
120	4	1 1/2	10
129	4	1 1/2	9
128	4	1 1/2	8
126	4	1 1/2	6
135	4 1/2	1 1/2	5
154	4 1/2	1 1/2	4
200	3	1	10
208	3	1	8
236	3 1/2	1 1/2	6
265	3 1/2	1 1/2	5
264	3 1/2	1 1/2	4
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. Steel	7 00		
First Quality, D. B. Steel	10 50		
BARROWS			
Railroad	16 00		
Garden	33 00		
BOLTS			
Stove	80		
Carriage, new list	70		
Plow	50		
BUCKETS			
Well, plain	4 50		
BUTTS, CAST			
Cast Loose, Pin, figured	70		
Wrought, narrow	75		
CHAIN			
Common	7 1/2 c.	5-16 in.	3/4 in.
BB.	8 1/2 c.	7/16 in.	5/8 in.
BBB.	9 c.	1/2 in.	3/4 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	12	13	14
List	15	16	17
Discount, 70.			
GAUGES			
Stanley Rule and Level Co.'s.	60&10		
GLASS			
Single Strength, by box	dis. 90		
Double Strength, by box	dis. 90		
By the light	dis. 90		
HAMMERS			
Maydole & Co.'s new list	dis. 33 1/2		
Yerkes & Plumb's	dis. 40&10		
Mason's Solid Cast Steel	30c list 70		
HINGES			
Gate, Clark's 1, 2, 3	dis. 60&10		
Pots	50		
Kettles	50		
Spiders	50		
HOLLOW WARE			
Common	dis. 50		
HORSE NAILS			
Au Sable	dis. 40&10		
HOUSE FURNISHING GOODS			
Stamped Tinware, new list	70		
Japanese Tinware	50&10		

IRON	
Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST	
Door, mineral Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis. 50
METALS—ZINC	
600 pound casks	9 1/2
Per pound	10
MISCELLANEOUS	
Bird Cages	40
Pump, Cistern	75
Screws, New list	87 1/2
Casters, Bed and Plate	50&10&10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
PANS	
Fry, Acme	50
Common, polished	70&10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages	1/2 c per lb. extra.
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS	
Advance over base, on both Steel & Wire	
Steel nails, base	3 00
Wire nails, base	2 35
20 to 60 advance	Base
10 to 16 advance	5
8 advance	
6 advance	30
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrell 1/2 advance	85
RIVETS	
Iron and tinned	50
Copper Rivets and Burs	30
ROOFING PLATES	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	30 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 00
Nos. 25 to 26	4 10
No. 27	4 10
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz.	6 50
Second Grade, Doz.	5 75
SOLDER	
1/2 @ 1/2	30
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade.	1 25
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade.	1 50
BOILER SIZE TIN PLATE	
14x56 IX., for Nos. 8 & 9 boilers, per lb.	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	12 1/2
Mouse, delusion, per doz.	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 85
Barbed Fence, Painted	2 55
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nickeled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware	
STONEWARE	
No charge for packing.	
Butters	
1/2 gal. per doz.	52
1 to 6 gal. per doz.	6 1/2
8 gal. each	60
10 gal. each	75
12 gal. each	90
15 gal. meat tubs, each	1 28
20 gal. meat tubs, each	1 70
25 gal. meat tubs, each	2 28
30 gal. meat tubs, each	2 85
Churns	
2 to 6 gal. per gal.	7 1/2
Churn Dashers, per doz.	8 1/2
Milkpans	
1/2 gal. flat or round bottom, per doz.	52
1 gal. flat or round bottom each.	6 1/2
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each.	7
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 18
Jugs	
1/2 gal. per doz.	68
1 to 5 gal., per gal.	8 1/2
SEALING WAX	
Pontius, each stick in carton.	Per doz. 40
LAMP BURNERS	
No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	57
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 4 45
Quarts	5 80
1/2 gallon	6 70
Caps	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds.	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 85
No. 2, Crimp top	2 85
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 80
Rochester in Cartons	
No. 2 Fine Flint, 10 in. (85c doz.)	4 00
No. 2 Fine Flint, 12 in. (\$1.25 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	5 80
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 40
No. 2, Lead Flint, (95c doz.)	5 80
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 84
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 60
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	5 25
5 gal. Tilting cans	7 00
5 gal. galv. iron Noctas	8 00
LANTERNS	
No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	3 80
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each	55
No. 0 Tub., cases 2 doz. each	55
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 25
No. 0 Tub., Bull's eye, cases 1 doz. each	1 25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 3/4 in. wide, per gross or roll	28
No. 1, 1/2 in. wide, per gross or roll	38
No. 2, 1 in. wide, per gross or roll	60
No. 3, 1 1/4 in. wide, per gross or roll	90
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
COUPON PASS BOOKS	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
CREDIT CHECKS	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 14—The week in the coffee market so far as the speculative situation is concerned closes about unchanged although the week has shown a gain of a few points. The spot market has been quite active and buyers show more of a disposition to make purchases. In store and afloat there are 3,996,710 bags, against 3,427,965 bags at the same time a year ago. Rio No. 7 is worth 6½c. Mild grades exhibit no change whatever.

For refined sugar the market has been listless to say the least. A good trade was anticipated but nothing materialized beyond the average run of orders, and new business was practically nil. Quotations show no change whatever.

The tea trade is showing steady improvement and full quotations are paid for every variety. It is said on excellent authority that the tea crop is 11,000,000 pounds short of actual requirements, including all varieties. Foochow Oolongs average crop for ten years has been 140,000 chests, falling last year to 55,000. This season's growth has not yet been offered for sale as growers think they will find "something better further on." It is thought the crop this season will not exceed 35,000 half-chests and will probably not be in market for two months.

Rice is active and quotations everywhere are firmly sustained although showing no advance over quotations of several weeks past.

Grinders and jobbers of spices report a fairly good trade and weakness is nowhere apparent. Supplies are not overabundant and prices are well sustained practically without change.

With the advancing season there is a better trade in molasses, and especially active has the market been in withdrawals under previous contract. Syrups are steady and without change.

Most of the interest in canned goods is again centering around tomatoes and buyers are anticipating an 80c market, but sellers are not viewing the situation through the same glass and seem to hold firmly for 87½c. The weather is favorable for packing and if frosts hold off a fortnight there will be a "pile" of tomatoes tinned in Maryland, Delaware and New Jersey. Spot goods are rather scarce and 85c f. o. b. Baltimore seems to be about the right thing. Standard peas are worth \$1 and seem to be hard to find of a quality that will meet requirements. Better grades, \$1.20@1.25. Corn is attracting considerable attention as the outlook continues unfavorable for a pack of the better sorts.

Butter remains very firm for top grades, and while 28c is the "figger" quoted, some sales were made at 28½c, but the stock must be very choice and some good butter has sold at 27½c. Firsts, 26@27c; sec-

onds, 24@25½c; factory, 20½@22c; "process," 20c through every fraction to 25c.

The cheese market is in good shape. Full cream small size held firmly at 14c for white or colored and 14¼c for large.

Eggs are well sustained, with best Western, 22@23c; firsts, 21@21½c; seconds, 18@20c. A fair trade is being done in refrigerator goods at 19@20c and top grades at 21½c.

Goat Meat Coming Dish.

That the meat of the angora goat will within a few years be one of the most popular dishes on the American dinner table is the prediction of Surveyor of Customs Posey, of Evansville, Ind., who with a party of friends barbecued one of the animals recently. A pit was dug, and after having been carefully dressed the fifty-pound carcass of the kid was hung on the spits and allowed to broil to a turn. Asked to give the uninitiated an idea of the meat's flavor the guests agreed that it tasted more nearly like venison than any other meat, but had a slight resemblance in taste to that of lamb except that it was much better.

Cleaning Porcelain Bath Tubs.

To clean a porcelain lined bath tub, use hot water and a rag saturated with gasoline. If the gasoline is objectionable, smear a little vaseline on the dirtiest parts and remove dirt and vaseline at once with rag and hot water. Never scour porcelain tub, nor nick nor scratch its surface in any way.



Dairy Feeds

are wanted by dairymen 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

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'RE DAILY BUYERS

Don't sell your orchard or farm products before we have made you our cash offer

We have the orders to fill, so can pay you top of the market for apples, grapes, peaches, plums, pears, potatoes, cabbage, etc., carlots or less.

Wire us for quotations or call us at any time. Citizens phone 5166, Bell 2167, or drop us a line informing us what you have to offer.

Yours truly,

YUILLE-MILLER CO., 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.



Observations of a Gotham Egg Man.

