



New Home of the GENUINE Toasted Corn Flakes

The Largest Cereal Factory In The World

Fire destroyed our main factory July 4th, last.

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

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

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

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

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

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

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

TOASTED CORN FLAKE CO., Battle Creek, Mich.

Every Cake



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

The Fleischmann Co.,

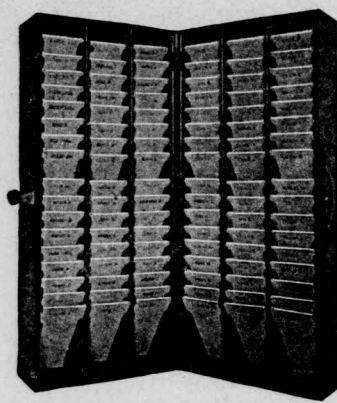
of Michigan

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

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts



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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Michigan

Bell Phone 87 Citizens Phone 5087

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

Pure Cider Vinegar

There will be a great demand for

PURE CIDER VINEGAR

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

Sold Through the Wholesale Grocery Trade

The Williams Bros. Co., Manufacturers

Picklers and Preservers

Detroit, Michigan

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fifth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 25, 1907

Number 1253

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

SPECIAL FEATURES.

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CRUEL IMPOSITION.

Everybody—that is to say, everybody outside the bailiwick of railway management—knows the incomprehensible characteristics of the average railway timetables, and it is probable that a larger volume of spontaneous profanity has been uttered, sotto voce, over those hieroglyphic mazes than over any other single phase of human intercourse. The numbers of trains, the hours of train arrivals and departures, the junction points and connections made thereat, the p. m. and the a. m. features, the lapses in the vertical columns of figures, and all that, are simply impossible to all except the professional traveler—the traveler who has had wide experience—and the railroad man. These space saving tables have been evolved through many years of advertising in the newspapers and the saving thereby in advertising rates, and in the cost of composition, press work and paper for the folders required, has probably reached hundreds of thousands of dollars. And yet, so far as the average ordinary traveler, the man or woman who makes two or three railway journeys a year, is concerned, these masterly illustrations of confusing, exasperating and utterly useless information are unequalled.

Bad as these things are, they are not to be compared for an instant with the universally observed rule among railway employes of evading all enquiries as to the arrival of trains when the enquiries involve a confession that an accident of some sort has happened. Hot boxes are a common event on American railways and almost invariably they are accompanied by the fact that the train thus interrupted is anywhere from twenty minutes to two or three hours late, as the case may be. Meanwhile various passengers are waiting at some stuffy little station for the coming of the train due at 11:15 p. m., say. There are two or three tired mothers with their fretful little ones; the anxious, excited young school teacher on her way home to spend Sunday; the feeble old gentleman who is fearful lest his grandson should fail to meet him at 1 a. m., as promised, and the impatient business man who hoped to reach home in time to get a bit of sleep before the work of the next day should make its demands.

"Yes, it's on time," says the half-asleep young man in the tiny ticket office in reply to an enquiry as to the expected train and, as he says it, he "takes by ear" the story of a hot box or something which is passing over the wires and tells him that the train is three hours behind schedule time. He knows he is lying and he feels that those who hear him know he is lying; but he also knows, which is more important, that he is obeying orders.

And so the expectant passengers are kept waiting and in ignorance. If the tired mothers and their fretful children knew the actual facts they might step across the street to the hotel and get two or three hours of rest, instead of sitting on the hard wooden benches, nearly suffocated by the malodorous fumes from the nasty pipes of the village loafer, the village marshal and the town constable who loiter in because they do not know what else to do with themselves. If the business man knew the truth he could easily betake himself to the hotel up town, get several hours' good rest and take the morning train refreshed for business upon reaching home.

But none of these things are done because of this lying-done-to-order. It is a cruel imposition upon the public that is practiced daily by the railroads all over the country, and just why such treatment is considered wise and necessary by the managing forces is a puzzle beyond solution. If it is publicity that they are afraid of, such practices are silly to the last degree, because almost invariably so small an event as a hot box gets into print, and sometimes in a way not at all beneficial to the railroad. If it is the loss of five or six passengers for a few miles that they are trying to avoid, the policy is a poor one because those people imposed upon can and do "get even" thrice over by word-of-mouth reports, execrations and estimates. Truly, it would seem that so simple a matter as letting the truth be known on such occasions could not only do no injury to the railway affected, but would serve mightily toward creating a favorable impression. And these days anything that will inculcate a feeling of gratitude on the part of even a few persons, and if only now and then, should be worked to its limit by the railway people.

IDIOTIC PRESUMPTUOUSNESS.

Enfma Goldman, the unconventional and tireless agitator in behalf of anarchy, is returning from Europe to this country and some impulsive, short-sighted person or group of persons are throwing fits in an effort to prevent her landing on American soil permanently.

And, again, the newly-elected State Counselor of the Independent Order

of Americans, by direction of the governing board of that organization, will address a protest to Secretary of the Treasury Cortelyou against placing the portrait of Miss Mary Cunningham on the new gold coins to be issued by our National Government after a design made by the late greatest American sculptor, Augustus St. Gaudens, and adopted by the Treasury Department.

Two examples of thin pated perspicuity more asinine and disgusting can not be imagined. Wouldn't it be just nuts for the red flag followers in this country if their loud-mouthed and brazen empress should be prohibited from again becoming a resident of this great continent? And wouldn't the cry of martyrdom go up from all the ignorant, hot headed nonentities who cry out against all forms and rules of government, not having the slightest conception as to the meaning of the term "anarchy," as taught by Tolstoi, and yet placing themselves squarely on a par with that wondrous idealist? Wouldn't the bomb-throwers and the assassins become swollen with conceit should Emma Goldman receive such a greeting as has been suggested?

No greater mistake on the part of any government could be made than to immolate such a person as Emma Goldman upon anything resembling a sacrificial altar. She is not worth any such attention and the element she represents does not deserve the making of such a blunder by any government on earth and especially by the United States Government.

When the late Mr. St. Gaudens received a commission to create a design for a new gold coin to be issued by this Government, it is absolutely certain that he did not know whether he would use an American, a Chilian, a Japanese or a Swedish girl for his model. Indeed, it is no certainty that he had his mind settled as to whether or not he would require a girl model of any nationality. It is equally a sure thing that when he found the pretty 16 year old girl in Cornish, Vermont, and was seized with the impression that her face was what he required for the working out of the coin design, he gave no thought as to whether she was American, European, Asiatic or Polynesian. And when the Independent(?) Order of Americans assumes to dictate as to the art of such a man as St. Gaudens or as to the policy and acts of the United States Treasury Department, it is inevitable that they will ultimately awaken to the fact that they have another guess coming. The single gratifying feature of the protestants is that they have the good taste to specify themselves as different from plain, loyal and common sense Americans who are not required to publish the fact that they are independent.



Young Woman at the Head of Her Profession.

That "Dire exigency is the maternal relative of contrivance" is just as true to-day as it is trite to-day; and the man who, lacking expensive material with which to decorate his store front, bends his endeavors to evolving something meritorious that shall wrest attention from a careless floating element is the one who is going to grow in his chosen work and make a success where others would show only mediocrity.

I said that a man who does this is going to advance in his profession. But it remains for a woman to illustrate and prove the truth of this statement.

There's a thrifty little village to the southeast of us, down toward the line that separates us from our neighbor Indiana. It has set out to "get along in the world"—a most laudable ambition in town or individual—and it is making great strides in that direction and it won't be for long before this little burg stands where it wants to.

Seeing what some of the neighbors are doing in the way of public improvement it began to do more than merely opening its optics and taking in the beauties of contiguous towns. It set about to be the peer of them all and, if present indications count for anything, this little place soon can throw its cap in the air and dance the Fisher's Hornpipe for very exuberance of spirits.

One of its denizens who is helping the good cause along and will be able to join in that festive terpsichorean exhibition is an energetic little body who is obliged to support herself purely by her own efforts. When she discovered a prowling old wolf hanging around her threshold she picked up such a big stick and shook it at him so fiercely that he came to the speedy conclusion that "Discretion is the better part of valor" and took to his heels and the rest of the pack to inform them that it wouldn't boot them a whit to loiter around the premises of Miss Energy any more—either in the extremely near or the far distant future.

This young woman—I called her little but that's only because I'm in love with her; she tips the beam at 150½—this young woman, I repeat, was left by a fond but impecunious parent to battle with the world as best she might. What that "best" was—is—may be judged accurately by the fact that, nothing daunted, she made use of every opportunity that came her way, made others and to-day stands head and shoulders above those who are her competitors.

By hook and crook, through long planning and strenuous carrying out of those plans, including the strictest self-denial, she managed to save up the meager sum (to some) of \$300. With this she started—in a very small way, assuredly, but a way nev-

ertheless—in the general merchandise business.

That was eight years ago. She did not stand still. Now she is the proud possessor of a business that nets her a nice income, and is figuring with a contractor to put up a store of her own in which to sustain that business.

Miss Energy has always made her head save not only her heels but her pocketbook and when it comes to window dressing, she is, in the language of the thoroughfare, a CRACKERJACK!

(I put her in capitals—with a "scare" after them—for she richly deserves it; all through her very own efforts, think of it.)

Her windows she takes a pencil and blocks out weeks ahead. One of her brace of clerks is tasty in his ways of accomplishment. Miss Energy found that out soon after she hired him, and ever since has made the most of his talent around the windows. She is not so conceited but that she will admit that there are others on this mundane sphere besides her own immaculateness; therefore, she consults her employe and gets much assistance from his hints, and together they get up some mighty nice little trims.

I saw their first effort.

The girl was at a loss to get up a new background. Tired of cloth for a while back, the idea struck her to go to Nature's storehouse and help herself from her bounty and she availed herself of the easy chance.

Shining branches of oak leaves were brought in by the clerk I mentioned. He took the delivery wagon and got 'em himself. He is a great boy to "do things himself;" "then he knows they're right," he asserts. He selected the flatest branches he could find and those holding the largest amount of acorns. This greenery was fine enough by itself, but he wasn't quite satisfied, so he robbed his own salvia hedge (he lives with his mother and she is so wrapped up in him that she foolishly(?) lets "her Jack" do just as he has a mind to in her garden) and made a frieze of flaming color.

"How did he fix his oak branches?"

He asked Miss Energy what she thought of a chicken-wire fence to fasten them on for the ends and background.

"The very thing! Jack, you're a brick to help me out with that idea," was the flattering reply. "That has bothered me quite a bit."

And chicken-wire fence it was, with cherry red burlap on the window's floor, just as similar to the shade of salvia as it is possible to obtain. There was a fringe of the smaller oak branches covering up the edges.

Now for an additional contrast. Black shoes on nickel fixtures furnished it, and, say! that window is the talk of that tiny town.

"Just as pretty as a picture!" people declare. "See how Miss Energy has fixed those black shoestrings in and out of those nickel supports. Don't the oak leaves look crisp? Who but Miss Energy and 'Jack' could get up such a handsome display with so little expense? What did she put behind those leaves to hold 'em up?"

Oh, I see—it's actually chicken-wire fence. Well, did you ever!"

The comments on this shoe exhibit are all favorable—all show the admiration of the townspeople for Miss Energy and her work in general and in particular.

Naturally, the name by which I have called her is not her real cognomen, but you will be surprised when I explain that it is that very one by which the girl is known among her townsfolk—Miss Energy Blank—her friends having long ago recognized her chief characteristic and made use of it in a practical way.

Model Automobile Factory.

Saginaw, Sept. 24—J. T. Rainier, of New York, President of the Rainier Motor Car Co., is in this city on a flying visit to the new factory of the Rainier Motor Car Co., that began operations two weeks ago. The new factory is equipped with the most up-to-date machinery and more machines are arriving daily, these being to increase the capacity of the plant. It is expected that all the machinery will be installed within the next thirty days. At present about 100 men are employed, but this force is to be doubled shortly, and by January 1, 1908, it is expected that 300 men will be employed. The new factory is lighted by fluted window glass that directs the light rays through from side to side. The power plant, one of the largest in this part of the State, has been installed. Spur tracks from the Pere Marquette reach all the factory and warehouse buildings. The same attention to details and completeness is evident on the factory grounds, that cover many acres. The open areas have been leveled and seeded to lawns, and these are traversed by cinder drives. A feature will be a large trial driveway for testing every auto under its own power before it leaves the factory. The southerly portion of the Rainier property will be platted into blocks of lots, with the necessary streets, and on these lots will be erected dwellings for the factory employes. When the whole plant is complete and in full operation it will probably be thrown open, on a stated day, for the inspection of the public.

News and Gossip from Wisconsin.

La Crosse—The Egg Carton Manufacturing Co. has been incorporated with an authorized capital of \$5,000.

Elkhart Lake—A resolution was passed by the Wisconsin Hotel Men's Association, at a recent meeting, whereby the minimum rate of \$2 a day will be raised at all the hotels belonging to the Association.

Madison—An unusually large number of State banks have been established this summer. During the three months ending Aug. 22 charters were granted to ten.

Waupaca—With the largest cranberry crop raised in years it is feared hundreds of bushels will go to waste, owing to lack of sufficient help to gather it.

Milwaukee—The Wisconsin Trust Co., as trustee of the bankrupt firm of Smith, Thorndike & Brown Co., has been sued by the National Exchange Bank to recover \$22,593.83.

It is claimed that at the time the receiver was appointed the company owed the bank \$91,060, with a credit balance of \$22,593.83. It is alleged that the Trust Company drew the balance by check, leaving the \$91,060 unsettled.

New Enterprises at Old Monroe.

Monroe, Sept. 24—Arrangements are practically completed whereby the \$10,000 factory of the Coin Register Co. will be under construction within the next ten days. August Schmidt was awarded the contract Thursday. The factory will be located on the Smith property, near the pole dock, which the Council purchased some time ago. This and the automobile works will prove a considerable addition to the output of manufactured articles.

The organization of a dry dock company, which proposes to construct a marine railway, is advocated. Boats belonging at this port will be hauled out and cared for instead of being taken to Detroit and Toledo as heretofore to lay up for the winter.

The completion by Charles Ilgenfritz of an immense concrete storage cellar, just south of the city, opens up another new nursery enterprise.

The Koppitz-Melchers Brewing Co., of Detroit, has a storage warehouse here under course of construction in the rear of the Wellington Hotel.

Labor Shortage at Battle Creek.

Battle Creek, Sept. 24—Labor is the scarcest thing on the market in this city just now. The Grand Trunk's new shops, the Toasted Corn Flakes factory, the Gas Co. and others have "Laborers Wanted" signs in display, while paving contractors and the Michigan United Railway complain that they can not get unskilled labor enough. Kitchen help and dining room girls are included in the famine; hired girls are practically impossible.

Want More for Their Peas.

Hart, Sept. 24—Oceana county is up against one of the most unique trusts that has ever been promoted. The farmers residing near here, where the big Roach canning factory is located, have effected a combination and their young trust will be known as the Peagrowers' combination. The members grow peas for the factory. By joining in one movement the members hope to control the yearly pea crop and thus boost the price to a point where they will make more money. The canning factory is wholly dependent on the crop of peas grown by the Oceana farmers and some compromise will probably have to be effected with the growers.

Celery Growing Pays.

Muskegon, Sept. 24—Muskegon celery land this year is yielding an average of \$700 an acre and there are 100 acres out to cultivation in Muskegon county. This year has been a fair one for celery growers. It is estimated that over \$70,000 in profits will rest in Muskegon county this year.

SUBTILTY DEMANDED.

At the Beauty Counter It Is Indispensable.

Written for the Tradesman.

Mr. Merchant, don't ever, ever expect to make a success of your perfume and Beauty Parlor merchandise if you do not place behind each of these departments what is known in common parlance as a "ladies' man." He needn't be a fop—no, not that by any manner of means—but he must be fond of dress. He should never, while in the store, descend to the commonplace in dress. Loudness should not make itself heard a couple of blocks away, but, nevertheless, the clothes should be strikingly stylish and the fit perfection itself. This clerk, to please the ladies, should be what is designated "well set up," for no woman admires a slouchy-appearing man; in a word, he must be tall and well proportioned. No woman cares to be waited on at any counter—least of all the Beauty Counter—by a measly little runt of a fellow!

A woman, when she is buying perfumery, likes to have the clerk tell her something about the several samples opened: where they are made, by whom, whether they are "lasting," whether they would be too "weak" or too "strong," etc., etc. She never must be hurried in her selection, not even if the clerk has to run to catch a train. The waiting on a lady for perfumery must never be a "rush job." If it is made such you will surely lose her trade in these goods. Deliberation must prevail or a semblance of it. Of course, sometimes it is possible really to accelerate matters without seeming to do so, but let a woman at the perfume counter suspect you of wishing yourself away from there and it is "Goodbye, lady, goodbye" when she makes her exit. She always wants time to decide what seems to herself judiciously; if she is not satisfied with her choice when she purchases ten to one she will never use the perfume and then there's her money gone and nothing to compensate her for its loss, and next time she buys of you she won't buy, to use a Paddyism.

And if a woman prefers a handsome well-dressed clerk to help her deliberate at the perfume counter much more finicky is she when it comes to buying complexion beautifiers, and the like, at a drug or general store. Only, here she wants a pretty young lady. A woman may be old enough to pass for Mrs. Methuselah and homely enough to stop a train of cars and fall 'em off the track, nevertheless she never gets over admiring Youth and Beauty and worshipping at their shrine from morn till dewy eve, as the years go by. If a niggardly Fate cut off her own allowance of good looks she must make the most of those she still possesses; and she is always thinking that if she could only get hold of the right sort of stuff for her face she could be "as pretty as anyone." She imagines that she has the foundation and that it but lacks a little going over.

Perhaps!

The Beauty Specialist of necessity

must be, as wise as a boaconstrictor and as harmless as the emblem of peace if she is to be a pronounced success in her business. She must have more than a modicum of prettiness. Her own features must show (ostensibly if not actually) the results of the application of the dopes she is paid to foist on femininity that is afflicted with a knowledge of its imperfections, not to use the harsher term, blemishes. That is an ugly word and should never be employed by the clerk at the complexion counter.

My, my, but the clerk in this department has it all her own way with the customer. It goes without saying that the former should aim to keep within the truth concerning the stuff she is hired to vend; but, to use a plain, old-fashioned idea, "there's more than one way to remove the epidermis from a pussycat," and this particular clerk may, in a way, "deceive the very elect" without telling the vestige of an untruth. She has but to quote the wording on the boxes or bottles of the various unctions or emollients, skin tightenings, skin bleaches, skin foods, etc., and then bring her blandishments into play—and there you are, there you are. Every morning before entering the store she must osculate the blarney stone good and hard—enough to last all the day long. Let her fail to go through with this operation beforehand and she might as well close up the department and hang a sign over it which informs the public that she is a

COLOSSAL FAILURE !!

Ah, but if she has performed the aforementioned "fond salutation" on the "concreted earthy matter" she's "all hunky" for the day's work.

Enter wrinkled old female with a rough face of leather as thick as a pachyderm's hide. The wrinkles are all of peevishness induced by discontent with the world in general and her own sphere in specialization. Her ugliness is all of her own making, but naturally you could "catch a weazel asleep" before you could convince her of that unwelcome fact.

"Have you got something that's good for the complexion—something you know will soften the skin a little and make anybody pret—I mean, you know, that'll be nice for one a little older than you are?"

The girl whom Nature has blessed with a complexion of peaches and cream can scarce repress a smile, but she controls her risibles and answers with kindly interest depicted in every lineament:

"Oh, yes, I have a number of fine beautifiers for the skin. They are all thoroughly recommended by the manufacturers to do the work required."

"Think they'd be nice for my complexion?"

"Well, if they'd be good for mine they'd be good for any one else's."

"Would you recommend me to try this one on the counter?"

"Well, no, that would be too harsh for your skin, I'm afraid. I should prefer this for you;" and Miss Charming carefully and with grace-

ful fingers opens up a box of pale pink unguent with a lovely smell of the rose about it and holds it out and, with a fascinating smile parting her red lips, gently waves the container before the thin nostrils of Old Homely.

"There! Isn't that odor perfectly delightful?" and Miss Ruby Lips allows the box to go into the hands of the to-be-razzledazzled old dame. "Ughmm!"

The old woman sniffed at the dope with that well-known but hard-to-spell indescribable articulation.

Her dull eyes brightened and the difficult attempt at a smile almost made the tears start in the eyes of the vis-a-vis beauty, for, contrary to the usual selfishness of Attractive Youth, her breast holds a soft heart.

"Now that beautifier is guaranteed to improve any skin," said Miss Pretty, "and I can truly say that I myself have used it with most gratifying results. Feel of my skin and see if you don't think it would be nice for you," and she leaned her velvet cheek toward the antique on the opposite side of the counter, whose coarse finger examined its lovely texture.

"Well, if it'd do that for you I don't see why it wouldn't for me," beamed the anticipant. "I'll take a box of it—no, I'll take two, for I see how much it's done for you."

"All right. It's rather expensive—\$2 a box—but I know you'll like to use it, it's so very agreeable," stated the clerk, who did not want the old woman to go into her purchase blindly as to price.

"Never you mind about the price—I've got it," announced Expectancy.

"Now, what else do you keep that you'd be willing to use yourself?"

"Well, here's a skin tightener. That's for contracting the tissue, obliterating and preventing our dreaded wrinkles. You and I don't want to look a day older than we have to and this liquid is said to be an excellent thing to keep the crows'-feet from the face. Shall I add this to our list?"

"Yes, indeed. Possibly I might need that, too, at some future time."

The clerk dropped her eyes—and didn't pick 'em up again for a controlling moment.

"How would you like some of this skin food? It is said to fill out any hollows a pretty woman might get. You know society is so strenuous, nowadays, that a lady who wants to 'keep herself up' really ought to have this constantly on her toilet table. One can't do without it if she wishes to look her best."

I won't go into further details as to the amount of (presumable) trash that Miss Subtlety piled up for that deluded old woman's benefit(?). Suffice to say that she had a supply big enough to last her a thousand years—more or less—and it cost her thirty-six dollars and fifty cents!

H. E. R. S.

The average man would rather pay \$10 for a fishing outfit than \$5 for pew rent.

Troublemakers are as plentiful as peacemakers are scarce.

Another Fisk Tire User Heard From.

Grand Rapids, Sept. 24—I note your remarks on the subject of automobile tires in the last issue of the Michigan Tradesman and beg leave to state that my experience has been in line with your own. I have had fourteen Fisk tires on my machine during the past eighteen months, during which time I have run 7,000 miles, so that instead of the tires standing up 4,000 miles, according to guaranty, they have stood only 2,000 miles apiece on an average. I have repeatedly asked the Detroit agency to make good and, in return, have received a number of insulting letters, which I understand is the usual experience of automobile owners who are using Fisk tires. I find that the company has certain favorites who are accorded special consideration. One friend of my acquaintance sends his tires to the Detroit office and is almost invariably served gratuitously. All it costs him is the expressage both ways. They are using this man as a reference and he is loud in praise of Fisk tires, because it is money in his pocket to play the part. Where one man is treated generously I find a dozen or fifteen who are treated diametrically opposite. Personally, I am unable to understand how any company can expect to retain its business permanently after giving its customers admittedly poor tires and then treating them as though they were shysters simply because they ask the agency to carry out the terms of its guaranty. I could not conduct my business on that plan a year without plunging myself into bankruptcy, and I predict that there will be very few Fisk tires selected next season unless the company—assuming the parent company at Chicopee Falls is composed of reputable gentlemen—makes a change in the management and methods of its Detroit agency.

Fisk Victim.

Frank N. Barrett, the veteran editor of the American Grocer, was in the city a couple of days last week and left bright spots behind with a dozen or fifteen friends on whom he called. Mr. Barrett is the most versatile man connected with the trade press of the United States. He can discuss financial questions with a banker, technical matters with a canner or baker, mercantile questions with a merchant or moral questions with a preacher with equal facility and invariably with pleasure and profit to all concerned. He has the widest range of general knowledge, the best memory and the most remarkable vocabulary of any trade paper publisher with whom the Tradesman is acquainted, and his visits to this market—which, by the way, are altogether too few—are hailed with delight by his numerous friends, to which number he adds on the occasion of each recurring visit. Mr. Barrett has just celebrated the thirty-ninth anniversary of the establishment of the American Grocer, with which publication he has been associated for thirty consecutive years. He is the Nestor of grocery trade journalism, bearing his sixty-three years with becoming grace and dignity. May he live long and may his tribe increase.



Movements of Merchants.

Shelby—G. L. Runner has opened a new grocery store.

Pontiac—D. H. Elliott, furniture dealer, is removing to his new location in the I. O. O. F. temple.

East Jordan—The State Bank of East Jordan will increase its capital stock from \$20,000 to \$50,000.

Kalamazoo—G. Van Bochove & Bro. have increased their capital stock from \$35,000 to \$40,000.

Pontiac—M. Kleinman, of Detroit, will open a men's furnishing goods store here about October 1.

Pentwater—F. O. Gardner has sold his general stock of merchandise to Wade Gardner and W. H. Marsh.

Springport—A. P. Glascoff has sold his clothing stock to James Babcock, who has been in the store for some time with Mr. Glascoff.

Allen—D. H. Meeker has disposed of his drug stock to Frank Holden, of Brown City, who will continue the business at the same location.

St. Joseph—Samuel Danforth, recently succeeded in the grocery business here by R. C. Crawford, is about to engage in the tea and coffee business.

Saugatuck—The store recently vacated by E. L. Leland & Co., general merchants, will soon be occupied by a grocery stock put in by Ralph Clapp.

Clare—The business formerly conducted under the style of the Burch-Wyman Grain Co. will be continued under the new name of the Clare Elevator Co.

Ludington—Groening & Washtka, dealers in shoes and furnishing goods, have added a line of clothing, installing it in a new building erected for that purpose.

Marquette—F. L. Desjardins succeeds Fred Bernard in the meat business, Mr. Bernard having re-engaged in the same line of trade in the Chocolay district.

Sheffield—Miles Williams and Frank Otterbacher have purchased the general stock of Sipples & Co. and will deal in produce aside from the store business.

Fowlerville—The store and stock of groceries and shoes of W. B. Gale & Co. have been purchased by Wm. Rector, the business to be continued under the style of Rector & Co.

Six Lakes—W. C. Westley, of Lockhart, Alabama, has purchased the general merchandise stock of A. J. Granzon & Co., and will continue the business at the same location.

Benzonia—E. T. Huntington has moved his dry goods stock into a new store building. His grocery stock will remain in the Montgomery building under the management of Fred Cheryman.

Howard City—Bert Crittenden has sold his interest in the grocery firm of Crittenden & Henkel to his partner, Blaine Henkel. Mr. Crittenden has not as yet made known his plans for the future.

Conklin—J. R. Pixley, formerly engaged in general trade at West Olive, has purchased the general merchandise stock of John W. Cazier and will continue the business at the same location.

Ishpeming—A. H. Meyer has purchased an interest in the dry goods and clothing business of J. H. Foster at this place. Mr. Meyer came here to assume the management of Mr. Foster's local store.

Otsego—A. D. Hancock, of Mendon, has engaged in business in the store recently occupied by C. A. Daniels. Mr. Hancock will handle dry goods, shoes and groceries, closing out his clothing line for lack of room.

Palmer—The Smith Bros. general store and postoffice at this place was recently raided by burglars. The safes were blown open and \$300 secured. Stock certificates and postage stamps of a total value of \$2,000 were left.

St. Joseph—The meat market of Wm. J. Lucker has been closed on a chattel mortgage on the fixtures, horses and wagons. It is understood that the store will be occupied by Lucker & Lucker, now operating a market here.

Cedar Springs—C. J. Bradish & Son, who conduct harness stores here and at Lowell, have made an assignment to Daniel H. Whitney, of Lowell, to satisfy their creditors. Mr. Bradish will probably resume business.

Grand Ledge—The grocery stock of O. G. Bretz has been purchased by S. L. Hagerman and Will Niles, who will also continue the meat business. Mr. Bretz will still conduct his dry goods business in the adjoining store.

Muskegon—The coal firm of Donelson & Brown has been dissolved, Herbert Brown, the junior member, having gone West. The business is now conducted by Andrew J. Donelson, the remaining member of the old firm, and Charles G. Donelson.

Big Rapids—A corporation has been formed under the style of the Quirk-Neuman-Wanink Co. to conduct a general merchandise business, with an authorized capital stock of \$5,000, all of which has been subscribed, \$3,000 being paid in in cash.

Cadillac—Byron G. Bain, who for fourteen years has been a member of the hardware and plumbing firm of Reynolds & Bain, Petoskey, has been secured by the Drury & Kelly Hardware Co. to take charge of the plumbing and heating department of its business.

Kalamazoo—A corporation has been formed under the style of the Adams Brothers Extract Co. to deal in toilet articles. The authorized capital stock of the company is \$10,000, of which amount \$5,000 has been subscribed, \$500 being paid in in cash and \$2,500 in property.

Battle Creek—Edward P. Gros has merged his grocery business into a stock company under the style of the Gros Grocery Co., which will continue to carry groceries and also deal in seeds. The authorized capital stock of the company is \$10,000, of which amount \$7,000 has been subscribed and paid in in cash.

Manufacturing Matters.

Flint—The Durant-Dort Carriage Co. has increased its capital stock from 1,500,000 to \$2,000,000.

Jackson—The capital stock of the Stockbridge Elevator Co. has been increased from \$100,000 to \$150,000.

Millersburg—R. P. Halihan has leased a site to the Michigan Handle Co. and the latter will erect a factory.

Detroit—The authorized capital stock of the Anderson Forge & Machine Co. has been increased from \$150,000 to \$200,000.

Lansing—The Lansing Spoke Co. has bought the last 100 acre tract of virgin timber remaining in Ingham county. It is located in section 10, Onondaga township.

Petoskey—The Blackmer Rotary Pump, Power and Manufacturing Co. has decided to issue \$15,000 of preferred stock to provide additional capital to enable it to complete orders now on hand and in prospect within the time required.

Dundee—The DeVilbiss Plier Co. has been incorporated to manufacture pliers, wrenches and machinists' appliances with an authorized capital stock of \$100,000, of which amount \$55,020 has been subscribed, \$20 being paid in in cash and \$55,000 in property.

Detroit—A corporation has been formed under the style of the Dixie Drug Co., to manufacture proprietary medicines and toilet articles. The authorized capital stock of the new company is \$25,000, of which amount \$15,000 has been subscribed and paid in in cash.

Neebish—The mill of the Woolworth Land & Lumber Co. is rapidly nearing completion. It will be one of the finest mills ever constructed near the St. Mary's River. It is close to large tracts of timber and is estimated to have a steady run for ten to fifteen years.

Hiawatha—A deal by which sufficient timber has been secured to keep the mill of the purchaser in operation for many years has been closed between the South Side Lumber Co. and the Upper Peninsula Land Co. The former concern acquires 194 forties of desirable timber land, or 7,760 acres.

Sturgis—The Stebbins-Wilhelm Furniture Co. succeeds the E. B. Stebbins Co. in the manufacture of tables, pedestals and tabourettes. The co-partners are E. B. Stebbins and Chris Wilhelm, the latter having been connected with the Grobhiser & Crosby Furniture Co. for the past seven years.

Alpena—The H. M. Loud's Sons Co. has operated its two mills through the season. The company has had some large Government contracts for timber and it is also handling a large quantity of timber for the Michigan Central tunnel at Detroit. The company is doing a large cedar business this season.

Onaway—Gardner, Peterman & Co. have been making extensive improvements to their sawmill. The mill has been enlarged and new machinery installed and the concern is now building a tram 500 feet long. It has taken a contract with the Lobdell &

Church Co. to cut 35,000,000 feet of lumber in seven years.

Dollar Bay—The Dollar Bay Land & Improvement Co. is progressing rapidly with the addition to its sawmill. The mill will run until freeze-up. A lath mill was completed recently and a planer and shingle mill is being constructed. The building is 28x52 feet and the cement foundation for the engine is finished.

Detroit—The business formerly conducted by Archibald Y. Gray, manufacturing agent, has been merged into a stock company under the style of the Empress Manufacturing Co., which will deal in bags, belts and other specialties, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$3,111 being paid in in cash and \$1,889 in property.

West Branch—The people of this place and Mio are making an effort to secure the extension of the Michigan Central from Rose City to Mio, a distance of twenty miles. A conference has been held between the officials of the road and citizens at Rose City. Mio is the county seat of Oscoda county, and it offers a substantial bonus for the extension, which would open up a large tract of timber, consisting of pine, cedar, hemlock and hardwood.

Muskegon—Charles W. Shaffer, an inventor and experimenter here, has patented a machine for furnishing material for insulating all wires for electrical apparatus that promises to revolutionize the present machinery in use. Shaffer's discovery not only furnishes a more pliable and durable covering for the wire and one able to stand a great voltage of current, but it is just one-tenth the cost of that now in use. Chicago men have purchased the invention.

Fennville—The Spielmann Brothers Co., of Chicago, manufacturer of ciders, vinegars and compressed yeast, has purchased the local cider mill property of Barrett & Barrett (the old school house property) and is now at work preparing for the cider season. Geo. W. Raithe, Treasurer of the company, was here Tuesday and arranged to double the capacity of the plant by adding another large press. This company has similar mills at Coloma, Benton Harbor and Baroda.

Marquette—Announcement has been made that hereafter the Duluth, South Shore & Atlantic and the Mineral Range Railroads will contract for the purchase of railroad cross ties, to be delivered on the right of way at the following prices: 7-inch cedar, 50 cents each; 6-inch cedar, 40 cents; 7-inch hemlock and tamarack, 40 cents; 6-inch hemlock and tamarack, 30 cents; culls, 15 cents. Not more than 5 per cent. of culls will be taken on any contract. Inspections will be made monthly and payment within thirty days thereafter, and the companies reserve the right to stop deliveries at any time on thirty days' notice. No inspections will be made until after January 1, 1908. All persons desiring to furnish ties on these conditions may correspond with P. W. Brown, Marquette, who will issue permits.



The Produce Market.

Apples—Really fancy stock is in excellent demand and supplies are hardly large enough, but there are large quantities of second grade stock which is being offered to the city trade. Alexander, Wolf River, Maiden Blush, Wealthy and Wagner varieties command \$2.50@2.75 per bbl.

Butter—The demand for all grades of butter is very good. There has been an advance of 1c per lb. both on solids and prints during the week, due to the good demand and a slight falling off in production. The butter market is now ruling at 20 per cent. above a year ago. The outlook is for a firm market and unchanged prices during the coming week on all grades. Creamery is held at 29c for tubs and 30c for prints. Dairy grades command 24c for No. 1 and 19c for packing stock.

Cabbage—50c per doz. for home grown.

Cantaloupes—Osage, 75c per crate.

Cauliflower—\$1 per doz.

Celery—18c per bunch.

Cocoanuts—\$4 per bag of 90.

Cucumbers—15c per doz. for hot house.

Eggs—All grades of eggs have advanced 1c per dozen during the past week, owing to the continued good demand. The supply of eggs is about normal, and the quality is improving as the weather cools and the season advances. A firm market with probably unchanged prices is looked for for the next ten days. Dealers pay 19c for case count, holding candled at 21c.

Egg Plant—\$1.25 per doz.

Grapes—Moore's Early and Niagara command 20c per 8 lb. basket; Delaware fetch 15c per 4 lb. basket; Concord range around 75c per ½ bu. basket.

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

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. Trade is rather slack and the situation has no new features worthy of mention.

Parsley—20c per doz. bunches.

Peaches—Prolific, \$2@2.25; Engles, \$1.75@2; Elbertas, \$2.25@3; Late Crawford's, \$2.50@3. Receipts for the past week have been much greater than was expected, the crop proving to be larger in volume and better in quality than was anticipated earlier in the season.

Pears—Flemish Beauties and Duch-ess range from \$1.75@2 per bu.

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

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

Potatoes—Local dealers pay 40c per bu., holding at 45c in carlots and 50c in smaller quantities.

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—\$2.75 for Virginias and \$4 for Jerseys.

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.

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.

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

The Grain Market.

The wheat market has made a gain of about 2c per bushel the past week. May wheat in Chicago selling from the low point of \$1.04@1.08½ a week ago is back to about \$1.06½. There was a decrease in the visible supply for the week of 1,541,000 bushels, compared with an increase for the same week one year ago of 920,000 bushels. The present visible is 12,000,000 bushels larger than one year ago and 27,000,000 bushels larger than two years ago. There is a good export demand for both wheat and flour, and domestic shipments are also showing considerable volume.

Corn has declined in sympathy with wheat, and is now up again 1@2c per bushel from bottom and selling at about 68c per bushel for Western shipments.

Oats have been steady, the Chicago May price running from 52@54c per bushel, with the price now strong at 54c. The visible supply showed an increase of 1,296,000 bushels for the week, making the present visible supply 4,485,000 bushels, or about one-half of what it was one year ago.

Millfeeds, in fact manufactured feeds, are all strong and the demand is equal to the supply. The trade as a rule have been holding off all summer for a soft spot so as to put in the winter's supply, and are now obliged to come in for actual needs at present prices.

L. Fred Peabody.

Grand Marais—No insurance was carried on Barney & Wigman's lath and lumber mill, recently destroyed by fire, and the loss is total. A considerable quantity of manufactured products was burned. The mill was built last season.

C. L. Snyder, who was formerly engaged in the meat business at Morley and who was succeeded there by H. H. Kingsley, has removed to this city and is now residing at 40 Crawford street.

The Grocery Market.

Sugar—The market for refined is almost featureless. Quotations are unchanged. The demand is steady but only fair.

Tea—There has been no development of any character during the week, but there seems some reason to expect an advance in the price of low-grade black teas within the next few weeks. Green teas already have advanced.

Coffee—The frost period is over, and crop scares can no longer be built upon it. The next event will be possible drought and this will probably be worked by the syndicate in a desperate effort to bolster up the market. Meanwhile people who use coffee are buying for their needs, and the increased needs of the cool season are making the demand somewhat larger than it has been.

Canned Goods—Growing conditions continue good in the tomato packing districts and the situation now depends upon frost. If the killing frost holds off the pack will be adequate. Under the present uncertain conditions the market is strong. Gallon tomatoes for immediate delivery are very scarce.

Corn packers report slow progress and the corn situation is quite strong. As is the case with tomatoes, corn is dependent to a greater or less degree upon the date of the first killing frosts. Packers are hoping that the frost will hold off for some time. String beans and baked beans are very strong. String beans are so scarce that it is a question of getting the right quality at any reasonable price. Jobbers report that many lines of the new pack peas are already short and must soon be quoted out. There is no question but that the retail trade will have to scramble for medium and low grade peas before the year is over. Everything in canned vegetables is decidedly strong and the tendency is toward higher prices.

The same situation exists in canned fruits as in vegetables. Stocks are even more badly broken in canned fruits than in canned vegetables. Everything in the list tends higher and the jobbers' problem is to get the goods at any price within reason.

All eastern pack standard goods such as peaches, pears, strawberries, raspberries, blackberries, gooseberries, etc., are strong. There is no possibility of these going lower and every possibility that some of them will go higher. There are fewer California packers offering California canned fruits this week than a week ago. Some have retired from the market because they are sold out of many lines. Others have withdrawn offerings because they are certain the goods will pull better prices later.

All gallon fruits are very high. Packers of gallon apples will not name prices for fall delivery. Spot gallon apples have gone to over \$4, a very high price.

Dried Fruits—Currants are unchanged. The spot demand is light, as the trade are waiting for new fruit, which is en route. It looks like a steady and unchanged market in currants for some time. Apricots are high, scarce and dull. Apples are firm and unchanged. Spot prunes are selling well at about unchanged

prices, large sizes commanding a premium. Futures show a disposition to advance, some holders quoting a 5¼c basis, though others will sell below that. The prune outlook is firm. Peaches show nothing new and no special demand. Raisins are unchanged and in fair demand. Spot stock is scarce, but the first new fruit is on the way.

Cheese—Stocks of cheese are considerably short of a year ago and prices are ruling about 10 per cent. above that time. The consumptive demand is still very good, and the next change in price will probably be a further advance of ½c per pound on all grades.

Syrups and Molasses—Sugar syrup is active, largely for speculation, and prices show an advance of several cents a gallon. Molasses is unchanged, steady and in light demand. On account of a decline in freight rates, glucose has declined 3 points during the past week. No change has occurred in compound syrup, which is in fair demand for the season.

Cereals—Rolled oats are so scarce that it is a question of getting them at any price. Raw oats of good milling quality are so scarce that the output of the mills has been greatly reduced. While present prices are way up in the air, further advances are possible.