A careful observation of the course of the egg market during the past few weeks suggests a tip to egg collectors which, in my opinion, it will pay them to notice. This is that there is likely to be an unusually wide range in the selling value of fresh gathered eggs this fall owing to a depression in the market for medium qualities and seriously mixed eggs. It is altogether probable that this class of eggs will have to be sold at a greater reduction below the price of fine fresh eggs than usual and shippers will do well to institute some effective system of discrimination against them when buying. The stock of refrigerator eggs is very large this year, and although many dealers believe the developments during the past month have put a better face on the situation there is no question that holders are very generally disposed to take every opportunity to unload. Dealers who have stock of their own are shifting to its use at an unusually early date and there are large offerings from first hands at prices that afford only a very modest profit.

Whenever the weather conditions are such as permit a reasonably prompt drying off of storage eggs dealers are showing a preference for these over the more or less shrunken and weak bodied country holdings which constitute a considerable part of our current receipts; and even although the natural decrease in supply of fine fresh eggs may draw prices for such to a higher level it must be expected that the pressure to move storage eggs will keep prices for such down, and this may prevent any material improvement in ordinary fresh collections for a good while to come.

Shippers who base their paying prices for general collections upon the quoted prices here for the higher grades of fresh, and who do not discriminate carefully as to the quality of the eggs accepted, are likely to lose money.

Just now it is comparatively easy to move prime to fancy Western fresh eggs here at a range of 21@22½c, and there are rare lots for which even a fraction more has been obtained; but there are many lots arriving of badly mixed quality, the bulk of which are really no better than good summer refrigerators, such as in the usual relation to fine grades would be worth, say, 18@20c, for which it is very difficult to attract buyers and which would have to be cut down to about 17@19c for fair to very good grades, in order to find any outlet. Shippers ought to know when they are taking in this class of stock and they ought to refuse it except at prices that will permit them to force it into consumption at its selling value; there is no use in accumulating this kind of trash when the warehouses are so overloaded with earlier packings as they now are and which

are preferred by most dealers to these ordinary qualities of fresh collection.

It has been shown that considering the receipts of eggs at New York and the storage accumulations from March 1 to August 31 there was an apparent increase of consumption this year over last of nearly 12 per cent. But it must be considered that owing to the very different state of supply this year and last a larger increase in our trade output occurred in March and April than has been realized since then. During the months of May, June, July and August our trade output seems to have been a little less than 10 per cent. more than last year, and this, in my opinion, would be a liberal estimate of what may be expected during the balance of the season on an approximately even scale of prices.

Last year from September 1 to December 31 we received 858,000 cases of eggs and reduced storage stock about 452,000 cases, indicating a total output of about 1,300,000 cases. Ten per cent. more than this would be 1,430,000 cases as the utmost we may reasonably expect to consume from September 1 to the close of the year unless the outlet should be increased by lower prices than prevailed last year. If we consider that 200,000 cases of our storage stock may be carried over the turn of the year here without causing unusual forcing of sales at unprofitable prices, then our stock of storage eggs September 1 would require to be reduced by 595,000 cases during the next four months; and if we use 10 per cent. more eggs than we did last year this would leave 835,000 cases to be supplied by current receipts against the receipts of 858,000 cases September 1 to December 31 last year. Consequently if other markets can take care of the usual proportion of their own reserve, and if everything comes out as favorably as can be reasonably hoped for, and if we have a good cold winter, it looks as though the heavy storage reserves may, after all, find a fairly satisfactory outlet before next March. But maybe 10 per cent. increase of consumption is too much to figure on for the last four months of the year? —N. Y. Produce Review.

The Doctor on Bread.

In no respect do the French and Italian cooks surpass those of other nations so much as in the ability with which they make an easily digested and satisfactory form of bread. It is their object to secure a wholesome bread with a large quantity of yeast. The bread they prepare is thoroughly baked, and has a nutty flavor which appeals to the palate. Dyspepsia can not accompany the use of such bread. The Italian shapes especially are so made by ingenious slashings as to secure the largest amount of crust. There are "star bread," ring-shaped twists, and, as a condiment, square sheets of "pepper bread." This pepper bread is wet with olive oil, and dredged with black pepper, much as the Germans use a salted pretzel as an appetizer. Italian breads are made of good hard wheat flour. A laborer will make a meal from a loaf split and spread with sliced onions. Dante said that other

people's bread was bitter, and other people's stairs hard to climb, but no one who has had experience with French and Italian bread cares to go back to the sickly bread so common in America and Scotland, or to the baker's loaf, over-raised, and without flavor, texture or character. The great objection to the Italian bread is the fact that it frequently is sour, due to the sour leaven used. Aside from this, its quality and its texture are worthy of imitation.—The Family Doctor.

The Trapper's Deduction.

The professor had complained that the world in general still looks on science in a slighting way, and that reminded one of his companions of a story of a Western trapper.

The trapper, noticing a place where roots had been dug up, examined the spot carefully. Then, as he rose and brushed the earth from his knees, he said, with calm conviction:

"This was done either by a wild hog or by a botanist."

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.

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.

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.

19c For Eggs

is what we are paying today (Sept. 18), subject to advance if market goes higher.

We carefully inspect every egg, paying according to quality. The above price is for No. 1 fresh eggs delivered here.

If you are a careful buyer and packer of eggs we want to make you a proposition. Write or ship today.

Thirteen years' square dealing in butter and eggs.

F. E. STROUP, Successor to Stroup & Carmer
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"
the Word

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



A SALESMAN'S HOODOO.

Everything Unpleasant Came at a Certain Hour.

Written for the Tradesman.

The druggist sat in the front doorway of his store, watching a gang of men who were laying the foundation for a new walk. Wide planks stretched from one side of the excavation to the other, so that pedestrians might pass the store without walking in the street, and a board reached from this temporary bridge to the threshold. On the whole, it was a shaky passage way, considered good enough by the workmen, who were used to such contraptions, but dodged by timid men and women, who crossed the street just before reaching the excavation.

To the druggist came the salesman who handles Somebody's pills.

"Is this a conspiracy against human life?" he asked, feeling his way carefully along the planks.

"That is easy," said the druggist.

A workman eating his dinner from a pail, laughed at the care taken by the salesman.

"Grin if you want to," he said, half in anger. "I'm not going to take chances of tumbling into that hole. You fellows are used to such things, and you think I ought to be. Here I am at last."

He stepped briskly over the threshold and sat down by the druggist.

"You won't do much business as long as that suspension bridge lasts," he said.

"I don't see why," replied the druggist. "It is safe enough."

"Safe enough for a man with a steady head, but dangerous for others."

"Safe enough for any one."

"All right," replied the salesman, "it is, whether it is or not. Did you ever get a nice, cheerful fall of about sixty feet and land on a hard plank?"

"I'm alive, ain't I?" asked the druggist.

"I'm alive, too, but I got just such a tumble once, and I'm leary of frail things that are made to walk on to this day."

"Did they pick you up in a basket?"

"No, sir. I fell from the fourth story of a building, out of the window, into an alley, and landed on a plank driveway. I picked myself up with a broken wrist, and that was all the injury I received, except the scare."

"What did you think when you were sailing through the air?"

"I was unconscious long before I struck the ground."

"That was an unusual experience."

"You bet it was, and the strange part of it is that it inaugurated a hoodoo for me. That hurts worse than the broken wrist did at the time."

"Well, come on with the story."

"It was on Friday," continued the

salesman, "and the time was five minutes past one o'clock."

The druggist glanced at the calendar and then drew out his watch.

"This is Friday," he said, "and it is almost one o'clock. It is a wonder you got over those planks."

"I was thinking of that," said the salesman. "Well, from that day to this everything of a disagreeable nature that has come my way has arrived at five minutes past one o'clock on a Friday."

The druggist lay back in his chair and laughed.

"You talked like you believed it," he said.

"Don't you think I don't believe it. This hoodoo has followed me all the days of my life, ever since my drop from that window. I was in the head-on wreck at Junction Bend, where twenty were killed and fifty wounded. I was thrown out of a car window and landed in an excavation where workmen had been getting out gravel. I struck my head on a stone and lay unconscious for a time, with two broken ribs and a shin bone cutting through the flesh. In my flight through the air my watch fell out and swung along, open, by the chain. When I came back to life it lay before me, ticking away as calmly as ever. It was ten minutes past one, and it was Friday, so you see I must have taken my flight through the air at five minutes past one."

"You are all right," smiled the druggist. "If you only lived in Ireland you'd have a family ghost rattling chains in a dungeon beneath a ruined tower."

"There is no josh about this hoodoo," replied the salesman. "I'm afraid of it. I wouldn't cross those planks at five minutes past one for a hundred dollars. Down south, a year ago, I was doing my best to secure a large order from a jobbing house which proposed to distribute our goods through a large territory. I got to the city early in the morning, too early to do business and to late to go to bed. I was always a crank on horseback riding, so I went to a livery and asked for a horse that could go some. I got one that went some, and then some more. I wandered off into the country and got lost. Went farther than I intended, and then the beast acted like the Old Nick. At last he took fright at an auto and dumped me over his head. Again I fell in an excavation. This time I broke my right wrist. When I crawled out of the hole I looked at my watch. It was seven minutes past one o'clock, and the day was Friday. I must have taken that flight over the horse's head at exactly five minutes past one."

"Did you make the sale?"

"I did not. When I got to the store, after passing through the hands of a couple of ignorant surgeons, I found that they had waited for me until after luncheon and had then signed a contract with a rival house. 'We waited until five minutes past one for you,' they told me, 'and then signed up with the other

fellow.' Now, what do you think of a combination like that?"

"When a fellow has a vivid imagination, he can figure out a good many queer combinations," said the druggist.

"Oh, these are all on the square. I'm haunted by five minutes past one o'clock. When it is on Friday it is worse. I ran for office down in Missouri, some years ago, and it was a tie vote. We met the next morning to play a game of seven-up to decide the election. It was a long game. At last we each had one to go and it was my opponent's deal. I heard whistles blowing, but was so busy playing cards that I didn't notice what they were blowing for. Well, he took the pack and turned jack. Then I looked at my watch and it was five minutes past one. I'd have given him the place if I had known what time it was when he got that pack."

"I think," said the druggist, "that you are out of your element on the road. Try a piece of fiction for some of the magazines."

"And the worst of it is," continued the salesman, "that I can't make any one believe in my hoodoo. Every time I mention it I promise myself that I will never do so again. There are people who think I am crazy on the subject, and that is a fact. But the hoodoo is there, just the same."

"How would it answer for you to go to bed at five minutes past one every Friday?" asked the druggist. "That might help some."

"I can't do that, but I'm awfully careful when it comes to that hour."

At that moment there was a cry of distress in the street, and a child was seen running away from a vicious dog. The workmen, who were just returning to work, after dinner, dropped their tools and ran to the rescue.

But the dog came up to the child and seized her skirt in its strong jaws, from which a yellow froth was oozing. The druggist and the salesman sprang from their chairs and started for the scene of danger.

They both struck the shaky planks at the same moment, and the whole dizzy structure went toppling into the excavation. One heavy plank landed on the right shoulder of the salesman, and a sharp snap told of a broken bone.

The druggist arose to his feet and gave the injured man a hand.

"Come on out of it," he said. "You are not hurt."

"Only a broken shoulder," was the reply.

"Well, come up into the store. Can you walk that far?"

"Of course. I'm getting used to wandering around with busted bones."

They reached the store and the druggist telephoned for a surgeon.

"If you've got time," said the salesman, "just pull my watch out and look at it. I can't move the other arm now."

The druggist did as requested.

"It is seven minutes past one o'clock," he said.

"Then I must have taken that drop at exactly five minutes past one o'clock," said the salesman. "Now what do you think of a family ghost in a dungeon under a ruined tower?"

"And it is Friday, too," mused the druggist.

"I'm haunted by the time of day," said the salesman. "Now you get me a nice, quiet room at the hotel, and I'll stay there for a month. You come up at five minutes past one every day and stand in front of the door with a gun. And get a room on the ground floor, so I can't fall out of anything."

And the druggist said he would do as requested, but he is thinking seriously about odd combinations of events.

Alfred B. Tozer.

Perhaps the world may owe you a living, but you will die of starvation if you sit down and wait for it to call and settle.

The Servant Question Solved

There is a solution you may not have thought of in the excellent menu and homelike cooking at

Hotel Livingston

Grand Rapids, Mich.

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.

Similarity of Successful Salesman and Warrior.

"Imagination precedes and is the cause of all achievement. Columbus looked across the limitless ocean with the eye of his mind and saw America; then went and found it, and so made his picture real. So with all human achievement. First the picture in the mind—then the realization."

The object in view of the average traveling salesman is to consummate some sale. But, between his first point—the thought—and the conclusion—the order—there is too little of the necessary "imagination" that binds the thought with an order, too little planning how to accomplish his end and, consequently, too few orders. He should draw an imaginary line between himself and the prospective customer, go along this line, strengthening it at every weak point, so that when he reaches the customer he is fortified to meet anything that is propounded to him and can handle his case both with kid gloves and clad in armor as of old.

The traveling salesman who jumps from his desk, his hotel, his starting point, to the man he expects to land in his order book net without any plans, any carefully thought out method of procedure, is sure to land but few customers unless he has a streak of luck or is specially endowed with almost supernatural powers of persuasion, or has some hypnotic influence, or general personality that attracts beyond explanation or understanding. Even if he is so fortunate as to possess these unusual physiological or psychological endowments he can secure more orders by having carefully laid out plans.

It is better to win in five successive prospects than win five times out of fifteen prospects. There is less energy wasted, and he still has ten more prospects to work on. The more hurry the less the accomplishment. All great accomplishments with few exceptions are deep laid, long studied, long planned ideas, like an army whose general planned for months one day makes a grand assault and then wins. In his "imagination" he saw his goal and all how it was accomplished—he saw every inch of ground, he saw every movement, heard every order; he saw the routing, the capture, his flag raised—he even heard the jubilant citizen celebrating the glorious victory. So, too, should the salesman imagine every detail—this overcomes obstacles, this wins. This gets that signature at the bottom of his order.

The salesman starts out in the morning with a carefully mapped out campaign of work, a most careful plan of operation with his prospective order givers; he is able to meet any contingency and accomplishes results with an astonishing energy. If the man has use for his goods he can convince; if he does not have a use in his own mind, this salesman frequently can show a use. If it is a matter of price and quality he can overcome any other price and quality because he can state his arguments so convincingly that all barriers crumble away and the order is his.

The successful salesman is a gen-

tleman-salesman. He will not connect himself with an unsuccessful business house, a house whose integrity is at stake. He will not attempt to sell illegitimate goods. He will not sacrifice his honor, his reputation, by falsifying, by linking merit with illegitimate motives. He strives to improve and strengthen his power, that of his house and that of his goods.

He is not the kind of a man who can sell to another but once; he builds up continually new customers by retaining the old, and hence in time he has a following that must be reckoned with. It is his and no one else can break into his line—he has fortified it with honor and merit. He is successful in its true meaning.

If Columbus achieved the reality of his picture by going and finding it, so you can look across your limitless bounds of prospective customers, see a picture of your orders, by making these necessary previous preparations, and then going out and finding not only your men but secure the orders, the prime object of your visits. Imagination must precede these orders in the proper light, not that imagination that is purely imaginary but that imagination that achieves. Make your picture real with the orders, the objective point of all your endeavors. With the eye of your mind see the picture—then secure the realization. U. G. Case.

Movements of Michigan Gideons.

S. Ed. Minard has moved from Flint to Imlay City.

Edward E. Sloan has moved from Flint to Ann Arbor.

The Iowa State convention will be held at Ottumwa Sept. 28 and 29.

The Indiana State convention will be held at Terry Haute Oct. 12 and 13.

The Pennsylvania State convention will be held Sept. 28 and 29, but the place of meeting is not reported.

The subscription fund for placing a Secretary in the field has already reached the \$1,300 mark and it is hoped it will all be promised by Oct. 1. Aaron B. Gates.

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

Buffalo, Sept. 18—Creamery, fresh, 24@28c; dairy, fresh, 20@26c; poor to common, 18@22c.

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

Live Poultry—Broilers, 13@14c; fowls, 12@13c; ducks, 11@12½c; old cox, 9c.

Dressed Poultry—Iced fowls, 13@14c; old cox, 10c; springs, 14@15c.

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

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

Rea & Witzig.

A Port Huron correspondent writes: Bernard Wilson will resign his position with the Port Huron Engine and Thresher Co. to accept a position as traveling salesman for the Howard Furniture Co.

REPRESENTATIVE RETAILERS.

Mrs. S. J. Mann, General Dealer at Berkshire.

The subject of this article was born in Bridghampton, Sanilac county, July 25, 1873. Reared to womanhood on a farm with her parents, going through the rural schools with credit, at the age of 19 she took a teacher's course at Harbor Beach. She was married in Grand Rapids, April 4, 1896, to A. G. Mann, Professor of Highland dancing and music. Later the young couple quietly settled in Berkshire, where Mr. Mann had a lucrative position with the Sanilac Stock Farm as blacksmith up to five years ago, when he decided to enter the mercantile business. Mr. Mann continued in the general merchandise business until his death, which resulted from a most peculiar railroad accident some fifteen months ago.