Provisions—Smoked meats are dull, despite a decline of ¼c. The decline is seasonable and is due to the falling off in the consumptive demand accompanied by increased production. The demand is about normal for the season, and there will probably be a steady market at unchanged prices for the balance of the week. Pure and compound lard are firm and unchanged. If any change comes it may be a slight advance. Dried beef, canned meats and barrel pork are all firm and unchanged.

Fish—Cod, hake and haddock are still maintained on the high basis, but the demand has not yet begun. Salmon is firm and unchanged. Packers are completely sold up on all grades. Sardines, both foreign and domestic, are steady and unchanged; demand moderate. The mackerel situation is firm. Irish mackerel are very scarce and show another advance for the week of \$1 per barrel. Shore mackerel are firm also, though this season's catch was 29,000 barrels, as against 8,000 barrels last year. Prices on new fat Norway mackerel are expected any day. As all conditions are favorable, they are expected to be fairly high. The demand for mackerel is excellent.

The Wholesalers Association of Detroit has arranged an excursion to Detroit during the week of Oct. 7 to 12 which has been denominated Buyers Excursion Week. The plan is to furnish all merchants with a free return ticket who visit the city during that week and make ample purchases from any of the members of the Wholesalers Association. The Detroit market has always been a strong one, especially in certain lines, and it is not at all unlikely that this movement on the part of the Detroit jobbers will meet with merited appreciation and co-operation.

OLDTIME METHODS.

Interesting Documents Pertaining to Early Merchandising.

Through the courtesy of C. A. Bugbee, the Traverse City druggist, the Tradesman has had the pleasure of inspecting an assortment of old certificates and invoices running from 1837 to 1864. They all pertain to Mr. Bugbee's father, who was a practicing physician all his life and who conducted a drug and grocery store at Edwardsburg during the '60s. Reproductions of three of the documents are published in connection with this article. One certifies to the effect that Dr. Bugbee is a proper person to practice medicine. The second is an invoice from the postmaster, covering postage on different publications coming to Mr. Bugbee, and the third is an interesting invoice from T. & J. Hinchman. It will be noted that the grocery items were treated as cash purchases whereas the drug items were treated as ninety day bills. In response to a letter of enquiry from the Tradesman, Mr. Bugbee writes as follows regarding these documents and his father's career:

might be worth while to look the law up. I found the other day an address Father delivered in 1857 before a medical society on The Physician of the West. It is in his own handwriting and perfectly legible. He was a pretty good penman then. He was of such an active, energetic nature that had he settled in Detroit, instead of in Orion, when he came West, he would undoubtedly have been among those who helped to make those early days the beginning of Detroit's present greatness. His youngest sister, Laura Bugbee Morse, was one of the early settlers in the Grand River Valley, near Grattan. Her only daughter, Mrs. Fred Dorman, lives at Belding. C. A. Bugbee.

Biographical.

Dr. Israel G. Bugbee was born at Poughkeepsie, N. Y., April 11, 1814. He was a graduate of Fairfield Medical College, Geneva, N. Y., and began the practice of medicine at Canandaigua, N. Y., soon after his marriage to Elizabeth Head, June 16, 1839, at Canesius, N. Y. He moved to Orion, Mich., in the early forties, where he was one of the pioneer physicians, and his practice took him along the Indian trails—the only roads then—for miles around. There three of

To Whom it may Concern

This is to certify that that the bearer Dr. Israel G. Bugbee has been a student under my direction in the study of Physic Surgery &c during the seven months including the month that he spent in Fairfield College—during which time he sustained the character of a gentleman & a scholar

Springwater Jan 15th 1857

Orlando J. Gray M.D.

Traverse City, Sept. 24—I enclose a brief sketch of my father's life, as I recall it. There are many little incidents of those earlier days that come to mind, but would not do for the purpose you desire. His was the life of the early physician, filled with many busy hours each day, as was the country doctor's experience in that early day. In the years of my close acquaintance with many physicians I never saw one who loved his profession more and so lost sight of the financial side in his efforts to relieve humanity and to honor his profession as he did. The doctor of those days had to rely largely on his own resources and bring to bear his own will and act quickly in order that life might be saved. In all the struggles of those pioneer days he had a grand helpmeet in the wife who came to the Michigan wilderness with him. She bore him seven children, the last two—a boy and a girl—on his forty-second birthday. The writer is the boy and his twin is living at Glenwood, Iowa. Mother died at Edwardsburg four years ago in her eighty-sixth year. I enclose two papers that may interest you. It is the first knowledge that I had that Michigan had a law at that early date regulating the practice of medicine. It

their seven children were born. He moved to St. Joseph about 1850, but remained only a short time, going to Edwardsburg, Cass county, where he continued in the practice of his profession until 1869, when he was injured in a runaway and was an invalid, suffering greatly until death came as a welcome relief on May 18, 1878. In the earlier days at Edwardsburg he had the management of a general store and in buying goods in Detroit he formed acquaintances and personal friendships with Zach Chandler, T. and J. Hinchman and others who were of Detroit's early wholesale merchants. Some of these friendships continued for years. About 1860 he opened a retail drug store, which his oldest son, Phiny, assisted in carrying on until consumption claimed him in 1868. In religion he was a Baptist; in politics he was a Democrat. He was a charter member of St. Peters Lodge, F. & A. M., one of the oldest lodges in Michigan; also of Outwa Lodge, No. 49, I. O. O. F. He was Grand Master of the Grand Lodge of the I. O. O. F. in 1860, Grand Representative to Grand Lodge of the United States in 1861 and 1862, sitting at Baltimore, when to get into that city required a pass through the Union lines. He was a

Dr. I. G. Bugbee
To postage up to July 1859
Medical Journal - - - 36
Mich. Chris. Herald 3 years 39
Arthur's Home Magazine 2 1/2 years 60
Mother's Journal - 5 - 30
Sat. Eve. Post 1 - 36
School Fellow 3 - 18
N. Y. National Democrat 1 - 36
Detroit Free Press 3 - 39
Richmond Enquirer 1/2 - 13
Bellows Falls Argus 1/2 - 39
American Free Mason 1/2 - 36
Way Rent & Beans 60
\$3.92
To track of 6 dead & mortgage 1.50
Rec'd payt. J. Hewitt \$5.42
P. M.

DETROIT, Sept 10th 1862
Mr. I. G. Bugbee
Bought of T. & J. Hinchman.
120
WHOLESALE DEALERS IN
Groceries, Chemicals, Oils, Glassware, Brushes &c.
No. 120 JEFFERSON AVENUE.

| | | | | |
|-------------------------|--------|----|----|----------|
| 1 C. Soda | 36 | 46 | 90 | 41.40 |
| 1 Doz Brown #6 | | | | 2.25 |
| 1 Doz Wash Boards | | | | 2.25 |
| 1 Caddy 3lb Tea | 14 1/2 | 78 | | 10.92 |
| 1 Caddy 4lb Sugar | 12 1/2 | 15 | | 15.59 |
| 3 Bots Quinine | 3 1/2 | | | 9.75 |
| 2 " Morphine | 6 1/2 | | | 1.50 |
| 1 " Opium | 5 1/2 | | | 8.25 |
| 1 5lb Blue Bisk | 18 | | | 90 |
| 1 Doz Snuffing Symp | | | | 2.00 |
| 3 Papers Paper Pill Box | 7 1/2 | | | 47 |
| 1 C. Vine Corks | 1/6 | | | 19 |
| 1 C. Redd Kinnin Chicks | | | | 1.13 |
| 6 Balls Cat's Chime | 2 1/2 | 44 | | 75 |
| 6 " Cat's " " | 1 1/2 | 7 | | 94 |
| 3 " Balls Kaffirina | 1 1/2 | 85 | | 179 |
| 1 " " " " | 4 1/2 | 54 | | 68 |
| 1 1/2 " " " " | | | | 88 |
| 2 B. 1/2 & Cartage | 2 1/2 | | | 50 |
| as Cash \$24.00 | | | | |
| @ 78.22 | | | | \$102.22 |

strong advocate for the adoption of the free school system and those who remember those days will understand what a fight it was. The present magnificent school system of Michigan is indebted largely to the struggle of that day for free schools. Big hearted and energetic, he was ever the helper of the poor, the supporter of churches and schools and everything tending toward the betterment of the community.

The Usefulness of Icebergs.

When an iceberg is launched upon its long journey its bottom parts are barnacled with sand, bowlders and other detritus gathered from the land surface over which it has made its tedious march to the sea. This burden is gradually cast off as it melts while drifting down along our continental seaboard. As a result of the deposits thus made through countless centuries, combined with the products of erosion carried seaward by the rivers, the sea bed for many miles off shore has been gradually filled up, creating those vast, submerged plateaus known as "banks," which extend from Labrador to the Bay of Fundy and form the breeding grounds of innumerable shoals of cod, herring and other valuable food fishes. In this way the bergs have performed an economic service of incalculable value, laying the foundation for one of the world's most important productive industries and affording a means of livelihood to those hardy bands of "captains courageous" who each year reap the harvests of the sea. The bergs serve a further economic purpose in that to their tempering influence are largely due the climatic conditions prevailing over a great part of the interior of North America.

Some Secrets of Success.

A man with a mania for answering advertisements has had some interesting experiences. He learned that by sending \$1 to a Yankee he could get a cure for drunkards. And he did. It was to "take the pledge and keep it."

Then he sent 50 cents to find out how to raise turnips successfully. He found out: "Just take hold of the tops and lift."

Being young he wished to marry and sent thirty-four 1-cent stamps to a Chicago firm for information as to how to make an impression. When the answer came it read: "Sit down in a pan of dough."

Next advertisement he answered read: "How to double your money in six months." He was told to convert his money into bills, fold them and thus double his money.

Next he sent for twelve useful household articles and got a package of needles.

He was slow to learn, so he sent \$1 to find out "how to get rich." "Work hard and never spend a cent." That stopped him.

But his brother wrote to find out how to write without a pen and ink. He was told to use a lead pencil.

He paid \$1 to learn how to live without work, and was told on a postal card: "Fish for suckers as I do."

Lots of people are interested in the man whose principle is for sale.

RETURNING GOODS.

People Want Money Back for Disheveled Merchandise.

Written for the Tradesman.

I know a girl at one of the local glove counters. She's one of the nice wholesome kind whose acquaintance it is a delight to claim; a lovely little lady—well, not so tiny, either, for she must tip the scales in the neighborhood of 150, but you know somehow we Americans have the habit of characterizing all our femininity as "little" if we are in love with it in any way, shape or manner, even if said femininity weighs a couple o' hundred; queer but true.

I was sitting at this nice girl's counter waiting for a relative to make her appearance and then we were going over to the City Museum to put in an hour or so. The aforesaid relation seemed to be detained elsewhere, for some good motive or other, therefore I amused myself by talking with the pleasant glove girl, watching her wait on customers and listening to the chatter of people who did not lower their voices in the vicinity.

There was a rack of "bargain gloves" near the door to catch the floating trade, with a plainly-visible sign which read:

Chamois Gloves

\$1.50

I think I counted fourteen women who paused long enough to leave a dirty finger mark on those gloves and each one of the fourteen who deteriorated them with the childish fingering asked:

"Are they chamois?"

Eight others varied the question thus:

"Are they real chamois?"

To each of these twenty-two question-duplicates the pretty glove clerk gave a courteous smiling reply.

The twenty-second had gone out of hearing and seeing distance when the clerk looked down at me with:

"Do you s'pose all those questioners can't read? If they are unable to I am perfectly willing to set them right with: 'Yes, they are chamois;' but if they can read why under the sun don't they use their eyes?"

"I've often tried to fathom the reason why so many dozens of women will waltz up and ask if 'they are chamois'—or some other fool question—when a card gives that very information.

"Sometimes I come to the conclusion that they see the sign and peruse it but wish to have the statement confirmed by my lips, and to believe that it is an untruth and that they are 'catching me in it!' Or possibly they think they will purchase a pair of chamois gloves in the near future and they want to hear some one say then and there that 'they are chamois' so that when they are ready to buy them they will not be deceived by purchasing gloves different from what they are represented to be.

"Oh, the buying public are very, very funny—if one keeps eyes alert and ears open. Not a day passes by that I don't find it difficult to keep from laughing right out—people ask

such ridiculous, such nonsensical questions.

"And then they will subterfuge and prevaricate so much that life is a burden to wait on them. I can remember for months afterward whether I've tried gloves on people or not; I've schooled my memory along that line. I've had customers bring back gloves and want the money for them, saying that they didn't fit, when I had tried them on at the time of purchase and they fitted 'like the paper on the wall,' as the saying goes. Of course, in order to placate them and keep their trade we have to accept the gloves and give them their equivalent. We advertise 'Money back if goods are not satisfactory,' so have to live up to the statement, you see.

"In putting returned gloves back in stock it wouldn't be so hard a matter if they were returned in proper condition, but you ought to see the way some of them look. You could scarcely believe any one would have the 'cheek' to do such a thing, but more than once have I had people send back gloves and want their money back, and they would be all crumpled up, and—worse yet—the gloves would be inside out and be much soiled! How any one can have the impudence to do such an act as that is past my reasoning powers. It's an imposition and nothing else. However, these tricky people don't dare to face the clerk with such goods for a return—I'll give them credit for a little shame—they get some one else to do the errand and fight their battle for them. Such gloves we can only toss on the bargain counter and get what we can for them.

"I've clerked in other departments than gloves and it's the same way there: shirt waists are returned all wrinkled up and squeezed into a tight wad, and, as if that condition were not enough, the sleeves will be inside out. Sometimes when there was a special sale on we did not allow any sale goods to be brought back, and it used to do my heart good to refuse patrons who showed up such packages as I describe. They would not buy or wear a shirt waist in that condition and yet they expected us to put it back in stock and give them a fresh one or their money back!

"I have one customer who buys goods outright or takes them home 'on approval' and if on any account they are not desired they reach my hands again in a state so nearly like the one in which they left the store that I would never know they had been out of the box in which we received them from the manufacturer or jobber; if she tried them on no one would ever have known it, for the folds were in exactly their original position. It is certainly a pleasure to accommodate such painstaking patrons.

"When it comes to underwear, suits, cloaks and hats it is common to be asked to take them back when they show soil and wear and are even torn and have expensive buttons or ornaments missing! The people who return goods in such a wretched plight attempt to put on a brave and innocent front, but the one in charge

is too much for such cheats.

"Where the fit of a ready-to-wear garment is distinctly faulty or it is unbecoming I don't blame others for not being pleased with their purchase, but the clerk who is a first-class salesman will see to it that patrons are contented with their purchases before they leave the store. This saves a whole lot of after-disagreeableness. Naturally, there are many clerks who do not bear this in mind. These are not true clerks. They are of the sort whose only thought is of their pay-day envelope. When this is found out they generally get their 'walking papers' one Saturday night inside the pay envelope; but they can do immeasurable damage to the interests of the establishment before their real disposition is discovered.

"To go back to the customers, I will admit that there are a great many who don't know their own mind—are as vacillating as a weathervane. With such we have a great deal of vexation. They get a thing to-day and are sick of it to-morrow, and then we have to accede to their request to take merchandise back or they get huffy and transfer their trade elsewhere. It takes all kinds of folks to make a world, you know, and we get samples of the entire lot."

Please don't think, for a moment, that this glove clerk was neglecting her work during the above talk, far from it. In between she was waiting on customers, and when there was no one to wait on she was sorting up stock. She is too conscientious a girl not to keep her fingers busy when there is anything in her department that needs attention.

J. Jodelle.

The Wrong Way.

James E. Brown, of Washington, is the only man in the world who ever had his leg broken by \$1,000,000. Mr. Brown is a clerk in the Treasury Department, and a \$1,250,000 bundle of greenbacks, falling on him from a truck, fractured his thigh.

"Yes, that money came to me," said Mr. Brown the other day. "But I got it in the wrong way, didn't I? Thinking of it afterward, it seemed to me I resembled a good deal the hunter who went out after panther. He, too, got something; but to him, too, it came the wrong way. Listen!

"A hunter set out one day to hunt, and a panther set out at the same time to eat.

"I must have a fur overcoat," said the hunter.

"I," said the panther, "must have a dinner."

"Some hours later, in a lonely wood, the panther and the hunter met.

"Aha," said the hunter, gayly, leveling his gun, "here is my fur overcoat."

"And he shot; but the panther, dodging behind a tree, escaped unhurt.

"Then the panther rushed forth before the hunter could reload.

"Aha, here's my dinner," said the panther.

"And he fell upon the hunter and devoured him.

"Thus each got what he wanted, the hunter getting his fur overcoat and the panther getting his dinner."



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E. A. STOWE, Editor.

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THIRD TERM TALK.

Because there is so much talk about it, the third-term question is really a serious one in national affairs. The admirers of President Roosevelt and those who heartily believe in his policies think he would be a stronger nominee than any one else the Republicans could choose to head their ticket next year. A good many of the practical politicians are for Roosevelt simply on the theory that he is very popular and they believe his popularity would help the party to win, and if the party wins those now enjoying the patronage can continue. That Roosevelt has acquired a great hold upon the people of the United States and that he is very strong with them can not for a moment be questioned. He has said and done a great many things deserving the heartiest commendation, and among the things which have contributed to that personal popularity and strength is his declaration published the day after the last national election, to the effect that he would not under any circumstances accept a renomination; that, although but once elected, he had practically served two terms and that a renomination, if successful, would result in practically three terms. One would suppose so emphatic a declaration as this would be received at its face value all over the country. It ought to be anyhow, but still there are a lot of people talking about Roosevelt as the next Republican nominee.

In an interview recently published ex-Gov. W. E. Chandler says that he is opposed to the recommendation of Roosevelt because "a government of the people, by the people and for the people should not allow any one of its citizens to become indispensable to its successful administration. If any one seems to be approaching such a status the sooner the Republic devises ways and means to get along without him the better for its permanent national welfare." There is a lot of sound sense in these remarks. Mr. Chandler gained some distinction as well as personal unpopularity by opposing the third term proposed for Gen. Grant, and his attitude now is consistent with what it was then. It would be an unfortunate confession that this great United States, with its eighty millions or more of people, had only one man competent to dis-

charge the duties of President. Opposing his renomination under the circumstances is in no sense any criticism or disparagement of President Roosevelt. On the contrary, it is the adoption and approval of his own idea publicly expressed. It would be establishing a bad precedent likely to be attended by disagreeable results in the future. Granting for sake of argument that Roosevelt is all his most enthusiastic admirers claim for him and that his last four years of administration would be better than the seven and one-half which preceded it, still the precedent would be unwise.

FREIGHT COSTS.

Mr. Frank Andrews, Scientific Assistant in Transportation, Division of Foreign Markets, United States Bureau of Statistics, has made an exhaustive investigation, under the authority of the Department of Agriculture, as to freight costs in relation to market values of cotton and wheat.

He found that the average distance of cotton farms from local shipping points is 11.8 miles, the average weight of a wagonload of cotton 1,702 pounds and the average cost of hauling the load \$2.76; the corresponding averages for wheat are 9.4 miles, 3,323 pounds and \$2.86, and it is interesting in the light of these facts to know that the value of an average load of cotton is a trifle over \$170, while the load of wheat is but about \$40.

The average cost of hauling wheat for the North Central States is 8 cents per 100 pounds; for Ohio, Indiana, Michigan and Kansas it is 6 cents, and for Illinois, Wisconsin, Nebraska, Iowa and Minnesota it is 7 cents. In Missouri it is 9 cents; in North Dakota, 10 cents; in South Dakota, 11 cents, and in the wheat region west of the Rocky Mountains it is 10 cents.

The average farm value of wheat in this country is the price at the local shipping points, for practically all wheat is sold by farmers at a price which includes delivery at some local market or shipping point. And so the average farm value of wheat in the United States on Dec. 1, 1905, was 74.8 cents per bushel and the average cost to the farmers of delivering this wheat at 9 cents per 100 pounds was 5.4 cents per bushel. Hence the actual value on the farm would be 69.4 cents per bushel. As the wheat crop of 1905, excluding seed, was about 622,000,000 bushels, the cost of hauling this crop to places of local delivery approximated \$34,000,000, while the total value of the crop delivered at the markets and shipping points was \$465,000,000.

The average rate on wheat from local shipping points to primary markets during the year 1905-06 was 15.5 per 100 pounds, which brings the cost per bushel for transporting wheat to the primary market up to a total of 14.7 cents; all of which shows that products, the value of which is high in proportion to weight, are likely to be charged higher freights than are goods of relatively lower value. For instance, the average railway freight rate on cotton from local shipping points to seaports is 40 cents per

hundred pounds, while the corresponding rate for wheat is about 20 cents. Clearly this difference in railway charges between these two commodities illustrates the tendency of value to influence transportation costs and also shows a striking phase of the principle of railway rate-making sometimes designated as "charging what the traffic will bear."

KEEP TAB ON THE THING.

Now that the electorate of Michigan has formally chosen the delegates to the Constitutional Convention, good citizenship demands that interest in the purpose for which the convention is called should be maintained by every man who voted for delegates and by all loyal citizens of Michigan, whether they did or did not vote.

We have entrusted, by our votes, to the delegates to the Constitutional Convention all the essentials of the government of our State in the belief and hope that they will formulate a Constitution which will conserve equally every interest in the State, give the same rights to each individual citizen of the State and protect them individually in the exercise of those rights. The charge thus bestowed is a sacred one and in importance it is second to no responsibility that can be assumed by any mortal being.

In justice to the men thus honored and confided in and as a vindication of our privilege, as citizens, of exercising our right of voting we must keep careful watch on the proceedings of the Constitutional Convention that we may know how our representatives are proving their fitness and the rectitude of their characters as citizens. And, naturally, because of the inherent qualities of the instrument to be created the major portion of the technical labor of formulating the new State Constitution will fall to the lot of those delegates who are members of the legal profession.

Numerically, the lawyers will exceed all other delegates of whatever calling or avocation; but there is abundant evidence that a very close second will be the delegates who are classed as professional politicians, and one danger possible from this latter class is that it includes several lawyers. And it is from the men who make of practical politics a vocation that the greatest danger may be feared, because, as a rule, they may be "approached" by any or all private interests which are of the opinion that they may be "unduly affected" by the new Constitution.

For these reasons no truly loyal and upright citizen can afford to ignore the proceedings of the Convention. It may be that a majority of such citizens—and a very large majority, too—can not give to their own business the attention it requires and at the same time read all the text and weigh all the details of the official report of those proceedings. And it is probable, also (unless this Convention is vastly different from the average body handling legislative problems), that a goodly percentage of our voters would not correctly comprehend all phases of the Convention's actions if they should read the proceedings in full. But it is

easily possible for all men to learn through the reports made by the daily press just what is going on at Lansing. In this way Public Opinion is formed and any intelligent, fair minded man who analyzes fairly and carefully the topic under discussion can not fail to contribute his portion of desirable influence to the development of that Public Opinion.

To be entirely worthy the votes of the men of Michigan the proposed new Constitution must be palpably fair and just to all individuals, all organizations whatsoever and all interests. It must be absolutely free from all temporizing, all concealed or partially esoteric qualities and all danger of multitudinous constructions as to its scope and purpose. It may be a trifle too much to expect any assembly of mortal human beings to evolve a document so absolutely perfect, but it is not too much to urge the general public to keep watch and ward in the effort to promote our own good government.

HYPOCRITE UNMASKED.

For years H. J. Heinz, of Pittsburgh, has been held up as an example for other picklers and preservers to follow because he has claimed repeatedly that he uses no preservative in his catsups, sweet pickles and others goods which require some artificial preservative. This claim has been widely heralded throughout the press of the country and has been made on the authority of officers of the company at conventions of state food commissioners and others. The position of Mr. Heinz has been cited again and again by pure food enthusiasts, and much of the drastic legislation and stringent rulings under which the canners and preservers of the country are now suffering are based on his statements to the effect that no preservative is required. While these claims are being adroitly heralded and Heinz is being placed on a pedestal by long-haired reformers and freaks and cranks of the ultra pure food variety, Mr. Heinz's people in Pittsburgh are sending out goods bearing a label which reads very plainly that the contents contain 1-12 of 1 per cent. of benzoate of soda.

The Tradesman has long believed that Mr. Heinz was masquerading under false colors; that he was making statements which he knew to be false and misleading—statements which served to create a hardship for his competitors who are more honest than he because they do not pretend to do one thing while they are clandestinely doing another. Mr. Heinz was in Grand Rapids a few evenings ago and spoke fervently and eloquently at the Rescue Mission on the subject of right living and right acting. Some of those who heard him on that occasion observed that his words would have commanded more respect if he had previously set a right example himself on the preservative question, instead of playing the part of a hypocrite.

A man doesn't notice the expense so much at the time if he pays with a check.

All our thoughts are original—either with ourselves or others.

ALTOGETHER TOO MUCH.

It is related with the usual authority for the truth that Rear Admiral Bob Evans, finding himself somewhat early at church one Sunday morning, helped himself to a good, comfortably cushioned pew a few rows from the chancel. He had hardly sunk back against the cushions when a banker, the owner of the pew, bustled up the aisle and seeing the trespasser went back to the rear of the church. Scribbling on his card: "Do you realize, sir, that you are occupying a pew for which I pay \$1,500 a year?" he sent it by an usher to the Rear Admiral. Reading the note with some amusement that official returned his own card to the pew owner, but kept his seat. This was the Rear Admiral's penciling: "You have an excellent pew here, but you're paying too d—n much for it."

While the story is rather old to be fastened at this late day upon the Government's senior naval officer, its point has all the clinging properties of the burdock and leads easily to the reflection, before it lets go, that there is a good deal of truth in it. The \$1,500 pew and the many thousand-dollar church that holds it in too many instances are not only not producing the expected results but are preventing the realization of the Nazarene's divine ideal. They are costing altogether too much, and what is worse with the increasing cost is diminishing in the same proportion the priceless possession supposed to be paid for.

This is the place, if anywhere, to reiterate the long ago threadbare arguments, that there is nothing too good for God; that however grand and great the offering the utmost generosity can only say, "Of Thine Own have we given Thee;" that Solomon's temple in the days of its splendor only confirmed the same idea; that cathedral-adorned Europe intensifies the same acknowledged truth and that the costliest church structures to-day are so many "good works glorifying the Father in Heaven." And yet the Rear Admiral affirms that church and pew are costing too much; a discouraged woman who is running the gauntlet of the finest of them reports that she is not finding in them what has been so lavishly paid for; the rank and file of humanity are shunning them and men generally are leaving church and the work belonging to it to the women, to whom both are especially adapted.

It is not easy to account for this; but occasionally thought finds expression to the effect that the church is no longer a sign for the thing signified and that that is the story of the centuries. So glory-crowned Sinai was displaced by the golden calf. So the splendor of the temple, built by Hiram of Tyre, was dimmed by the degeneracy that darkened it, exactly as the sanctuary of to-day stands in the shadow of the modern "money changers" who insolently ask the stranger worshipper if he knows he is trespassing in their fifteen-hundred-dollar pew. The fact is, and has been through the ages, that the tabernacles and the temples and the cathedrals, built and cared for for

the glory of God, cost what they may, have not cost too much—do not cost too much—so long as they stand for His glory; but the moment that glory passes to the individual who, going up into the temple to pray, tells his Heavenly Father how thankful he is that he is not as other men are, that he fasts twice a week and that he pays \$1,500 a year for his pew, the church and its belongings cost too much and sink into insignificance when compared with the widow's two mites, one of which—the half of a farthing—given as she gave it, does more for the Kingdom and His righteousness than the costly church and the costly pew and the modern Pharisee who pays altogether too much for them and brags over it.

The problem is not intricate nor its solution difficult. Both conditions were met by the publican centuries ago and his "God be merciful to me a sinner" settled the question then and there for all coming time. The man, the sect, the nation, needing what only Heaven can give and praying for it with a contrite heart, need never fear. With money or without it the boon is granted; mite or milliard has nothing to do with it, and as the publican "went down to his house justified" so shall the worshipper to-day be justified in believing that he can never pay too much for what the church and the \$1,500 pew stand for if only the precious possession be his.

Promoters of Disturbance.

There are persons who constantly clamor. They complain of oppression, speculation and the pernicious influence of accumulated wealth. They cry out loudly against all banks and corporations and all the means by which small capitals become united in order to produce important and beneficial results. They carry on a mad hostility against all established institutions. They would choke up the fountains of industry and dry all its streams. In a country of unbounded liberty they clamor against oppression. In a country of perfect equality they would move heaven and earth against privilege and monopoly. In a country where property is more equally divided than anywhere else they rend the air with shouting of agrarian doctrines. In a country where the wages of labor are high beyond all parallel they would teach the laborer that he is but an oppressed slave. What can such men want? What do they mean? They can want really nothing but to enjoy the fruits of other men's labor. They can mean nothing but disturbance and disorder, the diffusion of corrupt principles and the destruction of the moral sentiments and moral habits of society. A licentiousness of feeling and of action is sometimes produced by prosperity itself. Men can not always resist the temptation to which they are exposed by the very abundance of the bounties of Providence and the very happiness of their own condition. Daniel Webster.

Opportunity waits for no man—therefore, if you have an appointment with it, don't fail to be Johnny-on-the-spot.

When the Air Is Filled With Airships.

There is very little doubt that the airship is an accomplished fact. What boots a year or two when time is flying as swiftly as it does nowadays?

But has anyone considered the new dangers that will follow in the wake of the new machines? Does anyone imagine that life for him will be the old, carefree existence that it has been for most of us; that when the air is filled with iron and steel and wood, man will go his way unheeding upper ether as of old?

Of course, in the very nature of things, the first to equip themselves with aerial racers will be the reckless devils who now run gasoline juggernauts on our highways.

It is not easy to imagine what they will do when they get up in the air? Will life on the surface of the earth have any semblance of safety while "white eagles" and "red hawks" are careening in upper air, spilling out tools, and now and then an occupant?

In these pleasant days, if a man is walking about New York all he has to think of are the trolleys, the motor cycles, the ordinary wheels, the automobiles, the dear old horse cars and the other horse-drawn vehicles, including the fire engines and the ambulances. If he is alert and spry his chance of life is as good as that of a soldier in a secondary skirmish. His adversaries are all on the level, so to speak, and he can see what is coming without raising his eyes to heaven, a thing that mankind fell out of the habit of doing ages ago.

But with the upper air full of ships, and the ships full of people, and many of the people full of the intoxication born of free life in the void, why, I would not write any pedestrian's insurance without charging a prohibitive premium.

Let us suppose two irresponsibles in an airship.

"Hand me that wrench, Bill. There's something the matter with this nut, and I want to take it off. Look out! Gee! you just missed hitting that chimney. Can't you steer? O, you careless idiot! What did you drop that wrench for? It struck the north light in that studio building. Let's get away, quick. I'll bet that you've killed the artist at work—to say nothing of losing the only wrench we have. Hello, did you see that?"

An old chap fell out of that pink machine, and I'm blamed if he didn't grab the spire of Grace church, and there he is!"

"Shall we rescue him?"

"Rescue nothing. What's the matter with his own people doing it?"

"Well, I'm going down after that wrench. I don't see any commotion around that studio building. Guess we didn't kill any one."

The airship turns, goes back, drops until it is about five feet above the ground-glass north light, and then the man who dropped the wrench, making a cone of his hands, calls out:

"Say, you artist below there, did you hear anything drop?"

A moment later a skylight is opened, and an excited man in a blue blouse makes his appearance.

"Did you drop that wrench?"

"Yes, awfully sorry. Did you find it?"

"I came near finding it on my head, and if you were in a balloon, instead of an airship, I'd put you out of commission. Confound you all! Life isn't worth living since you left the highways."

"Let's have the wrench, that's a good fellow."—Century.

Honest Even With a Railroad.

"Yes," said a railway claim agent in New Orleans, "we come across queer things sometimes. The queerest thing in my experience was the case of a minister. This man was hurt in a rear-end collision and we gave \$5,000 damages. At the end of the year we got a letter from him that ran something like this: 'My salary is \$2,000, and the accident caused me to lose it for a twelvemonth. My medical expenses were \$750. My board at a mountain sanatorium for six months was \$850. Other expenses due to this accident were, in round numbers, \$1,000; total, \$4,600. You gave me \$5,000. Now I am back in the pulpit again, as well and strong as ever, and I have \$400 of your money on my hands. Not being entitled to that sum, I do what any other minister would do in my place—I return the money to you as per check inclosed.' How was that for honesty?" said the claim agent. "The ministers are a wonderful lot. We sent the \$400 back to this honest minister and he gave it to charity in our name."

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H. M. R. Prepared Roofings—the Granite Coated Kind—fill the rigid requirements of a good roofing and are handsome and durable.



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

CANNED GOODS.

Both Grower and Packer Should Cultivate Quality.*

All fruits and vegetables are now canned or preserved in a way to have them keep indefinitely in every clime. Thirty years ago this was not so, for housekeepers prided themselves then on their skill in preserving and felt insulted if one were to suggest the use of food preserved in the factory—jams, jellies, mince meat, catsups. The store room was the pride of our mothers, but time has demonstrated that factory products are of the best and are now so extensively used that over 2,000 establishments in this country are engaged in the art of preserving. How strange it is that the human family glory in the great destruction of their fellows and perpetuate their memory in bronze and granite! History has glorified Caesar, Hannibal, Napoleon, Washington, Grant, Sherman and Lee because they were adept in killing men. Those who contributed great things which benefited the race received no such honor. It is scarcely 100 years ago that Appert, the Frenchman, discovered the art of hermetically sealing perishable articles of food so that they would keep five, ten, twenty-five years or more. And yet it is only a few years ago that France set aside a small sum to have a bronze bust of Appert placed in one of the departments in Paris. The day is coming when Luther Burbank will be honored rather than the butchery of men. It was Lieut. A. W. Greeley who wrote to the speaker that he attributed the good health of his command while in the Arctic regions to the excellent quality of the canned goods used, and they would have been just as good under an Equatorial sun. To-day there is a single firm in Syracuse turning out 18,000,000 packages of mince meat every year. In Camden another put up 15,000,000 tins of soups which sold at 10 cents per tin. The old-time prejudice has disappeared as housekeepers have acquired confidence in factory made products, realizing that skill and experience and the adaptation of scientific methods, conducted in factories kept as clean as any private kitchen, make their work superior to home products.

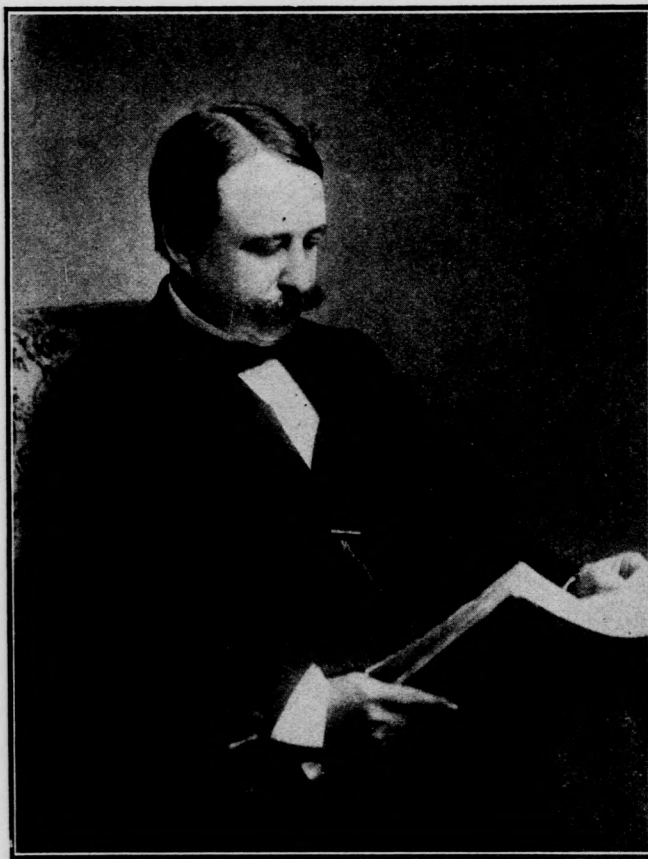
There are three factors working to make growers of farm products, particularly fruits and vegetables, a source of getting rich—cold storage, the cannery or preserving establishment and the growing demand for fruits and vegetables in their fresh state. This created competition between buyers and made a continual struggle which worked for higher prices and enabled farmers everywhere to make money out of fruits and vegetables, which in former days were wasted. As an example, take the establishment of a cannery at Hart, at which place over 7,000,000 tins of peas were put into cans, besides various fruits, corn and other vegetables.

It is a fact that within two hours and twenty minutes from the time

the farmer mowed the pea vines the peas were sealed in tins ready for distribution, and from the time the seed was sown until placed upon the table they were not touched by human hand. Now, what did this factory do for Hart? It created a home market for the farmers. It gave employment to the villagers and in two years raised the value of real estate 35 per cent. Right here in Grand Rapids are two factories engaged in canning peaches and tomatoes, and no finer tomatoes ever went into a tin can. The whole fruit, red, ripe and selected, is packed by hand. And the modern miracle is that all this is done and the peas sold from 75 cents to \$1.50 per dozen and the tomatoes at \$1.15 and \$1.20.

Unfortunately, Americans have a furor for Quantity, neglecting Quality. What is needed is greater at-

studied the best methods of preservation. He believed the soil of the corn belt in Illinois and its climate could grow as fine sweet corn as Maine, the banner State for quality, and he could not find any good reason why his canned product should not bring as high a price as that of Maine. He worked on that line and this year has sold corn at 10 cents per dozen more than was secured for the finest brands put up in Maine. Pay more attention to Quality; less to Quantity and, with an unlimited demand, there is no limit to the market for the products of the farm. Do this and in this great country, with its vast range of every sort of soil and climate, we should raise the finest fruits and vegetables of any country on the earth, and it will no longer be said that France and England produce the finest fruits. State



Frank N. Barrett

tention, as previous speakers have intimated, to scientific methods of cultivation. During my present trip I have heard of apple growers who cultivated their orchards, pruned the trees, sprayed the fruit and thinned same, producing very profitable results. These are the exception. It is humiliating to know that France and England produce finer peaches, berries and other fruits than are grown in America. We do not grow as fine strawberries as are grown in England and France, where they have the experience of centuries and give the greatest care to fertilizing and cultivating the best. I have just come from Onarga, Illinois, where I saw 2,000 acres of corn in adjoining fields and altogether 3,000 covered with sweet corn. The owner raised the seed, sought its improvement and strived to improve its cultivation,

and National food laws have come into play to improve conditions and establish confidence in the integrity of preserved foods. Let Quality be the watchword and, with an unlimited demand for goods of Quality, the farmers will grow rich in a way little dreamed of thirty years ago.

Serpents Carry Explorer's Food.

Two serpents go with Walter Wellman to the Polar seas. They are an important part of his project. A guide rope or weight balancer is needed. Its function is to drag more or less of itself upon the surface of the earth with less or more of its weight upon the airship as circumstances may require. Thus it becomes an automatic governor, within certain limits, upon the vertical fluctuations of the ship. This guide rope must have weight, 1,000 pounds at least. To es-

cape putting so much weight into useless material Mr. Wellman designed and constructed the sergeant—a pipe of strong, water tight leather, 123 feet long and 6 inches in diameter, its outside surface covered with more than 29,000 steel scales, each about as big as a silver quarter, thin and riveted to the leather, overlapping like the scales of a fish.

The serpent is designed to have the smallest possible resistance in sliding over the ice or the snow or floating on the water, in which element it is buoyant. The retarder serpent on the contrary is designed to make the greatest possible resistance in proportion to the weight in dragging over the ice floes, which usually are covered with a snow crust and rarely present a smooth surface. The function of the retarder is to drag like a drag anchor when the wind is adverse to Mr. Wellman's course, and he wishes to drift gently with it, and without losing either too much headway or burning too much of his precious fuel in the motor. So the serpent is covered with 1,875 steel scratchers, each with six sharp points one inch long, or about 11,275 points on 75 feet of the body. The serpent always is to have more or less of its length on the surface of the earth; the retarder is to be let down to touch the earth only when necessary. Reserve supplies of food to the amount of 1,438 pounds have been packed in the interior of the serpents.

Winter and Summer of the Sun.

Quo Vadis? Our sun through the century travels a long ellipse, dragging the world with it. Just within one end of the ellipse blaze the rays of another larger sun, Arcturus. At the other end of the sun's ellipse are vast spaces of absolute zero. More than twenty centuries ago Arcturus was visible only as a luminous speck. Now it blazes in the evening sky, bright as the planet Jupiter, a beacon among the fiery points that stud the firmament this side the Milky Way. We are racing southwards at the rate of about 5,000,000 miles a year toward Arcturus. In about 25,000 years we shall be carried clear around this star and subjected to the fierce rays of this incandescent sun; then we shall come back the other side of the ellipse and be carried along a wide sweep toward the star Polaris, now in our rear, through "thrilling regions of thick ribbed ice." Here the sun and the worlds circling it will dim and fall into a sleep so cold that life will be suspended again to waken and begin a new development, as the southward turn is made and warmth flows in once more. How many times our sun has swung this almost illimitable course is not known. There are two extremes of season, a summer season at melting point, and a winter season, 75,000 years away, at frigidities.

There can be no effect without a cause. When a thing is offered at less than cost there is a reason for it.

One way to get rich is by attending to one's own business—but it is awfully monotonous.

*Address by Frank N. Barrett, editor American Grocer, at monthly meeting of the Grand River Valley Horticultural Society.

Buyers Excursion Week In Detroit

October 7 to 12, 1907, Inclusive

The Wholesalers Association of Detroit

has arranged to pay for a return ticket for you, provided you come during the week of October 7th to 12th, 1907, and secure an identification card from any of its members from whom you make purchases, and present same at the Secretary's office, Room 2, Lewis Block, 94 Griswold St. Nothing else will be required of you. No bother about stamping tickets and any other troublesome details. Just present your card to the Secretary at his office and he does the rest. This office is in the heart of the wholesale business district and easily accessible from any point.

DETROIT Invites you to visit her merchants and buy your stocks of them.

" Wants you to realize that this is your best market and that it will pay you to come early and often. Right prices and quick deliveries are the rule.

" Offers opportunities for both profitable buying and business suggestions. A visit to her elegant retail stores will give you new ideas about displaying goods and attracting customers. Object lessons in selling and handling goods are always at hand.

" Competes with any other city and welcomes inspection of her stocks and comparison of prices at all times. Here is your market.

AMUSEMENTS: The city itself is a "Thing of Beauty and a Joy Forever." You can find delightful relaxation in riding about and visiting the handsome stores, graceful skyscrapers and the charming Parks and Boulevards. Theaters and Gardens offer varied programs, while other forms of amusement abound. You will have no trouble in pleasantly disposing of any leisure hours at your command. The river is a constant source of pleasure. See Belle Isle and be happy.

Read Carefully the names of the members, as purchases made of any other firms will not entitle you to return free:

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| BAKERS' AND CONFECTIONERS' SUPPLIES. E. B. Gallagher & Co. CANDY. Gray, Toynton & Fox Factory. (Nat. Candy Co.) McIntosh, Crane & Co. CAPS. The Det. Cap Mfg. Co. CHEMISTS. Nelson, Baker & Co. Parke, Davis & Co. CHINA AND GLASSWARE. Chas. H. Werner & Sons. CLOTHING. Chas. Goldsmith & Co. Hamburger & Silberman. Schloss Bros. CORNICES, ROOFING, ETC. W. J. Burton & Co. DOLLS AND TOYS. Dreamland Doll Co. DRY GOODS. Burnham, Stoepel & Co. Crowley Bros. Edson, Moore & Co. FLOUR. The Commercial Milling Co. FURS. DeStaiger & Co. E. C. Dittrich & Co. Herman & Ben Marks. | Newton Annis. Wm. H. Miller & Co. GLASS. Frolich Glass Co. Pittsburgh Plate Glass Co. Schroeder Paint & Glass Co. GROCERS. C. Elliott & Co. Lee, Cady & Smart. Taylor, McLeish & Co. The Edw. Henkel Co. HARDWARE. Buhl Sons Co. Fletcher Hardware Co. Freeman, Delamater & Co. Roehm & Davidson. Standard Bros., Ltd. HARNESSES, ETC. John Naylor & Co. Pierson & Hough Co. HATS AND CAPS, ETC. G. H. Gates & Co. Newland Hat Co. JEWELRY. Noack & Gorenflo. J. A. Selling & Co. LEATHER AND SHOE FINDINGS. B. Marx & Son. LEATHER, GLOVES, ETC. Detroit Leather Specialty Co. | LINENS. Robt. G. Ellis. LIQUORS. O. B. Cook & Co. C. H. Ritter & Co. Robinson & Aronheim. MACHINERY AND TOOLS. Chas. A. Strelinger Co. C. C. Wormer Machinery Co. MEATS AND PROVISIONS. Hammond, Standish & Co. METAL CEILING AND GRAVEL ROOFING. Fuel Economy & Mfg. Co. MILL SUPPLIES AND RUBBER GOODS. J. T. Wing & Co. MILLINERY. D. E. Kellogg & Co. Mitchell, Moody, Garton Co. Pollock, Pettibone & Chapman. Sommer, Smith & Reno. NOTIONS, FURNISHINGS, PANTS, SHIRTS, ETC. S. Cohn. Detroit Neckwear Co. J. Jatoysky. The Moore, Wylie Co. M. M. Stanton & Co. OPTICIANS. Johnston Optical Co. | OVERALLS, ETC. Hamilton Carhartt—Manfr. Larned, Carter & Co. H. R. Stoepel. PAINT AND VARNISH. Detroit White Lead Works. PAPER, ETC. Beecher, Peck & Lewis. Cheeseman Paper Co. National Paper Co. Union Paper & Twine Co. Welt & Sons Paper Co. PETTICOATS. Wm. H. Allen & Co. PIPE AND FITTINGS. The Kenneth Anderson Mfg. Co. PLUMBERS' SUPPLIES. A. Harvey's Sons Mfg. Co. Ideal Mfg. Co. J. A. Roe Co. Sales & Broad Co. RUBBERS. Detroit Rubber Co. SAFETY FURNACE PIPE. Mich. Safety Furnace Pipe Co. The Safety Furnace Pipe Co. SCALES, ETC. Fairbanks, Morse & Co. SEEDS. Jerome B. Rice Seed Co. | SHOES. Baldwin, McGraw & Co. Menzies Shoe Co. Michigan Shoe Co. The Pingree Co. SKIRTS. The Bell-Graham Co. STEEL. Lindsley & Eckhart Co. STOVES. Art Stove Co. Peninsular Stove Co. Rathbone, Sard & Co. The Michigan Stove Co. SUGAR. Wm. H. Edgar & Son. TOBACCO. John J. Bagley & Co. TRUNKS, BAGS, ETC. The Jacob F. Meier Co. UMBRELLAS. Detroit Umbrella Co. WOODENWARE. Spater Bros. Geo. C. Wetherbee & Co. WOOLENS AND TAILORS' TRIMMINGS. Henry Allen & Sons. Rudolph Freidenburg. |
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HOTEL RESERVATIONS will be made for you if you write the Secretary two days in advance.

Detroit's the Place October 7 to 12, 1907



Success or Failure Largely Due To Shoes.

Dr. Francis D. Donoghue, of Beason street, has started a new and hitherto neglected movement in sociology whereby he believes that every man and woman in Boston or elsewhere may live several years longer and may add to their industrial or earning capacity by an average of 15 per cent., if they choose to profit by his advice in intelligently caring for their feet.

Not only the lame, the halt and those afflicted with acute diseases of the feet and legs may be restored and rendered capable of becoming efficient workers, he says, but the shop girl, the laborer, the merchant and the woman of fashion are included among those to whom Dr. Donoghue believes his crusade will be likely to prove a veritable godsend.

Dr. Donoghue makes the statement, backed, he says, by years of study and research, that only a small fraction of 1 per cent. (practically none) of the present day men and women have normal feet or walk properly.

"The shuffling walk of the pauper, a phrase so often heard," says Dr. Donoghue, "is simply the result of broken down arches; also the common splay-footed walk, in which the spring has been lost and the industrial capacity of the individual impaired. Fifteen per cent. of to-day's pauperism is thus directly traceable to a lack of care of the feet."

The doctor further states what seems stranger still, that only a very small percentage of people are aware that each day they are being handicapped in business, socially and hygienically, simply through a lack of knowledge of the physical strain which their improperly supported feet are inflicting upon them.

He says that thousands of shop girls, domestics, factory workers, workingmen, mechanics, artisans, merchants and also people of the wealthy classes are unwittingly, but constantly, laying up a store of future trouble by ignorantly abusing the delicate arches, joints and tendons of their feet and legs.

Dr. Donoghue believes that if this new movement toward a reform in the care of the feet is immediately advanced, tired feet and the many petty ailments, such as corns and minor foot troubles, will become troubles of the past, that the general longevity of society will be greatly advanced and the industrial efficiency of people will be increased to an extent which society has not dreamed possible through such simple precautions.

He says the shop girl behind the counter will be enabled to stand all day without getting tired, that people of all classes and conditions who are to-day wearied before the day is over by being constantly upon their feet will discover that this exhaustion has mysteriously disappeared; that the

body and the brain of the worker will become infinitely better capable of increasing the individual earning capacity as soon as the human foot receives the simple care which is now given to other members of the body.

The purpose of the new crusade is also to establish better and more general facilities for caring for the feet and for placing a premium upon restoring to health sufferers from foot ailments.

Additional departments and more beds at the different public hospitals are to be secured, the purpose being to not only restore foot sufferers, but to furnish such advice in caring for the feet as shall at once do away with that class who are thus rendered sufferers and often public charges.

"Of all the organs or members of the body," declared Dr. Donoghue to a reporter last week, "the feet are the most neglected, with the startling result that the adult normal foot to-day is rarely found.

"The normal foot is provided with three under arches: small arch in front, in a line with the foot between the outer and the inner toe knuckles, the large arch on the inner side of the foot, and a smaller arch running transversely from the large inner arch across the foot.

"The normal foot moves freely and easily upon the ankle joint, and in walking strikes the ground upon three points of contact: the two on either side of the front arch of the foot and the one on the heel. The step should be in the direction of the ankle joint in its natural position—that is, on the axis of the leg, in the line of weight of the body. In other words, when the foot goes down it should strike the ground so that it does all the work intended of it in support of the weight of the body.

"A shoe is intended as a support for the foot, and it is due to the overlooking of this fact that there is to-day an almost universality of abnormal feet.

"The first requisite in buying a shoe is that it shall support; that is, act as an aid for the large arch of the foot.

"Among ten people chosen indiscriminately it will probably be found that in nine cases the shoe does not properly support this arch, as will sometimes be noticed by the wrinkles in the leather.

"The second essential to be determined in the selection of a shoe is that the point or front of the shoe does not squeeze the front of the foot out of its normal position and thus produce a constant tension.

"For instance, the average person with normal shaped legs walks straight ahead—that is, with an appearance of being slightly pigeon-toed when in motion. If the foot is forced into a shoe that has a decided point outward the whole tendency of the shoe will be to skew the toes around from their normal direction and thus thrust the foot out of shape, a result which is sure to bode trouble of various kinds to the person thus shod.

"Pointed-toed shoes are not necessarily ill-fitting, providing the shoe is built to toe in the natural direction of the foot when drawn on and pro-



Any old hat will cover your head,
And any old shoe your foot;
But how will I look
And how will I feel?
Is a question that's often put.

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

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

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

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

The Rouge Rex Shoes

For Men and Boys

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

Hardwear, Walrus
Coltskin and Kangaroo Calf

Write us.

Hirth-Krause Co.

Grand Rapids, Mich.

viding there is always room inside the shoe between the large and the small toe for the joints of the toes to have free action.

"What happens when these precautions are overlooked or disregarded?

"Supposing the foot is slightly thrown out of its normal position and skewed around by the shoe. Either the inside or the outside of the foot is forced from the natural direction in which it has a constant tendency to swing. There is a squeezing together of the toes, and sooner or later the little under arch in front, just behind these toes, is broken down. Then, instead of falling upon the two supporting points in the front part of the foot, the whole weight of the body begins to be thrown upon but one point here; that is, the equilibrium of the foot is lost and the person walks upon the one point of contact of the heel and only a single point in the forefoot. Immediately a strain is inflicted upon the foot, the ankle and the leg.

"This straining of the foot out of its normal position eventually results in the breaking down of the larger inner arch, causing flat feet and the loss of all the natural spring which is intended to relieve the body of the jar in walking.

"The average child has a perfectly normal foot. It is only when the growing person begins to wear stiff leather shoes that the process of twisting the foot and spoiling its arches begins.

"The present high heels, so much in vogue, are not hygienically detrimental, providing always the shoe is so selected that it fits—that the three points of contact of the foot will be continually maintained in walking.

"The present day rubber heel should not be worn, because of the resulting jar which it produces upon the tendons of the leg and foot in walking. At each step, as the heel goes down, the elasticity of the rubber tends to prevent the point of contact of the heel from being immediately attained, and the tremor, caused in coming to rest after the heel has struck the ground, acts as a continual strain upon the feet and muscles of the leg.

"Shoes should be bought to fit the feet, but, instead it seems to be an almost universal thing to-day for people to make the feet fit the shoes.

"An illustration of the abuse of the feet may be found at any time in the spectacle of one or a number of pedestrians upon any of the Boston streets.

"In the walk of many actual pain may be observed. Hundreds of people walk with their feet thrown slightly outward, whereas, if their shoes had been properly fitted from youth, their feet would point straight ahead when walking—the normal walk of the child and of that rare individual with a normal foot.

"Soft-soled or broken shoes should not be worn. In both the proper support protection, which the shoe is intended to afford, is lost.

"Few people realize that much of the weariness which they feel from standing still or walking is incurred by the improper fit of their shoe—that the foot is being continually twisted from its normal position."

Dr. Donoghue, who is a consulting surgeon, is now in charge of the surgical department of the Boston Dispensary, where hundreds of cases of abnormal feet are being constantly brought to his attention. He has delivered a number of lectures upon flat-footedness and the care of the feet, and his latest purpose is to inaugurate a means of diminishing the industrial inefficiency consequent upon the present day ignorance in the protection and care of the feet.—Boston Post.

There Is a Reason.

The report of Chicago's largest mail-order house as to the volume of business transacted for the first six months of the present year affords interesting study to the merchant who is interested in the mail-order house problem. While the first four months showed an increase in business over the corresponding period of 1906, during the months of May and June the decrease in gross sales was remarkable. In May the amount of business transacted was \$37,000 less than in May of last year, and during June there was \$253,563 less business done than in June, 1906. There certainly is a cause for this great decrease. It can not be the result of a general depression throughout the country, for reports from every section of the United States show business in the retail lines to be fully up to the normal; in fact, in the west, where the greatest amount of mail-order business is done, retailers have been doing a greater business than in former years. It appears evident that the people are becoming educated to the truth that the mail-order houses are a detriment to the country and adversely affect those who patronize them. Never before has such an active campaign been carried on for home trade as is now being made by the country press. When millions upon millions of people have presented to them week after week sound arguments showing the evils of trading away from home, it is sure to form opinion that is unfavorable to mail-order house patronage. The decrease in the mail-order house business to a great extent can be attributed to this active campaign that is now being made by the country editors, and by the different trade associations.—Omaha Trade Exhibit.

Advice Discounted.

Senator Burrows was asked for advice recently by a newspaper correspondent. He gave the advice, but afterward, smiling and shaking his head, he said:

"Advice is a thing I am always chary about extending. It is, you know, so cheap, so easy.

"A boy the other day was pushing a heavy push cart up a hill. The hill was steep, the boy thin. He bent forward at the work until he was almost horizontal.

"Hi, hi, boy," called an old man, 'push the cart up the hill zigzag, from side to side, and you'll find it will go easier.'

"The boy snarled back:

"Not so much o' yer darn advice. Give us a shove."

Everybody Wants The Best For His Money

That is why so
many buy their
Shoes and Rub-
bers from us

Michigan
Agents



Not In Any
Trust

Grand Rapids Shoe & Rubber Co.

28-30 South Ionia St.

Grand Rapids, Michigan



Individual

There is a certain individual merit in shoes stamped with our brand that is to be had in no other make.

Like Sterling on silver, our trade mark is an indication of the value that includes great elegance combined with great durability.

Whether our shoe your patron buys be made from a heavy oil grain or the finest Vici Kid or Velour Calf, he is certain of having shoes that satisfy his eye, his feet and his pocketbook, and you of a fair profit and the best advertisement there is—a satisfied customer.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

CLERKS' CORNER

Side Lights on the Profession of the Clerk.

The heat of the summer is about over, and every one of us should be in pretty good trim for the work ahead. Of course you have all had your vacation; had an outing of some kind; feel better and now like work. So do I. While taking a vacation I said to myself, "Now, I'm going to look up every 'squib' about store life that contains a lesson or a bit of humor for the September 'clerk's corner.'" I clipped several hundred, and of course can give you only a few. We all know the fellow who talks too much. Perhaps you have him for neighbor at your elbow every day. The worst feature of his wordiness is that he keeps his customer from saying, "I'll take that." On the other hand he often fends off for a time fatal, "I'll see about it." A young lawyer was conducting a jury case, and was defending his first client, who was a better-known than respected burglar. In an interval he approached an old member of the bar and asked, "How long do you think I ought to make my speech to the jury, sir?"

"I should say about an hour," answered the old hand.

"An hour! Why, I thought ten minutes would be ample! Why so long?"

"Well," said his adviser, "you see, they can't sentence him until you're finished, and the longer you talk the longer he'll be out of goal!"

We are all familiar with the smart Alec who tries to show his smartness and take us down a peg. A short time ago such an Alec about the age between that of a man and a boy took a pair of tan oxfords to the cobbler and said, "Tom wants these heels fixed and he wants you to black them, too."

"Does he want them blacked black?" asked the careful cobbler.

"Well, you dunder head, how would you black them?" returned the smart Alec, not having sense enough to see that the question was a legitimate one. When he called for the tan oxfords they had been dyed black and repaired. This, of course, was a surprise to him for he had been told by his brother to have them fixed and polished. How he squared himself with his brother we will never know.

Sometimes we say a man has a soft tongue. He seems always to be able to get along well with the worst kind of customers. Do not conflict the "flannel mouth" with the soft tongue. They are entirely different in character. The one counts on his words, while the latter uses his words merely as a part of his diplomacy. An exhibition of this fine diplomatic work was shown when the foreman asked, "Did yer husband have a new suit av clothes on this mar-rnnin,' Mrs. O'Malley?"

"He did that, a foine new suit."

"They're rooned entirely."

"How did it happen?"

"He was blown up be a charge of dinnymite."

While on this subject of words I might tell you about how the addition of one word made a very great difference in the meaning of an epitaph.

A Gloversville woman's husband, a glove finisher, died, and so disconsolate was the poor lady that she spent \$3,500 on a granite shaft, inscribing on the base thereof: "My grief is so great that I can not bear it." Before a year had passed, however, her grief had sufficiently faded to allow her to marry a young glove stitcher. She sent a stonemason to the cemetery a few days before the wedding and caused him to add to the inscription on the shaft the single word: "alone."

I wonder if any of you have ever tried to substitute one article for another that was being called for? Suppose Tom Brown comes in and says, "Give me a pair of Secretary suspenders." You look and you find you are entirely sold out. Do you ever bring out another line and say, "We are entirely out of Secretary but we have a better line here in the Treasurer." You know there has been a great deal said one way and another against this very thing. But what are ew clerks to do? We can't smile and say "no" all the time. We are not being paid to say "no" and as long as we are offering an article that will prove as satisfactory as the one wanted, I don't think it's much of a sin, do you?

Next time you go to do this just remember this: "Suppose you let me have some poached eggs, George," said a careful traveler to the waiter at a doubtful hotel. "They're always safe," said the traveler as the waiter went into the kitchen. And then he heard the breaking of an egg; a second egg; two more eggs; and at the sound of the breaking of egg after egg he began to wonder. Finally the waiter appeared. "Say, boss," he said, "how would an omlet do, instead?"

This substitution business is merely a matter of "whose dog it is." White owned a dog, and Black, who lived next door, came to him and said: "Look here. That dog of yours howls so much at night that my wife and I are going mad from want of sleep."

"Is that so?" said White. "I hadn't noticed his howling. I think you must be mistaken."

Another week passed and Black bought White's dog. "I have bought this cur," he said to his wife. "I am going to chloroform it."

Another week passed and White, the former owner of the dog, said to Black:

"You haven't chloroformed that dog yet, have you?"

"Why, no; not yet," Black answered. "The fact is we have grown rather fond of the critter, he is so playful and affectionate."

"But doesn't his barking annoy you?" asked White, rather surprised. "No; I haven't noticed it at all lately."

"Well," grumbled White, "I can't sleep for the brute's continual howling."

So you see it's just a matter of "who owns the dog."

I don't like to close without a little bit of preaching. We all need a little pushing to keep us on the right track. Some of us more than others. A clothing salesman in a certain Ohio city not long ago came near losing a good thing by being too free with his tongue. He was showing a lady customer a pair of youth's long pants. The youth was not along to try them on, nor was the lady hard to suit, but the clerk did not like the pants department. That was all.

"I think these are about what I want," said the customer, "but I haven't sufficient money with me to take them now. I will have to go down to the bank to get a check cashed."

"If you want a cheaper pair of pants, why don't you say so, and be honest?" blurted out the clerk, who had been gradually working up a fine wrath.

"But I don't want anything cheaper, these are cheap enough," quietly replied the lady with dignity.

"Well, we have 'em at all prices from a dollar up, and if you want a cheaper pair I can show them to you," continued the clerk, not being convinced yet of the woman's honest intentions.

"You're a stranger to me," said the customer, "so I guess you are a new man here. I have been a good customer in this store for several years, in fact I have just spent over fifteen dollars in the shoe department and the furnishings department. I should report you as being insolent and ungentlemanly, but I won't. I'll not spend any more money here, in the clothing department at any rate."

With this rebuke the customer retired, and the new clerk had a very uncomfortable feeling for some time after.

A stout gentleman came in the other day, puffing to beat the band. "Have you got a nineteen-and-a-half low collar?" he asked. We had. I produced it, and he attempted to put it on, his own being limp and wet as a dish rag. I offered to help him, but he refused assistance. He was having a bad time of it trying to button the back button. His already red face was getting redder and redder. Finally he said, "Let's have another one of these. This one is soiled already." I got another one and said, "Just let me fasten that back button for you." He allowed me to do so, and then all was smooth sailing. I wrapped the collar he had been wearing with the one he had soiled and he paid for them both. "Say, you're white, you are. I was in a store down further and I asked the clerk to help me put on a collar and he said, 'I'm not hired here to handle dirty linen or dress people either.' I tell you he made me mad. I want a few more things to-morrow. I'll come in and see you." His next bill was over forty dollars instead of a quarter.—Clothier and Furnisher.

Occasionally a man goes to the races and picks a winner in spite of his judgment.



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This shoe is 8 inches high, unlined, horsehide bellows tongue, heavy outside back stay. Two Soles Standard Screw fastened. Carried in stock.

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by the size of his feet.
Maybe he's wearing two
pair of socks.

Nor don't expect to hold the trade of a man who asks for H. B. HARD PANS by selling him some other "just as good shoe." Chances are he has worn a pair of H. B. Hard Pans, or his neighbor has, and he knows something about the everlasting service in this line of shoes.

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**Herold-Bertsch
Shoe Co.**

Grand Rapids, Mich.



LESSONS TO BE LEARNED

From the Disastrous Freeze of Last October.*

Three years ago last spring it was my privilege to stand near the crater of Mt. Vesuvius. As I looked down the mountain slope and saw numerous houses on its sides, many of them new or built within a few years, it seemed reckless or foolhardy to make a home so near that active volcano whose seething and boiling were deafening. I traced the great streams of lava which at various periods of the past had swept down the mountain, so that on either side of these houses they had constant reminders of what was likely to happen any day. I mentioned this to the guide, who answered with many reasons, the principal one being that it was the only home the people had ever known; that in the majority of cases the land had come to them through past generations. In times of eruption they could not sell if they wanted to; and the many new houses and their attractive appearance and surroundings indicated prosperity and growth, unusual in most of the old countries, as few, if any, wanted to sell. They seemed to feel that they could do better there than anywhere else, besides they were enthusiastic in claiming that the view over the city and the Gulf of Naples, and out on the Mediterranean Sea, with its marvelous history, was the grandest in the world. I might remark, in passing, that this unusual development was stimulated by the large number of visitors who resorted there because of actual or supposed health restoring influences. I may also remind you that many of these homes, with thousands of acres of grapes and other fruit and vegetables, were wiped out of existence by the eruption of twenty-seven years ago. Still, rebuilding and replanting are being pushed; and, after the manner of some of our own people, who declare the yellows and the scale of advantage to the fruit growers, so they claim the great eruption of Vesuvius to be a big advertisement which will increase the visitors and sightseers.

A year ago last winter, as I stood on the great wall at Galveston with friends who had witnessed the terrible disaster which brought the wall into existence, and who related the loss of more than ten thousand people and millions of property, mourning the one and deploring the other, they enthusiastically declared that the city had been a gainer in growth and development, that the disaster had widely advertised the city and that the great wall had insured a confidence at home and abroad stimulating an expansion of the city in local growth and business and in the world of commerce.

Possibly it may seem a little strained to recall these great disasters in connection with the loss of our fruit and fruit trees, vines and shrubs, particularly as there was no loss of life, still the loss was serious and it will require time to fully realize it. Certainly, the surprise to

those who had a lifelong familiarity with the fruit interests of Southwestern Michigan, and could recall no memory or record of a freeze at a season when the sap was in full flow, were quite as much surprised as those near Vesuvius or the tidal cyclone of Galveston.

The freezing of the fruit as early as Oct. 10, 1906, was a serious shock, but the killing or injuring of millions of trees, vines and shrubs was a greater shock and many times more serious.

In disasters, whether of flood, earthquake or cyclone, the first impressions and reports are usually exaggerated, but not so in the freeze of last fall. While the loss of apples, pears and later varieties of the peach was soon known, the killing or injury of the trees, vines and shrubs was not generally realized until later; in fact, nearly a year has passed and the end as to dying trees, vines and shrubs is not fully known yet, nor is it likely to be for a year or two.

Observation and enquiry leads me to the belief that most of the trees, whether forest or fruit, and vines and shrubs were more or less injured. Evidence of this shows in the slow starting in the spring, less growth and an unusual falling of the fruit. Another large item of loss to be added is the time needed to restore the orchards. A factory or other place of business may be rebuilt in a few weeks or months, but an orchard requires years, with considerable annual outlay, before an income is returned. The latter has probably occasioned more anxiety and hesitation as to the future course than any other, especially with old people.

I know of no spot on earth where history or experience shows it certain of exemptions from unusual or unexpected calamities, nor any spot or place where a second visit is made more likely to return.

While I have no desire to advise or influence others I think for those wishing to continue horticultural pursuits, particularly the more tender fruits and vegetables which have been successfully raised between latitudes 30 and 55, the following claims are fully warranted by past history or tradition:

1. That the freeze of last October was unnatural and no more likely to happen again than in any other locality within the latitude mentioned.

2. That the natural climatic conditions favorable for fruit and tree production were not lessened by said freeze. The sheltering and saving influences of our lake surroundings remain as effective as in the past.

3. Michigan stands among the first in being nearest and within easiest reach of a territory which in extent population and equipment for wide and rapid distribution of fruits and vegetables is not exceeded anywhere in the world, especially when we consider that the large part of this territory is non-competing and is rapidly increasing in population and the facilities for supplying them with these products.

4. The Lake furnishes extra facilities for easy transportation and

the best and cheapest of refrigerating influences.

5. We have steamboat and railroad carriage with decks and warehouses which have developed into an efficient and excellent service.

6. Canneries have been established which are helpful in furnishing a home market for a portion of the crop, steadying prices and greatly improving the fruit.

7. The growers and a large amount of help have become proficient in producing the fruit and expert in its handling and marketing.

8. Many special tools have been provided for the better cultivation and care of orchards, vineyards and small fruits and for their distribution.

9. The information and records of the Agricultural College, through its various departments, the State Horticultural Society and numerous local organizations are of increasing importance in giving instructions for the better care and cultivation and in the control and checking of the numberless insect enemies or fungus diseases of trees, vines, shrubs and plants and their respective fruits.

With Michigan's natural climatic conditions and advantages, the large equipment which has been developed, especially for fruit production and disposition, and the extensive nearby markets which have come to depend upon the State for their supplies, particularly the peach at this season of the year, and the rapid increase in consumption, make it clear that any damage or check to horticultural products should be repaired as promptly as possible. This is simply in line with what is true in other classes of business. This repair or restorative must be mainly done by those directly interested. Faith must be shown, followed by vigorous work. Chicago is a better built, finer appearing and more

commanding city in the world of business and commerce because of its great fire; and one viewing Galveston from its great wall with the city's past and present history before him will readily appreciate that the same is true of its terrible disaster.

In a degree similar efforts will bring like results to the horticultural interests of the State. It is one of its great and growing industries, the importance of which is not generally appreciated because of the large daily domestic consumption, of which little thought is given or account taken. The lessons, experiences and observations of last October's freeze, by far the most disastrous in the history of the State, properly used should help in a practical way to meet the rapidly increasing demands for these products.

I would not have it understood that much can be done to prevent a return of a similar unnatural freeze, but rather in emphasizing the need of a more intelligent and persistent following of the old teachings and experiences of the past in fruit production from planting to marketing.

A real good man doesn't have time to use words to tell it.



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The Prompt Shippers

*Paper read at monthly meeting of the Grand River Valley Horticultural Society by Hon. Chas. J. Monroe, of South Haven.



Buy the Blade Instead of the Handle.

Of all the small necessities to a man's toilet, no other one necessity through life compares in cheapness with that of all toilet necessities, the razor.

Shaving himself every morning with razor that has cost him a dollar bill, the boy who bought it may become an octogenarian using it; after which his son may celebrate his golden wedding using it; and then a great grandson live to hand the razor down as a still effective keepsake to be valued by a fourth generation of careful men.

At the same time there are young men in every city who have a dozen to twenty costly razors in dressing cases, while nursing as one of the disappointments of their lives that somewhere is a friend possessed of a coveted razor which they would give half a hundred dollars to own.

Every man who shaves himself and has done so for ten years or more is a crank about his razor. He may be silly about half a dozen of them; but for one razor at least every careful man who shaves himself daily may expect to develop a soft spot. He doesn't appreciate the luxury of shaving himself if he doesn't; and he won't long shave himself if he can't develop that appreciation somehow.

It is this disposition of the man to become foolish about his razor that is making the razor market of the world today. If a man has a fine cutting blade, it occurs to him that it should have an appropriate setting. Just as naturally it appeals to him that a razor having an ivory, pearl shell, or silver handle should be better than a blade mounted in plain hard rubber. Anyhow, when he considers that in buying his first razor it may be used by his great grandson, he feels as if he were mean to think of paying no more than \$1 for it, that one shouldn't expect to have a razor in use every day of his life at a per annum cost of 1.5 cents, when an ordinary pocket knife may cost him \$1.50 a year.

There is something striking in the comparison of cost between the everyday pocket knife and the everyday razor.

A razor which has cost \$1 may be as good a razor as ever was honed or stropped, and with care and judgment it may last 100 to 150 years. Only a fairly good pocket knife can be bought for \$1 and taking the chances of losing it, breaking it, and finding it indifferent as to cutting edge, the man at 70 years old has paid \$50 to 75 for pocket knives.

Of the razor in general it may be said, "By its handle you won't know it." In any other handle the blade may shave as smooth and in this fetish worship of the razor many a \$1 blade has been set in carved ivory handle costing ten times as much as the steel. As an indication

how the handle of the average razor affects its price, one of the oldest of razor houses in Germany, which under the same name has been turning out razors for 200 years, markets its product through the Chicago retailer at \$2 for the cheapest and \$5 for the best make.

In these 200 years of razor making by this house in Solingen there has been no material change in the manufacture of the steel of which the blades are made. There has been no change whatever in the tempering process. And not in 100 years has there been a significant change in the style of grinding and shaping these razor blades.

But how cheaply a razor blade may be made after all does not indicate that the blade which cost \$1 is worth no more than that dollar. E. Kraut, one of the razor experts of Chicago, whose grandfather in Saxony in 1805 was turning out some of the earliest of the hollow ground razors, insists that no man living can take up a razor and tell from an examination of a few minutes whether its cutting edge will be good or bad, which is proof to the razor crank that a blade which may have cost him only \$1 may be something to refuse \$5 for, while he goes out and pays another \$5 for a carved shell handle.

It does hold, however, that if a man wishes a handsome razor or a set of them he may save money by buying at first purchase the hard rubber handle, trying the blade, and when he has proved it buying the ornate handle for the tried steel. Without the quality, temper, and proportion of the blade the razor is nothing; and there are as many chances for poor steel in the costly handle as in the cheap handle of hard rubber.

Between a recognized good razor and the exceptionally "best" blade, too, there is a great difference. Some blades will admit of a man's shaving with them every day for three months with no more than a little stropping across the palm of the hand. They may go without honing for a year. At the same time, one man having the knack may get more satisfaction out of the passable blade than another can get from the finest piece of steel ever turned from a factory.

In putting on this razor edge both the honing and stropping movement should draw the blade from the heel to the point. This establishes the direction of the infinitesimally small saw teeth of the razor's edge. In shaving, the razor should be pushed over the face from the point toward the heel, reversing the stropping movement and giving the saw edge its greatest cutting capacity.

Just as there are more smooth faces among men now than in years ago, and as the item of time draws men away from the barber's chair, there are more men than ever before in America shaving themselves. It is a suggestion worth while to the young man that saving the 15 cents for a barber's shave is well worth while, to say nothing of a general improvement in his appearance. Ordinarily, the man who shaves himself has a smoother, cleaner face.

He doesn't need to go downtown with stubby chin, and risk waiting ten to twenty minutes for his turn at the chair. If he is at all handy he can learn to shave himself smoothly in five minutes, and he can do it every morning as a part of his toilet. To be shaved in a shop seven times a week will cost him \$1 at the least, to say nothing of tips.

Naturally, a sharp razor is essential to a clean, smooth shave. But even more than this a softened beard well supported by a thick, creamy lather must be assured. Don't try to save money by using a cheap soap; get the best you can find. Wash the face in toilet soap and warm water, after which brush the lather well in, leaving it on the face while stropping the razor. By the time you are ready for shaving you will be surprised how easily and quickly you can accomplish this part of your toilet yourself. Unless you have an exceptionally sensitive skin the use of a good soap and care to cleanse it thoroughly of lather when you are done will enable you to shave every morning of the week without the slightest discomfort.

Hollis W. Field.

Fooled Again.

One day during an examination a keen eyed teacher observed one of his pupils take out his watch every minute or two. The pedagogue grew suspicious. Finally he strode slowly down the aisle and stopped in front of Willie's desk.

"Let me see your watch," he commanded.

"Yes, sir," was the meek reply.

The teacher opened the front of the case. He looked somewhat sheepish when he read the single word, "Fooled."

But he was a shrewd man. He was not to be thrown off the scent so easily. He opened the back of the case. Then he was satisfied. There he read, "Fooled again!"

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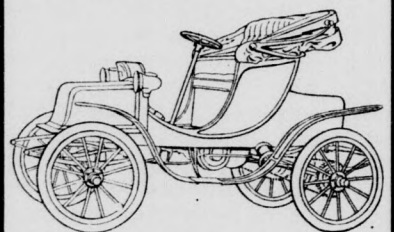
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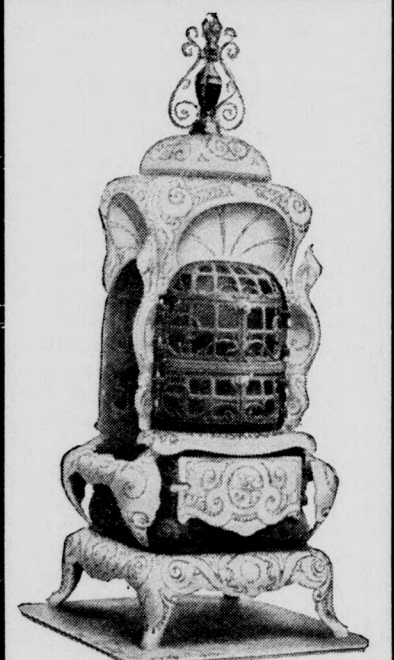
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Wormnest Stove & Range Co.
Grand Rapids, Mich.

IN EARLY MORNING.

Things Seen and Heard When the Store Opens.

Written for the Tradesman.

Ed., the grocer, stood at the front counter waiting for his first customer. It was 6 o'clock in the morning. The interior of the store looked cool and pleasant, for the early sunlight lay hot on the pavement outside.

The first visitor was not a customer. It was a woman who had driven in from the country. She had apples for sale, a whole bushel, covered with a blanket, at the back of a light wagon. She removed the covering as the grocer stepped out, disclosing a collection of fruit which certainly was not from the Garden of Eden. At least such apples would never have tempted Eve, unless it had been her intention to conceal them between the crusts of a pie. But there is no record that Eve ever made an apple pie. These apples were such as pigs used to get before fruit acquired so many diseases.

"How much?" asked the grocer.

"One dollar."

Ed. took half a dozen in one hand and examined them. Ed.'s hand is not a large one, but he had no difficulty in handling half a dozen at one time. The examination revealed warped spots and black surfaces. The apples looked as if they had ripened only on one side.

"Fifty cents," said the grocer.

The woman from the country tucked the blanket over the apples and steered her horse out into the street.

"I couldn't sell 'em," said Ed., in explanation, to a friend, "but I am dying for home-made apple pie."

"Are all the apples which come into market as rusty as those?" asked the friend.

"They are all pretty bad this year," was the reply. "I could sell bushels at top prices if I could get them."

Again there was quiet in the store. Street cars and wagons rattled by, and the whirl of the city was on. A little girl came in and ordered, in a lordly way, six sinkers—"the kind with the sugar on."

Then a blue uniform appeared in the doorway and George, the policeman, asked concerning breakfast foods. He wanted something toothsome and substantial. The use of breakfast foods by members of the police department should be encouraged. It is hinted that there are a good many bandaged heads in Police Court. Now, if the officers eat breakfast foods, according to the Battle Creek idea, they should be gentle and humane. They should argue more and not strike so hard—that is, according to the theory of those who make the foods.

"There's a new food out," said Ed.

"I suppose so," said George.

"There usually is," continued Ed.

"So I have heard," replied George.

The grocer advanced with a package in his hand.

"This is new," he said.

George took it in his hand and looked it over.

"How much?" he asked.

"Five cents."

The policeman handed it back.

"I want wheat," he remarked.

He paid ten cents for a package of something with a long name and a flaming carton and walked back to a table where hams and bacons were displayed. The meat looked attractive in its seal brown complexion. It was good meat at that, being a product of Grand Rapids.

"How much for that ham?" he asked.

"Seventeen cents."

"For the whole ham?"

"For one pound."

George looked the ham over and shook his head.

"How the hogs would stick their noses up if they knew," he said.

"Yes," said Ed., "I reckon there would be more than one curl in the tail of a hog if he only knew how important to modern civilization he is, and how much he is worth per pound after he has passed in his checks. Hogs are hogs, just as apples are apples. Seventeen cents is cheap."

"Not for me," said George, and he went out with his package of breakfast food.

A girl baby of 4 came in for cakes and rolls. She carried her money tied up in the corner of a handkerchief, and shoved the pennies out on the counter one at a time. When the cakes and rolls—there were not many of them—had been tied in a yellow bag and the pennies had been deposited in the cash drawer the child turned her eyes longingly toward the jars of candy on the shelf back of the bakery counter. There was old-fashioned candy there, in long sticks, with red streaks running around them, like a barber pole, and there were peppermint lozenges, and wintergreen berries in sweet stuffs. The child lifted her purchase with a sigh.

"What is it?" asked Ed.

The wide-open eyes of the baby traveled from the candy jars to the gentle blue eyes of the grocer. It was a petition without words—such a petition as only a child can file in the heart of a man of the world.

"All right, baby."

The grocer took down one of the jars and dealt out a supply of candy which certainly wrecked the profit on the bakery goods. The child's hand tightened about the precious gift and her feet made haste to the door. There were doubtless other babies waiting in some high-up tenement.

For a time there was nothing doing. It was too early and too late—too early for the order trade and too late for the tinned goods trade from the flats.

"It's dull this morning," ventured the grocer. "I haven't made a cent."

A farmer came to the front of the store with a load of potatoes, but the grocer was not interested. He shook his head from behind the screen door and the farmer drove on in search of a customer elsewhere.

"If I could sell all the stuff I am asked to buy," said the grocer, "I would have an automobile with a nose ten feet long."

A young hobo who looked as if he had slept in a side-door Pullman opened the screen cautiously and looked in. The strong right arm of the law not being in view, he entered

and laid down a dime for a can of beans. When he went out he snatched a pickle from a cask by the door. That is an old trick.

"Trade seems to be picking up," said the grocer, with a laugh.