Mrs. Mann took an active part in



her husband's business from the first and, therefore, was somewhat prepared to take up the responsibilities so suddenly thrust upon her. She is entitled to, and has received, frequent commendation for the courage and perseverance she has shown in continuing the business so successfully. It has been repeatedly said by observing salesmen, "Mrs. Mann, I never saw a woman so methodical and systematic in office work as you are." Mrs. Mann has decided to sell her business. She will spend the winter in the South and will, in all probability, enter the mercantile field again after taking a much needed rest. Mrs. Mann states that merchandising is very fascinating and interesting work for her. She possesses those rare qualities, courteousness and proficiency, which every successful salesman must acquire. As a buyer, it is a well-known fact she is a discouter. At the time she was special administratrix of her husband's estate she had the opportunity to look into this matter, and her keen judgment showed her the advantages of discounts. She believes a dollar saved is a dollar earned any day. Mrs. Mann thinks retailers' organizations are desirable to spur a merchant on and make the best of his chosen profession. There is nothing like co-operation; it puts

life and vim into the work, besides making you a little more friendly with your competitor and smoothing out some of the wrinkles.

Mrs. Mann is postmistress of her village, a Rebecca and member of the local A. O. O. G. She belongs to the Berkshire Presbyterian Sunday school, in which she is an enthusiastic worker, which is characteristic of the good old Puritan stock from which she descends. She is very loth to be considered a butterfly of fashion and prefers her quiet home life. A glimpse of her well-furnished parlor indicates culture and refinement. Being a musician of ability, she gives an occasional musicale or entertainment in her own home, to which her neighbors look forward with great pleasure for days, for the lady is a charming entertainer and an ideal hostess.

President Roosevelt, it is announced, will add four hours daily to his literary work until September 25, when he leaves Oyster Bay for Washington. This extra time is required for the completion of his Mississippi Valley speeches and the annual message to Congress. Mr. Roosevelt is an honorary member of a labor union, and he will be expected to send to Congress with his message a bill at a price and a half for the overtime spent in making it. Failing to do this, the walking delegate of his union will slyly inform him that he is fined \$250—\$50 for the union and \$200 for the walking delegate. Unless he pays up he will be blacklisted and boycotted.

Out in Kansas recently a prize contest for a husband, in a cooking school, had a disastrous result for the winner. A popular young merchant offered himself for the prize. Thirty or forty fair competitors entered the race, but the judges who rendered the decision decided in favor of a widow, whose cooking seemed to deserve the reward because of its superior quality. The widow did not meet with approval in the eyes of the young merchant, however, and he reversed the decision of the judge by eloping with the youngest and prettiest of the competitors.

It was during an oral examination at a medical college. As the examination proceeded the student who was being questioned got warmer and warmer, and the sweat broke out over his forehead. "What would you do to throw a patient into a profuse perspiration?" at length asked the examiner, "if you had tried the ordinary drugs without effect?" "Send him here to be examined," replied the student without a moment's hesitation. "If that didn't do it there's nothing that would."

Detroit News: Formerly a traveling salesman earning \$3,000 a year, now reduced by misfortune and drink to the condition of a beggar, a man appealed to the Salvation Army Friday for work. Col. Scott requests that anyone who can give employment to the man communicate with him.

The less some people are entitled to the more they get.



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.
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The Comparative Value of Diabetic Foods.

The composition of some of the proprietary diabetic foods on the market has been investigated by the Connecticut Agricultural Experiment Station and is given in a report made by A. L. Winton. As the principal reason for adopting a special food in diabetes is to avoid the carbohydrates, the presence of such ingredients in a special diabetic food is incompatible with the purpose for which it is sold and should be regarded as essentially fraudulent unless its presence is noted. Further, it should be remembered that starch, dextrin and sugar are equally objectionable, so that it is the sum of the carbohydrates and not the starch alone which should be considered in estimating the value of diabetic preparations.

The cereals and leguminous seeds as a rule contain a large percentage of starch and must be avoided by diabetics. An exception must be made in the case of the soja bean which, when ripe, contains no true starch or only traces. Most nuts (except the chestnut) are practically free from starch. Casein may be used for making a bread entirely free from starch. The attempt to wash away the starch from wheat or other cereals so as to produce a so-called gluten flour is usually only partially successful, and it would appear from the examinations that even the attempt is not made in preparing some of the advertised products of this character.

Most of the preparations examined showed carbohydrates in the proportion of from 4 to 75 per cent., a large majority rising as high as 40 per cent. Many of the wheat preparations show a considerable reduction in starch and a corresponding increase in the proteid constituents. The richness in protein tends to lessen the amount of food consumed, and in this way the actual amount of starch ingested is reduced to a greater extent than would appear from the percentage composition. Winston, however, emphasizes the fact that a gluten flour with any considerable amount of carbohydrates (for example, over 10 per cent.) should be used in very small amount, if at all, by diabetics. "A safe flour for those

suffering with the disease is casein flour entirely free from carbohydrates or else a vegetable flour containing the smallest possible amount of these substances, such as may be prepared from soja beans by simply grinding, with removal of the hulls, from almonds and other starch-free nuts by expressing a portion of the fat, or from wheat after washing sufficiently to remove nearly all the starch. A guarantee as to protein and starch content should be furnished with each product so that physicians can calculate dietaries for their patients."

Of the breads, biscuits, rusks, etc., examined, those showing the lowest carbohydrate content were the No. 1 proto puffs of the Health Food Company of New York, with 9.86 per cent.; the potato gluten biscuit of the Battle Creek (Mich.) Sanitarium Food Company, with 9.84 per cent., and the same firm's pure gluten biscuits, with 9.07 per cent. Casoid flour was found entirely free from carbohydrates, but Casoid biscuits contain 8.07 per cent. The author states that Casoid biscuits, although they do not fulfill all the claims of the manufacturers, "are among the least objectionable of the bread substitutes examined."

The author quotes from the circular of Farwell & Rhines and of the Jireh Diabetic Food Company, two firms which manufacture foods for diabetics which contain considerable starch and no marked increase in protein. The flours thus prepared appear to possess no advantage for diabetics over ordinary wheat flour. The manufacturers attempt to justify the presence of starch in their products by appealing to medical authority for the truth of their assertion that some starch is necessary for diabetics. These statements are misleading in consequence of the fact that they fail to state that this applies only to a limited class of diabetics. They also try to make it appear that the starch has been changed so as to make it less objectionable. The author's analyses and microscopic examination do not indicate that the change, if any, is of a kind that renders the materials less objectionable for diabetic use. In the author's opinion the statements are "contrary to the best medical experience, since they urge the use of the very food elements which have been shown, without question, to aggravate the disease most seriously."

Look Out for Cocaine in Proprietary.

A number of the states now forbid the sale of cocaine except upon prescription. This includes proprietaries, and as druggists may not in every case know those containing the forbidden drug, it is fortunate that the National Food and Drugs Act provides that when it is contained in a preparation it must be shown on the label. Therefore it is only requisite to read the labels of all suspected remedies, and when cocaine is indicated as one of the ingredients, the only safe course to follow is to refuse to sell except on a physician's written order.

Did you ever know a man to perform all he promised?

Foot Powders.

If a really up to date and efficacious foot powder is desired some combination of the new peroxides or perborates must be used, as in the following suggestion of Dr. von Foregger:

Talcum, finely bolted7½ lbs.
 Sodium perborate1½ lbs.
 Zinc peroxide1 lb.

Rub sodium perborate and zinc peroxide to a fine powder and sift through a close meshed sieve. To the last portion add a little talcum to assist in reducing all to a very fine powder form. A little perfume may be added with advantage, and this should be rubbed up with some of the bolted talcum until dry enough to sift. The oftener the mixed powders are sifted the better the resulting product will be.

The salicylated powder of talcum of the National Formulary is a good type of the old-fashioned powder used in the treatment of perspiring feet. It consists of a mixture of salicylic acid, 3 parts; boric acid, 10 parts, and talcum, 87 parts. The corresponding powder of the German Pharmacopoeia, which is used by troops on the march, contains 10 parts of wheat starch in place of boric acid. Other favorite formulas follow:

1.
 Purified talcum100
 Alum 20
 Barley meal 50
 Salicylic acid 2

2.
 Purified talcum100
 Wheat starch200
 Alum 60
 Boric acid 4

3.
 Alumol 4
 Aristol 4
 Starch 15

4.
 Salicylic acid1 dr.
 Zinc oleate1½ ozs.
 Wheat starch3 ozs.

5.
 Wheat starch16 ozs.
 Boric acid16 ozs.
 Thymol 1 dr.
 Camphor 1 dr.

Triturate the thymol and camphor in a mortar until liquefied and then gradually incorporate the starch and acid, sifting the whole thoroughly several times.

The Drug Market.

Opium—Is dull but unchanged in price.

Morphine—Is steady.

Quinine—Is very firm and an advance is looked for.

Balm Gilead Buds—Have advanced on account of the small supply.

Borax—Is steady at the recent decline.

Cocoa Butter—Is very firm and advancing.

Sulphuric Ether—All kinds have declined on account of the manufacturers using denature alcohol. The decline is about 25c.

Glycerine—Is very firm but unchanged.

Oil Lemon—Is very firm and advancing.

Bergamot—Has advanced and is tending higher.

Oil Peppermint—Is steadily declining as it is now thought there will be a full crop.