Then a girl of 14 came in with a water bottle—the kind used by the numerous pure water supply companies. She carried it wrapped in heavy brown paper, and acted as if there was something wrong in her having it at all.

"I want a quart of gasoline," she said, standing the bottle up on the counter, but keeping it covered.

The grocer is not in love with the gasoline trade, but he keeps the stuff for the accommodation of his customers. This girl, too, paid in pennies.

When she had received the bottle again she wrapped it with her apron and started away, looking up and down the street before leaving the door.

"Suspicious, eh?" asked the friend of the grocer.

"You saw that bottle?"

"Of course."

"Well, that bottle belongs to the water company. When it was full of spring water it sold for two cents, the bottle to be returned, of course. Now, they have lost the bottle—the company I mean. People in some of these tenements buy water just to get a bottle. Of course the water people are watching for their property, and that is why the girl kept it covered so closely.

"But there is another class of people who are more honest about the bottle business. They are more honest, but they are more dangerous. They put gasoline, kerosene and other things in the bottles and finally return them. I don't believe the bottles can be kept clean under such conditions. It is a shame. But peo-

ple will do such things. Yes, I'll send the goods right up."

This to a lady who was giving an order, the first of the morning. And so the early hour was over and the business of the day had begun.

Alfred B. Tozer.

Good Ground.

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

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

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

Care

killed a cat. Lack of human intelligence caused its demise.

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Grand Rapids, Mich.

ESTABLISHED 1872



John Jordan Was a Salesman With an Initiative.

We needed a man for the Missouri River towns, and in a hurry, too. During my three months' absence from the office that territory had been "looked after" by "a son of the house."

As a result our trade out there had become frayed at the edges. Memory of Italian sunsets and Norwegian continuous performance sunrises faded from memory as I looked over reports that indicated how many old-time customers had dropped out of sight entirely, while others were giving us "hand-out orders."

It was the only set-back that our business had experienced in my ten years of sales administration; it was but small consideration that it happened during my vacation, for a carefully arranged system should have kept the sales growing—yet system and nepotism are not harmonious elements. But for a man—

Some ten months earlier than this a young chap had walked into my office and applied for a job; "Jordan" was his name—John Jordan—but the sheepskin he had carried away from a large Eastern university undoubtedly read "Johannes Jordan."

"What can you do?" I asked.

"Nothing, sir," was the somewhat unusual reply, for most applicants claim ability to do everything.

"I mean by that," he continued, "that while I am willing to do anything, I have had no training in business. I want to learn from the bottom up."

He went to the bottom—to the basement—and began sorting fittings. Then he arranged the bins. One day I awoke to the realization that our fitting stock was in order and that Jordan was responsible for that condition. Then he discovered a lot of old stock which should have gone out on an order three years before, but had been marked "short, no more patterns." One morning he submitted a scheme for a perpetual inventory. It had the merits of fitting into our needs, so we adopted it.

In short, Jordan became our head stock man—an object of hatred to the purchasing department, which was confronted daily with "surplus stock" the buying of which showed poor judgment. One result was that I became adviser-in-general to our purchasing agent, thus checking injudicious buying—but that is another story.

Jordan was the man who could make good where the "son of the house" had fallen down. I hated to lose him from the stock, but he was too big for that job. He looked anything but a Bachelor of Arts when he came up to my desk in response to my summons.

"Jordan, I want a man to take the Missouri River territory—I believe you will do. It is a good chance. How soon could you go?"

"To-morrow night, sir. I would need that long to pick up information, get samples, prices and all that."

"All right," I replied. "Just turn yourself loose and pick up information—then come to me to-morrow afternoon and I will 'price up' for you."

I kept my eye on Jordan that day

and felt satisfied with the way he looked after things. Part of the time he was in the filing room getting next to correspondence affecting his new territory; then in the cage making a list of customers, present and past; later on I found him with a map picking out the best towns; then getting ratings from Dun.

When I got down the next morning and enquired for Jordan he was found in stock accumulating quite a little pile of samples, and a lot of them were "surplus" with us.

"Don't you want new stock samples, Jordan?"

"I have some," he replied, "but this is a territory where I can unload some old stock. If we can shave prices just a little it will be a bargain to them and will help us out. At least, that is my theory."

Later in the day when he came up to my desk to get final instructions, he had a general freight classification list in his hand.

"What is that for?" I asked.

"Well," he replied, "I, of course, am a theorist as yet, but it seems to me that instead of giving prices f. o. b. our factories, competing with someone else who bases his f. o. b. on a point several hundred miles nearer, I can make a delivered price including freight and cartage and so throw competing salesmen off the track. A customer ought to be better satisfied, as he knows just exactly what the stuff will cost him laid down in his own town. Am I wrong?"

"It is worth the experiment," I replied. "If you can move three thousand dollars' worth of old stock in the first two months I shall be satisfied."

Jordan's train left at midnight. We had dinner together and then went to the theater. As he was getting on the sleeper I ventured:

"Jordan, I have all confidence in your initiative and persistence, and believe that by brining them to bear on the territory you will get results. But, of course, some local trade disturbance may arise, flood, drought or crop failure. We can always find a place for you inside."

"I am much obliged to you for the offer," said Jordan, "but I can never go back; that's all in the past. It is salesmanship for me until something better comes up."

"That's the right kind of talk," I cried. "You're all right. Jordan, the wheels of progress never turn backward, and they move easiest where there are no old ruts. Good bye, old fellow."

As I walked the two miles to my lodgings that night, several matters came to mind that fretted and worried, but the question of Jordan's success was not among them.

It had been my plan to keep a close watch on our new salesman, both to learn of what stuff he was made—and to get again familiar with trade conditions in a far territory; but this time Fate decreed otherwise.

June brought a general tightening of money; collections were slow and loans almost impossible to make. To cap the climax, Mr. Irons was taken sick and the brunt of sustaining the firm's credit fell on my shoulders. We had an auditor, but none of the creditors had any confidence in him. They appealed to me for information as

to the trade outlook and my assurances regarding the future kept us going during the summer until the money market got easier.

It was the middle of August when Mr. Irons came back to us, the lines in his face chiseled deeper by illness, but the spirit of "being shown" stronger than ever.

That very morning I had started in to examine the salesmen's work, as usual paying less attention to total sales than to the recapitulation sheets which gave in detail the lines sold by the various men. An honestly kept "cost sheet" covering a sales department is a splendid thing—honestly kept, for there is not one firm in a hundred that has the nerve to face a correct record of what the salesmen are doing; they juggle and side-step,

bluffing no one except themselves—using an opera glass to scan the business horizon when a field glass would show them the business they are anxious to get.

I had not gotten far in my work when Mr. Irons sent for me; knowing what was wanted I gathered up my detail sheets and passed into the front office.

"What have the men been doing?" was the first question thrown at me.

"The general records seem good; I was just getting into a careful analysis when you called me."

He reached for the papers and began to go through them rapidly until he came to the one with Jordan's name in the caption.

"What has this fellow been doing, Renwick? I am thinking that we have

President, Geo. J. Heinzelman

Secretary and Treasurer, Frank VanDeven

Vice-President, Ulysses S. Silbar

Grand Rapids Paper Co.

Representatives of Manufacturers and Wholesale Dealers in

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Seals--Stamps--Stencils

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

The Keith System Makes Book-keeping A Pleasure

It does away with all posting of items to ledger from memorandum slips, day book or journal.

It has an individual book for each customer, and with each and every purchase a customer makes he gets an itemized bill showing the total of his account to date.

It fully completes the charge at the time the purchase is made and with ONE WRITING.

It cuts out disputed bills and renders it practically impossible for charges to be lost or forgotten, from the fact that the slips are numbered in duplicate from 1 to 50 and each numbered slip must be accounted for and your customers' records must agree with yours.

It will save time, insure accuracy, please your customers and incidentally increase your bank account.

Send for catalog.

The Simple Account Salesbook Co.

Sole Manufacturers, also Manufacturers of Counter Pads for Store Use

Fremont, Ohio, U. S. A.

too many rootlets—they are quick to feel the frost.”

I looked hastily over the sheet.

“That looks more like a taproot, Mr. Irons, than a rootlet.”

“Well, I suppose you have directed all of your department energies to boosting his work.”

The injustice of the remark, as well as the spirit in which it was made, nettled me.

“On the contrary, Mr. Irons, so much of my time has been spent this summer in bolstering up the credit of the house that I have had no opportunity to give Jordan even the attention that I had to give to some others who needed it more. He kept sending in orders, and for stuff we were dead anxious to get rid of. All I could do was to give him the ‘glad word’ once a week, and even that was stereotyped, as I could not from personal knowledge refer to what he was doing. In general I knew he was giving us business, and also that he had initiative and persistence. Now let us see what he has done in three months.”

Silently I blessed a system that gave me, at a moment’s glance, ammunition for rapid fire.

“You will notice, Mr. Irons, a column marked ‘surplus stock,’ that is a polite name for dead stock—stuff that we could not or rather did not move. Some of it is a dozen years old. Now what has Jordan done with that? May, \$1,100; June, \$2,400; July, \$1,900.”

“Fell off that last month, did he?” growled Mr. Irons.

“Naturally; the stock is getting less.”

“Now, where do we find ‘surplus stock’ on any of the other men’s records? Each one had a list, too. Yet, here is \$96 in July by Milburn—Milburn, the dean of our salesmen. Then, there is the column of ‘our own factory products.’ Does not that look like good work? Not only iron, but also brass! But Jordan is not forgetting high-grade fixtures—‘specialties’—even in May, his first month out, June still better and July an improvement over that.”

“Well, he seems to have struck it pretty good,” weakly admitted Mr. Irons.

“No, he has worked. He has put brains into his work; then to cap it all, knowing that he has worked and has put brains into that work—knowing that, he had belief in himself to stick it out, to hammer away.”

With Moses Irons the “star of business” never took a westward course; he would rather sell a hundred-dollar order at Atlantic tide-water than one for twice that amount along the Missouri.

“Any fool can sell goods West,” he was wont to say, “but it takes a smart man to get into Eastern markets where trade is established on more permanent lines. I want to show those Eastern chaps that we can beat them at their own game.”

Then, “Will” having made a notorious failure with the territory, it was but parental that he should dislike to see anyone else make a success of it. Good business man as was Moses Irons, the love for his children overmastered his love for the dollar.

Here I saw the chance for an entering wedge and proceeded to drive it in. I had long been looking for a better territory for Jordan; he was worth it and I wanted to see him develop.

Show me the man who works and thinks and I will put my money on him every time as against the one who can only remember the names of his father and his grandfather. So now, when Mr. Irons brought up one day the subject of filling the Eastern territory, I suggested Jordan as an available man.

“As I said before,” I told Mr. Irons, “I did not have time to look after Jordan’s work; he was making money for us and I let it go at that for a time. But I know, and the detail sales sheets prove, that he has the ability to cover our most important territory.”

Mr. Irons hesitated. Perhaps he was weighing the chances of sending out a man who should make good where his son had failed. Then a clerk came in with word that John Downs, of Sioux City, was waiting—John Downs who never liked to wait—who never liked anything, in fact. For John has not the optimistic temperament characteristic of his fellow townsmen—maybe he settled there too late in life—he even calls the sediment in a tumbler of Missouri River water “mud” when any self-respecting Missourian from Bismarck to Kansas City knows it is silt. John is a pessimist, the hardest buyer in a thousand miles; an impregnable Gibraltar to most salesmen. I had my own memories of an interview with him that morning.

Inwardly I chafed at the interrup-

tion, for Downs must of course be admitted at once, and I cursed the evil star that had brought this man to put Mr. Irons in bad humor just as I was pleading the cause of my new salesman; but later I blessed that same star and the much maligned Downs, as well. For we had not been talking long on general topics when he volunteered:

“You have the smoothest chap calling on the trade out my way that I have ever seen; before you know it he has an order all booked and you are sort of glad of it, too.”

“When he came in a couple of weeks ago I did not need a thing—a dozen men had been stringing along ahead of him, and then I have been buying a good deal of late in Minneapolis and Omaha; they ship more promptly and the freight is less. But, do you know, I did not get a chance to say anything about that before he pulled out of his pocket a ground key-stop for me to look at.

“Now I know it is not fashionable to carry samples, the catalogue is the thing, but I am just old-fashioned enough to want to see what I am buying, rather than a half-tone cut of it. It was an old style stop but the metal was there and well distributed; for basement work it was equal in service to the latest pattern.

“All this I thought, still with the determination not to buy a cent’s worth, when your salesman suggested that there was only a limited quantity of them—a gross—and that the price was seventy and ten, Sioux City delivery.”

At the mention of Sioux City delivery, Mr. Irons glared at me. He had already characterized the scheme as “absolute rot.”

Oblivious to the discordant note he had struck, Mr. Downs went on:

“Well, do you know, I felt sorry that there were not more of them, and the price of seventy and ten—possibly no lower than that made by other jobbers—had the advantage of being delivered with no uncertain quantities of boxing, cartage and freight tagging on behind!

“I bought them and a lot more of his brass. He did not do much talking either. He just kept his order book in his hand, and every time he mentioned a new line of goods his pencil came up so expectantly that I not only had to order, but hurried so that I would get my sizes and

quantities out in time for him to set them down.

“When he had finished on what he called ‘surplus stock’ he swung around to fixtures. There were no samples to look at, but in showing cuts he had a way of pointing out some little exaggeration in the illustrator’s work that gave me faith in his honesty—and I bought specialties that will cause Sioux City people to open their eyes with wonder.

“Say that chap is dandy—you know I am not an easy man to sell, but with his delivered prices, his surplus stock and his way of showing up catalogue illustrations—he took the largest order that has gone out of my office for three years past. I am not sorry either.”

There was silence in the office for a few minutes after Downs left, while Moses Irons looked out at the tunnel approaches.

“That was surely John Downs, wasn’t it, Renwick?”

“Yes, sir.”

“Old John Downs, of Sioux City, the worst grouch of them all?”

“No question about it at all, sir; this very morning he complained about the cigar that I gave him.”

“I guess we had better keep Jordan going,” yielded Mr. Irons, rather ungraciously.

“Keep him going! I should say so,” I retorted. “But there is only one way to keep a man like that going—going up. He is now at our usual starting figure.”

“Our rule is to keep them at that the first year,” protested Mr. Irons. I was touching him to the quick.

“Yes, but this man has not been going according to rule, and we had better not do so either. Our competitors are watching him, particularly those located in his immediate territory. The cheapest and easiest way to spoil our trade is to hire him away. What do you say to six hundred more a year?”

“Have your own way, Renwick, you generally do in the end.”—Daniel Louis Hanson in System.

Where Are the Sprains of Yesterday?

Beggar—Kind lady, I was not always like this.

Lady—No; yesterday you had the other arm tied up.

Too much can not be said in favor of the person who hasn’t much to say.

Are You a Storekeeper?

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

TRADESMAN COMPANY, Grand Rapids, Mich.



About Some Women and Their Bonnets.

There have been two curious little stories about women and their bonnets in the papers lately, concerning which the paragraphists have made merry. One was an account of a servant girl who had saved up out of her earnings enough money to buy her a comfortable winter wardrobe. She needed everything in the way of clothing, a good gown, new shoes, warm underwear and a hat, and she joyfully started out on that kind of an excursion that women call shopping. The first place she stopped at was a millinery store, and in it she espied the loveliest hat imaginable. It was a French "creation" of incomparable beauty, which she looked upon and coveted and bought, paying for it the whole of her savings. More than that, she put it on and flaunted down the street in it, peering in at the plate glass show windows to catch a glimpse of herself, and was insanely and idiotically vain and happy, until she met a dear girl friend who called attention, as girl friends will, to the disparity between her shabby frock and the gorgeous millinery that topped it. Then the poor, silly creature went home and attempted to take her life in a frenzy of regret over her folly and her hat.

The other story is another one of temptation and yielding to the allurements of French millinery, and tells how a man who had been out of work in Chicago for a long time at last got a position, and at the end of his first month's labor brought home his salary to his wife. The next evening he returned to his fireside, happy and expectant of the warm welcome he was to receive. His wife was out, but presently she came home with a square box and a radiant smile. She had been shopping, and she had bought a genuine bargain in a pattern hat that had been marked down from \$25 to \$18. She thought her husband would be delighted, but he was not. He thought about the bills they owed and he got up and danced a war dance all over the "confection," and strewed feathers and flowers and jet from Dan to Beersheba. The woman had him arrested for lunacy, believing that only an insane person could take that attitude towards a love of a hat, and it was in the police court that these interesting domestic facts were brought out.

It is inevitable that men and women should look at these little stories from an entirely different point of view. To a man they mean nothing but the gratification of silly vanity, but a woman knows that buying a bonnet is really one of the crucial tests of character. Indeed, so thoroughly is this recognized that it is almost a feminine axiom, "Show me your bonnet, and I will tell you what kind of a woman you are." It takes Spartan determination and self-control and infinite tact to buy the right

kind of a bonnet, and when a woman sees a sister woman wearing just the proper sort of a thing on her head, she immediately gives her credit for possessing all those admirable virtues.

By some strange misuse of terms it is a custom to describe the woman who wears any sort of battered old hat and goes in for politics and reforms as "strong-minded." The real strong-minded woman is the one who can go into a store and not let her fancy run away with her good judgment. This is not so easy as it may appear, nor is the weakness of buying unsuitable things confined to silly servant girls. Luxuries are always so much more desirable than necessities, and every woman who goes into a millinery shop is confronted with the same temptations.

She may have made up her mind to purchase a simple, durable, plain little hat for every-day wear, but the moment she enters the shop she beholds a gorgeous creation of feathers and lace and flowers and general loveliness, and altogether the last thing in the world for which she has any use. She knows that well enough and she resolutely puts it aside. Then she relents and tries it on, just to see how she would look in it. It is entrancing, and she turns with disgust to the little hat which seems suddenly to have grown shabby and dowdy. She knows she possesses nothing to wear with that picture structure; that it is about four times as much as she ought to pay, that there is no place to which she goes where it would be appropriate. Even so, but it is such a love of a hat! Such a dear! In short, to hurry over all the harrowing details of the logic by which she convinces herself that a picture hat is a necessity, if she ever gets out of the store without the confection and with the sensible little hat, she is a woman whose calm judgment and unshaken determination may be relied on in any emergency in life.

That this amount of character is to be looked for in every woman is generally admitted, so we smile with good-natured toleration and fellow feeling—for have we not all been there ourselves?—at our friends' millinery mistakes. Nevertheless, we are quite aware that there is a language of the hat, and that every woman is an adept at reading it. Our hats are little straws, even in the winter, that show which way the winds of character blow, and that often tell more than we realize.

Of course, no one needs to be told that the woman at the theater who calmly blocks off the view of the stage with a hat with forty-seven feathers on it, until the usher makes her take it off, is unmitigably selfish. Everybody knows that, but that hat is a dead straight tip to watch out for your own interests if you have any dealings with her. She will never consider anyone's pleasure or interests but her own, and the hat gives it away. The woman who wears an elaborate hat with a shabby gown and rusty shoes is shallow minded and lacking in good judgment. She is a woman who will spend the money on a vase for the parlor that ought to have bought good roast beef

for the family. She is not the woman to tie to, or to give your affection to, or to depend on in time of trouble. She is like one of the little pleasure boats you see on summer seas—all canvas and show, without the proper ballast, and the first hint of a storm sends her careening over. The woman over 30 who wears a sailor hat is the woman who refuses to accept her age, and clings with desperate determination to the semblance of youth after she has lost the substance. The elderly woman who wears a jaunty hat, instead of a decent and appropriate bonnet, is the one who does not know how to make the best of circumstances. She lacks a certain fine sympathy and love of harmony, and her house is generally a jumble of conflicting and contra-

CROWN PIANOS are made in a factory that has the finest and most complete privately compiled piano-building library in the country. Piano dealers know what this means. Piano players realize what it means when they play on a Crown Piano.

Geo. P. Bent, Manufacturer
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Lady Vernon and Dorothy

growing more popular every day. Would you like to see them?

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

PIN YOUR FAITH TO WHITE HOUSE COFFEE

for its absolute reliability—for the certainty and assurance of satisfaction to your patrons. Its quality has been proven to every grocer in the land a thousand times. You yourself know its probity and winning qualities.

Stick to it and don't be jollied into specious and doubtful propositions.



DWINELL-WRIGHT CO.
PRINCIPAL COFFEE ROASTERS
BOSTON CHICAGO

SYMONS BROTHERS & CO.
Wholesale Distributing Agents for
Saginaw, Michigan

dictory ornaments. Oftener than not she is a bad manager, a poor economist and a person who does things on hasty impulse and repents them at leisure. The fallow woman who wears a pale tan or a grass-green hat is her own worst enemy. The woman whose hat is always on crooked and appears to have been thrown at her is the woman who has no system about her, who never has a meal on time, or keeps an appointment, or is ready for anything. She may be amiable, and intelligent, and charming, but beware of her, for she is an aggravation to the soul of the prompt and orderly.

But the woman whose hat is always appropriate to the occasion, who appears in the morning in a trim, neat affair that wind and weather can not injure, and that is pinned on so that no storm can budge it; who knows when and where to wear her gigantic picture hats, and look like an adorable seraph in them, and who knows that the theater, or a lecture, or a concert is no place to exploit millinery triumphs—that is she whose hats proclaim her virtues from afar. You know, as well as if you had been told, that she is considerate of the rights of others, that she is neat, orderly and businesslike, that she has sound discretion, and, in a word, is the kind of a woman who is thoroughly satisfactory in every relation of life.

Whether we admit it or not, we are largely judged by our clothes, and it is not such a bad criterion, either, or one into which the question of money wholly enters. We express ourselves in what we wear—our tastes, our desires, our judgment, our culture and our ignorance. Especially is this true of our hats. We know the shabby servant girl in her flaunting hat for what she is; and we never see the wife of a poor man parading the street in a gorgeous and costly Paris pattern chapeau without reading in it the whole pitiful tragedy of extravagance and debt and misery. The warden of the Illinois penitentiary said last year that their wives' demand for expensive millinery sent more men to prison than drink.

Any way you look at the bonnet problem it is an important one and one worth studying. It has a moral side and an aesthetic side, and should not be treated in the flippant manner of those women whose bonnets appear to be accidents. A hat should never be an injudicious indulgence, an inappropriate afterthought or an ill-directed ambition. It should be an expression of one's self, with a slight concession to the rights of the public. Dorothy Dix.

Green, Blue and Magenta Hair.

A French physician says that he had a patient whose hair had been grass green from birth. He came from a province where wines were colored with oxide of copper, and he thinks this had something to do with the color of the man's hair. This doctor asserts that by eating certain foods and drinking wines colored with oxide of copper almost any one can have hair of emerald hue. A patient in a Turin hospital, contin-

ues this investigator, had his hair turned green through over-indulgence in wine adulterated with oxide of copper. He was a big man, about fifty years of age, and was subject to epileptic fits. The doctor adds that wine adulterated with oxide of copper is exquisite in taste and color, and would deceive most connoisseurs.

Certain hair dyes also turn the hair green, much to the mortification of those who use them; henna, for instance, which is sometimes very treacherous, dyes the hair a dull green or hideous violet instead of the golden hue so much desired by some women.

The hair of Grecian women was given a golden tint by washing it in water and beech ashes, and then in a second water in which genista flowers were boiled. Roman women washed their hair with a soap which came from Germany, or they wore wigs made of German hair. Venetians acquired the Titian tint by washing their hair with black sulphur, honey and alum, then sat in the sun with their hair spread over the brim of a large hat without a crown.

Lucrezia Borgia and all the Medici women were fair, or dyed their hair the color they wished for. Anne of Austria, La Valliere, Marie Antoinette, and the Princess Lamballe were all fair, as was the ex-Empress Eugenie, with most of the ladies of her court.

There was a time when ancient Romans dyed their hair blue; and not so very long ago smart Parisian women dyed their hair magenta. The only truly safe bleach is peroxide, which will change even black hair to a beautiful auburn or golden tint.

Henna, combined with iron, is used in the East to dye the beard black. Red wine and iron will also color gray hair. But since Americans have brought white hair into fashion, black dyes are used less than formerly.

How the Lamp Chimney Was Discovered.

The comfortable and convenient lamp chimney of every-day use is to be attributed to a child's restlessness. Argand, a native of Switzerland, a poor man, invented a lamp, the wick of which was fitted into a hollow cylinder, that allowed a current of air to supply oxygen to the interior as well as the exterior of the circular frame. The lamp was a success, but its inventor had never thought of adding a glass chimney, and probably never would have thought of it, had not his little brother been playing in his workroom while Argand was engaged with the burning lamp. The boy had gained possession of an old bottomless flask, and was amusing himself by putting it over various small articles in the room. Suddenly he placed it over the top of the lamp, and the flame instantly responded by shooting with increased brilliance up the narrow neck of the flask. Argand's ready brain at once caught the idea, and his lamp was perfected by the addition of a glass chimney.

Mr. Grocer—

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

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

Then Think of Bour's "Quality" Coffees

which have been the

Standard for Over Twenty Years

Don't experiment

Sell the Coffees of Proven Qualities

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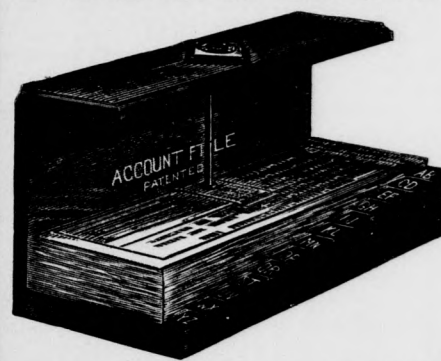
Twelve thousand satisfied grocers

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

Detroit Branch

127 Jefferson Avenue

Simple Account File



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

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids

THE MEDICAL PIRATE.

How He Scares Money Out of His Victims.

I butted into the patent medicine business by answering a classified advertisement about two years ago. At that time I was living in a town in Southern Ohio, and read a notice something like this:

"Wanted—An At correspond-ent by a medical house; one with some medical training preferred. This is an honest concern with a staff of specialists and every effort is made to cure. If you can't write better than "come-on" letters or "hot air," don't apply. Address —, Chicago."

I had had no medical training nor any experience as a business correspondent, but I concocted the finest specimen of "hot air" that ever went into the mails, and tried my luck. Three days later I received a plain envelope which, on being opened, gave forth a gorgeous letter head—a letter head that was simply horrible in its color scheme and staggering in its weight of detail. It was yellow, red, and blue, with the picture of a heavily mustached ex-gambler or saloon bouncer posing as "president" on the right hand corner, and a new born infant, a chick breaking its shell, an Italian sunset, and various proprietary remedies in yellow boxes and bottles portrayed across the top and down the left hand side.

In the insignificant blank space allowed beneath that terrific letter head was a short letter informing me that I was "it." My application had been selected over many, and the salary was \$20 per week.

The following Monday morning found me in Chicago in the private office of the president of a medical company. The president quickly posted me on my duties, and meanwhile, I got a line on him. His was a remarkable personality, well worth noticing. Later experience has convinced me he was typical of the whole race of patent medicine proprietors—better than most.

He was long legged, slab sided, loud, coarse, supremely conceited, and usually jovial. He was wordy, and even witty at times; shrewd, and not without a smattering of knowledge along many lines. In his youth he had been a sort of preacher, then had built up a good sarsaparilla business in Maine, had sold out, had lost his money in other ventures, gone bankrupt, and finally had come to Chicago to start a mail order medicine business. This he succeeded in doing, and at the time I was taken into his employ his business had reached such dimensions that he had been compelled to lease a separate building, a former bicycle factory. Things were on the boom.

There was nothing stuck up about our president; his conceit was of a different sort—pride in his superior cleverness and acumen on all matters under the sun. I remember that in the evening as I was going downstairs after my first day's work in company with a young physician who

had been employed at the same time and at the same salary, the president encountered us on the stairs with the genial words:

"Well, boys, how does the work go?"

We stopped for a few minutes' discussion, and he sprawled himself down on the steps and proceeded to dilate enthusiastically on the various ways and means of pushing the business. He did not consider it good judgment to cut prices whenever people complained they were too poor to pay. The money would be got if you just stuck to your price. He referred to an establishment somewhere down the street where prices were higher than ours, where they wouldn't treat anybody for less than \$20 a month. "And, gentlemen, they are doing a land office business—a land office business. They keep after a patient till they get him."

In his talk he even rose to a sort of aphorism—indeed, he was clever in his turns of expression.

"Understand," said he to the physician, "I don't mean you're to tell anything that isn't true. I believe in the truth. The truth is a gem, don't you know—but it can be manipulated!"

And this I found to be the keynote of the whole proprietary medicine business—the manipulation of the truth till it serves all the purposes of a lie, but keeps you safe from the postoffice ban.

It is a terrible business. It demands a heart of flint and a front of brass. It is the nearest modern approach to piracy that I can conceive. The man who goes into that business has the spirit of the old time buccaneer. It uses the skull and crossbones of terror to extort money from the pockets of all unfortunates who are enticed into its clutches. Its victims chiefly are the poor and ignorant who have been beguiled by the offer of a little free treatment into answering an advertisement. But now and then a man of considerable intelligence "bites."

Almost every proprietary medicine advertisement offers the public a little "trial treatment" free. This is an excellent way to get replies from an advertisement, for the following reasons:

The person who replies gets something for nothing—a sort of bargain that appeals to a woman every time.

It sounds so fair and honest. The advertiser only asks you to try his medicine at his expense. How could he afford such an offer unless confident that his medicine will help you?

To supply this trial treatment does not cost the advertiser nearly so much as the public may imagine, except for transportation. It is seldom that a bottle of medicine which retails at \$1 can not be put out at a total cost of 5 cents. That is, if it is made in large quantities.

The "trial treatment" is not enough to make you certain you are being improved by it or not. If you are anxious to get well, you are reluctant to declare that the medicine has done you no good. On the contrary,

you are apt to imagine some slight improvement. You have the usual human desire to keep on till you are certain. So you order more—and pay for it.

So much for the psychological astuteness that lies behind that offer of free "trial treatment." If I were offering to the public some vials of pure lake water to be taken one drop after meals under the name of "Imperial Blood Purifier," I certainly should offer a free trial treatment, for I know by experience that a paying percentage of those who tried that pure lake water would order more, under the impression that it was helping them.

The concern, however, does not send out these bottles of "trial treatment" with the intention of leaving

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

Alabastine

The Sanitary Wall Coating

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

Alabastine Co
Grand Rapids, Mich
New York City





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.

Grand Rapids Sale Co.

TRADESMAN BUILDING

Dealers in Fire and Burglar Proof Safes

We carry a complete assortment of fire and burglar proof safes in nearly all sizes, and feel confident of our ability to meet the requirements of any business or individual.

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

the patient to discover for himself, alone and unaided, whether or not it is helping his complaint. It means to help him reach his decision. When a clever and unscrupulous man is dealing by mail with hundreds of ignorant and ailing persons he can influence a surprising percentage of them by his letters into adopting his suggestions as their own conclusions.

Our method of following up the trial treatment was to send the stuff and at the same time mail to the patient a form letter announcing that the medicine had been forwarded as he had requested. The letter further extended to the patient our sincere wishes that even this necessarily short and imperfect general treatment might restore him to health. He probably would at least find a marked improvement, which would encourage him to believe that he was on the right track and to continue until cured. A word of warning, however. Sometimes our general blood and nerve medicine failed of the best results because the patient or his local doctor had not diagnosed his symptoms properly. As we wanted him to get the utmost benefit out of this trial treatment, we would be glad to have him fill out the inclosed symptom chart and return it. Our staff of eminent specialists then would diagnose his case accurately and send him a report. There was absolutely no charge for this, nor would he place himself under any obligations to us thereby.

If that first letter did not bring back the symptom chart filled out with the patient's symptoms we kept after him with a series of four strong form letters, urging him by every argument that human ingenuity could think of to send us his symptom chart. It was only after we obtained the chart that we really could call him our own.

Once we persuaded the distant sufferer to send in that symptom chart we had a grip on him which could not be easily shaken off.

Let me explain about our staff of eminent specialists, about which we talked so grandiloquently in our printed literature and form letters. We had one really good old general physician downstairs who had become superannuated from his country practice and had fallen a victim to the blandishments of our president and the steady income of \$25 a week. He attended only to the city cases—that is, to persons who came to the building for treatment. Upstairs, for the mail order cases, we had another registered general physician. He read all the charts and made out the reports on them. As his salary was \$20 per week, you can see how eminent he must have been in his profession. And he must have been a specialist for every ailment under the sun, for he was the only one who diagnosed from the symptom charts.

Nevertheless our printed literature contained the pictures of perhaps half a dozen physicians who were declared to be members of our med-

ical staff. How was this done? One of them, I remember, was said to be in the penitentiary, and all of them simply had allowed, for a small remuneration, the use of their names. They never appeared at the building, nor, to the best of my knowledge, did any of them do any service.

When the real staff of eminent specialists gave me his report on a chart which had been sent in for diagnosis, I sent the patient a copy of it—which, you may be sure, pointed out diseases enough and serious enough to frighten anybody. And I accompanied that report by a letter which urged the patient to neglect his case no longer. He owed it to himself, to his family, to take systematic treatment at once. Delay would be dangerous. We did not wish to alarm him unnecessarily, but if he did not take immediate steps to arrest the swift progress of that disease we would be justified in declining to assume responsibility.

You can imagine the effect which a few letters of this tenor would have on an untrained mind or even on the imagination of one who was not intimidated easily. If he had any money we got it.

Utilization of the Gas Engine.

At the recent meeting of the British Association for the Advancement of Science a paper was presented by Mr. Dougald Clerk, a recognized authority in regard to the gas engine. No subject has developed greater practical importance of recent years than the development of the internal combustion engine. Originally these engines were regarded as being of limited capacity that would restrict them to small commercial uses ashore or for the propulsion of small craft afloat. The success achieved in this smaller sphere has, however, led to gradual development of the possibilities of the gas engine until the engines have grown from a few horsepower to as much as 5,000-horsepower.

The point in the paper of Mr. Dougald Clerk was that it should not be assumed from the progress made in recent years that the gas engine is capable of almost limitless development in point of size and power. It is true that steam engines have steadily grown, and it is not now regarded as impossible to secure almost any horsepower desired. At the same time it would not have been proper to predict before the advent of the compound engine that limitless expansion in the steam engine was possible.

Gas or internal combustion engines have their cylinders encased in water jackets in order to permit the taking up and getting rid of the enormous heat thrown off by the cylinders in the process of exploding internally the gaseous vapor which runs them. Cylinders to give the best results must be comparatively thin. If cylinders were materially enlarged they would have to be constructed of heavier and thicker metal from which the heat could not be thrown off so readily. Because of the difficulty of making bigger cylinders, Mr. Clerk

believes that the boast of Vickers Sons and Maxim that the construction of a battleship propelled by gas engines developing 16,000-horsepower will be feasible in the near future will not be fulfilled. He thinks that the world will not see an engine of that capacity built for shore service for several years, and such engines for service afloat are still farther removed from early realization.

At the same time it must be admitted that the internal combustion engine has made enormous strides, and now competes with steam in many directions. Whether it will ultimately displace steam altogether is a difficult matter to determine. At the present time it does not appear that steam is in serious danger.

Deceiving His Wife.

He said: "I'm the meanest man in the world; I know I am. I went home the other evening and I was feeling pretty good, you know. My wife didn't say a word, but about 2:41 a. m. I woke up and observed a ghostly figure going through my clothes. I snored gently. In a minute or two the figure drew something from a vest pocket, looked at it in the faint moonlight, appeared to ponder for a short time, went to a bureau, secured something; put it in the vest and came back to bed. I was still snoring. The next morning I found a dollar bill and 40 cents in change in my vest. You see, she thought I would suspect something if there wasn't anything at all in my pockets, and when she took the ten-dollar note she put in the \$1.40. I would like to see her expression when some clerk hands her back that \$10 Confederate note to-day."

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All the Improvements
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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, Michigna

THE FORESTRY PROBLEM.

Some Aspects of This Important Subject.

In a recent article the forestry problem was dealt with from the standpoint only of the irrigated farm. The point of view of the dweller in the valleys, along the banks of the rivers, either in the cities or towns or on the farms or plantations, on the Mississippi River, the Lower Missouri, the Lower Ohio and many of the other tributaries of the great "Father of Waters," is equally important.

Take a map of the United States and trace upon it the area from which the water eventually drains into the Mississippi River and in the end must pass between the levees opposite the City of New Orleans before it can pass into the Gulf of Mexico.

On the north it reaches into Canada.

On the northwest the snow-flake or drop of water that falls to the ground on the very crest of "Rising to the Sun" Mountain, on the Crown of the Continent in Northwestern Montana, finally flows past the plantations that line the Mississippi River between New Orleans and the Gulf.

On the northeast even New York and Pennsylvania contribute their quota to the deluge of destruction that finally makes its great crevasse and destroys the agriculture of Louisiana. Colorado contributes her share for the flood waters of the Arkansas, which has its rise in the highest mountain peaks of the Rocky Mountain range in Colorado and finally finds its way to the sea through some of the passes at the mouth of the Mississippi.

This enormous area was once either the primeval forest through which the early settlers of our race threaded their way in the pioneer days of the West; or it was great swamps and vast tracks of land that soaked the water up like a sponge until it was so saturated that it was not fit for agriculture, as was the case over large areas of the Central Western Prairie States before they were drained; or it was covered, over the wide unbroken space of prairie, with a heavy and continuous layer of roots and matted grass, that required Herculean efforts on the part of the farmers to subject it to the control of the plow. Only the scattered herds of buffalo and the wild Indians threaded their paths across these immense areas of grass-covered prairies. When the floods came, as of course they did in those days as well as now, although not as suddenly, the waters spread out over wide expanses of land in the lower valleys now protected by levees which confine the river within a narrow channel.

When Nature gave the country to us, beyond the confines of these overflowed lands in the lower valleys, the whole vast territory embraced in the watershed of the Mississippi River and of its tributaries was one great natural reservoir. The forests, the heavy undergrowth, the wide areas of swamp lands, the vast expanse of matted, grass covered prairies, with every square inch of sod beneath the grass mat, served to catch

and hold the water as it fell, and soak it down into the ground, so that instead of running off in the form of sudden and destructive torrential floods it gradually saturated the earth, and long months afterward, through some spring or avenue of escape far below, it flowed out into the channel of stream or river in the dry season of the year, thus lessening the flood flow and increasing the flow at other seasons as only those great, natural regulators of the rivers provided by Nature could do—the forests, the swamps and the grass-matted and sod-covered prairies.

Now all this is changed, and the change in the wrong direction is still going forward with stupendous strides. Nature's reservoirs and regulators are year after year being more completely destroyed. The barren hillsides, the carefully-drained lakes and swamps of the Central West, the fields that have taken the place of the early grass-matted prairies, shed the water into every river and stream in the vast territory that drains into the Mississippi River, just as though it was flowing from a sidewalk into a gutter. The proportion of water that is gradually absorbed into the earth is enormously lessened, and just in the same proportion the sudden destructiveness of the floods is enormously increased. And as yet we are nowhere near the end of this dangerous evolution that has been going steadily forward for more than fifty years over the watershed of the Mississippi River.

We must not only stop short and change this long trend, we must retrace our path and start an evolution backwards to the natural conditions that we have destroyed. If we do not do that our river speeds us towards destruction. The farms in our river valleys are confronted with the danger from overflow constantly in-

creasing as it has in China, and no matter how vast the sums expended in building levees on the Lower Mississippi may be, the mighty forces of Nature that we are turning loose upon them for their destruction, from every mountainside and through every rivulet that rises anywhere and finally flows into the Mississippi River, will in the end work the destruction of the plantations that now spread their fertile fields upon the bulwark of protecting levees throughout the "Sugar-bowl" of the Continent, as the Lower Mississippi has well been termed. That is the problem, not of the irrigator of the West, but the planter of the Lower Mississippi Valley, the farmer along the banks of the Ohio, and the rancher and the farmer whose fields spread out beside the yellow waters of the Missouri.

It is not only their problem, but it is the problem of the city of Pittsburgh, with its menacing floods, constantly growing more threatening, and of every city and town that line the Ohio from Pittsburgh to Cairo. It is the problem of every city and town on the lower reaches of the Kaw River, in Kansas, and of the Missouri River from Omaha to St. Louis, and it is the problem of every city on the banks of the Mississippi, or on the lowlands that stretch away from them, from the mouths of the Ohio and the Missouri even to the Gulf of Mexico. The imagination of Macaulay pictured to him the possibility that in the future years some traveler from New Zealand might sit upon a broken arch of London Bridge and look upon the ruins of St. Paul's. It is no stretch of the imagination, no mere thoughtless prediction, that unless we take heed in time, the races of the future will travel the uninhabitable and hopeless desert where some of the most fertile irrigated communities of our

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

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Grand Rapids Grain & Milling Co.

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WHOLESALE ONLY

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

HAND SAPOLIO

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,

own West now thrive and prosper, and will pole their boats through the reeds that will grow above the swamps where the cities of the Lower Mississippi Valley now sit and watch in fear and trembling the swirling of the floods at high water.

All that is certain to come to pass, and that in the not distant future, as the life and the history of the nations goes, unless the narrow and short-sighted selfishness and self-centeredness of the average individual American citizen can in some way be jarred out of the inert indifference which seems to have fallen over him like a hypnotic spell. In Africa the sleeping sickness attacks individuals. In America it has attacked the nation.

Is there not some way by which the American people can be waked up and fired with the patriotic enthusiasm which will protect future generations from destruction by great natural forces more dangerous by far than any foreign human enemy?

There is something grewsome and utterly absurd and inexcusable from the standpoint of the national welfare in the attitude of mind of Congress and the people generally which approves much huge expenditures for a navy and an army and forts and fortifications and all the trappings and munitions of war, under a fear that now or hereafter we may be attacked by some foreign nation; and at the same time we sit stupidly still and allow the great forces of the earth to destroy the very sources of our national life and health without ever apparently realizing the certainty of the impending calamity or the equal certainty that it could be safeguarded against if the right precautions were taken in time.

It is idle, unprofitable and unnecessary, when questions arise of preserving the forests or regulating the flow of rivers so as to afford protection from floods, to wrangle over the question whether it should be done by private enterprise or public effort; or whether it should be done by the nation, by the state, by locally organized districts, or by private enterprise.

The problem is so huge, so vast, so stupendous, so far reaching and of such supreme national importance, that it is safe to say that its solution requires all that the nation can do, all that the states can do and all that individuals and private enterprise can do to solve it, to solve it completely and solve it soon enough.

It is stated by experts, and the statement is not questioned, that the existing supply of wood and timber in the United States will not last more than a generation for commercial and industrial purposes if the present proportion or relation between production and consumption goes on without check or change.

What, then, must be done? Are we to get along in this country without wood or timber for industrial or commercial or manufacturing purposes? Perhaps we might be able to do so. They have reached that point in China, but if any merchant or manufacturer in the United States will withdraw his mind from the intensity with which it is concentrated on the

problems that absorb it to-day, and give one hour's time to working out in his own mind the industries that would be destroyed instantly to-day, the multitude of men employed in them, the huge capital invested in them, the gigantic contribution they make to swell the flood tide of our prosperity, if all our available wood and timber supply were to be instantly destroyed to-morrow, just as San Francisco was practically in a day wiped out of existence by earthquake and fire, there is little doubt that the startling realization of such impending danger to our prosperity would awaken our business men to immediate, prompt and vigorous action.

Now it may be that, if this great decrease in the volume of our industrial life is made gradually from year to year through a generation, it will not be so sharply felt; but that is where the mistake is made. It will be seriously and strongly felt within ten years. It will cost the loss of millions upon millions of dollars now invested in industries depending for existence upon a supply of wood and timber and it will cost that loss in a future that is so near to us that those now enjoying the fruits of that capital and of that industry will be the identical individuals who will suffer the loss.

There is no need that there should be any such loss. If it comes to pass it will be due to the stupid indifference of the people to their own welfare and to the apathy of the business interests of the country to the

foundations of their industry and prosperity.

At the close of a thirty year war Germany had been ravaged to the extent that left her a cripple among the peoples of Europe and at that time her forest reserves available under the conditions then existing for industrial use were largely exhausted.

It is an old and true saying that "Needs must when the devil drives."

It is expressed in other words to the effect that "Necessity is the mother of invention." It is true of all races and all times in the history of this earth that great danger and great necessities have created a stimulus that has led nations to rise to supreme heights of effort and accomplishment. The question in the United States to-day is whether the people can be awakened to the necessity of action in time. If so, they will solve the problem. If not, it will go unsolved until we have reached the point where Germany found herself one hundred and fifty years ago or where China finds herself to-day. Then, if not too late, the American people will wake up and make organized exertion to restore their best resources.

But let us hope that our Nation will not follow this road to destruction. Let us hope that the intelligence and thought of the people and the certainty of danger, unless vigorous action is now taken, will furnish the incentive that will lead to the solution of the problem. All that we need to do is to do what Germany has done, but do it on a scale com-

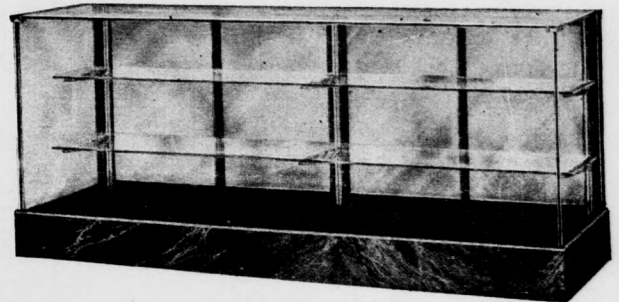
mensurate with the magnitude of our country and her resources. As the population increases in this country the proportion of wood and timber needed for industrial and manufacturing uses will increase from year to year, notwithstanding the fact that we are steadily substituting other things for wood in construction and industrial operations.

Starting to-day with a known fixed annual consumption of wood and timber, we must start and look straight into the future, and see to it not only that existing forests are perpetuated by right use but that new forest plantations are created in every state and territory, and on the mountains from which flow the streams that furnish our water supply for irrigation, for water power and for navigation.

Of course if this policy is to be effective, and prevent eventual national destruction, it must be done on a stupendous scale. This is a stupendous country. And if it is to continue so its people must rise to a conception of the size of their own problems. The building of the Panama Canal is a stupendous undertaking, but it will be built nevertheless. It does not make any difference how many mistakes may be made, or how many changes there may be in the men who direct the work, the canal will eventually be built.

The building of the great irrigation works that are now under construction in the West is a stupendous undertaking. It is so vast an undertaking that when it was first propos-

The Case With a Conscience

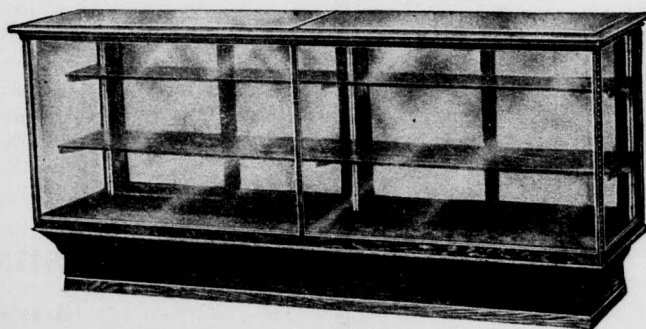


You may need a single special case—candy, umbrellas, notions, ribbons.
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and ask for a detailed plan, and every price carries a **GUARANTEE** of honest, satisfactory work and goods.



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Grand Rapids
Michigan**

ed many rejected it for that reason, and yet so far we have only provided for an expenditure of a little over one-tenth of what the English government has already expended in building irrigation works in India. The construction of the great government dikes that are the bulwarks of Holland against the sea was a stupendous undertaking, but the national life depended on it and it was done. The draining of the Zuyder Zee is a stupendous undertaking, but the population of Holland is increasing and they need the land and the project will be carried to completion.

To return to the question of our national supply of wood and timber, if we are to maintain it at a level adequate for present needs, increasing year by year as population increases, it can only be done by planting millions upon millions of acres of forest plantations in every state and territory in the nation. The sooner this is done the sooner is the danger from industrial depression from this source safeguarded against. There should be not only national forest plantations, but state forest plantations and all national and state plantations should be maintained under a system similar to the German system of forestry, which grows a tree for the timber harvest, just as we grow a stalk of corn for the corn harvest. It takes longer for timber to ripen and mature than it does for corn, and that is the reason why the nation and the state must come in and plant trees and create forest plantations under conditions which would not attract private capital or private enterprise.

But in addition to all the nation and the states can do, nothing should be left undone that is practicable or reasonable to stimulate individual private enterprise in tree planting, in forest preservation, in the right use of existing resources, and in doing all that the citizens of the country can do for themselves and by themselves to help themselves to a solution of this great national problem.

The police power of the state brings it within the legitimate exercise of the law-making power to so regulate the use of existing forests and the necessity for the replanting of them where they are cut down as to make it quite possible to fully perpetuate by statutory enactment the forest resources now under private control and ownership. But that is not enough. A forest census should be taken. The exact needs of the country for wood and timber as fixed by the present rate of consumption per annum of the different classes of forest products should be put down in a report of such a census, side by side not only with the total existing supply, but with the total annual production and increase of that supply under existing conditions. The relation and proportion between production and consumption of our forest resources must be ascertained with exactness so that it may be known by all men and the danger of the destruction or gradual elimination be put before the people so plainly and clearly not only that "he who runs may read," but so that he

who runs can not run without running squarely into the facts, just as he might run squarely into a granite block on which some great truth had been graven for the knowledge of mankind.

And now, in conclusion, what is this article, and all that is contained in it?

It is nothing more than a brief filed in support of the resolutions adopted by the National Association of Manufacturers at their last annual convention in New York City.

It is nothing more than an extended statement of the facts showing clearly the business necessities of the country which gave rise to those resolutions.

It is nothing more than a statement of facts showing that those resolutions contain an outline, not only of what might be a right national policy but what is the only national policy which can or ever will solve the forestry problem in this country.

And the sooner the people at large, and especially the commercial and manufacturing interests of the country, waken up to a realization of that great truth, the sooner will the danger that shadows the nation from this source be safeguarded against for all time.

George H. Maxwell.

One Phase of the Battle.

In this issue the Reporter publishes the letter sent by Montgomery Ward & Co. to persons who write for a catalogue. This letter states that there is a conspiracy among certain retail dealers—the lumbermen—to send for large numbers of catalogues, and destroys them after they are received. To avoid playing into the hands of the enemy, the mail-order house asks, that the person desiring a catalogue send 25 cents to show that he is acting in good faith. This amount will be refunded with double measure if a purchase of \$5 or more in merchandise is made.

There is an element of humor in this situation that has appealed to the Reporter, even though the ethics of the plan adopted by the dealers do not meet with its approval. Nor does the Reporter have much faith in the ultimate efficiency of these tactics. They have caused the mail-order houses considerable embarrassment for the time being and have put them to much expense in revising their mailing lists, besides the actual loss they have experienced in sending out thousands of catalogues that might better have been used for filling in the lake front that Mr. Ward is so anxious to preserve intact. They are another evidence of the "irrepressible conflict" that is being waged between retail merchants and the retail catalogue houses—between the buy-at-home and the buy-by-mail ideas. The Reporter is enlisted heart and soul on the side of the retail merchant, and will do all that it can to assist him in strengthening his battle line and improving his facilities for aggressive action.

There is much evidence that the retailer is gaining ground every day in his fight with the mail-order concerns. There are evidences also that the big catalogue houses are encount-

ering many serious problems in the management of their internal affairs, and are meeting with losses of a most annoying nature in certain departments. However, while the temporary embarrassment and righteous indignation of one of the big mail-order concerns is amusing, yet the catalogue houses will remain as active factors in the retail field for some time to come. Their most serious problem is how to overcome the many advantages which the local merchants enjoy in being closer to the trade. The constant improvement in the merchandising methods of retail dealers is the only body blow which will finally count out the catalogue house.—Dry Goods Reporter.

Cheaper at Wholesale.

An old gentleman stopped over night at a small hotel in Western Pennsylvania, and in the morning asked for a drink of brandy, saying that he was not feeling very well.

The landlord produced the brandy and the old gentleman helped himself. He poured out a glassful and drank it. Smacking his lips, he said: "That is pretty good. I guess I will have some more."

Filling up the glass he again drank the contents, and handed the landlord a quarter. The latter gave him back 17 cents.

"You have made a mistake," remarked the lodger, gazing at his change. "You have given me back too much. I usually pay 10 cents and you have only taken 8."

"Well," drawled the landlord, "it is cheaper at wholesale."

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.

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"Fun for all—All the Year."

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

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

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

The Wabash Limited—A safe, speedy, 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.

FARMERS AND RETAILERS.

Ways In Which They Can Aid Each Other.

No two distinct classes have a closer natural alliance than the farmers and the retail trade of the country. Their interests are so closely interwoven that neither could well continue in business without the other. Farmers, on account of their wonderful ability to subsist, after a fashion, on their own products, might exist without access to retail stores, but it would be an existence present progressive needs would not tolerate. The country merchant, without the patronage of agricultural communities, would have to close his doors for want of profitable customers. Their mutual dependence ought to make these two classes the best of friends; and we are glad to say a realization of this fact is bringing about a much better understanding between them, and their friendship and mutual support are increasing.

The great mistake of the earlier efforts to organize the farmers was the stand taken against the retail merchants. They were about the only business men farmers in those early days came in contact with, and feeling injustice in prices offered them as well as in prices charged them, all coming, as it seemed to them, from the same source, it is no wonder that they did not look beyond their home merchants for the origin of the trouble. And loyalty to the truth compels us to acknowledge that, in many instances, their conclusions were not without foundation. Farmers had so long been entirely passive in a business sense, that human greed occasionally asserted itself in local merchants and a slice of profit was clipped off from the price of farm products, and another slice of profit was added to the price of what farmers had to buy until, in such cases, the difference in selling and buying prices grew into so wide a gap as to be both seen and felt in rural communities.

It is not at all unnatural that farmers, then inexperienced in organization as well as in business, should conclude that they could forever abate these evils and punish their oppressors by establishing stores of their own, and doing business with themselves. As experienced people would certainly have foreseen, these efforts were almost all failures; indeed, we believe we may say they were all failures. Some may have seemed to be successful for a time, but they ultimately failed or changed to ordinary stores.

We need not inquire why these farmer stores failed. The maturer thought of to-day needs not to be told. We may say, however, that the inborn suspicion that farmers seem to have of each other was a constant impediment, and the other no less patent fact that managers were chosen from the list of good fellows, usually the sons of the most influential or most aggressive farmers, without any reference to or inquiry concerning business qualifications, could not result in anything else but failure. And the same would be the result of

such efforts to-day. The business man must have business qualifications or he can not succeed in business. It is no contrary argument to point to brilliant business successes farmers' sons have made, for they invariably went through a course of early training, not in school perhaps, but under the eye of some business management which called out and developed the talent that was in them.

The point we wish to make is that these two important classes, whose interests are so closely related, should help one another. The merchant who could not survive in business without the patronage of farmers, and whose business increases as the farmers' ability to purchase increases, should gladly second and promote every legitimate effort to better the financial condition of his farmer patrons. In this age of organization the merchant knows that unorganized farmers are at a great disadvantage no matter what way they may turn, and he should, therefore, encourage among them organization in fair and equitable lines. The retail merchant should meet the farmer on the common ground of their mutual interest, and be his strongest support and helper. Why should any local merchant, why should any merchant, object to the farmers, through organization, securing steady and profitable prices for the surplus products of their farms? Steady prices make his own transaction in such products safer, and profitable prices enable the farmers to multiply their business. From every single viewpoint such condition must result in benefit to the merchant as well as to the farmer.

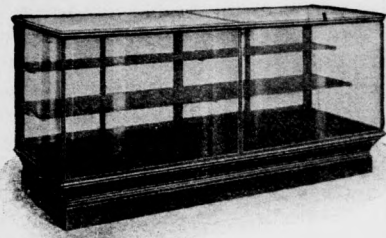
And, reciprocally, the farmers, let us say the organized farmers, should stand by their local merchants. They can deal with them directly on grounds of friendship and mutual interest. They can personally examine their purchases, act upon their own judgment, pay the price and receive the goods. The home merchant is personally responsible. He takes the risk of the goods he orders from abroad, and also the risk of the quality of the goods he guarantees to his customer. The farmer can get from his local merchant immediately what he must have in an emergency, and he can get in quantities to suit. From every standpoint the local merchant who serves his own interest best is the farmers' friend, made so by the best interest of both, and the farm organization which creates an antagonism between these classes does not promote the best interests of agriculture.—Up-to-Date Farming.

The Little Girl Remembered.

A little Topeka girl came home from church the other day and was asked what the minister's text was. "I know it all right," she asserted. "Well, repeat it," her questioner demanded.

"Don't be afraid and I will get you a bedquilt," was the astonishing answer.

Investigation proved the central thought of the sermon had been, "Fear not, and I will send you a comforter."



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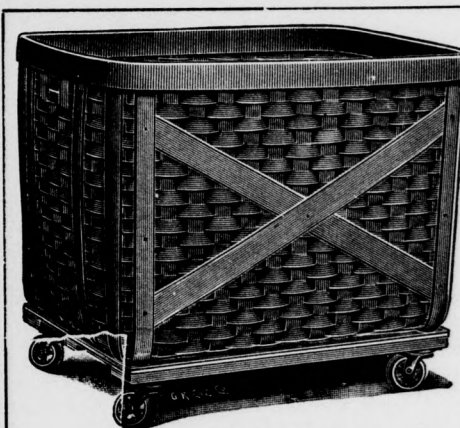
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has proved popular. Its quarterly cash dividends of two per cent. have been paid for about ten years. Investigate the proposition.

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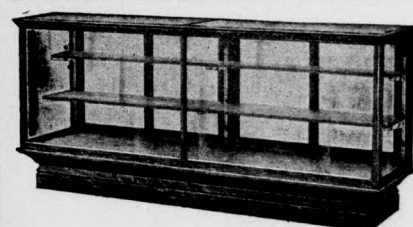
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A Gold Brick

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.

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INDIAN TEA.

Its Characteristics Compared With China Tea.

Indian tea is a very comprehensive term and is made to include the produce of large tracts of country which are vastly different in climate and soil, as well as in latitude. Naturally the tea produced under greatly varying conditions shows considerable variety of quality and value. The tea from Assam, for instance, is very different from the article produced in Darjiling. Similarly, Dooars, Kangra, Neilgiris and Travancore each produce a tea of a somewhat distinct class, although only experts can tell, by tasting, the district from which a tea has come. It is a remarkable fact, also, that in Darjiling, where the finest teas are produced, the quality varies greatly on different estates, owing to the differences in climate and soil.

Darjiling is situated well up the slopes of the Himalayan Mountains, and the climate there has been found to be peculiarly favorable for the production of fine, flavory tea, perhaps the finest in the world. As a set-off to this, however, the crops are relatively small; so that the planters generally have to put all their strength and skill into the production of high-quality teas. In Assam, where the climate is much more forcing, the crop per acre is double that of Darjiling, while the general characteristic of the tea is strength rather than flavor; although in Upper Assam, where the conditions are less forcing, some very fine teas are frequently produced, with flavor almost equal to Darjiling, and with a stronger liquor. A singular fact is, however, that in both districts the produce from even the best estates varies greatly according to the vicissitudes of season, weather and blights.

At one time it was the custom of certain estates to sell the whole produce of the season at once, and certain gardens obtained ready sale for their teas at any time simply on the reputation of the estate mark. The keenness of modern trade has altered this, and has called in the help of the expert tea taster, teas now being sold only upon their merits. Perhaps not more than one man in a hundred is capable of ever becoming a successful taster, with the necessary keenness and constancy of palate. Many men are quite skillful at times in distinguishing the relative value of teas, but their taste is not sufficiently reliable from day to day. The advent of the professional tea taster has also called into being the art of tea blending. To many people the art of blending or mixing teas suggests an idea of trickery of some sort; but so far from this, it is a business which has almost developed into a science, and is eminently useful to consumer and producer.

All who are in the tea trade are aware of the fact that the character of the water used for infusion has a remarkable influence upon the tea, the general impression being that soft water brings out the natural juices of the tea much quicker than hard water. Hence it is that some people

put a piece of soda or other substance into the teapot in order to "draw" the tea, when it so happens that the water is hard. The character of the water in different places varies so much that many tea tasters now carry their own water with them when they go to test tea for purchasing. The great tea merchants have studied the matter so closely that they are able to make from the produce of various districts a blend which eminently suits the requirements of the consumer, and at a comparatively moderate price.

The history of the tea trade in Great Britain is a record of triumph for Indian tea. About twenty-five years ago China supplied to that country something like two hundred and thirty million pounds of tea. Now the quantity of China tea used is down to considerably less than ten million pounds per year; although the quantity of tea consumed per head is greater than ever, and the total reaches something near four hundred million pounds, being supplied mostly by India and Ceylon. This change has been brought about simply by the superior merit of the British article, which has not had assistance from any protective duty, or other favor. Some of the important features of the British article are that it gets no chemical doctoring or coloring of any kind and that its manipulation is done chiefly with the aid of machinery, every process being carried out under clean and healthful conditions.

In India there has been for several years past a scientific department attached to the Indian Tea Association. It was originated by the planters themselves, but now receives considerable aid from the government of India. By the experts of this department a great deal has been done toward placing the manufacture of tea upon a sound scientific basis, and a great point is being made of cleanliness, particularly in the process of rolling the leaf, and in fermentation. It may be mentioned here that the ferment of the tea leaf is not bacterial, like the ferment of malt liquors, but is due entirely to an enzyme within the leaf itself, which is probably vegetable in its action, and is better to be kept strictly separate from all bacterial ferments, which involve a certain amount of decomposition.

The principal chemical constituents of tea are theine, which is the stimulative substance; but it differs from alcohol in that there is no depression following upon the stimulative effects. In London men of business have of late years come to greatly value the afternoon cup of tea, for this stimulative property, so grateful is it at the time of day when the brain begins to feel the strain of fag. Another constituent of the leaf is the essential oil, which, however, varies greatly in different teas. This is what gives flavor to the cheering cup. Another substance is tannin, which has its own usefulness, but is recognized as the least desirable, as it is a powerful astringent. Tannin gives body and color to the liquor. There is much more tannin in green tea than in black, because in process of

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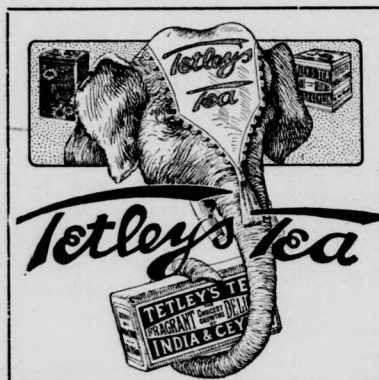
The first INDIA and CEYLON TEAS introduced into the United States. The purity of these goods, the rich flavor, delightful fragrance and strength created an immediate demand, and their use is firmly established in the homes of all lovers of PURE TEAS.

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Gold Label

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Encourage economy by pushing these brands
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Chicago

manufacture of the latter a considerable portion of the tannin becomes fixed as coloring matter, and is no longer active.

During the long contest in England, where the Indian tea has been steadily ousting China, the question of the relative quantity of tannin in each tea has been frequently discussed. This led the Excise Department of Government to institute a special enquiry, some fifteen or sixteen years ago. This was an entirely independent investigation. The chemical examiners reported that they had obtained and examined typical teas from each country, and were able to give the results in the concrete statement that under ordinary conditions one pound of China tea produces an infusion of a certain strength amounting to five gallons of liquor; whereas one pound of Indian tea under the same conditions produces a liquor of equal strength amounting to seven and a half gallons. The amount of tannin in a cupful of each liquor was found to be exactly the same.

Strictly speaking, therefore, there is more tannin in the Indian tea; but that is because there is more extractive matter of all kinds. If a teapot requires three spoonfuls of China tea, the same result can be got by using two spoonfuls of Indian tea, and there will be no more tannin in the teapot in the one case than in the other.

In connection with the question of tannin, it is important to note that it is material which is somewhat difficult to extract from the leaf, and can not be obtained very readily without either boiling or infusing for a considerable time; hence it is now generally recognized that if tea is infused for not more than four or five minutes, there is scarcely any tannin in the liquor.

Altogether, the question of tannin in tea has probably received a good deal more attention than it deserves. There is nothing like practical demonstration, and the people of Australia form a very good example of the effects of tea drinking. They are by far the greatest tea-drinkers in the world, consuming fully eight pounds per head per annum, against six pounds in Great Britain, which comes next. It is notorious that the great bulk of the Australians boil and stew their tea until they get every particle of extractive matter out of it, tannin and all; and yet the Australians are a fine, healthy people. They and the New Zealanders now drink almost exclusively Indian and Ceylon tea.

The Australian method of cooking tea is certainly not to be commended, but it is referred to here in order to show that the evils which some people dread from the abuse of tea are neither so serious nor so certain as might be supposed.

In order to prepare tea with its full richness and aroma, and without any deleterious possibilities, there are one or two simple rules to be observed. A fair quantity of superior tea should be used, say one teaspoonful for each two cups required; and the infusion should be for only four minutes; then poured off into another teapot, away from the leaves. Such tea is perfectly harmless, even to the most

delicate constitution, and may be partaken of at leisure. Another important matter is with reference to the water used. If any one looks into a bright, clean saucepan of water just coming to boiling point, he will observe myriads of globules of air rushing up to the surface of the water. This means that by the action of boiling the oxygen is being driven out of the water; so that after a time the water becomes quite "flat." No tea can be at its best when made with flat water. The water should be quite fresh, newly brought to the boil, and it should be actually boiling before being poured on the tea. During the four minutes of infusing it is also important that the teapot should be kept at almost boiling point; although on no account should the water be allowed actually to boil with the tea. Any good class of tea which is prepared in this fashion will be always refreshing and never harmful.—Tea and Coffee Trade Journal.

Only the Best Is Worth While.

James J. Hill, the great railroad builder, in discussing success in life, recently uttered the following heroic advice:

"I have always lived the life of a man endeavoring to be usefully busy. I mean to drop business cares entirely in the evening and to unite work, rest and recreation in reasonable proportions. I am fond of both hunting and fishing, and spend a short vacation each summer on a salmon river in Labrador.

"The working days and the working hours are those in which there is necessary work to be done, whatever time that may require. Spare hours are well spent upon the study of history, literature and art. Whatever any able mind of great genius has given for the instruction or enjoyment of the world is worth while.

"Ample and accurate information is the first step toward success for every one; and the world of historic fact, economic fact and scientific fact, with the bearing of each upon the probable future of human effort, is now so large that a man will find all his leisure too little for his desire to equip himself with knowledge. In books and pictures, as in practical things, only the best are worth one's time and attention.

"The home is the center and anchor of life for both children and parents. It gives happiness to the one and forms the character of the other. All after life is built upon the home life. From it the first and best and most lasting education is drawn. The boy or girl who is taught there to be obedient and affectionate and considerate of others, to look forward to making the best use of whatever opportunity life may bring, and who receives after leaving home such education as the best schools and universities have to offer has all the preparation for after life that it is possible to give and one that should not often fail. This is a method many centuries old, but I do not know that it has ever been improved upon.

"The best advice to a young man, as it appears to me, is also very old and simple: Get knowledge and understanding. Determine to make the

most possible of yourself by doing to the best of your power such useful work as comes your way.

"There are no new recipes for success in life. A good aim, diligence in learning every detail of your business, honest, hard work and a determination to succeed wins every time unless crossed by some exceptional accident or misfortune."

He Risked It.

W. C. Brown, Vice-President of the New York Central Railroad, said in Syracuse that he believed in governmental supervision of the railroads.

"Such supervision, conducted, as it is bound to be, with fairness, will benefit the whole country," said Mr. Brown. "It is an error to think that the Government is going to oppress and persecute the railroads. Some persons think that, though. They think the Government is going to take chances with the railroads as the farmer did with his son.

"The farmer's son was ploughing, and a great black crowd of crows followed the plough, picking up the worms that wriggled in the rich, chocolate colored furrows.

"The farmer ran into the house, got his gun, fired at the crows and peppered his son's legs with shot. The young man fell down, and when his father ran up to him he groaned:

"'Didn't you see me, father?'

"'Yes,' said the old man, 'I saw ye well enough, but I didn't like to miss the chance at the crows.'"

Some people's troubles are enough to make others laugh.



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Manufactured by Wells & Richardson Co. Burlington, Vt.

Our Specialty Feed, Grain and Mill Stuffs

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You will save money by getting our quotations, and the quality of the goods will surely please you.

Watson & Frost Co.
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To sell a package coffee which you must *create the demand for*, and which brings you nothing but the profit—or to sell *Ariosa* which is *already sold for you*, leaving nothing for you to do but hand it out? If there is any question in your mind it will be settled when you find you can get *absolutely free*, in exchange for the vouchers coming to you with every case of *Ariosa*, almost any article of merchandise you may need for your store or your home. We'll send you a catalogue if you haven't one.

ARBUCKLE BROTHERS
NEW YORK

SELDOM ADULTERATED.**There Is No Substitute for the Flavor of Mace.**

This spice is the second coat of the kernel of the nutmeg, surrounding it while growing; children of the same parent; rocked in the same cradle, yet they do not indicate kinship by either looks or actions.

It is a true "Makar-Anda, the honey or nectar of a flower," but those only who are learned in foods and condiments can count it a valuable addition to their spice treasury, for novices who happen to add it to their seasoning are likely to find themselves in as bad a predicament as that of the inexperienced butcher after using pine sawdust as fuel to smoke his meat.

The Orientals blended mace with the flowers of the orange and rose and almonds, and some of our chefs blend it with celery to produce an individual flavor difficult to imitate.

Those who have the proper training weave its splendid flavor in the right proportion into curries, pilau, sauces, fritters, forcemeat, patties, etc., with such pleasing skill that the owner of a jaded palate upon tasting them admits they are duly and truly prepared.

No other spice can so successfully mask the taste of a burnt clam-chowder and redeem the carelessness of the cook.

Its proper place is with such seasonings as are salted and with herbs. Still there are expert bakers who successfully combine it with sugar in preference to nutmeg, which assimilates better with sugar and is the sweeter spice.

The No. 1 Banda mace is, in my judgment, the very best flavoring mace grown, it is most easily reduced to a powder and yields when ground a beautiful, unrivaled golden-yellow colored product.

The only members of the mace family which approach it are the Penang and Singapore. The three kinds differ in color from a deep reddish-orange in Banda to a decided yellow in Singapore, otherwise the flattened pressed lobes and branches are very much alike and might be mistaken by the uninitiated for pressed seaweed.

Fortunately, the users are not confined for their entire supply of mace to these three species, otherwise their prices would advance to figures prohibiting their general use, as we have had cause to observe whenever there was the slightest suspicion of a scarcity of either, for the entire production of them combined would not supply the present demand, therefore blending is practiced not only as a means of extending the supply but also of regulating the price. This is practiced also with other spices, such as peppers, cinnamon, mustard and ginger, whenever a shortage appears in crops of the various kinds, and besides this there are many blends which experience has proven are always desirable. Saigon cinnamon, for example, commands a price which is too high for many to pay who would not be denied the use of ground cinnamon. China cinnamon would not suit if used straight,

and as this is manifest, it is blended with a certain proportion of Saigon, which measures up to their need and is within their means.

The same is true with mace; those who know how can and do mix the best with the coarse and nearest neutral, and the buyer is pleased with the resultant product. The most satisfactory blend, price being equal, wins the business, and the formula is valuable to that end.

There is little room for debate on blending mace; it has more warrant by far than the mixing of "harmless fillers" with confectionery in the choice of the user, for it is a spice for experts only; the satisfaction given is sufficient proof of the utility of a blend.

Mace is mace; let us at least coax ourselves to believe this lest the consumer come to be regarded as a blessed fool devoid of the five senses, and the manufacturers as persons against whom every possible doubt should be construed.

There is, I know, a small—very small—section of our fellow citizens assuming to enforce our ignorance and having a monopoly of solutions for all our problems, none of which a sane person would select to cook his meals, and a few of them have discovered, probably in the United States Dispensatory, that Bombay mace is destitute of flavor, which is not true. It has quite as much flavor as olive oil and considerably more than chestnuts, and, moreover, mace is not a medicine; the oil only is officinal, and we may be sure that the manufacturers of essential oils of mace are very competent to select their raw materials. Notwithstanding which, I am advised it has recently been determined to prohibit the importation of Bombay mace.

A lesson in political economy is presented by a short study of the market advances since, and the reflection that while one branch of the Government are struggling to control prices, another are drawing salaries from the public treasury for their zeal in the opposite direction.

Batavia mace is one of the old species. It is a good flavored article of the same general character as the best, but its much darker color militates against it; ground straight, it has many friends. Bombay, Papua and Macassar maces are in one class, all being used only in blends. The Papua has a flavor not unlike sassafras, and while it is viewed with more favor than the others by the "food sharks," I would prefer Bombay. They are all easily distinguished from the better maces by the width and length of the branches and the lack of care in their preparation. It is manifest that they have been cloaks for long rather than spherical nutmegs. They are shipped in cases of about 250 pounds actual tare.

There are usually two or three grades of the better maces, the lowest of which consists of broken pieces, more or less dirty and decayed, and which is christened "pickings." West Indian mace is the latest arrival of the species. It is shipped in barrels and various kinds of boxes. The character is somewhat like Penang, but the texture is less

compact and the flavor coarse and bitter.

Mace should be purchased on samples and the quantity specified; it runs into money and sells slowly. It is the most difficult of all spices to adulterate as there is no substitute for the flavor and you can not fool all the users any time; the absence of the savory taste it is expected to communicate is quickly noted and the swindler loses his trade. It is true that yellow cornmeal and other cereals colored with turmeric can be prepared to look as well superficially as the better grades, and even better than the Batavia, but the addition of a little iodine discloses their presence.

The United States food standard for mace is very carefully designed to exclude the poorer species; indeed, it is hard to resist the conclusion that the provisions for the use of "like substances" originated with a broad-gauged member of the Commission, and it will be a long time before the narrower-minded members will appreciate its significance.—Tea and Coffee Trade Journal.

Liked the Telephone Too Well.

"I would like to telephone," said a stranger, entering a store in a suburb not long ago. Permission was given and he entered the booth. Neither he nor the telephone has since been seen by the police, as this particular 'phone was of the pay variety and had a nice little collection of nickels, dimes and quarters inside of it.

When a man earns his money he never has any to burn.

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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 ½, 1 and 5 gallon cans.

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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.

Securing First Position With a Good House.

In these modern times that young man who makes choice of some mercantile or industrial line of work for himself must consider his first opening as dependent upon some organized line of business. He must look upon his first opportunity for work as a school in which he is to master the technicalities of business. If that young man shall be a graduate of some school he will have made the best selection possible to him in choosing his college or university. He will have attended this school with the purpose of being prepared best for his primary, intermediate and high school training in business. Will he be as careful in his selection of his business school as he was in choosing his academic institution?

Too much stress cannot be laid upon the necessity for this choice of a first business opportunity. The young man may say to himself, mistakenly in the deepest sense, that he is in such a crowded, crowding world as to force upon him the acceptance of the first opportunity offered him in business training.

This may be true in thousands of cases. If it were not there would be no such distinctions as success and failure in the world. The fact is overlooked that the vast majority of the failures in the world are inevitably in the beginning of the young man's career. Granting that in personality, mental caliber and school distinctions he is more than the average of the student type which in the next quarter of a century is to dominate the world, he can make that mistake in the beginning of his work which shall court only an inevitable failure.

I know nothing in the conduct of business in all its branches which presents more possibilities for pitfalls than that intangible thing known as business "good will." This good will of a business, intangible as it is, at the same time is one of the most tangible of assets of that particular business. It is intangible enough to escape taxation. It is intangible enough that while it may sell at great advance over the material effects of a house, there is no assurance that the purchaser can hold it. In the hands of the organization which created it this good will is all important and supreme, however, and how it may deceive that young man who considers such a business as his school is one of the simplest of demonstrable things.

That the one concern which possesses this good will in marked degree shall stand pre-eminently above its competitors will be granted. That one concern has the choice of applicants who would train for that particular field of work. Therefore, the ranks of the applicants are crowded.

Elsewhere in the competitive field only the overflow from the concern of first choice makes up the largest proportion of matriculants in the business. Jones, with the good will of his business, has first choice of applicants and may apply the supreme test to all applications. Brown and Smith and Black and White find a difficulty in getting the right type of men. In

consequence they pass men with less scrutiny. On occasion where a better type proves himself, they offer that man more money as an inducement for him to stay where he is. In general, too, wages are higher in these places where the competitive influences of good will are felt.

Just here the young man may find his pitfall. There are several ways to it, and they are devious.

How did Jones acquire the good will which he enjoys? Where did it come from? What is its influence upon the chances of the young man who would acquire his business training? The ranks of his applicants for positions are crowded more than elsewhere. Banking upon the prestige which his house carries, he pays less money to his apprentices. Is it worth while for the young man to fight for a place here while over there openings and money both are easier?

Here is the question to be decided. That good will possessed by Jones may have been based upon the methods and records of his father, who handed over the business to the son when he retired. The basis of the business may have been an old conservatism of gnarled, rugged growth. Long ago that conservatism may have reached the limit of its growth. It is a memory, rather than a live, active organization and purpose. Schooling there may be as impossible as the learning of Latin and Greek for social conversation. Stagnation at the best may mark it. Dry rot already may be making its foundation inroads unseen and unnoticed.

Brown, on the other hand, may have no prejudices aroused against him, even while he has failed to earn the good will that could be his. His methods are square and above suspicion. There are possibilities for him yet if he only would see. Shall that young man who feels himself capable hesitate as between Jones and Brown? Shall Jones levy salary tribute upon him because of a prestige that has only a memory for its foundation?

What sort of men has that house developed in the last ten years? Where are its graduates? What are they doing in the world?

These are the vital questions for the young man who would begin his world's work. Let him discover if a hidebound conservatism is strangling the opportunities of a concern which is resting upon its laurels won years before. Let him weigh himself and, from knowledge gained of such a house, try to fit his personality into it as a prospect. It will be worth all of the time and consideration which the young man may be able to spare the questions and analyses that bear upon this first great problem of his life. His success may depend almost wholly upon a satisfactory decision for himself.

John A. Howland.

Not in His Line.

Dense—Knocker called me a dilapidated old mule. What shall I do? Sense—Well, don't come to me about it. I am no veterinary surgeon.

She Was a Business Woman.

When she had carelessly asked the grocer the price of pineapples, and he had answered twenty cents apiece, she threw up her hands and exclaimed:

"Twenty cents! Will you just think of that!"

"Very scarce, ma'am," said the grocer.

"Ah, but if I had a husband with the business head on him that I've got I'd be selling you pineapples by the thousand instead of asking the price."

"Yes?"

"It's not five years ago that a man came along and offered my husband one hundred acres of pine land in the Adirondacks for ten dollars an acre, and we had the money in the house to pay for it."

"And go to raising pineapples, eh?" queried the grocer without a smile.

"What else, sir? I told my husband to bargain at once, but while I was out asking how many pineapples we could reckon on to a pine tree he let the fellow get away from him and we've never seen him since. I'm saying to you that there's nothing like a business head on a man or woman, and being here I'll take a dozen clothes-pins and count 'em out myself. As I was saying, if my husband only had my business head on his shoulders—"

The grocer counted up the clothespins after she had gone and discovered she had taken three dozen for one.

W. J. NELSON Expert Auctioneer

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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.

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STEEL STAMPING FOR STATIONERY

TRADESMAN BUILDING

GRAND RAPIDS MICHIGAN

DIFFERENCES IN MEN.

Some Can Manage—Others Have To Be Managed.

Are you a master of your actions, or are you being mastered continually by the will of others, by circumstances and your environment? The great majority of men can be divided into these two classes.

To say a man is masterful is to pay him a compliment. A horse or a domestic animal easily can detect the tone, the touch, and the spirit of a masterful mind. Such men get the quickest obedience from animals and humans. The term "master" here does not refer to an employer. Many owners of businesses come into them by inheritance and are not masters of others or themselves, either by instinct or training. Hundreds of employees, on the other hand, some day doubtless will be employing others. You can see it by studying their faces, their actions, the quiet, determined, resolute manner of the one who is sure that one day he will be in business for himself and make a success of it.

Generally the great army of the mastered trust much to such things as luck, chance, fate, and the future. They do not get into the habit of relying on themselves, because they have found out from past experience their judgment has been worthless. Want of self-reliance and confidence chiefly marks the "mastered man."

If a man wants to get out of the class of the mastered, the subjected, the dependent, he wants to stop and stop immediately relying on strokes of good luck. He wants to avoid thinking about things as they might be and turn his whole attention to conquering the world as it is now. The way the world has treated him in the past is a first class indication as to how it will treat him in the future. Only to get better treatment he must aim to alter himself and not the world.