Oil Erigeron—Has advanced and is very firm.

Oil Pennyroyal—On account of the crop has declined.

Roman Chamomile Flowers—Have advanced.

Gum Camphor—Has again declined and is tending lower.

Aloes—All kinds have advanced and are tending higher.

Gum Arabics—Are in very strong position.

Henna Leaves—Are scarce and have advanced.

Shellacs—Are dull and declining.

Linseed Oil—Is very firm and advancing.

Sticking Labels on Tin Containers.

To stick a label on the tin or aluminum caps of ointment boxes, or on tin of any kind, put a few drops of tincture of benzoin compound on the surface and apply a lighted match. When the burning ceases apply a dry gummed label. It will stick for all time!

Her Own Eyes Good Enough for Him.

A little Scitch boy's grandmother was packing his luncheon for him to take to school one morning. Suddenly looking up in the old lady's face, he said:

"Grandmother, does yer specs magnify?"

"A little, my child," she answered. "Aweel, then," said the boy, "I wad juist like it if ye wad ta' them aff when ye're packin' my lunch."



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. Burleson
 103 Monroe St., Grand Rapids
 Booklet free on application

WHOLESALE DRUG PRICE CURRENT

Aceticum 6@ 8	Copaiba 1 75@1 85	Scillae Co. @ 50
Benzoicum, Ger. 70@ 75	Cubebae 1 35@1 40	Tolutan @ 50
Boracic @ 17	Erigeron 2 385@2 50	Prunus virg. @ 50
Carbolicum 26@ 29	Evcechthitos 1 00@1 10	
Citricum 65@ 70	Gaultheria 2 50@4 00	Tinctures
Hydrochlor 3@ 10	Geranium oz 70@ 75	Anconitum Nap'sR 60
Nitrosum 8@ 10	Gossippii Sem gal 70@ 75	Anconitum Nap'sF 50
Oxalicum 14@ 15	Hedcoma 3 00@3 50	Aloes 60
Phosphorium, dil. @ 15	Junipera 40@1 20	Arnica 50
Salicylicum 44@ 47	Lavendula 90@3 00	Aloes & Myrrh 60
Sulphuricum 1 1/2 @ 5	Limons 2 75@3 00	Asafoetida 50
Tannicum 75@ 85	Mentha Piper 2 00@2 25	Atrope Belladonna 60
Tartaricum 38@ 40	Morhuae Verid. 3 25@3 35	Auranti Cortex. 50
	Morhuae gal 1 60@1 85	Benzoin 60
	Myrcia 3 00@3 50	Benzoin Co. 50
Ammonia	Olive 1 00@3 00	Barosma 50
Aqua, 18 deg. 4@ 6	Picis Liquida 10@ 12	Cantharides 75
Aqua, 20 deg. 6@ 8	Picis Liquida gal. @ 40	Capsicum 50
Carbonas 13@ 15	Ricina 1 06@1 10	Cardamon 75
Chloridum 12@ 14	Rosmarini @ 10	Cardamon Co. 75
	Rosae oz. 6 50@7 00	Castor 1 00
Aniline	Succini 40@ 45	Catechu 50
Black 2 00@2 25	Sabina 90@1 00	Cinchona 50
Brown 80@1 00	Santal @ 50	Cinchona Co. 60
Red 45@ 50	Sassafras 90@ 95	Columbia 50
Yellow 2 50@3 00	Sinapis @ 65	Cubebae 50
	Tigilil, ess, oz. 1 10@1 20	Cassia Acutifol 50
Baccae	Thyme 40@ 50	Cassia Acutifol Co 50
Cubebae 22@ 25	Thyme, opt @ 60	Digitalis 50
Juniperus 8@ 10	Theobromas 15@ 20	Ergot 35
Xanthoxylum 30@ 35		Ferri Chloridum 35
	Balsamum	Gentian Co 60
Copaiba 75@ 85	Ri-Carb 15@ 18	Guaiaca 60
Peru 3 00@3 25	Richromate 13@ 15	Guaiaca ammon 60
Terabin, Calada 65@ 70	Bromide 25@ 30	Hyoscyamus 50
Tolutan 40@ 45	Carb 12@ 15	Iodine 75
	Chlorate, po. 12@ 14	Iodine, colorless 75
Cortex	Cyanide 30@ 40	Kino 50
Abies, Canadian. 18	Iodide 2 50@2 60	Lobelia 50
Cassiae 20	Potassa, Bitart pr 30@ 32	Myrrh 50
Cinchona Flava. 18	Potass Nitras opt 7@ 10	Nux Vomica 50
Buonymus atro. 60	Potass Nitras 6@ 8	Opil 1 25
Myrica Cerifera. 20	Prussiate 23@ 26	Opil, camphorated 1 00
Prunus Virgini. 15	Sulphate po 15@18	Opil, deodorized. 2 00
Quillaia, gr'd 12		Quassia 50
Sassafras, po 25	Radix	Rhatany 50
Ulmus 24	Aconitum 20@ 25	lhei 50
	Althae 30@ 35	Sanguinaria 50
Extractum	Anchusa 10@ 12	Serpentaria 50
Glycyrrhiza Gla. 24@ 30	Arum po @ 25	Stromonium 60
Glycyrrhiza, po. 28@ 30	Calamus 20@ 40	Tolutan 50
Haematox 11@ 12	Gentiana po 15. 12@ 15	Valerian 50
Haematox, 1s. 13@ 14	Glych 16@ 18	Veratrum Veride 50
Haematox, 1/2s 14@ 15	Uva Canada @ 90	Zingiber 60
Haematox, 1/4s 16@ 17	Uva Can. po @ 2 00	
Ferru	Helle 12@ 15	Miscellaneous
Carbonate Precip. 15	Inula, po 18@ 22	Aether, Spts Nit 3f 30@ 35
Citrate and Quina 2 00	Ipeacac, po 2 00@2 10	Aether, Spts Nit 4f 34@ 38
Citrate Soluble. 55	Iris plox 35@ 40	Alumen, grd po 7 3@ 4
Ferrocyanidum S 40	Jalapa, pr 25@ 30	Annatto 40@50
Solut. Chloride 15	Maranta, 1/4s @ 35	Antimoni, po 4@ 5
Sulphate, com'l. 2	Podophyllum po. 15@ 18	Antimoni et po T 40@ 50
Sulphate, com'l, by 7	Rhei 75@1 00	Antihybrin @ 25
bb'l per cwt. 70	Rhei, cut 1 00@1 25	Antifebrin @ 20
Sulphate, pure 7	Rhei, pv. 75@1 00	Argenti Nitras oz @ 58
	Spigella 1 45@1 50	Arsenicum 10@ 12
Flora	Sanguinari, po 18 @ 15	Balm Gilead buds 60@ 65
Arnica 20@ 25	Serpentaria 50@ 55	Bismuth S N 2 10@2 25
Authemis 50@ 60	Senega 85@ 90	Calcium Chlor, 1s @ 9
Matricaria 30@ 35	Smilax, offi's H. @ 48	Calcium Chlor, 1/2s @ 10
	Smilax, M @ 25	Calcium Chlor, 1/4s @ 12
Folia	Scillae po 45 20@ 25	Cantharides, Rus. @ 1 75
Barosma 40@ 45	Symplocarpus @ 25	Capsici Fruc's af @ 20
Cassia Acutifol. 15@ 20	Valeriana Eng. @ 25	Capsici Fruc's po @ 22
Cassia, Acutifol. 25@ 30	Valeriana, Ger. 15@ 20	Cap'l Fruc's B po @ 15
Salvia officinalis, 18@ 20	Zingiber a 12@ 16	Carphyllus 25@ 27
1/2s and 1/4s 18@ 20	Zingiber j 25@ 28	Carmine, No. 40 @ 4 25
Uva Ursi 8@ 10		Cera Alba 50@ 55
	Semen	Cera Flava 40@ 42
Gummi	Anisum po 20 @ 16	Crocus 60@ 70
Acacia, 1st pkd. @ 65	Apium (gravel's) 13@ 15	Cassia Fructus @ 35
Acacia, 2nd pkd. @ 45	Bird, 1s 4@ 6	Centraria @ 10
Acacia, 3rd pkd. @ 35	Carui po 15 12@ 14	Cataceum @ 35
Acacia, sifted sts. @ 18	Cardamon 70@ 90	Chloroform 34@ 54
Acacia, po. 45@ 65	Coriandrum 12@ 14	Chloro'm Squibbs @ 90
Aloe Barb 22@ 25	Cannabis Sativa 7@ 8	Chloral Hyd Crss 1 35@1 60
Aloe, Cape @ 25	Cydonium 75@1 00	Chondrus 20@ 25
Aloe, Socotri @ 45	Chenopodium 25@ 30	Cinchonidine P-W 38@ 48
Ammoniac 55@ 60	Dipterix Odorate. 80@1 00	Cinchonide Germ 38@ 48
Asafoetida 35@ 40	Foeniculum @ 18	Cocaine 2 85@3 10
Benzoinum 50@ 55	Foenugreek, po. 7@ 9	Corks list, less 75% @ 45
Catechu, 1s @ 13	Linl 4@ 6	Creosotum @ 2
Catechu, 1/2s @ 14	Linl, grd. bbl. 2 3/4 3@ 6	Creta bbl 75 @ 5
Catechu, 1/4s @ 16	Lobelia 75@ 80	Creta, prep. 9@ 11
Comphorae 1 00@1 10	Pharlaris Cana'n 9@ 10	Creta, Rubra @ 24
Euphorbium @ 40	Rapa 5@ 6	Cudbear @ 8
Galbanum @ 1 00	Sinapis Alba 8 @ 10	Cupri Sulph 8 1/2 @ 12
Gamboge, po. 1 25@1 35	Sinapis Nigra 9@ 10	Dextrine 7@ 8
Gauaiac, po 35 @ 35		Emery, all Nos. @ 6
Kino, po 45c @ 45	Spiritus	Emery, po @ 6
Mastic @ 75	Frumenti W D. 2 00@2 50	Ergota, po 65 60@ 65
Myrrh, po 50 @ 50	Frumenti O T 1 25@1 50	Ether Sulph 45@ 60
Opium 7 25@7 50	Juniperis Co 1 65@2 00	Flake White 12@ 15
Shellac 60@ 70	Juniperis Co. 1 75@3 50	Galla @ 30
Shellac, bleached 60@ 65	Saccharum N E 1 90@2 10	Gambler 8@ 9
Tragacanth 70@1 00	Srt Vini Galli 1 75@6 50	Gelatin, Cooper. @ 60
	Vini Oporto 1 25@2 00	Gelatin, French. 35@ 60
Herba	Vini Alba 1 25@2 00	Glassware, fit boo 75% Less than box 70%
Absinthium 45@ 60		Glue, brown 11@ 13
Eupatorium oz pk 20	Sponges	Glue white 15@ 25
Lobelia oz pk 25	Florida sheeps' wool 3 00@3 50	Glycerina 16@ 25
Majorium oz pk 28	Nassau sheeps' wool 3 50@3 75	Grana Paradisi. @ 25
Mentra Pip. oz pk 25	Velvet extra sheeps' @ 2 00	Humulus 35@ 60
Mentra Ver. oz pk 25	Extra yellow sheeps' @ 1 25	Hydrarg Ch...Mt @ 90
Rue oz pk 39	wool carriage @ 1 25	Hydrarg Ch Cor. @ 85
Tanacetum, V. 22	Grass sheeps' wool, @ 1 25	Hydrarg Ox Ru'm @ 1 00
Thymus V. oz pk 25	carriage @ 1 25	Hydrarg Ammo'l @ 1 10
	Hard, slate use. @ 1 00	Hydrarg Ungue'm 50@ 60
Magnesia	Yellow Reef, for @ 1 40	Hydrargyrum @ 75
Calcined, Pat. 55@ 60		Ichthyobolla, Am. 90@1 00
Carbonate, Pat. 18@ 20	Syrups	Indigo 75@1 00
Carbonate, K-M. 18@ 20	Acacia @ 50	Iodine, Resubi 3 85@3 90
Carbonate 18@ 20	Auranti Cortex. @ 50	Iodoform 3 90@4 00
	Zingiber @ 60	Lupulin @ 40
Oleum	Ipecac @ 60	Lycopodium 70@ 75
Absinthium 4 90@5 00	Ferri Iod @ 50	Macis 65@ 70
Amygdalae Dulc. 75@ 85	Rhei Arom @ 50	
Amygdalae, Ama 8 00@8 25	Smilax Offi's 50@ 60	
Anisi 1 90@2 00	Senega @ 50	
Auranti Cortex. 2 75@2 85	Scillae @ 50	
Bergamii 4 80@5 00		
Caliputi 85@ 90		
Caryophylli 1 35@1 40		
Cedar 50@ 60		
Chenopadii 3 75@4 00		
Cinnamoni 1 85@1 95		
Citronella 65@ 70		
Conium Mac 80@ 90		

Liquor Arsen et Hydrarg Iod @ 25	Rubia Tinctorum 12@ 14	Vanilla 9 00@
Liq Potass Arsinit 10@ 12	Saccharum La's. 22@ 25	Zinci Sulph 7@ 8
Magnesia, Sulph. 3@ 5	Salacin 4 50@4 75	Oils
Mannia, S. F. 45@ 50	Sanguis Drac's 40@ 50	Whale, winter bbl gal. 70@ 70
Menthol 2 90@3 00	Sapo, W 13 1/2 @ 16	Lard, extra 85@ 90
Morphia, SP&W 3 45@3 70	Sapo, M 10@ 12	Lard, No. 1 60@ 65
Morphia, SNYQ 3 45@3 70	Sapo, G @ 15	Linseed pure raw 44@ 47
Moschus Canton. @ 40	Seidlitz Mixture. 20@ 22	Linseed, boiled 45@ 48
Myristica, No. 1. 25@ 30	Sinapis @ 18	Neat's-foot, w str 65@ 70
Nux Vomica po 15 @ 10	Sinapis, opt @ 30	Spts. Turpentine Market
Os Sepia 35@ 40	Snuff, Maccaboy. @ 51	Paints
Pepsin Saac, H & P D Co @ 1 00	DeVoes @ 51	Red Venetian 1 1/2 @ 2 @ 3
Picis Liq N N 1/2 gal doz @ 2 00	Snuff, S'h DeVo's @ 51	Ochre, yel Mars 1 1/2 @ 2 @ 4
Picis Liq qts @ 1 00	Soda, Boras 8@ 10	Ocre, yel Ber 1 1/2 @ 2 @ 3
Picis Liq pints. @ 60	Soda, Boras, po. 8@ 10	Putty, commer'l 2 1/2 @ 2 1/2 @ 3
Pil Hydrarg po 80 @ 18	Soda et Pot's Tart 25@ 28	Putty, strictly pr 2 1/2 @ 2 1/2 @ 3
Piper Nigra po 22 @ 30	Soda, Carb. 1 1/2 @ 2	Vermillion, Prime @ 15
Piper Alba po 35 @ 30	Soda, Bi-Carb 3@ 5	American 13@ 15
Pix Burgum @ 8	Soda, Ash 3 1/2 @ 4	Vermillion, Eng. 75@ 80
Plumbi Acet 12@ 15	Soda, Sulphas 1 1/2 @ 2	Green, Paris 29 1/2 @ 33 1/2
Pulvis Ip'cet Opil 1 30@1 50	Spts. Cologne @ 2 60	Green, Peninsular 13@ 16
Pyrethrum, bxs H & P D Co. doz. @ 75	Spts, Ether Co. 50@ 55	Lead, red 7 1/2 @ 8
Pyrethrum, pv. 20@ 25	Spts, Myrcia Dom @ 2 00	Lead, White 7 1/2 @ 8
Quassia 8@ 10	Spts, Vini Rect bbl @	Whiting, white S'n @ 90
Quina, S P & W. 18@ 20	Spts, Vi'i Rect 1/2 b @	Whiting Gilders' @ 95
Quina, S Ger. 18@ 28	Spts, Vi'i R't 10 gl @	White, Paris Am'r @ 1 25
Quina, N. Y. 18@ 28	Spts, Vi'i R't 5 gal @	Whit'g Paris Eng. @ 1 40
	cliff @ 1 40	Shaker Prep'd 1 25@1 35
	Strychnia, Cryst'l 1 05@1 25	Varnishes
	Sulphur Subl. 2 1/2 @ 3 1/2	No. 1 Turp Coach 1 10 @ 1 20
	Sulphur, Roll 2 1/2 @ 3 1/2	Extra Turp 1 60@1 70
	Tamarinds 8@ 10	
	Terebenth Venice 28@ 30	
	Thebromae 60@ 75	

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

We are the sole proprietors of Weatherly's
Michigan Catarrh Remedy.

We always have in stock a full line of
Whiskies, Brandies, Gins, Wines and
Rums for medical purposes only.

We give our personal attention to mail
orders and guarantee satisfaction.

All orders shipped and invoiced the same
day received. Send a trial order.

Hazeltine & Perkins

Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

Table with columns for 'ADVANCED' and 'DECLINED' prices.

Index to Markets By Columns

Index to Markets table listing various goods and their corresponding column numbers (A through Y).

Main price list table with columns 1, 2, 3, 4, and 5, listing various grocery items and their prices.

Table listing prices for items in columns 3, 4, and 5, including various types of goods.

Table listing prices for items in columns 4 and 5, including various types of goods.

Table listing prices for items in columns 5 and 6, including various types of goods.