The habit of mind of being masterful or the reverse shows itself in a hundred ways. Notice the way some men take instructions. The man who is used to mastering things will not be content with half a message nor say he understands instructions which are not clear. But the man who is accustomed to being mastered or floored does not have the strength of mind usually to say a thing is not clear to him when his superior seems to think it should be plain. The truth is he is overborne by a superior will. For a short time he may appear to better advantage than the other—until he "falls down" through making some big mistakes. Then the error is charged up to his carelessness instead of his weakness of mind and lack of courage.

The writer once knew of a case where a typical autocrat in business acquired the control of another small concern. He had an authoritative, quick way of speaking—difficult to understand. And he detested people who asked questions.

Acting as manager of the newly acquired business was a masterful man. After the autocrat had been in charge

he came into the office of the previous manager, glanced over the market quotations, and "got busy."

"Sell so and so at such a price. Buy so many shares of Amalgamated Steel. If the market goes down to 50% on Louisville-Illinois, snap up 200 shares." All this was spoken as if he had a set of false teeth in his mouth and they were wabbling about. Dismissing the former manager with a curt "That's all," he grabbed hold of the telephone to call some one up. But the other, in quiet but determined tones, asked for a repetition of that part of the order on which he was not sure.

The autocrat was frantic and on the point of using bad language; but, notwithstanding this, the other got to know what he wanted and then coolly suggested that it was a good thing to get instructions right in the first place. The outcome was that he became a kind of favorite with the autocrat. Perhaps he secretly admired the "nerve" of the man.

Who has not seen some unfortunate clerk, browbeaten by an employer or manager of a department, try to work his fingers off doing some piece of work in an hour which could be done properly in two hours? The usual outcome is that the poor fellow, working as if driven by a demon, with shattered nerves and trembling fingers, makes some slip which necessitates the work being done all over again. Accuracy was rendered impossible. What thanks does he get? Usually he is "cussed up and down" for his carelessness.

Contrast this with the way the masterful, cool, calculating man acts. He takes his instructions, looks at the work before him calmly, dispassionately. Then carefully he makes a calculation and walks right back with the news that it's simply impossible to do the job in less than two hours or half a day. Such a man will work fast. But he knows that fast inaccurate work is worthless.

A stenographer some time ago said, bitterly, to the writer: "The private secretary of the traffic manager of the Block line gets \$150 per month, and sometimes he doesn't write more than six letters per day." The typist forgot that the crack stenographer got paid for what he knew principally, plus his ability to get letters out quickly when necessary.

Often the difference between the \$75 and the \$100 per month stenographer is slight. Perhaps it is a difference of fifteen words per minute in shorthand and ten words a minute on the machine. It certainly would pay many men to devote their leisure time to acquiring the additional speed in adding figures or typewriting which leads to so respectable an increase in salary.

A man to be a successful salesman wants to hold himself and his mission in high esteem. A bold front is necessary to compel respectful attention. If a man walks into a place with a hangdog, shamefaced, excuse-me-for-being-here kind of air he's going to get the frosty hand in no time.

Selling goods largely is a battle of

will, and the stronger will generally prevails. The salesman all along wants to watch that the customer doesn't get the upper hand. If he does he will look like some prospective employee being pumped by an employer. Of course it is necessary to answer questions civilly, but he who stands on the defensive too much usually gets the worst of the transaction.

Are you master or mastered? If you fall into the latter class, by all means strive to get into the former. It will pay you. Don't be like "dumb driven cattle," at the mercy of circumstances, or trust to chance and fickle fortune. Aim to build on the solid, enduring foundations of laborious effort and accurate, trustworthy work.

One good way for a man at all times to feel master of himself is to possess a good savings account. He who continually is worrying as to how he would live if thrown out of work can not perform his tasks in the proper spirit.

George Brett.

The Viewpoint.

"How did Jones make all his money?"

"Judicious speculation."

"And how did Brown lose his fortune?"

"Dabbling in stocks."

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411 MICHIGAN TRUST BUILDING,
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Capital \$800,000



FOUNDED 1853
NO. 1 CANAL ST.

A straight line is the
shortest distance
between 2 points

This bank is the central point. Make a straight line with your business and have it well cared for at the

Old National

Assets, \$7,000,000

THE NATIONAL
CITY BANK
GRAND RAPIDS

Forty-Six Years of Business Success

Capital and Surplus \$720,000.00

Send us Your Surplus or Trust Funds
And Hold Our Interest Bearing Certificates
Until You Need to Use Them

MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT

GOOD MANNERS.

They Do More For a Man Than Money.

Good manners often do more for a man than money or influence. They open many a portal to the aspiring which otherwise would remain closed, and lead the way to recognition and success. The man of polish, of suave and courtly bearing has a much better chance of getting along in the world than the man of a rough, overbearing disposition who endeavors to attain his ends by brute force, regardless of the feelings or rights of others. Oil runs smoother than water every time and penetrates recesses where the other can not enter and, moreover, keeps everything bright and shining and in good working order, while water is sure to rust and corrode and wear out the machinery.

The human wheels must be greased with the lubricant of good manners in order to wear well and avoid friction. They will be easier turned and consequently able to cover more ground than if allowed to become clogged with biliousness and ill humor, with grouching and growling and general disagreeableness. Sunshine sends both light and life around, while darkness casts gloom everywhere and is inimical to the vitality of being.

Be sunny, be cheery, have a pleasant word and a friendly greeting for all with whom you come in contact; be open, just, generous, affable in your business transactions and everyday life and you can not fail of success. You will be surprised to find how much agreeable manners contribute to success, and what a sesame they can give you into all ranks and all places. They admit you into the presence of royalty itself and place you on an equality with kings.

The courteous, well-mannered man can go anywhere. The boor is repulsed from every door. Coarseness, vulgarity, an ugly disposition lock the gates of friendly feeling, put up the bars before the warm heart of welcome, draw down the blinds on the windows of love, and make all within cold and sinister and forbidding, whereas courtesy, cheerfulness, and good breeding hold a passport to homes and hearts, gain an entree into every shrine and sanctuary of human feeling and receive a cordial invitation to return.

Manners make the man, and man can determine the manners. Lord Chesterfield, the paragon of excellence, well knew this when he said to his son: "All your Greek can never advance you, but your manners, if good, may." Pleasing manners may gain you fame, Greek roots alone never can. You may be able to repeat by rote the twenty-four books of the Iliad and recite the Odyssey, but be turned away from the door, while the man is taken in who can scarcely read the family prayer book.

An attractive, everyday bearing is bred in years, not moments. Success gained by main force often is gained by great waste of power. You must carefully cultivate the flower of a pleasing address if you would nurture

it into a thing of strength and beauty to withstand the heat of summer and the cold of winter—great care must be given in order to make it a perennial plant; day by day you must watch and tend it. Yet all people can train it if they will, and nowadays it is almost a necessity to have it in your garden.

Emerson says: "Give a boy dress and accomplishments and you give him the mastery of palaces wherever he goes. He has not the trouble to earn or own them; they solicit him to enter and possess."

Good manners go farther than letters of recommendation—like the gold standard, they are current everywhere. The well-mannered man gets first place. A position is always open to him who has a pleasing way; he can make himself twice as valuable as the gruff man, and attracts while the other repels. Nobody likes to patronize ill-mannered people. They are shunned as much as possible by those who wish to walk on a smooth path and enjoy the amenities of life. Few of us like to walk in the shade of the cypresses when a flower-spangled path is just beside, which, instead of leading to the tomb of failure, stretches onward in the sunlight to the goal of success.

Good breeding counts in all walks of life, but it is especially indispensable to the man in the public arena. Affability wins popular favor at every turn. To quote Chesterfield again: "Oil your mind and your manners to give them the necessary suppleness and flexibility—strength alone will not do so." Aaron Burr lost the presidency by one vote, but he became vice-president, outdistancing men of twice his character and ability owing to his suave and courteous manners, his polished bearing and magnetic personality.

Always keep polished. Rust eats away and destroys. Don't let ice water get into your veins; keep the good, cheerful, warm blood coursing through them. A smiling countenance and kind words will do more for you than a fat pocketbook and the "pull" of your friends. Good manners have brought men to the front, while both money and "pull" have left them behind. Josephine's fascinating manners did more for Napoleon than any dozen of his most loyal adherents. The art of pleasing is synonymous with the art of rising in the world.

Of course, there have been some notable exceptions of men who surrounded themselves with a nimbus of gloom after they emerged from the chrysalis of genius, but these, after all, missed the brightness and the beauty of life. Michaelangelo was a stern, cold, forbidding man and, though people admired his works, they did not admire their creator. He had few friends and fame did not bring him happiness. Columbus was unsocial and taciturn, and to his disposition may be attributed the mutiny of his crews on his voyage of discovery to the new world. Dante was never invited out to dinner in his life, and during his exile from his home and his wanderings throughout his native land was never welcomed

at any fireside. He remained a hermit to his countrymen.

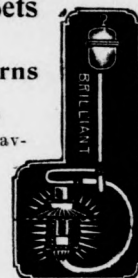
On the contrary, the brilliant men who had warm hearts and polished manners worked their way into the love of the multitude. Charles James Fox, even when he had gambled away his last dollar, was beloved by the people because of his gracious manners. Gladstone was the idol of the English race, despite political hatred, owing to the charm of his personality and winning ways, which also gained for him many a vote and won many an election. The genial, kindly, lovable life of William McKinley endeared his name to the homes of the American people, and his untimely death plunged a nation into tears regardless of political affiliation.

Show courtesy to others, not because they are gentlemen, but because you are one. Shabby clothes and rude manners are no longer regarded as the eccentricities of genius. If a genius who has firmly established himself prefers to go around shabby remember that what will be charitably called eccentricity in him will be regarded as a serious defect in you and will retard your progress. Emulate the genius if you will, but not his bad manners.

Madison C. Peters.

The Sun Never Sets where the Brilliant Lamp Burns

And No Other Light
HALF SO GOOD OR CHEAP
It's economy to use them—saving of 50 to 75 per cent. over any other artificial light, which is demonstrated by the many thousands in use for the last nine years all over the world. Write for M. T. catalog, it tells all about them and our systems.

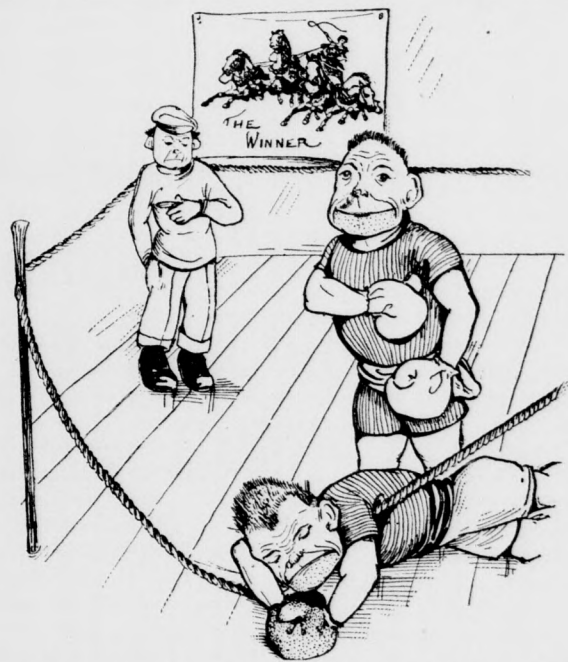


BRILLIANT GAS LAMP CO.
24 State Street Chicago, Ill.



Fine Half-tone Plates of Furniture, Catalogs Complete

Tradesman Company Engravers and Printers Grand Rapids, Mich.



The BEN-HUR Cigar Has Put Many a Competing Brand Asleep

It's been a nickel brand which has proved the liveliest "bunch of fives" which ever entered the commercial ring in the quality class and challenged all comers.

While it has been present while scores of much tooted brands have been "counted out," yet by fair tactics and avoiding being called out on "fouls" it has "clinched" a big trade for dealers the country over. No one ever heard of any patronage being "knocked out" because someone got hold of a BEN-HUR which proved a "fluke."

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

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

DRY GOODS

Weekly Market Review of the Principal Staples.

Domestics—Trading in domestics has been quiet, although the situation is strong. A conspicuous feature of this department of the market is the advance which recently took place in bedspreads and materials of a like character. It was generally believed that a 10 per cent. advance would be declared and factors were much surprised at the 5 per cent. declaration. Some mills are sold well into January of the coming year, while others are not so fortunate. However, generally speaking, the trading on these is in excellent shape and is coming forward very satisfactorily.

Sheetings—The market for sheetings, like other goods in the gray, is not particularly active. Heavy goods are more active than formerly, which activity must be in sympathy with another movement, although the latter is at second hands. Sellers state that a considerable business is coming in from day to day, enough to keep them moving, but not to be characterized as a good volume. It is not expected that improvement will be forthcoming during the immediate future, some sellers preferring that it should not, as it gives them an opportunity to get on their feet.

Bleached Goods—Have not been particularly active. Some April deliveries were sold during the week, but so closely sold is the market that should a strong demand present itself sellers could not take care of it. Bleachers are handicapped by their inability to get cloths from the mills and consequently are considerably behindhand in deliveries.

Dress Goods—The holiday influence cast a fatal spell over the dress goods market during the past week and sellers complained of the lack of business on all sides. Nothing is heard from retailers as yet for their reorders of finer goods for the fall trade, as the stocks have hardly been opened long enough. A considerable buying by the consumer is noticeable and doubtless within a comparatively short time the results will make themselves felt in the market at first hands.

Prints—Standard prints were advanced to seven cents during the week, which advance was due to take place August 1, but which for certain reasons was postponed. It has been known for a long time that this advance would be forthcoming, as it was a matter of absolute necessity. If cloths are to remain at 5½c printers will, of necessity, be obliged to get seven cents for their product if they are to get out with a whole skin. After September 23 no more goods will be sold at the old prices and consequently it is believed that in the meantime prints will be very active indeed. "Prints and printed goods," said a prominent factor, "are without a doubt the most active of all cotton goods fabrics at the present time."

ent time." It is believed, however, that the present advance will be instrumental in shutting off business, and from the attitude of the contemporaneous press it would appear that a movement to create the antagonistic sentiment was on foot. Houses that have not advanced their prices will undoubtedly do so in the near future.

Underwear—Last week the topic which aroused more interest than anything else in relation to the underwear market was that of cancellation, but as very little has been heard along this line since, it is highly probable that the reports were somewhat exaggerated or else that the number of cancellations was comparatively slight in consideration of the volume of orders which have been placed. Probably the latter is the case. Since there must have been some justification for the reports, it is not at all strange that some uneasiness was caused, but in spite of that there seems to be no reason why the recent drop in yarns should have any immediate effect on the manufactured product.

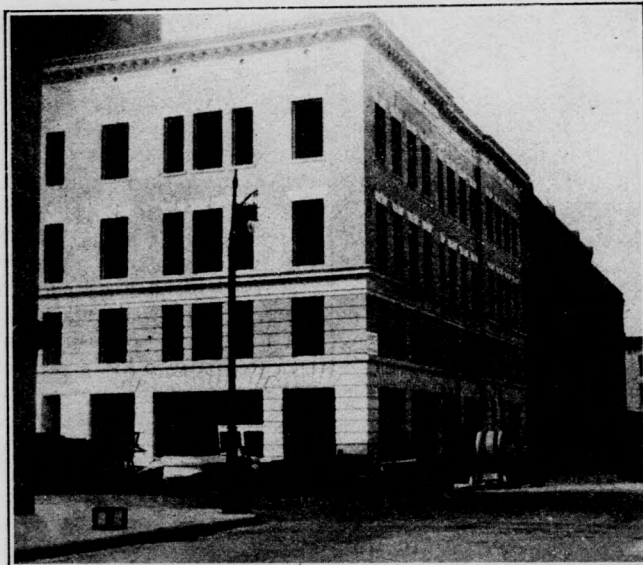
Hosiery—If anything, the demand for hosiery, especially in staple lines at medium prices, seems to be on the increase rather than otherwise. In fact, in all lines of hosiery business continues to be pretty good, and seamless goods are reported to be sold up to a very considerable extent. Laces continue to improve, and the same is true of gauzes. There seems to be no doubt about a general tendency toward this class of goods, considerably over and above what there has been in past years. Among other lines in which there is a scarcity are ribbed tops. On the other hand, it is said that there are plenty of hemmed tops to be had. Fleece goods are now being delivered. The business on this line is apparently in a normal, healthy condition, and the mills making these goods look forward to a busy season with more to come later on.

The Smallest Deer in the World.

The "mouse deer" is the chevrotain, one of the smallest of hoofed animals. It stands less than 12 inches in height at the shoulder. The prevailing color of the fur is brown, finely speckled with yellow. The spots are large and sometimes run into each other and form stripes. The under parts of the body are white. It possesses the peculiar habit of walking on the tips of its hoofs. This lends a stiffness to the legs, which has gained for the chevrotain the reputation of having no knee joints. It has no horns nor antlers. But, as in the case of the musk deer, the male is provided with large canine teeth or tusks in the upper jaw. It is of exceedingly timid disposition, and lies hidden in the jungle throughout the day and only ventures to feed in the early morning and after dusk in the evening. In captivity this tiny native of India is gentle, quite tame, but always shy.

All the world's a stage, and each of the actors thereon seems to think it is up to him to act as his own press agent.

This Building



When completed will be the largest exclusively **WHOLESALE DRY GOODS** and **MEN'S FURNISHINGS** establishment in Western Michigan. We cordially invite all our old customers and prospective new ones to call and inspect our new building and stock. ❀ ❀ ❀ ❀ ❀ ❀

P. STEKETEE & SONS : : Grand Rapids, Mich.

Edson,
Moore & Co.

Wholesale Dry Goods

DETROIT

Best Method of Opening a Hat Department.

A great many haberdashers are spreading out and taking in other lines of men's wearing apparel. That this is a good move no one can deny. The tendency of the day is toward amalgamation, specialization and departmentization, which shows the trend of the business future. Rents remain the same whether several lines are handled or one. In the same manner there are a large number of fixed expenses that must be met under any circumstances.

The haberdasher who installs a hat department can do so by the addition of only one man to his staff. The writer knows several instances where hats have been added without any additional expense whatever. One of the haberdashery salesmen, in each instance, was given charge of the hat department and readily learned the business, so that after one season's experience he could be trusted to do the buying and take general charge of the stock.

The haberdasher intending installing a hat department must first of all consider space. While the hat stock does not require a great deal of space, it must be so arranged that the goods can be handled easily. A clothier and haberdasher tried to handle hats by using the space under his tables for stock. This he found was very objectionable to his customers and very unhandy for the salesmen. He lately installed hat cases, giving up twenty feet of space to them, and has doubled his hat business.

Twenty feet wall space is little enough for hat cases, and even then a storeroom or some storing place for surplus stock will be found necessary. Hats come a quarter and a half dozen in a box, and being light can be piled, one on top of the other, almost to the ceiling and still be handled easily. Surplus stock and little-called-for styles can be placed in out-of-the-way places where room is at a premium, while the styles that are more often called for can be kept in cases or in the handier places to handle.

The capital necessary to install a hat department is comparatively small. From three to four hundred dollars will make a large showing in hats, while another hundred put into caps will make a very good opening stock.

The regular sizes in hats run 6¾, 6¾, 7, 7½, 7¾, with 6¾ and 7¾ as outside sizes. Youths' sizes usually run from 6¾ to 7, while larger shapes for old or large men may run from 7 to 7½ or 7¾.

The haberdasher who wishes to install a hat department can do no better than put himself into the hands of some reputable hat house. By stating the amount of money to be invested and the class of customers likely to be attracted they will know better than the novice what stock and what proportions will be required.

In hats, as in many other lines, there are hundreds of styles so nearly alike that it is foolish to have too many different lines. When the dealer finds he is getting satisfaction

from an up-to-the-minute wholesale firm it is to his advantage to confine his lines to that house if possible.

Agency hats are a good thing, if the agent is not required to purchase more stock than he can handle or styles that are not suitable to the locality. An agency hat will give the haberdasher a good start, as it is likely to be more or less known among the men of that locality, but a hat put out under the retailer's brand is his and he can substitute any maker he wishes whenever he finds he is not receiving satisfaction from those from whom he has been purchasing.

Stiff hats will be worn more this fall than ever—so that the stock of stiff hats should be as complete as it can be made. Qualities suitable to the trade of the shop should be purchased. It must, however, be remembered that many men who purchase quarter ties and half-dollar shirts will wear a \$3 stiff hat.

In soft hats a larger variety of qualities should be carried. A few of each quality from, say, 50 cents to \$3, in black, will prove absolutely necessary. The larger stocks should be on the \$1.50, \$2 and \$3 lines.

Telescopes in brown, pearl and black seem to be good sellers in almost every locality. In other shapes black is staple, while there are a few browns asked for. In stiff hats blacks are demanded in a proportion of about ten black to one brown. The merchant making preparations to purchase his opening stock of hats should pay particular attention to the styles being favored among his customers, and by following these pretty closely he will not be very far off.

The writer would caution the haberdasher against overbuying. It will prove very profitable not to have some styles called for, as they can not be sold in paying quantities. By buying the first stock in small quantities and noting the ready-sellers and keeping track of the numerous calls for styles not on hand, a very good indication of what to buy next season.

The hat department should be treated as a separate department as far as the advertising is concerned. We would advise a three or four inch advertisement in the daily papers where these can be used. A five or six inch advertisement should be used where weeklies only are published.

A neat circular should be prepared and sent to every man in the locality, stating that a new hat department had been installed, and asking him to call and see the very latest styles in hats. A leaflet or folder telling something about the haberdashery lines can very profitably be inclosed.

It might prove a good plan to have an opening some evening and extend a special invitation to men to call and inspect the new styles that are being shown. If it is thought best, it can be distinctly stated that no goods will be offered for sale. Sometimes this plan is better, but we incline toward the selling of goods when the purchaser is on the ground. Many things are apt to change the "prospect's" mind if he can not make his purchase when in

a favorable mood. Sales are the life of a shop; no shop can exist long without sales. Therefore, make sales whenever you can.

A box of cigars can be used to advantage, offering each visitor a smoke upon leaving the shop, but not on his entrance, as you desire to keep the shop as free from tobacco smoke as possible. There are any number of novelties that can be used as souvenirs. Some of those most appropriate are hat brushes, name plates, or initials, for placing in the bands of hats so as to insure them from being picked up by mistake in crowded gatherings or hotels. Any little articles usually carried by men make good novelties, not only for the haberdasher and hatter, but by any firm catering to men.

Window displays should not be forgotten, nor should any opportunity be allowed to pass without "talking-up" the new department. Every parcel from the shop should contain a leaflet or folder calling attention to the hat department. For the first season the fact that every hat is the very newest and latest should be made very plain to the public, as that is one of the best selling arguments you can use.

The profits to be looked for in the hat department are usually good. The 50 cent hat will cost from \$3.50 to \$4.50 per dozen; the 75 cent hat about \$6; the \$1 hat from \$6.50 to \$9; the \$1.50 hat up to \$12 or even \$13; the \$2 hat about \$13.50 to \$15, no more usually; the 2.50 hat about \$18, and the \$3 hat about \$24. Some merchants figure on a clear 100 per

cent. on all their better grades. This profit is good, and where there is an established hat trade the losses are likely to be fewer, and that means that the dealer gets all of his profits.

If an agency hat is handled the profits are likely to prove smaller, but the help in selling, by advertising and other means, given the retailer by the wholesaler, must be reckoned as worth considerable.

A last word. When a style is going out, sell. Sacrifice all stock on hand as fast as possible. A \$3 grade hat out of style is not worth 25 cents. This applies to all hats. A hat must either be a staple block or shape, or it must be in style. An out-of-date block is almost worthless. Big profits can be made in the hat department, but constant attention must be given it or it will prove that big losses can as easily be made. —A. E. Edgar in Haberdasher.

The Difference.

"What" queried the young man, "is the difference between white lies and black lies?"

"White lies," answered the home-grown philosopher, "are the kind we tell; black lies are the kind we hear."

Of course it isn't to a man's credit if his credit isn't good.

HATS At Wholesale

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

Stamped Doilies Tray Cloths Pillow Slips Pillow Tops

for embroidering are big sellers at this season of the year. We carry a very good assortment; also have the Belding's and Richardson's lines of wash embroidery silks to use with the above articles. Ask our salesmen.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Mich.

GOOD TALKING.

How To Acquire Proper Use of Language.

Written for the Tradesman.

A good talker must know his tools. He must be so familiar with the use of all the implements of speech that the best expression of his thought will require little or no conscious effort. It is not enough that he would be able, if given plenty of time, to pass a good written examination on the meaning and pronunciation of words and the rules of grammar—his knowledge of language must be literally and actually at his tongue's end. The skillful musician is not obliged to search the keyboard for the desired note. The clever talker never has to pause to find the right word, the happy phrase, or the illustration suited to his purpose.

In regard to vocabulary, build up a large and full command of words. This can not be done all at once, but a constant increase in the number of words at one's command should be a regular part of normal intellectual growth. Of course, it would be a waste of time to attempt to learn every word in the language. A fraction of the whole number is all anyone can use, but a knowledge of all ordinary words is necessary to make one's conversation rich and varied. The person of limited vocabulary is hampered, not only in expressing himself, but in understanding others.

Desirable as is the possession of a large vocabulary, it is of even greater importance to have a clear, definite, precise knowledge of every word of which one makes use. If at all shaky upon either the form or the meaning of a word, do not venture to use it without first consulting a dictionary. Mark Twain tells of a lady whose weak point was spelling. She could spell only so many words—it seems as if it was one hundred sixty-five—anyway it was an absurdly small number. When she wanted to write on some subject that would require words outside of the list she could spell—well, she didn't write upon that subject. If to talk upon any subject you will have to use words of whose meaning you are not absolutely sure, don't talk upon that subject.

Don't be a Mrs. Malaprop. She is an amusing character in fiction, but there are many like her to be found in real life; but the readers of this article hardly care to cheer the spirits of their listeners by making innocent blunders in the use of words. No error in grammar, and no slip in pronunciation is so dead a give-away as the misuse of a word, revealing, as it does, the lack, not only of education, but of judgment and sense as well.

Avoid provincialism in speech—the use of words or phrases that will mark you as coming from any particular state or locality. Don't say "we'uns" and "you'uns," nor "reck-on" for suppose, nor "paw" and "maw" for father and mother.

There is a story told about the words "pack" and "tote." A lady had filled a box with earth for plants. A gentleman from another state who was present offered to "pack" it for her, meaning that he would carry

it to the veranda. She had not been accustomed to his use of the word. After thanking him, she replied, to his astonishment: "I have packed it myself until I can't tote it."

That there is a certain picturesqueness and even beauty in dialect and localisms is not to be denied. A bright woman, speaking of this feature, remarked: "I confess to a natural fondness for all quaint and provincial forms of speech. I like a Scotchman or an Irishman to have a rich, racy brogue. The Englishman who makes the worst work with his 'hatches' delights me most. I would have every native of Indiana continue to say 'dis-cip-line.' When I was a child I knew an old gentleman who pronounced programme—it was spelled p-r-o-g-r-a-m-m-e in those days—as if it were spelled 'pro-gram-my.' He was just a dear! But," she shrewdly observed, "I shouldn't want to make any such mistakes myself."

A little foreign accent—a slight tinge, as it were, of Scotch or German or French or other alien tongue—gives a certain distinction, desirable, perhaps, when the speech is unmistakably patrician, and not bourgeois; but it would be most unwise for an American to affect anything of this sort. Those who are lucky enough to have been born under the Stars and Stripes had best talk plain English or, as some one has expressed the modified form of the language that is used in this country, plain "United States."

Learn correct pronunciation. Only so much of your vocabulary as you can pronounce properly is really available for conversational purposes. An accent misplaced, or a vowel given a wrong sound, is an inexcusable mistake and one very offensive to the cultivated ear. When in doubt go to the dictionary. If you introduce foreign words and phrases into your conversation be careful to speak them faultlessly. It is best not to put on any airs in speech until one is thoroughly grounded in the correct use of all common words. Drop "ain't" and "hain't" before attempting "ither" and "nither."

Now as to grammar. The absolutely correct grammatical use of the English language in oral discourse is practically unknown. Preparation can be made beforehand on definitions and pronunciation, but the construction of sentences must be done on the spot, while the conversation is actually going on. For this reason even the best educated occasionally make slight errors.

English grammar is a profound and complicated study, one of the finest in the whole curriculum for discipline in mental exactness and discrimination. The man in after years often has cause to regret his boyhood's neglect of his grammar lessons.

To readers of the Tradesman whose early education in this branch has been neglected it is idle to recommend a thorough course in grammar. One might as well set forth to them that there are niceties of diction that can be acquired only by learning Greek; or that a knowledge of the beauty and majesty of the

Latin language is indispensable to the person who would talk really well in a modern tongue.

Busy people, in the press and struggle of mercantile life, have not the time for exhaustive courses of study. For such I will suggest certain measures for self-improvement that can be undertaken at odd moments:

If your grammar is faulty ask some friend—some teacher, perhaps—who is well versed in the subject to tell you your worst errors, a few at a time. Practice faithfully in substituting the correct forms of speech for the incorrect ones you have been using.

Cultivate what I will call, for lack of a better term, an ear for grammar. It is a well known fact that there are some persons having very little knowledge of etymology and syntax, who yet talk well and seldom make an error that is noticeable. They talk by ear. Their grammatical construction is never so accurate as that based upon a thorough technical knowledge, but it often seems to answer fairly well for ordinary conversation.

Much may be learned by observing closely the language used by the best educated people you know. This is a valuable exercise, only take care to avoid any imitation of mannerisms and peculiarities of speech. Do not be an understudy.

The memorizing of poems and short prose selections can not be too strongly recommended. These should be classics, the best things literature can supply.

The person who is diffident in conversation and at a loss to know what to say is often advised to read the new and popular novels. A few of these have real literary merit. All of the better ones have some value in giving an up-to-date feeling and in putting one in touch with others. For these reasons the popular books are not to be disdained. But for stimulating the mind to real thought and training it in those forms of expression which are at the same time most forceful and most pleasing let me commend the study of the few really great books that have stood the test of time. These will endure when the novel, now selling by the hundred thousand, is as dead as a spent rocket. Become familiar with the masterpieces. At whatever sacrifice of current literature gain a thorough knowledge of the Bible and Shakespeare. Quillo.

Used Hands Instead of Bell.

"My rubber," said Nat Goodwin, describing a Turkish bath that he once had in Mexico, "was a very strong man. He laid me on a slab and kneaded me and punched me and banged me in a most emphatic way. When it was over and I had gotten up, he came up behind me, before my sheet was adjusted, and gave me three resounding slaps on the back with the palm of his enormous hand."

"What the blazes are you doing?" I gasped, staggering.

"No offense, sir," said the man, "it was only to let the office know that I was ready for the next bather. You see, sir, the bell's out of order in this room."

How the Mercantile Agencies Can Destroy a Man.

By George, while they're passing laws reforming other things, I think they ought to pass a law to do something to the big mercantile agencies.

When you consider that they actually hold the welfare of a retail merchant in the hollow of their hand it seems to me they have too blank free a foot.

You take a well-regulated jobbing establishment where things are run on business principles and not on sentiment. Some strange retail dealer, either direct or through a salesman of the house, applies for credit. He can no more get it, unless at least one of the mercantile agencies says so, than he can fly.

No jobbing house will take the salesman's word as to whether the retailer is worth credit or not. It is to the salesman's interest to make the sale and he's mighty easily convinced that the dealer is all right.

I don't mean that the salesman would lie, understand, but he looks on the bright side. Hope springs eternal in his little breast.

No. The first thing that the credit man of the jobbing house does is to look in the rating book of a mercantile agency for the retailer's rating. If his name isn't there, or if it is there with a poor rating like "less than \$500, credit poor," there is nothing doing. Sometimes if the salesman pushes hard the house will get a special report on the dealer, but it has to be pretty bright to get any credit.

If the mercantile agency says, "No, don't sell him except for cash," it's a cash deal or none. The little retailer must squeeze and twist and maybe borrow to get the cash to pay for his goods.

Not that that doesn't pay him in the end, but sometimes it's like changing your shirt in a bird cage—inconvenient.

That's a tremendous power to give to any concern, and it ought to be curbed a bit.

It's only curbed now in one way. I asked a lawyer the other day this question:

"Suppose a mercantile agency sends out a wrong report about a merchant—one that throws doubt on his financial standing, when, as a matter of fact, he's all right, can he get back at 'em in any way?"

"Only if he can prove actual negligence," he replied, and of course that practically means that he can't get back at all, for proving negligence in a case like that is about as easy as proving by yourself what day you were born.

They ought to be soaked when they misrepresent any man's condition, whether they are negligent about it or not.

Why, let me tell you what they did to a friend of mine:

He bought out a Philadelphia grocery store about six months ago. I understand no rating book has been printed since he went into business, and of course his name wouldn't appear there, but his credit had nothing to do with the new man's.

This store is run on credit, and naturally the proprietor had to take

credit as well as to give it. When he went to certain jobbing houses to get it he got the frosty face. They didn't know him. If he'd wait a few days they'd let him know, etc., etc., etc. The few days were of course devoted to looking him up.

The mercantile agencies got requests for information about him and they sent their reporters to his store to get it.

Now, some of these mercantile agency reporters are all right, but some are rank shysters. They go into a man's store, and if the dealer doesn't immediately take 'em into his confidence and tell 'em the story of his life and how much money he has in his clothes, they take a mean advantage and turn in a bad report about him.

This is no fake—I've known 'em to do it!

It's a splendid chance to get square, you know.

Well, to get back, a reporter for one of the agencies, who unfortunately looks like a sneak, although I'm not accusing him of actually being one, understand, went out to this grocery store on this errand. He sidled in, and it seems told who he was, but in such an indistinct way that the grocer didn't understand. Then he began to ask for his private information about the grocer's money affairs. Well, what would a man think under such circumstances? Precisely what my friend thought, and practically what he said: "Who the — are you, and what business is it of yours?"

The reporter answered in an ugly way, and they had a rather bad mix-up, which wasn't entirely straightened out. After it was partly straightened out the dealer did give up some information, but there was still bad feeling, and the reporter left in an ugly mood. My friend doesn't know what report he turned in, but he does know he hasn't got his line of credit yet.

And he probably won't get it.

No, sir; it's not right that the power of the mercantile agency should be so unlimited. I'm not saying that they treat everybody unfairly. Probably there isn't one out of a thousand treated unfairly. But the point is that so long as the agencies are responsible to nobody they always have the chance to do somebody a mean turn, provided they have a reporter who has a grudge to pay off.—Stroller in Grocery World.

Simplicity's Saving Grace.

"I like simplicity," said Senator Beveridge. "Simplicity saves us a lot of trouble, too."

"Two men met in front of the Blank Hotel the other day and fell into a political argument. They were ordinary, everyday sort of men, but one of them had an extraordinary flow of polysyllabic language. He talked half an hour, and his companion listened in a daze.

"And now," the speaker pompously concluded, "perhaps you will coincide with me?"

"The other's face brightened up.

"Why, yes; thanks, old man," he answered heartily, moving toward the barroom door, "I don't care if I 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. | | | | |
| Drs. of | oz. of | Size | Shot | Per |
| Powder | | | | 100 |
| 120 | 4 | 1 1/2 | 10 | 2 90 |
| 129 | 4 | 1 1/2 | 9 | 2 90 |
| 128 | 4 | 1 1/2 | 8 | 2 90 |
| 126 | 4 | 1 1/2 | 6 | 2 90 |
| 135 | 4 1/4 | 1 1/2 | 5 | 2 95 |
| 154 | 4 1/2 | 1 1/2 | 4 | 3 00 |
| 200 | 3 | 1 | 10 | 2 50 |
| 208 | 3 | 1 | 8 | 2 50 |
| 236 | 3 1/2 | 1 1/4 | 6 | 2 65 |
| 265 | 3 1/2 | 1 1/4 | 5 | 2 70 |
| 264 | 3 1/2 | 1 1/4 | 4 | 2 70 |
| Discount, one-third and five per cent. | | | | |
| Paper Shells—Not Loaded. | | | | |
| No. 10, pasteboard boxes 100, per 100. | 72 | | | |
| No. 12, pasteboard boxes 100, per 100. | 64 | | | |
| Gunpowder. | | | | |
| Kegs, 25 lbs., per keg | 4 75 | | | |
| 1/2 Kegs, 12 1/2 lbs., per 1/2 keg | 2 75 | | | |
| 1/4 Kegs, 6 1/4 lbs., per 1/4 keg | 1 50 | | | |
| Shot | | | | |
| In sacks containing 25 lbs. | | | | |
| Drop, all sizes smaller than B. | | | | |
| | 2 10 | | | |
| AUGERS AND BITS | | | | |
| Snell's | 60 | | | |
| Jennings' genuine | 25 | | | |
| Jennings' imitation | 50 | | | |
| AXES | | | | |
| First Quality, S. B. Bronze | 6 00 | | | |
| First Quality, D. B. Bronze | 9 00 | | | |
| First Quality, S. B. Steel | 7 00 | | | |
| First Quality, D. B. Steel | 10 50 | | | |
| BARROWS | | | | |
| Railroad | 16 00 | | | |
| Garden | 32 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. | 6 1/4 c. | 5 1/2 c. | 5 3-10 c. |
| BB. | 8 1/2 c. | 7 1/2 c. | 7 c. | 6 1/2 c. |
| BBB. | 9 c. | 8 c. | 7 1/2 c. | 7 c. |
| CROWBARS | | | | |
| Cast Steel, per lb. | 5 | | | |
| CHISELS | | | | |
| Socket Firmer | 65 | | | |
| Socket Framing | 65 | | | |
| Socket Corner | 65 | | | |
| Socket Slicks | 65 | | | |
| ELBOWS | | | | |
| Com. 4 piece, 6 in., per doz. | net 65 | | | |
| Corrugated, per doz. | 1 00 | | | |
| Adjustable | dis. 40 & 10 | | | |
| EXPANSIVE BITS | | | | |
| Clark's small, \$18; large, \$26 | 45 | | | |
| 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 | dis. 12 | 13 | 14 | 15 |
| List | 12 | 13 | 14 | 15 |
| 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 | | | |

IRON

| Bar Iron | 2 25 rate |
|---|--------------|
| Light Band | 3 00 rate |
| KNOBS—NEW LIST | |
| Door, mineral, Jap. trimmings | 75 |
| Door, Porcelain, Jap. trimmings | 85 |
| LEVELS | |
| Stanley Rule and Level Co.'s | dis. 50 |
| METALS—ZINC | |
| 600 pound casks | 9 1/2 |
| Per pound | 10 |
| MISCELLANEOUS | |
| Bird Cages | 40 |
| Pumps, Cistern | 75 |
| Screws, New list | 87 1/2 |
| Casters, Bed and Plate | 50 & 10 & 10 |
| Dampers, American | 50 |
| MOLASSES GATES | |
| Stebbins' Pattern | 60 & 10 |
| Enterprise, self-measuring | 30 |
| PANS | |
| Fry, Acme | 50 |
| Common, polished | 70 & 10 |
| PATENT PLANISHED IRON | |
| "A" Wood's pat. plan'd. No. 24-27 | 10 80 |
| "B" Wood's pat. plan'd. No. 25-27 | 9 80 |
| Broken packages 1/2 c per lb. extra. | |
| PLANES | |
| Ohio Tool Co.'s fancy | 40 |
| Sciota Bench | 50 |
| Sandusky Tool Co.'s fancy | 40 |
| Bench, first quality | 45 |
| NAILS | |
| Advance over base, on both Steel & Wire | |
| Steel nails, base | 3 00 |
| Wire nails, base | 2 35 |
| 20 to 60 advance | Base |
| 10 to 16 advance | 5 |
| 8 advance | 20 |
| 6 advance | 30 |
| 4 advance | 45 |
| 3 advance | 70 |
| 2 advance | 50 |
| Fine 3 advance | 15 |
| Casing 10 advance | 25 |
| Casing 8 advance | 25 |
| Casing 6 advance | 25 |
| Finish 10 advance | 25 |
| Finish 8 advance | 35 |
| Finish 6 advance | 45 |
| Barrell 1/2 advance | 85 |
| RIVETS | |
| Iron and tinned | 50 |
| Copper Rivets and Burs | 30 |
| ROOFING PLATES | |
| 14x20 IC, Charcoal, Dean | 7 50 |
| 14x20 IX, Charcoal, Dean | 9 00 |
| 20x28 IC, Charcoal, Dean | 15 00 |
| 14x20 IC, Charcoal, Allaway Grade | 7 50 |
| 14x20 IX, Charcoal, Allaway Grade | 9 00 |
| 20x28 IC, Charcoal, Allaway Grade | 15 00 |
| 20x28 IX, Charcoal, Allaway Grade | 18 00 |
| ROPES | |
| Sisal, 1/2 inch and larger | 9 1/2 |
| SAND PAPER | |
| List acct. 19, '86 | dis. 50 |
| SASH WEIGHTS | |
| Solid Eyes, per ton | 30 00 |
| SHEET IRON | |
| Nos. 10 to 14 | 3 60 |
| Nos. 15 to 17 | 3 70 |
| Nos. 18 to 21 | 3 90 |
| Nos. 22 to 24 | 3 00 |
| Nos. 25 to 26 | 4 00 |
| No. 27 | 4 10 |
| All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra. | |
| SHOVELS AND SPADES | |
| First Grade, Doz. | 6 50 |
| Second Grade, Doz. | 5 75 |
| SOLDER | |
| 1/4 @ 1/2 | 30 |
| The prices of the many other qualities of solder in the market indicated by private brands vary according to composition. | |
| SQUARES | |
| Steel and Iron | 60-10-5 |
| TIN—MELYN GRADE | |
| 10x14 IC, Charcoal | 10 50 |
| 14x20 IC, Charcoal | 10 50 |
| 10x14 IX, Charcoal | 12 00 |
| Each additional X on this grade. | 1 25 |
| TIN—ALLAWAY GRADE | |
| 10x14 IC, Charcoal | 9 00 |
| 14x20 IC, Charcoal | 9 00 |
| 10x14 IX, Charcoal | 10 50 |
| 14x20 IX, Charcoal | 10 50 |
| Each additional X on this grade. | 1 50 |
| BOILER SIZE TIN PLATE | |
| 14x56 IX, for Nos. 8 & 9 boilers, per lb. | 13 |
| TRAPS | |
| Steel, Game | 75 |
| Oneida Community, Newhouse's | 40 & 10 |
| Oneida Com'y, Hawley & Norton's | 65 |
| Mouse, choker, per doz. holes | 12 1/2 |
| Mouse, delusion, per doz. | 1 25 |
| WIRE | |
| Bright Market | 60 |
| Annealed Market | 60 |
| Coppered Market | 50 & 10 |
| Tinned Market | 50 & 10 |
| Coppered Spring Steel | 40 |
| Barbed Fence, Galvanized | 2 85 |
| Barbed Fence, Painted | 2 55 |
| WIRE GOODS | |
| Bright | 80-10 |
| Screw Eyes | 80-10 |
| Hooks | 80-10 |
| Gate Hooks and Eyes | 80-10 |
| WRENCHES | |
| Baxter's Adjustable, Nicked | 80 |
| Coe's Genuine | 40 |
| Coe's Patent Agricultural, Wrought | 70-10 |

Crockery and Glassware

STONEWARE

No charge for packing.

Butters

| | |
|-------------------------|-------|
| 1/2 gal. per doz. | 52 |
| 1 to 6 gal. per doz. | 6 1/2 |
| 8 gal. each | 60 |
| 10 gal. each | 75 |
| 12 gal. each | 90 |
| 15 gal. meat tubs, each | 1 28 |
| 20 gal. meat tubs, each | 1 70 |
| 30 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. | 84 |

Milkpans

| | |
|---|-------|
| 1/2 gal. flat or round bottom, per doz. | 52 |
| 1 gal. flat or round bottom each. | 6 1/2 |

Fine Glazed Milkpans

| | |
|---|----|
| 1/2 gal. flat or round bottom, per doz. | 60 |
| 1 gal. flat or round bottom, each. | 7 |

Stewpans

| | |
|------------------------------------|------|
| 1/2 gal. fireproof, ball, per doz. | 85 |
| 1 gal. fireproof, ball per doz. | 1 16 |

Jugs

| | |
|-----------------------|-------|
| 1/2 gal. per doz. | 68 |
| 1/4 gal. per doz. | 51 |
| 1 to 5 gal., per gal. | 8 1/2 |

SEALING WAX

| | | |
|--------------------------------|----------|----|
| Pontius, each stick in carton. | Per doz. | 40 |
|--------------------------------|----------|----|

LAMP BURNERS

| | |
|-----------|-------|
| No. 0 Sun | 3 1/2 |
| No. 1 Sun | 40 |
| No. 2 Sun | 50 |
| No. 3 Sun | 37 |
| Tubular | 50 |
| Nutmeg | 50 |

MASON FRUIT JARS

With Porcelain Lined Caps

| | |
|------------|-----------|
| | Per gross |
| Pints | 4 45 |
| Quarts | 5 80 |
| 1/2 gallon | 6 70 |
| Caps. | 2 25 |

Fruit Jars packed 1 dozen in box.

LAMP CHIMNEYS—Seconds.

| | |
|--|-------------------|
| | Per box of 6 doz. |
|--|-------------------|

Anchor Carton Chimneys

| | |
|---------------------------------|------|
| Each chimney in corrugated tube | |
| No. 0, Crimp top. | 1 70 |
| No. 1, Crimp top | 1 85 |
| No. 2, Crimp top | 2 85 |

Fine Flint Glass in Cartons

| | |
|------------------|------|
| No. 0, Crimp top | 3 00 |
| No. 1, Crimp top | 3 25 |
| No. 2, Crimp top | 4 10 |

Lead Flint Glass in Cartons

| | |
|------------------|------|
| No. 0, Crimp top | 3 20 |
| 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 60 |
| No. 2 Fine Flint, 12 in. (\$1.35 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 30 |
| No. 2, Fine Flint, (85c doz.) | 4 40 |
| No. 2, Lead Flint, (95c doz.) | 5 60 |

LaBastie

| | |
|-------------------------------------|------|
| No. 1, Sun Plain Top, (\$1 doz.) | 5 70 |
| No. 2, Sun Plain Top, (\$1.25 doz.) | 6 94 |

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. Tiltng cans | 7 00 |
| 1 gal. galv. iron Nacofs | 9 00 |

LANTERNS

| | |
|---------------------------|-------|
| No. 0 Tubular, side lift | 4 50 |
| No. 2 B Tubular | 6 75 |
| No. 15 Tubular, dash | 6 75 |
| No. 2 Cold Blast Lantern | 7 75 |
| No. 12 Tubular, side lamp | 12 00 |
| No. 3 Street lamp, each | 3 50 |

LANTERN GLOBES

| | |
|---|----|
| No. 0 Tub., cases 1 doz. each. | 55 |
| No. 0 Tub., cases 2 doz. each | 55 |
| No. 0 Tub., bbls. 5 doz. each, per bbl. | 25 |
| No. 0 Tub., Bull's eye, cases 1 dx. e | 35 |

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.

| | |
|--|----|
| No. 0 3/8 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 1/2 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 Trademark, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

COUPON PASS BOOKS

Can be made to represent any denomination from \$10 down.

| | |
|------------|-------|
| 50 books | 1 50 |
| 100 books | 2 50 |
| 500 books | 11 50 |
| 1000 books | 20 00 |

CREDIT CHECKS

| | |
|----------------------------|------|
| 500, any one denomination | 2 00 |
| 1000, any one denomination | 3 00 |
| 2000, any one denomination | 5 00 |



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 21—The coffee market is for the time being in the doldrums and yesterday in the speculative market only 3,500 bags were sold, one of the lightest days of the whole year. Possibly the Jewish holidays this week had something to do with the condition of affairs, but, neither the buyer nor the seller seemed to have any interest. At the close Rio No. 7 is quoted at 6½c. In store and afloat there are 4,001,028 bags, against 3,433,686 bags at the same time last year. Milds are moving in an ordinary manner, and quotations show little, if any, change. Good Cucutias, 9c; East Indias are unchanged in any particular.

Sugar seems to sympathize with coffee in the matter of dullness, although there has been perhaps a little more doing in the way of withdrawals on previous orders. New business is practically nil. Granulated, 4.70@4.80c, as to refinery.

Low grade teas are in continued good demand and the whole situation is very firm. Stocks are light and matters seem to be getting to a point where retailers will make very small purchases owing to the high level of quotations.

Molasses shows some improvement every week and the situation favors the seller. Quotations, however, are just about as last reported—good to prime centrifugal, 22@35c. Syrups are quiet. Supplies are quite ample, but buyers are loath to take any ahead of current requirements.

A good many small orders for spices have been received and in all the amount sold has been quite satisfactory. Quotations are firm and without change.

Rice is firm. Demand is very good and with stocks light the tendency is toward a higher rate. Good to prime domestic, 5@5½c.

Tomatoes, which have been the center of interest for weeks, have reached the top and tumbled over backwards. It is amusing to read the many different excuses sent out by Baltimore brokers during the season as to why high prices may be looked for. The fun begins from the very time of planting, and covers the whole season until—as at present—the yield is simply tremendous, when the trouble is the crop is so large help can not be found in sufficient quantity to take care of it, so it must go to waste and prices will advance! Well, buyers are not particularly interested in spot tomatoes just now and are simply letting the article take care of itself as other things do. Sales have been fairly numerous at 85c for standard 3s f. o. b., but sellers seem to think they are justified in holding back somewhat. More interest is shown in corn just now and really higher prices seem inevitable. New York State is quotable at 75@80c; Maryland, Maine style, is worth 67½c, although some

has sold at 65c. String beans are firm, with 65c the going rate for 2s and 90c for 3s. Peas are at a figure where buying is checked, but holders are unwilling to make any concession. Gallon apples are active at \$3.60. Other goods are moving freely and prices are well sustained. Spot red Alaska salmon, \$1.27½@1.30—figures which buyers seem to think rather above their mark.

Top grades of butter are not in oversupply and special creamery is worth 28½c; extras, 28c; firsts, 26½@27½c; factory firsts, 22½@23c; process, 22½@25c; packing stock, 20@22c.

Cheese is steady for full cream and top grades are worth 14c for small size colored or white, with large about 1½c less.

Eggs from almost all sections are coming in in goodly quantities, but a large part are a little off in quality. Western extra firsts, 23@24c; firsts, 22@22½c; early refrigerator goods, 18@21½c.

For Whom He Prayed.

A very nice and gentle minister accepted a call to a new church in a town where many of the members bred horses and sometimes raced them. A few weeks later he was asked to invite the prayers of the congregation for Lucy Gray.

Willingly and gladly he did so for three Sundays. On the fourth one of the deacons told the minister he need not do it any more.

"Why?" asked the good man, with an anxious look, "is she dead?"

"Oh, no," said the deacon. "She's won the steeplechase."



Dairy Feeds

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

Cotton Seed Meal
O. P. Linseed Meal
Gluten Feed
Dried Brewers' Grains
Malt Sprouts **Molasses Feed**
Dried Beef Pulp

(See quotations on page 44 of this paper)

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

Don't forget
We Are Quick Shippers

Established 1883

WYKES & CO.
FEED MILLERS

Wealthy Ave. and Ionia St.
GRAND RAPIDS, MICH

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.

MILLET

If in the market ask for samples and prices.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.
OTTAWA AND LOUIS STREETS



The Scarcity of Butter This Season.

The market reporters in their travels among the butter stores of this city the past few weeks have brought to the surface the fact that farmers' butter in the shape of dairy or packing stock is scarcer than at this season for a great many years. It emphasizes the changing conditions of the butter industry of the country—a situation that many operators have been somewhat slow to recognize.

I well remember the time when this market was liberally supplied with butter from the dairies of New York State, Pennsylvania and some sections of New England, later on from those of Ohio and Michigan, then from points farther West. But this business is now nearly all gone. The building of creameries and condenseries, and the ever-increasing demand for market milk from the cities has made it more profitable to divert the milk and cream into those channels rather than to continue to make butter on the farms. The East was the first to give his up, and out of all the receipts that come to the New York market during the year only a few thousand packages are dairy goods from those sections. In the West, especially the more remote districts or localities where the dairy business is comparatively new, a good deal of farmers' butter is still made, but most of this is handled as packing stock. The farmer makes his rolls or crocks or tubs of butter, as the case may be, takes them to the town store and trades them for merchandise. The merchant sells part of this over his retail counter, throws the rest into boxes or barrels and ships it to buyers or packers at some central point. A quantity of these goods finds its way into the hands of ladlers, and a large amount is worked up into process or renovated.

The purposes to which this packing stock is put have changed greatly during the past ten years. Going back even beyond that date I recall the fact that this farmers' butter sold as low as 8 to 10 cents per pound, later on at 12 cents, and then gradually worked upward to the high prices current at present—the highest that have ever been known at this season of year. Some packers still find it profitable to ladle the butter and it comes on the market handsomely packed in tubs. Up to a year or two ago we looked for a foreign demand for these goods, and thousands of tubs were exported, but this year the prices ruling on this side of the water have shut out all chances of shipping to Great Britain or the continent of Europe. Some packing stock is taken by bakers' trade, and a quantity is used by the tropical packers, but by far the largest outlet is to the process factories which work it over and make a fairly good table grade of butter.

The demand from the manufacturers of process butter is the chief cause

of the extreme prices to which packing stock has been forced. Last week a sale of 900 barrels was reported by the Hanford people at 21½ cents at the factory at Sioux City, Iowa, the butter going to the Forest City Creamery Company, of Rockford, Ill., to be made up into process. This was considered the biggest deal of the season, but it was followed a few days later by a transaction in Chicago embracing 500 barrels at 21¾ cents. During the summer the bulk of the product was put in the freezers to work up later, but a good deal has been withdrawn since, and the holdings throughout the country are comparatively light to begin the winter's trade.—N. Y. Produce Review.

An Electrical Meat Brander.

A young Sydney mechanic named Neville startled the Federal Customs Department the other day by walking into the Central office and announcing that he had walked all the way from Sydney to Melbourne to submit to the authorities an electrical frozen meat brander which he had invented. Such an heroic method of getting his invention before the authorities naturally appealed to them, and steps were at once taken to test it. The young inventor claimed that it would enable one man to brand 10,000 frozen carcasses in a day, provided the carcasses were hung in a swiftly moving overhead tramway, such as is in existence at many refrigerating works. The electrical brander is used by dabbing the carcasses as they pass, the brand being slightly burned on by electricity. Experiments made by the officials show that the invention will require some modification, but the machine is being further tested.—Australian World.

Never Laid Old Eggs.

There is a German dairyman and farmer, whose place is not far from Kalamazoo, who greatly plumes himself upon the absolute superiority of his products over all others in the vicinity.

On one occasion he personally applied to a Kalamazoo housekeeper for a transfer of her custom to himself. "I hears dot you haf a lot of drouble with dot dairyman of yours," he said. "Yust you gif me your gustom und dere vill be no trouble!"

"Are your eggs always fresh?" asked the woman.

"Fresh!" repeated the German, in an indignant tone. "Let me dell you, madam, dot my hens nefer, nefer lay anything but fresh eggs!"

Meat Versus Fish.

Now that the price of meat is high a great increase is reported in the demand for fish of all kinds, and notably the demand for flounders, fluke, hake, skates and even shark and other fish not usually thought of as food, but all edible. While fish is not considered so nutritious generally as meat, it is at least filling, and the supply of the fish named above is always large enough to keep the price low. But let the price of meat decline, and the fish market very soon reports a falling off in the sale of fish.

Bad To Hesitate.

A lawyer was talking about Elihu Root's legal talent.

"He shone in a courtroom," said the lawyer. "From the beginning of his career he shone."

"He had a happy gift of humor, too. One day he was cross-examining a young woman."

"How old are you?" he asked.

"The young woman hesitated."

"Don't hesitate," said Mr. Root. "The longer you hesitate the older you'll grow."

They Weren't Roosters.

A certain childless woman moved to the suburbs and devoted herself to the raising of poultry. A witty friend went out to spend the day, and was shown a fine lot of young chickens.

"There," said the mistress of the place (a la Cornelia), "these are my jewels."

"And I suppose some day you'll have them set," responded the visitor quickly.

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, Cab-
bage. 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.

19½c For Eggs

is what we are paying today (Sept. 25), 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.

Highest Price Paid for Eggs

We buy them **case count**, f. o. b. your station.
Today we are paying 19c.

We also want your Butter, Cheese and Poultry.

Money right back

Bradford-Burns Co.

7 N. Ionia Street
Grand Rapids, Michigan

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.



How the Salesman Can Eliminate Natural Drawbacks.

We hear these days a great deal of talk to the effect that a salesman should develop the "positive" side of his character. This remark is so true that it is trite. It is like saying that the blacksmith should develop power to swing a hammer, or that a swimmer should develop the ability to move himself forward. No man in any walk of life can produce an effect upon other men—can make other men believe as he believes, and act as he would have them act, unless he impresses the men he meets as being a strong man—a positive man.

The important question is: How can the salesman reach this desirable end?

He can not make others believe what he himself believes, unless he himself is an earnest believer. Dwight L. Moody swayed enormous audiences by the simple power of his own wonderful earnestness. No one could listen to Moody without saying: "This man believes absolutely every word he is speaking. If he feels what he says so tremendously, there must be something in it."

If every salesman realized how largely the attitude of the "prospect" depended upon the salesman's own mental attitude he would be as careful to get into the right frame of mind when he started out to approach the prospect as he would be to carry a sample case.

It is a simple matter for him to do this. All that is necessary is for him to take "account of stock" just before he starts out—to enumerate to himself all the strong, convincing points in his proposition—to consider the good high qualities of the goods he is selling—run over in his mind the splendid characteristics of his house—think of the great number of customers who have bought his product and of the supremely satisfying reasons why other customers should buy his goods.

In other words, before a salesman starts to sell other men he should sell himself. He should make this sale to himself at the beginning of every day's work. He should deliberately go to work to banish from his mind all doubts, depressing thoughts or regrets for past poor work. He should forget, temporarily at least, any slight grievances or misunderstandings he may have had with his managers or his house. He should concentrate his mind wholly upon the strong points of his proposition, upon the realization that the thing he is selling is indispensable—that if he were a "prospect" he would not be without it.

Yet how many salesmen pursue exactly the opposite course!

Many a salesman walks down the street to approach a prospect with his mind full of depressing thoughts—a preparation for the interview that

will surely cancel his power when he enters the prospect's presence.

If you must think over your past failures at all, think them over at night, when the day's work is done. If you must ponder upon family troubles do it in the evening when you have no more customers to approach. Brood over your grievances against the house after you have been to dinner, if you must brood over them at all. Doubt the supremacy of your goods when the day's work is done, if you must doubt it at all. Say that the price you are asking is too high when you are getting into bed at night if you must say it—but don't say it when you are getting out of it in the morning. Do all these things, if you must do them, when the day's work is over. But on your life don't do them during the hours when you are trying to sell goods.

It is undoubtedly true that men can hypnotize other men. Hypnotism is an established scientific fact. It is even more true that a man can hypnotize himself. He can raise or lower at will the barometer of his own belief, his own confidence, his own enthusiasm. It is entirely within his power to decide whether he shall be afraid of the prospect—whether he shall back and fill and flounder and wobble in the presence of the prospect—whether he shall be ready to take to the woods at the least sign of opposition, or whether he shall stand in the presence of the prospect with quiet consciousness of strength and power.

The salesman's power depends largely upon his mental attitude, and his mental attitude is absolutely dependent upon his thoughts. If he resolutely shuts out from his mind all depressing thoughts—if he sweeps out all doubts and weak-kneed, half-hearted ideas as a careful housewife sweeps rubbish out of a chamber—if he opens his mental doors wide to let in the sunshine-belief in the value and salableness of his goods, the prestige and reputation of his company, the justice of his price, the superiority of his proposition over the propositions of competitors—if he fills his mind and heart with strong, manly thoughts and convictions—then he is bound to make sales.

Enthusiasm—belief—earnestness have hypnotic power over the minds of men. Peter the Hermit swept half the population of Europe eastward across a continent to Palestine during the "Crusades" by the contagion of his enthusiasm. Men stand up on their hind legs and yell in political meetings when the orator becomes so earnest that he pounds the table. Customers give orders that they never meant to give when subjected to the white heat of a loyal, earnest, tactfully-presented salesman's belief in his goods, his house and his prices.

How can the salesman induce this earnest feeling in himself?

The basis of all feeling is knowledge. It is our thoughts that depress or exalt us. The idea in our minds determines the feeling in our hearts.

Let the salesman continually keep before his mind the good points of his proposition. Let him persistently drive out all conflicting thoughts as if they were the contagion of the plague.

One of the best salesmen the writer ever knew got up what he called his catechism. He used to put himself through it every morning before starting out. Oftentimes he repeated it aloud if he had the opportunity. The questions he would repeat in a quiet tone, but the answers he would pronounce with all the earnestness of which he was capable.

His catechism ran somewhat as follows:

Am I working for a good house? Yes.

Has my house the reputation and prestige of being one of the best in its line? Yes.

Have we made hundreds of thousands of sales like the sales I am going to make to-day? Yes.

Have we an enormous body of satisfied users? Yes.

Am I selling the best goods of the kind made anywhere in the world? Yes.

Are my representatives sincere? Yes.

Is the price I am asking a fair one? Yes.

Do the men I am going to call on need the article I am selling? Yes.

Do they realize that now? No.

Will they all want to buy when they first see me? No.

Is that the very reason I am going to call on them—be-cause at present they don't want my goods, and haven't yet bought them? Yes.

Am I justified in asking a prospect's time, and attention to present my proposition? By all the powers, yes.

Am I going to get into the office of every man that I call on, if there is any earthly way to do it? Yes.

Am I going to sell every man I call on to-day? You bet I am.

The writer can not remember this salesman's catechism literally, but the above questions will give some idea of it. The point is that this star salesman realized he couldn't make big sales unless he had the right mental attitude, and his morning catechism was the means by which he got himself into that attitude.

He could not have adopted a wiser

custom. The man in the factory is working with machinery, the man in the office is working with stationery and books; but the material with which and upon which the salesman is working is human nature. Human nature ordinarily is stiff and brittle and unyielding material, but it can be made as yielding as wax or plaster, if treated with an application of strong human earnestness, belief and enthusiasm.

Sell yourself first, Mr. Salesman. If you haven't sold yourself—don't keep yourself perpetually sold—you never can sell any one else. Keep your mind full of the right thoughts about your goods, your prices, your house. That's the only way to make other people think those thoughts.—Salesmanship.

Depends on the Dogs.

Asa Goddard, of the American Automobile Association, was recounting in Worcester some of his touring adventures.

"One summer morning," he said, "the approach of a great flock of sheep obliged me to pull off the narrow country road. I halted my car and watched with interest the passage of the sheep, the intelligent dogs and the shepherd.

"I had a short talk with the shepherd about his odd and difficult trade.

"Look here," I said, "what do you do, driving sheep like this on a narrow road, when you meet another flock coming in the opposite direction?"

"Well," said the shepherd, "ye just drive straight on, both of ye, and the one that has the best dogs gets the most sheep."

Good Sunday Reading

We recommend that you read our Sunday dinner menu card next Sunday. It makes excellent Sunday reading.

Dinner 5:30

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

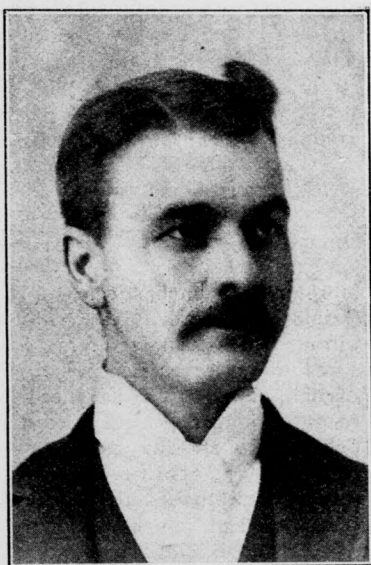
Subscriptions must be taken on the regular order blanks of the company, accompanied by a remittance of not less than \$2 in each case. For full particulars regarding this contest and a full supply of order blanks address this office. This contest is open to all traveling salesmen, without regard to line, location or territory.

GONE BEYOND.

Death of John A. Boosinger, of East Jordan.

East Jordan, Sept. 24—Death, the grim harvester, recently entered our midst and took that fragile thing called life from the form of one who was dear to every heart of our little community—John Andrew Boosinger. And never a man put up a better fight against disease than he. Taken ill some three years ago, he visited Ann Arbor, Detroit, Grand Rapids and other places and engaged the best of medical skill. Some five months ago he was compelled to take to his bed and since then it has been a gradual decline in spite of all that loving hands and expert care could do. The immediate cause of his death was tuberculosis of the bowels.

On Tuesday morning the many



friends paid their last tribute of love and respect at the funeral services and the many floral tributes gave evidence that the love for the deceased did not terminate with his passing away. The pall bearers were George Glenn, Frank Porter, E. C. Plank, W. A. Stroebel, C. A. Hudson and E. N. Clink. Following the funeral services the remains were taken to the depot and in charge of N and F. E. Boosinger taken to Mt. Pleasant—the former home of his wife—and interred in the cemetery there.

John Andrew Boosinger was born in Lansing Oct. 31, 1868, his parents being Mr. and Mrs. N. Boosinger. He was educated in the public schools of his native city, and some seventeen years ago went into business there in the men's clothing and furnishing goods line, but after a few months he decided to come to this place and join his brother, F. E. Boosinger, forming the well-known and successful firm of Boosinger Bros., continuing here until ill health compelled his retirement for a time, but again re-entering the firm last winter.

Deceased was married twice, the first wife being Miss Lizzie Mahaney, who died at Lockwood Hospital, at Petoskey. About three years ago he was united in marriage to Miss Mary McRae, of Mt. Pleasant,

who survives him, together with one child.

Mr. Boosinger was one of the most popular of East Jordan's business men and had a large circle of warm friends. He has held the position of President and Clerk of the village and at the time of his death was a member of the School Board and a Director in the State Bank of this place. His early death will be sincerely mourned by all.

A Letter To a Salesman from the House.

The following letter might have been written by a jobbing house to one of its traveling salesman:

Mr. Darnekovitch,

Deer Salesman—On the first of the month we wrote you for your oxbense account, und gestern hat es herein gekommen. Wir kann nicht make hed or tale darous. You haf used \$90.14 und your sales sind \$16. Mighty klein. You call das ein pischness? Ein salesman ist ein person vot sells gutes und macht for ballaboos some mazuma. You macht us balt manhulla, und my bartner ist balt muchuga in dem kopf davon.

Wen you kommen by uns, dies mapocha hat zu mir gesagen dasz you vas a actor, a gimblend und a voluntear fireman. Because wir machen nicht ein teater mit unser gutes, you will go to do more pischness weniger oxbenses, oderwise wir kann nicht use you.

Believe us to be schtill in dem pischness mittout you, we will always be

Yours entirely,
Sabinsky & Sarousky.

Grand Rapids Jobbers To Circle Around.

The Wholesale Dealers' Committee of the Grand Rapids Board of Trade has prepared the following itinerary for its second annual trade excursion:

Oct. 15—Zeeland, Holland, Fennville, Grand Junction, Bloomingdale, Gobleville, Bangor, Hartford, Covert, South Haven, Lawrence, Paw Paw, Watervliet, Coloma, Benton Harbor, St. Joseph.

Oct. 16—Berrien Center, Niles, Dowagiac, Decatur, Lawton, Kalamazoo, Schoolcraft, Three Rivers, Constantine, White Pigeon and Elkhart, Ind.

Oct. 17—Kendallville, Ind., Wolcottville, Ind., Lima, Ind., Sturgis, Mendon, Vicksburg, Scotts, Climax, Battle Creek.

Oct. 18—Augusta, Galesburg, Plainwell, Otsego, Allegan, Hopkins, Dorr, Byron Center, Grand Rapids.

The night stops will be made in St. Joseph, Elkhart and Battle Creek.

John Adams Sherick (Rindge, Kalmbach, Logie & Co.) delivered his address on the New Man at the Y. M. C. A. last Sunday afternoon. It was very cordially received and at the close of the talk Mr. Sherick was congratulated by several of his auditors on the originality of his ideas and the striking manner in which he had presented them.

L. J. Kennedy, for the past four years city billing clerk for the Hazeltine & Perkins Drug Co., has gone on the road for the Burrough Bros. Co., of Baltimore. His territory is the entire State of Michigan.

Opposed To the Parcels Post.

At the meeting of the Grand Rapids Board of Trade, held last evening, Chas. M. Alden, President of the Michigan Hardware Dealers' Association, presented appropriate resolutions on the subject of the proposed parcels post, prefaced by the following remarks:

There is a movement progressing in our country which threatens, by converting our mail service into freight carriers, to undermine the retail trade and completely annihilate the commercial life of all the small villages.

I refer to the parcels post. This viper, by its deceptive and blinding influence, is finding its way into the bosom of thousands of people who endorse it without the least effort to prob its core, and legislators, watching the trend of public sentiment, ever anxious to promote the interest of their constituents, are unconsciously allowing their sentiments to be so moulded that at the decisive moment their attitude will be favorable to this commercial slaughter.

If this proposed parcels post legislation is passed and becomes a law, a box of freight weighing 25 pounds can be carried to California or Alaska for the same amount of postage as to Grandville, which, from a business point, is absurd and financially disastrous.

The parcels post bill should be defeated for the following reasons:

1. Because it is advocated by the catalogue houses in order to reduce the expense of delivery, which, very often, discourages a sale. They send out their catalogues past the door of the merchant to the home of his customers and the parcels post will enable them to offer flattering inducements to buy their wares on the mail order plan, which robs the local merchant of his legitimate trade and cripples his business.

2. Because, as you are aware, the deficiency of the Postal Department, which amounts to several millions of dollars annually, is increasing and any further inroads on its financial strength will be disastrous and should be prohibited.

3. Because the Government of the United States should not enter the market as competitors with carriers of merchandise, any more than competitors with dealers in merchandise, whether it be selling one pound or carrying one pound, but should leave the handling of merchandise to the manufacturer, jobber and retailer and the several carriers, as railroads, express companies and transfer companies, reserving, however, right of Government control.

Gentlemen, I shall offer the following resolutions:

Whereas—Postmaster General Meyer intends to submit to the next session of Congress a recommendation to reduce the rate of postage on merchandise; and

Whereas—The deficit in the Postal Department would be greatly increased should the measure be adopted; and

Whereas—The adoption of the recommendation would be class legislation, favoring the few at the expense of the masses; therefore be it

Resolved—That we, the Grand Rap-

ids Board of Trade, unanimously oppose this measure and earnestly request the Postmaster General to defer any further action in the matter until it can be analyzed from a business point of view; be it further

Resolved—That our legislators from Michigan be asked to labor with Mr. Meyer and use their influence to prevent the passage of the parcels post bill; be it further

Resolved—That a copy of these resolutions be placed in the hands of the chairman of the Postoffice and Postal Roads Committee of both houses of Congress.

Recent Business Changes in the Buckeye State.

Toledo—Dell Yater has retired from the grocery business, which will be continued by his partner, Charles Lewis. Mr. Yater has returned to Holton, Indiana.

Toledo—George Grueshaber has sold his interest in the meat business to his partner, Jacob Langendorf.

Marysville—Harley Mull, formerly of Findlay, will engage in the tea and china business here.

Columbus—C. W. Kirk & Co. will continue the grocery business formerly conducted by Hutchens & Taylor.

Springfield—A shoe store has been opened by the Hanover Shoe Co., of Hanover, Pa. The store will be managed by E. Kurtz Algire, formerly identified with the shoe firm of Routzahn & Wright.

Toledo—A new furniture company will take possession of the store now occupied by the Klingman Sample Furniture Co. about Jan. 15. It is announced that the company will be incorporated under the style of the King Furniture Co. and will be composed of J. I. Kobacker, of this city, and M. J. Ehrlich, General Manager of the May-Stearns Co., of St. Louis. The new company will have no connection with the May-Stearns Co. except that Mr. Ehrlich is its manager.

In view of the very enjoyable entertainment given the local traveling men last spring by the Grand Rapids Board of Trade, John A. Sherick suggests that the traveling men retaliate sometime between Christmas and New Year's by giving the wholesale dealers of Grand Rapids a smoker at the Board of Trade rooms. It is Mr. Sherick's idea that the traveling men should be accompanied by their wives, which would naturally eliminate the cigar feature, but enable the remainder of the programme to be carried out substantially as it was on the occasion above referred to.

A Sturgis correspondent writes: The Sturgis Steel-Go-Cart Co. is busy fitting out its traveling men this week with carts and details of their construction. It expects within a short time to have between twenty and thirty traveling men representing its wares on the road, and by the first of December to have the entire year's output of the factory sold.

A boy in the schoolroom is worth a dozen in the poolroom.

Business is business for those who mind their own business.



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.
 Next examination session—Grand Rapids, Nov. 19, 20 and 21.

Michigan State Pharmaceutical Association.

President—J. E. Bogart, Detroit.
 First Vice-President—D. B. Perry, Bay City.
 Second Vice-President—J. E. Way, Jackson.
 Third Vice-President—W. R. Hall, Manistee.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—J. L. Wallace, Kalamazoo; M. A. Jones, Lansing; Julius Greenthal, Detroit; C. H. Frantz, Bay City, and Owen Raymo, Wayne.

Should the Government Publish the Pharmacopoeia?

The Druggists Circular has shown considerable interest in the proposal to have the Pharmacopoeia revised and published by the Government. The opinions of a number of pharmacists and physicians are printed in the July issue, and while the suggestion is disapproved by the majority, there are not wanting those who argue that the Government, having enacted a food and drugs act providing for the adherence to certain standards, should logically establish and maintain those standards itself.

But there are many conclusions which, logical and convincing from a purely a priori or theoretical point of view, are visionary and untenable from the standpoint of practical results. If the Government were to publish the Pharmacopoeia, the standards would tend toward severity and impracticability; the revisers would be a few specialists out of touch with actual conditions; and we should find ourselves gravitating toward the bureaucratic conditions of Russia.

Furthermore, the idea is fundamentally contrary to the very spirit and genius of our Government, and for this if for no other reason it is not likely ever to receive serious consideration. The American plan is to give the individual, or the institutions of individuals, the widest possible liberty consistent with the welfare and protection of the public as a whole. The government leaves everything to private enterprise which the latter does with a proper regard for the public interest, and it interferes only when private enterprise fails to do its duty by the State and the people. Paternalism is adopted only as a last resort.

The Government, it is true, has taken a hand in the regulation of the railways, and in the restriction of corporate powers, but it has done so only because some of these "interests" have abused their privileges and have in practice carried out Commodore Vanderbilt's autocratic and selfish suggestion that "the public be damned." There need be no fear that the Government will assume the revision and publication of the Pharmacopoeia so long as the professions of medicine and pharmacy continue to edit the book with a high sense

of honor, duty and thoroughness.

In the meantime the medical departments of the army, navy and marine hospital service are represented at every pharmacopoeial convention, and it might be well to go a step farther and arrange for the election of one of the Government delegates to the Revision Committee.—Bulletin of Pharmacy.

Oxygenated Toilet Preparations.

The active oxygen-bearing constituent of calox, the oxygen tooth powder, is calcium peroxide, and the use of this in a tooth powder is restricted to the firm which patented the preparation. Strontium peroxide would serve the same purpose, and it has been suggested for use in tooth powders as superior to calcium peroxide, on account of the greater ease with which the oxygen is liberated from it. We are unable to state the volume of oxygen which is likely to be set free when any of the oxygenated powders are brought into contact with moisture.

Sodium perborate is a powder which on contact with moisture produces nascent oxygen. It may therefore be regarded as a concentrated form of hydrogen dioxide. It is the best preparation to use as a nail bleach. One half teaspoonful of sodium perborate, mixed with six teaspoonfuls of lukewarm water to form a milky liquid, is applied on the finger nails with a nail brush by rubbing for a few minutes. As an ingredient of a nail polish perborate acts as a slow bleach and adds to the luster of the nails, as it absorbs fatty substances which are the cause of dullness. The following formula is suggested:

Zinc oxide 1 lb.
 Sodium perborate 1 oz.
 Carmin ½ dr.
 Perfume q. s.

The sodium perborate should be triturated with a portion of the zinc oxide and the whole bolted through a fine sieve. Any portion remaining should be returned to the mortar, rubbed with more zinc and bolted until all has passed through. Set this portion aside. Now triturate the carmin with a little zinc, adding more and more gradually, and bolt in the same way until all has passed through. Finally bolt the rest of the zinc. Take a little of the bolted zinc and rub in a mortar with the perfume, adding more zinc until the powder is free from lumps and dry enough to sift. Sift on top of the other ingredients through a 30-mesh sieve. Mix entire powder well and sift a few times through a 20 or 30 mesh sieve to mix well and until of entirely uniform color.

Process for Coloring Glass.

Different colors are given to glass by the addition of metallic oxides. Thus, for amethyst, manganese oxide is used; for blue, cobalt oxide "blue"; for brown, brown oxide of iron; for green, black oxide of copper; for purple, gold oxide; for ruby red, copper sub-oxide; for carmine red, purple of Cassius; for white, white oxide of tin; for yellow, silver oxide or antimony oxide; for yellow,

with a greenish cast, uranium sesquioxide, etc. These substances are either added to the melted contents of the glass-pot, or are applied in a thin layer to the surface of the object, which is then heated until the coloring compound fuses.

Glass-staining is done with colors prepared specially for this purpose. In general the colors are rubbed up with oil of turpentine or lavender and applied to the glass, which has previously been sponged with a solution of acacia. When the painting is finished, each piece is fired in a muffle, and is laid in a bed of sifted lime. Great skill is required in the firing, and no general directions can be given. It is a much better plan to send the pieces to a man who makes a specialty of firing glass.

Glass may be stained a ruby-red, suitable for dark-room illumination in photography, as follows:

Dissolve:

Gelatin 150 grn.
 Ammonium chloride 3 grn.
 Water 6 oz.

Add:

Silver Nitrate 30 grn.
 Water ½ oz.

The solution thus made is warmed to a temperature of 100 deg. F., and flowed on a glass plate previously warmed. One ounce is sufficient to cover a 10 x 12-inch plate. After coating, place the glass on a level marble slab or glass plate, to set and dry. When dry, expose to sunlight and the color will change to a beautiful orange ruby. J. Morley.

Action of Incandescent Light on Pharmaceuticals.

Different pharmaceutical substances contained in sealed tubes of white glass and of brown, so-called anactinic glass, were exposed at about 40 deg. C. to an incandescent gaslight, at a distance of 10 cm., in a chamber protected from sunlight. The time of exposure amounted to 478 hours. Chloroform was not altered under any of the experimental conditions. Bromoform was not altered in the brown glass tubes, but in white glass it became yellow owing to separation of bromine, while the development of acidity indicated the formation of hydrobromic acid. Dry iodoform behaved in a similar manner to bromoform, some iodine being separated in the white glass tubes, but with a 5 per cent. alcoholic solution of iodoform the decomposition was much more pronounced, both in the white glass and brown glass tubes; in the case of the alcoholic solution, decomposition was caused even at a distance of 2-3 m. from the source of light. From chloral hydrate a small quantity of hydrochloric acid was formed. Resorcinol and pyrogallol suffered alteration only where the crystals were in contact with the glass, the change being caused by the combined action of the incandescent gaslight and the alkali of the glass.

Some sons take after their fathers, but more fathers take after their sons—with a stick.

The world is full of foolish people who are unable to see things from our point of view.

Keep Your Fountain Supplied With Flowers.

To decorate my fountain with flowers without any cost to myself was the all-absorbing topic with me until I hit upon this plan: I went to a florist and said, "See here, I have the best soda fountain trade in town among the ladies. You know they all admire flowers, and as you sell flowers, bulbs, etc., why don't you furnish me with a bouquet every day with your card attached, and I shall take orders for you without charging for my services; and if you have anything special I shall give you part of the show windows once in a while." Now notice the result: First, I have had flowers ever since the fountain was opened, and nice ones, too. Secondly, as I write we have sixteen different kinds of tulips in the show window with a background of one of our own preparations. I have sold to-day sixteen bottles of this product at 50 cents a bottle to ladies who stopped to admire the flowers; furthermore, I took orders for the florist for 210 bulbs on which he is now paying me a commission of 33½ per cent.

George F. Hoffmann.

The Drug Market.

Opium—Has declined but is very firm.

Morphine—Is unchanged.

Quinine—Is steady.

Citric Acid—Manufacturers have reduced the price 2c per pound.

Alcohol—Has again advanced on account of higher price for corn.

Cocaine—Is steadily declining on account of anti-cocaine laws being enacted which makes the consumption smaller and competition greater.

Cod Liver Oil, Norwegian—Is very firm and higher prices are looked for as soon as demand starts up.

Glycerine—Is very firm and tending higher.

Haarlem Oil—On account of small stocks has advanced.

Menthol—Is dull and lower.

Balsam Copaiba—Is steadily declining.

Oil Lemon—Is very firm and tending higher.

Oil Peppermint—Is dull and lower. There is no question but that there will be a large crop.