Market price table with columns 6-11. Columns 6-7: Meal, Sausages, Beef, Pig's Feet, Tripe, Casings, Uncolored Butterine, Canned Meats, RICE, SALAD DRESSING, SALERATUS, MOLASSES, LICORICE, MATCHES, MEAT EXTRACTS, MUSTARD, OLIVES, WARSAW, SOLAR ROCK, PIPES, PICKLES, PROVISIONS, Smoked Meats, Lard, SHOE BLACKING. Column 8: SNUFF, SOAP, LAUTZ BROS. & CO., Soap Powders, Soap Compounds, Scouring, SODA, SOUPS, SPICES, Pure Ground in Bulk, STARCH, SYRUPS, TEA. Column 9: Gunpowder, Young Hyson, Oolong, English Breakfast, India, TOBACCO, Plug, Smoking, TWINE, VINEGAR, WICKING, WOODENWARE, BUTTER PLATES, Churns. Column 10: Clothes Pins, Egg Crates and Fillers, Faucets, Mop Sticks, Pails, Traps, Wash Boards, Window Cleaners, Wood Bowls, WRAPPING PAPER, FRESH FISH, HIDES AND PELTS. Column 11: CONFECTIONS, Stick Candy, Mixed Candy, Fancy-in Pails, Fancy-in 5lb. Boxes, Pop Corn, YEAST CAKE, NUTS-Whole, Shelled, Peanuts, Wool.

Special Price Current

AXLE GREASE



Mica, tin boxes....75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 90
5 lb. cans 21 50

BLUING



G. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS



G J Johnson Cigar Co.'s bd.
Any quantity31
El Portana33
Eveping Press32
Exemplar32
Worden Grocer Co. brand
Ben Hur
Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/2 lb. pkg. per case 2 60
55 1/2 lb. pkg. per case 2 60
38 1/2 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass5 1/2 @ 9
Hindquarters7 1/2 @ 10
Loins8 @ 14
Rounds7 @ 8
Chucks5 @ 6 1/2
Plates5 @ 5
Livers5 @ 5

Pork

Loins@ 13
Dressed@ 7 1/2
Boston Butts@ 11
Shoulders@ 9 1/2
Leaf Lard@ 9 1/2
Trimnings@ 8 1/2

Mutton

Carcass@ 9 1/2
Lamb13 1/2
Spring Lamb@ 14

Veal

Carcass6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 50

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted
Dwinell-Wright Co.'s. B'ds.



White House, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
Royal Java
Royal Java and Mocha ...
Java and Mocha Blend ...
Boston Combination ...
Distributed by Judson
Grocer Co., Grand Rapids;
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium25
Large34

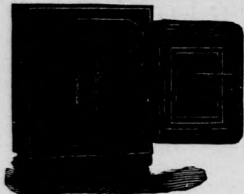
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's, 1 doz.1 80
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Nelson's1 50
Knox's Acidu'd. doz. 1 20
Oxford75
Plymouth Rock1 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 3 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

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Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

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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.

Wanted—A stock of general merchandise, \$8,000 or less, in exchange for good eastern Nebraska land. Address Box 203, Norfolk, Neb. 214

For Sale—Drug and grocery stock, Michigan town, 35,000 population. Good location, long lease, rent cheap. No. 1 opportunity. Good reasons. Box 173, care Michigan Tradesman. 213

For Sale—The only hotel in Nashville, Mich., known as Wolcott House. A bargain if taken soon. Address C. L. Bowen, Nashville, Mich. 212

For Sale—Corner drug and stationery store in the best manufacturing city of 4,000. Stock \$3,500. Sales \$10,000. Other business. Address No. 211, care Tradesman. 211

Merchandise Wanted—For 3 Bourbon county, Kansas farms; 1 of 100, 2 of 240 each, also 200 acre farm Jasper county, Missouri, near Carthage. Many others. Real estate, merchandise bought, sold and exchanged. F. H. Humphrey, Fort Scott, Kan. 209

For Rent—Store, fine corner. Good opening for drug store. Address Miss R. A. Howey, Lake City, Mich. 208

For Sale—In Eastern Iowa, corner grocery store; double room; rent \$45 per month. Best location in city. About five thousand stock; can reduce if wanted; daily sales better than two hundred dollars; this is a snap for a hustler. Will give reason for selling on application. Address Lock Box 73, Clinton, Iowa. 207

For Sale—At once at a discount—worth 100%—stock of general merchandise and fixtures invoicing about \$1,700. Can be reduced if purchaser wishes. P. O. in connection. Rent reasonable. Only store in small village. Located near depot and school. Excellent place for hustling young couple. Try this. I have made money, so can you. Books open for inspection. No trades. Mrs. S. J. Mann, Berkshire, Mich. 216

I will buy your shoe stock, paying you spot cash. State in your first letter amount of stock and lowest price, or no attention will be paid to the proposition. Strictly confidential. Address No. 217, care Michigan Tradesman. 217

A good location for general hardware business. Address C. B. Mansfield, Coling, Tuscola Co., Mich. 200

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 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

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

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

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, chase 14x11. Will sell cheap. Address O. & W. Thum Co., Grand Rapids, Mich. 187

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

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

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

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—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 unequalled; 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—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

Special Attention—Drug stores and positions anywhere desired in United States or Canada. F. V. Kniest, Omaha, Neb. 951

For Sale—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent, \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$8,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

Wanted—Two thousand cords bass-wood and poplar excelsior bolts, green or dry. Highest market price paid, cash. Excelsior Wrapper Co., Grand Rapids, Mich. 859

HELP WANTED.

Bookkeeper wanted for general store in Idaho. Must be willing to wait on customers during rush. Investment of five hundred dollars required. Exceptional opportunity for hustling young man. Best of references given and required. J. H. Van Tassel, Newberry, Mich. 215

Large clothing factory wants managers for branch stores. Salary \$1,300. Investment \$1,200. Permanent position. Address Galbreath, Youngstown, Ohio. 210

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

Wanted—Clerk in general store. Must have had experience. Married man preferred. Good position for good man. Charles N. Cowles, Riley, Mich. 181

SITUATIONS WANTED

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

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

PERIL PURELY SOUTHERN?

Considerable attention is just now centered upon the South. The eyes of its contributors are opening wider as they take in the appalling fact that underlies the mobbing and the lynching of the negro. They begin to see that the beast under the black hide is quiescent or aroused, as the animal usually is, by what it feeds upon, and they are convinced beyond all doubt that the salvation, if not the very existence, of the South depends more upon the whisky the black man drinks than the amount of spelling book that can be crowded into his head.

It seems that "riot week" in Atlanta had a great deal to do in opening Southern men's eyes. One Saturday night a mob of white men and boys held a carnival of blood in that city and as a result nineteen innocent negroes were murdered. Then reason came to the front and closed the saloons for a fortnight with the result that perfect order was maintained, the recorder's court docket was reduced one-half and the merchants had a phenomenal trade. That was encouraging and full of suggestion and led easily to the idea that an increase of license would increase the difficulty of the consumer in obtaining his favorite beverage, especially in the case of the blacks. The idea worked to a charm and its field widened.

It is generally conceded that the Southerner can say without boasting he knows good whisky when he sees it. The condition of things in that part of the country at that time led him to investigate things "spirituous" and he learned something. He found to his dismay that the whisky was not only bad but murderous, and that the negroes who drank the stuff could no more help being murderous with that poison in them than they could help being black.

With his eyes now wide open, smarting under the disgrace that the riot had fastened upon him, the Southerner approached the traditional wood pile, threw off a few top rails and there in the middle of the pile he saw not the often quoted nigger, but the omnipresent saloon keeper, as the author of the mischief. Here is the center of the trouble, the death-dealing octopus, whose tentacles, reaching into every quarter and corner of country and town, are pouring the poison into mansion and hovels alike, are filling the streets with riotous men and strewing them with the mangled bodies of the innocent. This is the work of the saloon keeper, and yet in the face of it the President of the National Liquor Dealers' Convention, held at Atlantic City in June, felt called upon to declare: "Our only recourse now is to save our business," a statement that calls forth the hearty response, "You and your 'business' were looked out for in the writing of the sixth commandment."

If there is any truth in this statement it becomes an important question whether the evil complained of can be regarded as sectional—whether, in fact, the peril is a purely Southern one. Locality nowhere changes the nature of the saloon. Reduced to a sentence, it is a licensed mur-

derer; and the location has yet to be heard from where it does not vigorously ply its trade. With that for a fact the following figures mean something: "To-day there are fewer saloons in the thirteen Southern States than in Greater New York, and only a few more than in the city of Chicago. In New York there are 30,000 places where liquor is sold; in Chicago 28,000 and in the entire South only 29,000. In New York State the estimated population in 1905 was 8,160,000, and the Government issued in the State that year 34,080 'special tax stamps' to persons desiring to engage in the manufacture and sale of liquor. The thirteen Southern States, with 23,500,000 people, secured in 1906 less than 30,000 stamps"—a statement which suggests that, if the matter be purely Southern, it would be a good plan to remove the State lines and allow the Southern conditions to become National.

Another irritation which a consideration of the saloon keeper in the wood pile revealed was his pernicious intermeddling with politics, a phase which needs no consideration here, but is of importance here because that same intermeddling is by no means confined to politics, provided such intermeddling is for the promotion of business and, let it be added, vengeance. In a mountain town in Colorado, where the influence of a single citizen confined the one saloon to what the saloon keeper declared to be too narrow limits, the business hours were restricted to respectability. Do what he could, his saloon did not become the popular lounging place. No woman dared nor wanted to cross his business threshold. Contrary to his will and desire he was obliged to be decent and to keep a decent liquor shop; and that saloon keeper's single purpose in life now is—so he has boasted—to make a drunkard of that citizen's oldest son!

It is submitted, then, that the saloon keeper* and all that pertains to him is not a peril purely Southern. If it be asserted that the blacks have created the sectionalism, the retort is ready that the ruin of the white man's son is a matter at least of the same importance, and that the particular peril is absorbed many times over by the larger general one. The pity is that there is any such peril. There is no need of it and the work already accomplished in the South declares it. Why not remove the peril by removing the death-dealing cause? Why not strike hands with China in her struggle with opium and let the two together—the oldest civilization and the newest—free themselves from these pestilences of the darkness and the noonday and so realize the higher ideals that gladden the vision of both?

Piano building and selling has become an industry of considerable importance in the United States. The business requires the services of about 90,000 men. There are 200 piano factories in the country, representing an investment of over \$500,000,000. They turn out annually 250,000 instruments, whose retail value amounts to \$75,000,000.

OLD IRONSIDES.

The old frigate Constitution is again attracting the attention of the country and giving our Boston friends no little concern. Another attempt is being made to remove the old ship from the Boston Navy Yard to Annapolis, but owing to the hue and cry which has been started it is probable that nothing will come of the proposition to translate the old ship.

As a result of an agitation inaugurated some years ago Congress appropriated \$100,000 for the purpose of practically rebuilding the old frigate and restoring her as nearly as possible to a likeness of her original self. The rebuilding of the ship was but lately completed, and as she takes up a good deal of valuable room in the Boston Navy Yard the officials of the Navy Department were anxious to remove the ship to some more suitable location, the Naval Academy at Annapolis being considered an ideal berth, as there the ship might serve as an object lesson to the young midshipmen and help to inspire fresh enthusiasm for the service.

Old Ironsides, as the ship has always been called since the time in the early part of the last century when she was rescued from the scrap heap by the commotion created by the poem of Oliver Wendell Holmes, has been rebuilt several times and there is probably little or nothing remaining in the ship as she appears at present of the original Constitution, but none the less there has been a constant connection kept up between the frigate as she originally left the stocks and the present ship, and at each rebuilding only a portion of the hull was reconstructed. To all intents and purposes the Old Ironsides of to-day is the same old ship which Oliver Wendell Holmes a second time immortalized, her first glory being derived from her victories in the war of the Revolution. The Bostonians should be allowed to retain possession of the old relic, but they should at the same time find a better berth for her than the one she occupies at the Navy Yard, interfering with the regular work of that establishment.

CHINA FOR THE CHINESE.

As everybody is aware, China has been ruled for the past three centuries by a Manchu dynasty, and most of the important positions at the head of the government and in the foreign service, as well as in the army, have been held by Manchus. The Chinese, although forming the great mass of the population, have exerted little influence in the government of their country, although controlling the trade as well as the civilizing processes which have enabled China to make the slow progress she has made.

It is now reported from Peking that the old Dowager Empress, whose health is fast failing and whose removal from control of the government can now be but the matter of a short time, is becoming anxious as to growing agitation in China against the Manchu rulers and fears that attempts may be made, on her death,

to drive out the Manchus and install a new and Chinese dynasty in its stead. In order to counteract this tendency, which she undoubtedly fears, the old Empress has taken steps to amalgamate the Manchus with the Chinese by encouraging intermarriages of Manchus and Chinese, even in the imperial family itself, and by depriving the Manchus of their old privilege of military command as well as all special distinctions between the two races.

One of the strongest indications of the concern of the veteran Empress over the situation in her dominions is the fact that she has summoned Yuanshikai, the celebrated Viceroy of the Province of Chi-Li, to Peking, made him President of the Council in addition to his position as Commander-in-Chief of the Chinese Army, and has intrusted him with the reorganization of the government service and the supervision over the movement inaugurated to combine these two elements in the population.

Yuanshikai is a Chinaman of great power and influence, thoroughly identified with the modern and progressive element. He has completely reorganized the government of the northern provinces and has formed a modern and well-equipped Chinese army. He is rapidly assuming a position in China's affairs held for years by the late Li-Hung-Chang, with every prospect that he will wield an even more powerful influence, as he is a soldier as well as a statesman and is a man of much more energetic temperament than his celebrated predecessor in the office of President of the Council.

The effort that is being made to infuse modern ideas into all branches of the Chinese government is of vast import not merely to the future of the Celestial Empire itself, but to the entire Orient.

It has for some time been the accepted belief that steam has driven sail vessels out of use for transportation purposes. It may be a surprise to many people to learn that a six-mast vessel, the seventh of her class in existence and the fifth largest sail craft in the world, was recently launched at an American shipyard.

BUSINESS CHANCES.

For Sale—Drug store doing good business. Low rent. Going into other business. Address 218, care Tradesman. 218

Fancy Virginia Sweet Potatoes

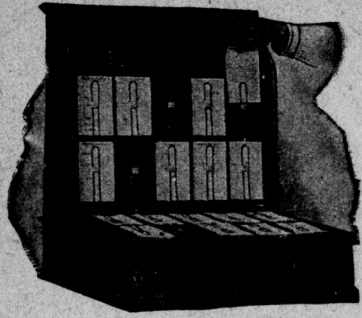
\$3 Per Barrel

Almost as good as
Jerseys

Now is the time to sell
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The Money You Save Is What Counts

If you spend a large part of your PROFITS in doing needless work, your BANK ACCOUNT will be correspondingly smaller.

THE McCASKEY ACCOUNT REGISTER SYSTEM takes care of all your accounts, giving you COMPLETE DETAILS of every transaction, and every transaction is completed at the time it is made.

Cash Sales, Credit Sales, Cash on Account, C. O. D., or Exchange Sales, Money Received on Account or Money Paid Out—all done WITH ONLY ONE WRITING. Credit Sales handled as fast as Cash Sales. No forgetting to charge goods. No disputes with customers. No night work. It is a collector and a trade getter.

A 64-page catalog is FREE. WRITE.

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Mfrs. of the Famous Multiplex Duplicate and Triplicate Pads; also End Carbon, Side Carbon and Folded Pads.

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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.

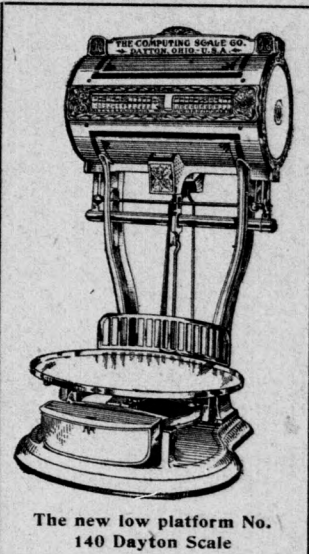
A METAL FONT is not so easily filled because you can only guess how much is in it. Experience may enable you to guess fairly close but absolute accuracy is impossible.

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.

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

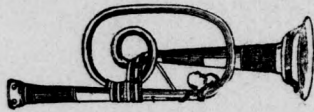
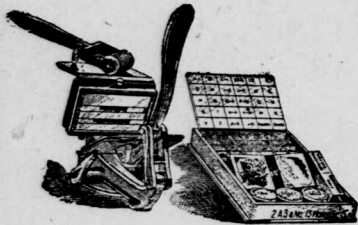
The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

What Is the Good

Of good printing? You can probably answer that in a minute when you compare good printing with poor. You know the satisfaction of sending out printed matter that is neat, ship-shape and up-to-date in appearance. You know how it impresses you when you receive it from some one else. It has the same effect on your customers. Let us show you what we can do by a judicious admixture of brains and type. Let us help you with your printing.

Tradesman Company

Grand Rapids



Largest Stocks and
Greatest Varieties
of everything pertaining to the line of
Holiday Goods

on exhibition in our mammoth salesroom.
You'll miss

**A Great Opportunity and a Chance
to Save Money**

if you lay in your fall stock before looking at our lines and getting our prices. Almost every quarter of the globe has contributed its share to make our line for this season the most complete, most extensive and most magnificent we have ever shown, embracing everything in

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France Germany Austria
England Japan, etc.

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