California Mustard Seed—Are in very small supply and have advanced.

Gum Shellac—Is tending lower.

There are plenty of people who would be proud to be arrested for speeding an automobile.

Even officeholders have their trials—and some of them have indictments.

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.

| | | | | | |
|---------------------------------|------------------|-----------------------|----------------|----------------------|------------------|
| Liquor Arsen et Hydrarg Iod | @ 25 | Rubia Tinctorum | 12 @ 14 | Vanilla |9 00 @ |
| Liq Potass Arsnit | 10 @ 12 | Saccharum La's. | 22 @ 25 | Zinci Sulph |7 @ 8 |
| Magnesia, Sulph. | .3 @ 5 | Salacin |4 50 @ 75 | Oils | |
| Magnesia, Sulph. bbl | @ 1½ | Sanguis Drac's | 40 @ 50 | Whale, winter | ... bbl. gal. |
| Mannia, S. F. | ... 45 @ 50 | Sapo, W |13½ @ 16 | Lard, extra |85 @ 70 |
| Menthol |2 75 @ 3 00 | Sapo, M |10 @ 12 | Lard, No. |60 @ 55 |
| Morphia, SP&W | 3 45 @ 3 70 | Sapo, G | @ 15 | Landed, pure, raw | 44 @ 45 |
| Morphia, SNYQ | 3 45 @ 3 70 | Seidlitz Mixture. | 20 @ 22 | Linseed, boiled | ...45 @ 48 |
| Morphia, Mal. | 3 45 @ 3 70 | Sinapis | @ 18 | Neat's-foot, w str | 65 @ 70 |
| Moschus Canton. | @ 40 | Sinapis, opt | @ 30 | Spts. Turpentine | ..Market |
| Myristica, No. 1. | 25 @ | Snuff, Maccaboy. | @ 51 | Paints | bbt L. |
| Nux Vomica po 15 | @ 10 | DeVo's | @ 51 | Red Venetian |1½ @ 2 @ 3 |
| Os Sepia |35 @ 40 | Snuff, S'h DeVo's | @ 51 | Ochre, yel Mars 1½ | 2 @ 4 |
| Pepsin Saac, H & P D Co. | @ 1 00 | Soda, Boras |8 @ 10 | Ocre, yel Ber |1½ @ 2 |
| Picis Liq N N ½ gal doz | @ 2 00 | Soda, Boras, po. |8 @ 10 | Putty, commel | 1 2½ @ 3 |
| Picis Liq qts | @ 1 00 | Soda et Pot's Tart | 25 @ 28 | Putty, strictly pr | 2½ 2½ @ 3 |
| Picis Liq. pints. | @ 60 | Soda, Carb. |1½ @ 2 | Vermilion, Prime | |
| Pil Hydrarg po 80 | @ 50 | Soda, Bi-Carb. | 3 @ 5 | American |13 @ 15 |
| Piper Nigra po 22 | @ 18 | Soda, Ash |3½ @ 4 | Vermillion, Eng. | 75 @ 80 |
| Piper Alba po 35 | @ 30 | Soda, Sulphas |½ @ 2 | Green, Paris |29½ @ 33½ |
| Pix Burgum | @ 8 | Spts. Cologne |2 60 | Green, Peninsular | 13 @ 16 |
| Plumbi Acet | 12 @ 15 | Spts, Ether Co. | 50 @ 55 | Lead, red |7½ @ 8 |
| Pulvis Ip'cet Opil 1 | 30 @ 1 50 | Spts, Myrcia Dom | 2 @ 00 | Lead, White |7½ @ 8 |
| Pyrethrum, bxs H & P D Co. doz. | @ 75 | Spts, Vini Rect bbl | @ 90 | Whiting, white S'n | @ 95 |
| Pyrethrum, pv. | 20 @ 25 | Spts, Vi'l Rect ½ b | @ 90 | Whiting, Gilders' | @ 95 |
| Quassia |8 @ 10 | Spts, Vi'l R't 10 gal | @ 95 | White, Paris Am'r | @ 1 25 |
| Quina, S P & W |18 @ 20 | Spts, Vi'l R't 5 gal | @ 95 | Whit'g Paris Eng. | |
| Quina, S Ger. |18 @ 23 | Strychnia, Cryst | 11 05 @ 1 25 | cliff | @ 1 40 |
| Quina, N. Y. |18 @ 23 | Sulphur Subl. |23 @ 4 | Shaker Prep'd | 1 25 @ 1 35 |
| | | Sulphur, Roll |2½ @ 3½ | Varnishes | |
| | | Tamarinds |8 @ 10 | No. 1 Turp Coach 1 0 | 1 20 |
| | | Terebinth Venice | 28 @ 30 | Extra Turp |1 60 @ 1 70 |
| | | Thebromae |60 @ 75 | | |

All orders shipped and invoiced the same day received. Send a trial order.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

| Col | 1 | 2 |
|-----|-------------------|-------------------|
| A | Ammonia | Ammonia |
| B | Baked Beans | Baked Beans |
| C | Canned Goods | Canned Goods |
| D | Dried Fruits | Dried Fruits |
| E | Farinaceous Goods | Farinaceous Goods |
| F | Fish and Oysters | Fish and Oysters |
| G | Gelatine | Gelatine |
| H | Herbs | Herbs |
| I | Hides and Pelts | Hides and Pelts |
| J | Jelly | Jelly |
| K | Licorice | Licorice |
| L | Meat Extracts | Meat Extracts |
| M | Mince Meat | Mince Meat |
| N | Molasses | Molasses |
| O | Mustard | Mustard |
| P | Nuts | Nuts |
| Q | Olives | Olives |
| R | Pipes | Pipes |
| S | Pickles | Pickles |
| T | Playing Cards | Playing Cards |
| U | Potash | Potash |
| V | Provisions | Provisions |
| W | Rice | Rice |
| X | Salad Dressing | Salad Dressing |
| Y | Saleratus | Saleratus |
| Z | Salt Soda | Salt Soda |
| | Salt | Salt |
| | Salt Fish | Salt Fish |
| | Seeds | Seeds |
| | Shoe Blacking | Shoe Blacking |
| | Snuff | Snuff |
| | Soap | Soap |
| | Soda | Soda |
| | Soups | Soups |
| | Spices | Spices |
| | Starch | Starch |
| | Syrups | Syrups |
| | Tea | Tea |
| | Tobacco | Tobacco |
| | Twine | Twine |
| | Vinegar | Vinegar |
| | Wicking | Wicking |
| | Woodenware | Woodenware |
| | Wrapping Paper | Wrapping Paper |
| | Yeast Cake | Yeast Cake |

| 1 | 2 |
|---------------------------------|--|
| ARCTIC AMMONIA | Oysters |
| 12 oz. ovals 2 doz. box...75 | Cove, 1lb. @1 05 |
| AXLE GREASE | Cove, 2lb. @1 85 |
| Frazer's | Cove, 1lb. Oval...@1 20 |
| 1lb. wood boxes, 4 dz. 3 00 | Plums |
| 1lb. tin boxes, 3 doz. 2 35 | Peas |
| 3 1/2 lb. tin boxes, 2 dz. 4 25 | Marrowfat 90@1 3 |
| 10lb. pails, per doz...6 00 | Early June 90@1 60 |
| 15lb. pails, per doz...7 20 | Early June Sifted 1 15@1 80 |
| 25lb. pails, per doz...12 00 | Pineapples |
| BAKED BEANS | Pie |
| 1lb. can, per doz...90 | Yellow 2 25@2 75 |
| 2lb. can, per doz...1 40 | Pineapple @2 50 |
| 3lb. can, per doz...1 80 | Sliced @2 40 |
| BATH BRICK | Pumpkin |
| American 75 | Fair 80 |
| English 85 | Good 90 |
| BLUING | Fancy 1 00 |
| Arctic | Gallon 2 60 |
| 6 oz. ovals 3 doz. box \$ 40 | Raspberries |
| 16 oz. round 2 doz. box 75 | Standard @ |
| Sawyer's Pepper Box | Russian Caviar |
| No. 3, 3 doz. wood bxs 4 00 | 1lb. cans 3 75 |
| No. 5, 3 doz. wood bxs 7 00 | 1lb. cans 7 00 |
| BROOMS | 1lb. cans 12 00 |
| No. 1 Carpet, 4 sew...2 75 | Salmon |
| No. 2 Carpet, 4 sew...2 40 | Col'a River, talls 1 95@2 0 |
| No. 3 Carpet, 3 sew...2 25 | Col'a River, flats 2 15@2 25 |
| No. 4 Carpet, 3 sew...2 10 | Red Alaska 1 35@1 45 |
| No. 5 Carpet, 3 sew...2 10 | Pink Alaska 1 00@1 10 |
| Parlor Gem 2 40 | Sardines |
| Common Whisk 90 | Domestic, 1/4s 3 1/2@3 3/4 |
| Fancy Whisk 1 25 | Domestic, 1/2s @ 5 |
| Warehouse 3 00 | Domestic, Must'd 6 @ 9 |
| BRUSHES | California, 1/4s 11 @14 |
| Scrub | California, 1/2s 17 @24 |
| Solid Back 8 in. 75 | French, 1/4s 7 @14 |
| Solid Back, 11 in. 95 | French, 1/2s 18 @28 |
| Pointed Ends 85 | Shrimps |
| Stove | Standard 1 20@1 40 |
| No. 3 90 | Succotash |
| No. 2 1 25 | Fair 85 |
| No. 1 1 75 | Good 1 00 |
| Shoe | Fancy 1 25@1 40 |
| No. 8 1 00 | Strawberries |
| No. 7 1 30 | Standard |
| No. 4 1 70 | Fancy |
| No. 3 1 90 | Tomatoes |
| BUTTER COLOR | Fair @1 05 |
| W. R. & Co.'s, 15c size 1 25 | Good @1 10 |
| W. R. & Co.'s, 25c size 2 00 | Fancy @1 40 |
| CANDLES | Gallons @ |
| Paraffine, 6s 10 | CARBON OILS |
| Paraffine, 12s 10 | Barrels |
| Wicking 20 | Perfection @10 1 |
| CANNED GOODS | Water White @10 |
| Apples | D. S. Gasoline @17 |
| 3lb. Standards 1 10 | Gas Machine @24 |
| Gallon 4 00 | Deodor'd Nap'a @14 |
| Blackberries | Cylinder 20 @34 1/2 |
| 2lb. 90@1 75 | Engine 16 @22 |
| Standards gallons 7 50 | Black, winter 8 1/4@10 |
| Beans | CEREALS |
| Baked 80@1 30 | Breakfast Foods |
| Red Kidney 85@95 | Bordeau Flakes, 36 lb. 2 50 |
| String 70@1 15 | Cream of Wheat 36 lb. 4 50 |
| Wax 75@1 25 | Egg-O-See, 36 pkgs. 2 85 |
| Blueberries | Excella Flakes, 36 lb. 4 50 |
| Standard 1 25 | Excella, large pkgs. 4 50 |
| Gallon 7 50 | Force, 36 2 lb. 4 50 |
| Brook Trout | Grape Nuts, 2 doz. 2 70 |
| 2lb. cans, spiced 1 90 | Malta Ceres, 24 lb. 2 40 |
| Clams | Malta Vita, 36 lb. 2 85 |
| Little Neck, 1lb. 1 00@1 25 | Mapl-Flake, 36 lb. 4 05 |
| Little Neck, 2lb. @1 50 | Pillsbury's Vitos, 3 doz 4 25 |
| Clam Bouillon | Ralston, 36 lb. 4 50 |
| Burnham's 1/2 pt. 1 90 | Sunlight Flakes, 36 lb. 2 85 |
| Burnham's pts 3 60 | Sunlight Flakes, 20 lbs 4 00 |
| Burnham's qts. 7 20 | Vigor, 36 pkgs. 2 75 |
| Cherries | Voigt Cream Flakes 4 50 |
| Red Standards 1 30@1 50 | Zest, 20 lb. 4 10 |
| White | Zest, 36 small pkgs. 2 75 |
| Corn | Crescent Flakes |
| Fair 65@75 | One case 2 50 |
| Good 85@90 | Five cases 2 40 |
| Fancy 1 10 | One case free with ten cases. |
| French Peas | One-half case free with 5 1/2 cases. |
| Sur Extra Fine 22 | One-fourth case free with 2 3/4 cases. |
| Extra Fine 19 | Freight allowed. |
| Fine 15 | Gooseberries |
| Moyen 11 | Standard |
| Hominy | Standard 85 |
| Lobster | 1 lb. 2 25 |
| 1 lb. 4 25 | 1 lb. 4 25 |
| Picnic Tails 2 75 | Mackerel |
| Mustard, 1lb. 1 80 | Mustard, 2lb. 1 80 |
| Mustard, 2lb. 1 80 | Soused, 1 1/2 lb. 2 80 |
| Soused, 1 1/2 lb. 2 80 | Soused, 2lb. 2 80 |
| Tomato, 1lb. 1 80 | Tomato, 2lb. 2 80 |
| Tomato, 2lb. 2 80 | Mushrooms |
| Hotels 19@20 | Buttons 24@25 |

| 3 | 4 | 5 |
|--|---------------------------------|--|
| Emblem @ | Cracknels 16 | Raisins |
| Gem @15 1/2 | Coffee Cake, pl. or iced 10 | London Layers, 3 cr |
| Ideal @14 | Cocoa Nut Taffy 12 | London Layers, 4 cr |
| Jersey @14 1/2 | Cocoa Nut Bar 12 | Cluster, 5 crown |
| Riverside 15 | Cocoa Nut Drops 12 | Loose Muscatels, 2 cr |
| Springdale @13 1/2 | Cocoa Nut Honey Cake 12 | Loose Muscatels, 3 cr |
| Warner's @15 1/2 | Cocoa Nut Hon. Fingers 12 | Loose Muscatels, 4 cr 10 |
| Brick @16 | Cocoa Nut Macaroons 18 | Loose Muscatels, 4 cr 10 |
| Leiden @15 | Dandelion 10 | L. M. Seeded 1 lb. 16 1/2 |
| Limburger @15 | Dixie Cookie 9 | Sultanas, bulk |
| Pineapple 40 @60 | Frosted Cream 8 | Sultanas, package |
| Sap Sago @22 | Frosted Honey Cake 12 | FARINACEOUS GOODS |
| Swiss, domestic @16 | Fluted Cocoa Nut 10 | Beans |
| Swiss, imported @20 | Fruit Tarts 12 | Dried Lima 6 1/2 |
| CHewing GUM | Ginger Gems 8 | Med. Hd. Pk'd. 2 10 |
| American Flag Spruce 55 | Graham Crackers 8 | Brown Holland 2 25 |
| Beeman's Pepsin 55 | Ginger Nuts 10 | Farina |
| Adams Pepsin 55 | Ginger Snaps, N. B. C. 7 | 24 lb. packages 1 75 |
| Best Pepsin 45 | Hippodrome 10 | Bulk, per 100 lbs. 8 00 |
| Best Pepsin, 5 boxes 2 00 | Honey Cake, N. B. C. 12 | Hominy |
| Black Jack 55 | Honey Fingers, As. Ice 12 | Flake, 50lb. sack 1 00 |
| Largest Gum Made 55 | Honey Jumbles 12 | Pearl, 200lb. sack 3 70 |
| Sen Sen 55 | Household Cookies 12 | Pearl, 100lb. sack 1 85 |
| Sen Sen Breath Perf 1 00 | Household Cookies Iced 8 | Maccaroni and Vermicelli |
| Sugar Loaf 55 | Iced Honey Crumpets 10 | Domestic, 10lb. box 60 |
| Yucatan 55 | Imperial 12 | Imported, 25lb. box 2 50 |
| CHICORY | Iced Honey Flake 12 1/2 | Pearl Barley |
| Bulk | Iced Honey Jumbles 12 | Common 4 00 |
| Red | Island Picnic 11 | Chester 4 10 |
| Eagle 5 | Jersey Lunch 8 | Empire 4 75 |
| Frank's 6 | Kream Klips 20 | Peas |
| Schener's 7 | Lem Yem 10 | Green, Wisconsin, bu. 2 15 |
| CHOCOLATE | Lemon Gems 11 | Green, Scotch, bu. 2 25 |
| Waiter Baker & Co.'s | Lemon Biscuit, Square 8 | Split, lb. 04 |
| German Sweet 25 | Lemon Wafer 16 | Sago |
| Premium 35 | Lemon Cookie 16 | East India 6 1/2 |
| Caracas 31 | Mary Ann 8 | German, sacks 7 |
| Walter M. Lowney Co. | Marshmallow Walnuts 16 | German, broken pkg. 7 |
| Premium, 1/4s 35 | Mariner 11 | Tapioca |
| Premium, 1/2s 35 | Molasses Cakes 11 | Flake, 110 lb. sacks 7 |
| COCOA | Mohican 11 | Pearl, 130 lb. sacks 6 1/2 |
| Baker's 41 | Mixed Picnic 11 1/2 | Pearl, 24 lb. pkgs. 7 1/2 |
| Cleveland 41 | Nabob Jumble 14 | FLAVORING EXTRACTS |
| Colonial, 1/4s 35 | Newton 12 | Foot & Jenks |
| Colonial, 1/2s 32 | Nic Nacs 8 | Coleman's Van. Lem. 75 |
| Epps 42 | Oatmeal Crackers 8 | 2 oz. Panel 1 20 |
| Huxley 45 | Orange Gems 8 | 3 oz. Taper 2 00 |
| Lowney 1/4s 41 | Oval Sugar Cakes 8 | No. 4 Rich. Blake 2 00 |
| Lowney, 1/2s 40 | Penny Cakes, Assorted 8 | Jennings D. C. Brand |
| Lowney, 1s 40 | Pretzels, Hand Md. 8 | Terpeness Ext. Lemon |
| Lowney, 1s 40 | Pretzettes, Hand Md. 8 | No. 2 Panel 75 |
| Van Houten, 1/4s 12 | Pretzettes, Mac. Md. 7 1/2 | No. 4 Panel 1 50 |
| Van Houten, 1/2s 20 | Raisin Cookies 14 | No. 6 Panel 2 00 |
| Van Houten, 1s 72 | Revere, Assorted 14 | Toper Panel 1 50 |
| Webb 29 | Rube 8 | 2 oz. Full Meas. 1 20 |
| Wilbur, 1/4s 39 | Scotch Style Cookies 10 | 4 oz. Full Meas. 2 25 |
| Wilbur, 1/2s 40 | Snow Creams 10 | Jennings D. C. Brand |
| COCOA SHELLS | Sugar Fingers 12 | Extract Vanilla |
| 20lb. bags 2 1/2 | Sugar Gems 08 | No. 2 Panel 1 20 |
| Less quantity 3 | Sultana Fruit Biscuit 16 | No. 4 Panel 2 00 |
| Pound packages 4 | Spiced Gingers 9 | No. 6 Panel 3 00 |
| COFFEE | Spiced Gingers Iced 10 | Toper Panel 2 00 |
| Rio | Sugar Cakes 8 | 1 oz. Full Meas. 85 |
| Common 13 1/2 | Sugar Squares, large or small 8 | 2 oz. Full Meas. 1 60 |
| Fair 14 1/2 | Superba 8 | 4 oz. Full Meas. 3 00 |
| Choice 16 1/2 | Sponge Lady Fingers 25 | No. 2 Assorted Flavors 1 00 |
| Fancy 20 | Sugar Crimp 8 | GRAIN BAGS |
| Santos | Vanilla Wafers 18 | Amoskeag, 100 in bale 19 |
| Common 13 1/2 | Waverly 9 | Amoskeag, less than 19 1/2 |
| Fair 14 1/2 | Zanzibar 9 | GRAIN AND FLOUR |
| Choice 16 1/2 | In-er Seal Goods | Wheat |
| Fancy 20 | Albert Biscuit 1 00 | New No. 1 White 96 |
| Maracaibo | Animals 1 00 | New No. 2 Red 96 |
| Fair 16 | Butter Thin Biscuit 1 00 | Winter Wheat Flour |
| Choice 19 | Butter Wafers 1 00 | Local Brands |
| Fancy 19 | Cheese Sandwich 1 00 | Patents 5 60 |
| Peaberry 19 | Cocoa Nut Dainties 1 00 | Second Patents 5 40 |
| Mexican | Faust Oyster 1 00 | Straight 5 10 |
| Choice 16 1/2 | Fig Newton 1 00 | Second Straight 4 75 |
| Fancy 19 | Five O'clock Tea 1 00 | Clear 4 10 |
| Guatemala | Frotana 1 00 | Subject to usual cash discount. |
| Choice 15 | Ginger Snaps, N. B. C. 1 00 | Flour in barrels, 25c per barrel additional. |
| Java | Graham Crackers 1 00 | Worden Grocer Co.'s Brand |
| African 12 | Lemon Snap 50 | Quaker, paper 4 60 |
| Fancy African 17 | Oatmeal Crackers 1 00 | Quaker, cloth 4 80 |
| O. G. 25 | Oysterettes 1 00 | Wykes & Co. |
| P. G. 31 | Old Time Sugar Cook. 1 00 | Eclipse 5 00 |
| Mocha | Pretzettes, Hd Md. 1 00 | Kansas Hard Wheat Flour |
| Arabian 21 | Royal Toast 1 00 | Judson Grocer Co. |
| Package | Saltine 1 00 | Unedea Biscuit 1 00 |
| New York Basis | Saratoga Flakes 1 50 | Unedea Jinjer Waffer 1 00 |
| Arbuckle 16 00 | Social Tea Biscuit 1 00 | Unedea Milk Biscuit 1 00 |
| Dilworth 14 75 | Soda, N. B. C. 1 00 | Vanilla Wafers 1 00 |
| Jersey 15 00 | Soda, Select 1 00 | Water Thin 1 00 |
| Lion 14 50 | Sultana Fruit Biscuit 1 50 | Zu Zu Ginger Snaps 50 |
| McLaughlin's XXXX | Unedea Biscuit 1 00 | Zwieback 1 00 |
| McLaughlin's XXXX sold to retailers only. Mail orders direct to W. F. McLaughlin & Co., Chicago. | Unedea Jinjer Waffer 1 00 | |
| Extract | Vanilla Wafers 1 00 | |
| Holland, 1/2 gro boxes 95 | Water Thin 1 00 | |
| Felix, 1/2 gross 1 15 | Zu Zu Ginger Snaps 50 | |
| Hummel's foil, 1/2 gro. 85 | Zwieback 1 00 | |
| Hummel's tin, 1/2 gro. 1 43 | | |
| CRACKERS | | |
| National Biscuit Company | | |
| Brand | | |
| Butter | | |
| Seymour, Round 6 | | |
| N. B. C., Square 6 | | |
| Soda | | |
| N. B. C. Soda 6 | | |
| Select Soda 8 | | |
| Saratoga Flakes 13 | | |
| Zephyrette 13 | | |
| Oyster | | |
| N. B. C., Round 6 | | |
| Gem 06 | | |
| Faust, Shell 7 1/2 | | |
| Sweet Goods. | | |
| Boxes and cans | | |
| Animals 10 | | |
| Atlantic, Assorted 10 | | |
| Brittle 11 | | |
| Cartwheels 8 | | |
| Current Fruit Biscuit 10 | | |

| 6 | 7 | 8 | 9 | 10 | 11 |
|--|---|---|---|---|---|
| Meal Bolted 3 40 Golden Granulated 3 50 St. Car Feed screened 28 50 No. 1 Corn and Oats 28 50 Corn, cracked 27 00 Corn Meal, coarse 27 00 Winter Wheat Bran 27 00 Winter Wheat Midd'g 29 00 Cow Feed 28 00 Dairy Feeds Wykes & Co. O P Linseed Meal 33 00 Cottonseed Meal 30 00 Gluten Feed 29 50 Malt Sprouts 23 00 Brewers Grains 27 00 Molasses Feed 26 00 Dried Beet Pulp 17 50 Oats Michigan, carlots 55 Less than carlots 57 Corn Carlots 70 Less than carlots 72 Hay No. 1 timothy car lots 15 00 No. 1 timothy ton lots 16 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 2 35 15 lb. pails, per pail 50 30 lb. pails, per pail 98 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 4 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 25 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 53 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans rancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra MINCE MEAT Per case 2 90 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 3 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 8 00 Half bbls., 600 count 4 50 Small Half bbls., 1,200 count 4 75 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 25 No. 20 Rover enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tour'n't whist 2 25 POTASH 48 cans in case 4 00 Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 17 75 Clear Back 17 75 Short Cut 17 00 Short Cut Clear 16 75 Bean 16 00 Brisket, Clear 17 00 Pig 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 11 1/2 Extra Shorts 11 Smoked Meats Hams, 12 lb. average 13 Hams, 14 lb. average 13 Hams, 16 lb. average 13 Hams, 18 lb. average 13 Skinned Hams 15 Ham, dried beef sets 15 California Hams 19 Picnic Boiled Hams 15 Boiled Ham 20 Berlin Ham, pressed 9 1/2 Mince Ham 9 Lard Compound 9 Pure in tierces 10 1/2 80 lb. tubs, advance 1/2 60 lb. tubs, advance 1/2 50 lb. tins, advance 1/2 20 lb. pails, advance 1/2 10 lb. pails, advance 1/2 5 lb. pails, advance 1 8 lb. pails, advance 1 | Sausages Bologna 6 1/2 Liver 8 Frankfort 8 Pork 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/2 bbls. 1 10 1/4 bbls., 40 lbs. 1 85 1/2 bbls. 3 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 16 Sheep, per bundle 70 Uncolored Butterine Solid dairy 10 @ 12 Country Rolls 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 40 Corned beef, 1 lb. 1 35 Roast beef, 2 lb. 2 40 Roast beef, 1 lb. 1 30 Potted ham, 1/4s 45 Potted ham, 1/2s 85 Deviled ham, 1/4s 45 Deviled ham, 1/2s 35 Potted tongue, 1/4s 45 Potted tongue, 1/2s 85 RICE Fancy 7 @ 7 1/2 Japan 5 1/2 @ 6 1/2 Broken 4 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box 15 Arm and Hammer 3 15 Delaund's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 lbs. 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock @ 5 Halibut Strips 13 Chunks 13 1/2 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mch's 85 Norwegian 85 Round, 100 lbs. 3 75 Round, 40 lbs. 1 75 Scaled 12 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 25 No. 1, 10lbs. 90 No. 1, 5lbs. 75 Mackerel Mess, 100lbs. 15 00 Mess, 40lbs. 6 20 Mess, 10lbs. 1 65 Mess, 5lbs. 1 35 No. 1, 100lbs. 14 00 No. 1, 40lbs. 5 60 No. 1, 10lbs. 1 65 No. 1, 5lbs. 1 36 Whitefish No. 1, No. 2 Fam 4 50 100lb. 5 25 @ 2 40 50lb. 1 12 @ 60 10lb. 92 @ 50 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 9 1/2 Poppy 9 Rape 6 SHOE BLACKING Handy Box, large, 3 dz 50 Handy Box, small 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 | SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 80 Dusky D'nd, 100 6 oz 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Lome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 50 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 5 50 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 50 Big Master, 100 bars 4 25 Marseilles, 100 cakes 6 00 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 50 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken 28 Cassia, Saigon, in rolls 55 Cloves, Amboyne 25 Cloves, Zanzibar 25 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-10 45 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singp. white 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochinch 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white 20 Pepper, Cayenne 28 Sage 20 STARCH Common Gloss 4 @ 5 11b. packages 4 @ 5 31b. packages 6 61b. packages 6 1/2 40 and 50lb. boxes 3 1/2 @ 3 3/2 Barrels @ 3 1/2 Common Corn 20lb. packages 5 40lb. packages 4 @ 7 SYRUPS Corn 28 Half Barrels 30 10lb. cans 1/2 dz. in cs 2 00 10lb. cans 1/2 dz. in cs 1 95 5lb. cans 2 dz. in cs 2 00 2 1/2 lb. cans 2 dz. in cs 2 10 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sndried, medium 24 Sndried, choice 32 Sndried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Siftings 9 @ 11 Fannings 12 @ 14 | Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hawatha, 5lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 41 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpah 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 26 Cotton, 4 ply 26 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N 24 Wool, 1 lb. balls 20 VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80 gr 12 1/2 Pure Cider, B & B 14 Pure Cider, Robinson 14 Pure Cider, Silver 14 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 00 Bushels, wide band 1 25 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 25 Willow, Clothes, small 6 25 Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70 | Clothes Pins Round head, 5 gross bx 55 Round head, cartons 70 Egg Crates and Fillers Humpty Dumpty, 12 doz. 20 No. 1 complete 40 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in 70 Cork lined, 9 in 80 Cork lined, 10 in 90 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 85 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, an red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 25 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 89 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable No. 1 9 25 18-in. Cable, No. 2 8 25 16-in. Cable No. 3 7 25 No. 1 Fibre 11 75 No. 2 Fibre 10 25 No. 3 Fibre 9 60 Wash Boards Dewey Globe 2 50 Browne 1 75 Double Acme 2 75 Single Acme 2 75 Double Peerless 4 25 Single Peerless 3 50 Northern Queen 3 50 Double Duplex 3 00 Wood Luck 2 75 Universal 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short cut 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 1 50 Yeast Foam, 3 doz. 1 50 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 14 Trout 11 1/2 Halibut 10 Ciscos or Herring 8 Bluefish 15 Live Lobster 30 Boiled Lobster 30 Cod 10 1/2 Haddock 7 Pickerel 13 Pike 10 Perch, dressed 10 Smoked, White 13 1/2 Red Snapper 16 Chinook Salmon 16 Mackerel 17 HIDES AND PELTS Hides Green No. 1 8 Green No. 2 7 ured, No. 1 5 ured, No. 2 5 Calfskin, green, No. 1 12 Calfskin, green, No. 2 10 1/2 Calfskin, cured No. 1 13 1/2 Calfskin, cured No. 2 12 Pelts Old Wool 30 Lambs 30 @ 50 Shearlings 25 @ 50 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med @ 26 Unwashed, fine @ 21 | CONFECTIONS Stick Candy Standard 8 Standard H H 8 Standard Twist 8 1/2 Cases Jumbo, 32 lb. 8 Extra H H 10 Boston Cream 10 Big stick, 30 lb. case 8 Mixed Candy Grocers 6 1/2 Competition 7 Special 7 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 8 Cut Leaf 8 1/2 Leader 8 1/2 Kindergarten 10 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 10 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 13 Peanut Squares 10 Sugared Peanuts 11 Salted Peanuts 13 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 9 1/2 Lozenges, printed 10 Champion Chocolate 12 Eclipse Chocolates 14 Eureka Chocolates 15 Quintette Chocolates 13 Champion Gum Drops 9 Moss Drops 9 Lemon Sours 10 Imperials 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 13 Old Fashioned Molass- es Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy-in 5lb. Boxes Lemon Sours 55 Old Fashioned Hore- hound drops 60 Peppermint Drops 60 Chocolate Drops 65 H. M. Choc. Drops 90 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, as'd 1 15 Brilliant Gums, Crys. 60 A. A. Licorice Drops 90 Lozenges, plain 55 Lozenges, printed 55 Imperials 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 60 Hand Made Cr'ms 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Asstmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Ass't 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg case 3 50 Pop Corn Balls, 200s 1 35 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 18 Almonds, Avica 15 Almonds, California sft. shell 15 Brazilis 15 @ 17 Filberts 13 Cal. No. 1 15 Walnuts, soft shelled 16 Walnuts, Chilli 15 Table nuts, fancy 15 Pecans, Med. 16 Pecans, ex. large 18 Pecans, Jumbos 20 Hickory Nuts per bu. Ohio new Cocoanuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 9 @ 10 Pecan Halves 75 Walnut Halves 35 Filbert Meats 27 Alicante Almonds 42 Jordan Almonds 47 Peanuts Fancy H. P. Suns 7 1/4 @ 7 1/4 Fancy, H. P. Suns, Roasted 8 1/4 @ 8 1/4 Choice, H. P. Jumbo 9 1/4 Choice, H. P. Jumbo Roasted 10 1/4 |

Special Price Current

AXLE GREASE



Mica, tin boxes... 75 9 00
Paragon... 55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
1 1/2 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box... 40
Large size, 1 doz. box... 75

CIGARS



G. J. Johnson Cigar Co.'s bd

Any quantity... 31
El Portana... 33
Evening Press... 32
Exemplar... 32
Worden Grocer Co brand
Ben Har
Perfection... 35
Perfection Extras... 35
Londres... 35
Londres Grand... 35
Standard... 35
Puritans... 35
Panatellas, Finas... 35
Panatellas, Bock... 35
Jockey Club... 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
85 1/2 lb. pkg. per case 2 60
88 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass... 5 1/2 @ 9
Hindquarters... 7 1/2 @ 10
Loins... 8 @ 14
Rounds... 7 @ 8
Chucks... 5 @ 6 1/2
Plates... 5 @ 5
Livers... 5 @ 8

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
Lambs... 13 1/2
Spring Lambs... @ 14

Veal

Carcass... 6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra... 1 00
72ft. 3 thread, extra... 1 40
90ft. 3 thread, extra... 1 70
60ft. 6 thread, extra... 1 29
72ft. 6 thread, extra...

Jute

60ft... 75
72ft... 90
90ft... 1 05
120ft... 1 50

Cotton Victor

50ft... 1 10
60ft... 1 35
70ft... 1 60

Cotton Windsor

50ft... 1 30
60ft... 1 44
70ft... 1 80
80ft... 2 00

Cotton Braided

40ft... 95
50ft... 1 35
60ft... 1 65

Galvanized Wire

No. 20, each 100ft long 1 90
No. 19, each 100ft long 2 10

COFFEE

Roasted

Dwinnell-Wright Co.'s B'ds



White House, 1lb...
White House, 2lb...
Excelsior, M & J, 1lb...
Excelsior, M & J, 2lb...
Tip Top, M & J, 1lb...
Royal Java...
Royal Java and Mocha...
Java and Mocha Blend...
Boston Combination...
Distributed by Judson
Grocer Co., Grand Rapids;
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in... 6
1 1/4 to 2 in... 7
1 1/4 to 2 in... 9
1 1/4 to 2 in... 11
2 in... 15
3 in... 20

Cotton Lines

No. 1, 10 feet... 5
No. 2, 15 feet... 7
No. 3, 15 feet... 9
No. 4, 15 feet... 10
No. 5, 15 feet... 11
No. 6, 15 feet... 12
No. 7, 15 feet... 15
No. 8, 15 feet... 18
No. 9, 15 feet... 20

Linen Lines

Small... 20
Medium... 25
Large... 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's, 1 doz... 1 80
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Nelson's... 1 50
Knox's Acidu'd, doz... 1 20
Oxford... 75
Plymouth Rock... 1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Thirty-five sizes
and styles on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size 6 50
50 cakes, large size 3 25
100 cakes, small size 3 85
50 cakes, small size 1 95
Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large... 3 75
Halford, small... 2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

FINE CALENDARS



NOTHING can ever
be so popular with
your customers for
the reason that nothing
else is so useful. No
housekeeper ever has
too many. They are a
constant reminder of the
generosity and thought-
fulness of the giver.

We manufacture every-
thing in the calendar line
at prices consistent with
first-class quality and
workmanship. Tell us
what kind you want and
we will send you sam-
ples and prices.

TRADESMAN COMPANY

GRAND RAPIDS, MICH.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

320 acres Clare Co., Michigan, for \$3 an acre. A bargain. P. O. Box 136, Bosobel, Wis. 225

Barber shop for sale, 2 chairs, doing good business. Going out of business. Write J. W. Sivyver, Romeo, Mich. 224

For Sale—Cheap for cash, jewelry stock, bench, tools, regulator and electric clock, cut glass, bric-a-brac, etc. Will accept good driving rig as part pay. Michigan Store & Office Fixtures Co., 519-521 N. Ottawa St. Both Phones, 1846. 223

For Sale—General store in country. Reason for selling, death of owner. Good business, inventory about \$1,500. Address E. L. Stevenson, Stanton, Mich. 222

A safe investment that yields 7 per cent., being first mortgage bonds of unquestionable security. For a description of the bonds address John M. Braly, Villa Park, N. J. 221

For Sale—First-class bazaar stock in good town. Doing good business. A great bargain if taken at once. Terms easy. Address Box 24, Muir, Mich. 220

For Sale—My stock of groceries and fixtures, amounting to about \$2,200. My cash sales average \$130 per day. Expenses light. Must sell on account of health. John H. Goss, 231 E. Bridge St., Grand Rapids, Mich. 219

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

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—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

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 "R" describing the great possibilities of this profitable business. American School of Real Estate, Des Moines, Iowa. 191

For drug stores in Michigan, city or country, address National Drug Exchange, 814 Chamber Commerce, Detroit, Mich. 182

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

I WANT TO BUY

From 100 to 10,000 pairs of SHOES, new or old style—your entire stock, or part of it.

SPOT CASH

You can have it. I'm ready to come.

PAUL FEYREISEN, 12 State St., Chicago

For Sale—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

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—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

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

Want Ads. continued on next page



YOUNG MEN WANTED—To learn the Veterinary Profession. Catalogue sent free. Address VETERINARY COLLEGE, Grand Rapids, Mich. L. L. Conkey, Prin

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Tradesman Company

Grand Rapids, Michigan

NEW JEWISH MOVEMENT.

Centuries old is the annual season of thanksgiving which is being observed by the Jews all over the world the present week—a week of festival following the harvests of the year and of thanks offerings to the Omnipotent for all the blessings bestowed by Him.

Therefore it is that especial interest attaches to a movement at present in progress in the city of Paris, having for its object the establishment of a Jewish church in that city, based upon the contention made by hundreds of thousands of Jews throughout the world that the Jewish faith should move with the times. The name of the church is to be the Israelite Liberal Association. It is hoped by the founders that it may obtain, in time, affiliation with the orthodox bodies. As yet, however, these bodies have given no sign of endorsing the new ideas.

It is proposed by the new Association to conduct services, as in the ordinary synagogue, on Friday evenings and Saturday mornings, and on Sundays there will also be a service, so as to bring the church into line with the conditions of modern life everywhere, Sunday being the day when most Jews are free to attend worship. This church has already found a home in a private house in the Rue Copernic. Rabbi Louis Levy, who is identified with the movement, says it is too early to gauge the attitude of the Jewish community in France to the new church, but that all indications are favorable. During the services there will be no separation of the sexes and male worshippers will be bareheaded instead of wearing their hats. The religion will be based on scientific truth, whatever is legendary being so described and the miraculous being reduced to due proportions. The service will be simplified and abridged, omitting everything that savors of superstition and retaining whatever is calculated to uplift the mind. French and Hebrew prayers will be intermingled and, while the services will be conducted almost entirely by rabbi and elders, there will be a managing committee which will have the power occasionally to nominate suitable persons to preach. In short, the object is to make the Jewish faith a religion of the mind, accepting truth from whatever source it comes and to recall and rehabilitate in that faith the great multitude of Israelites who have drifted away from the orthodox religion in the past thirty years through inability to accept dogmas which reason tells them are founded largely on fables.

Revolutions, both political and religious, have been somewhat common in France, but the change outlined above is the most self possessed and most serene exhibition of the kind, perhaps, that has ever been seen, according to the press despatches, and the interesting fact about it all is that the attitude and practices of the Jews in the United States, in regard to their faith, are held up as examples and precedents warranting the movement across the water. Admitting that there are still thousands of congregations of strictly orthodox Jews

in this country, it is shown that there are, also, thousands of congregations here of advanced and liberal followers of the faith who are sustaining magnificent churches and colleges along modern lines without interfering with or being interfered with by the orthodox bodies; that the modern organizations in this country have restored to the benefit and services of the church thousands who for years have been absolutely indifferent to the old rituals, forms and tenets, and, finally, that this modern Jewish church in America has developed, beyond question, the most erudite, most devoted and most successful body of clergymen ever identified with the Jewish church.

STRANGERS IN CHURCH.

All manner of things are made subjects for special articles in the periodicals and magazines. Sometimes they are pretty far fetched. An instance of that is in the case of a woman, old or young, it does not say, who has been going around to various churches in the eastern cities for the purpose of finding out, setting down and writing up how she was treated by the members of the congregations and by the pastors of the several churches she honored with her presence. Of course, the article would not be of much value nor very sensational unless it held up the preachers and the parishioners to criticism. By her report it appears that in New York only three pastors out of thirty-seven spoke to her, and that in only five of the same number of churches was she spoken to by any member of the congregation. In Boston she went to twenty-four churches, where only one preacher and four members gave her cordial greeting, shaking hands and asking her to come again. There certainly is or ought to be better business than this and, moreover, the report presented and the criticisms based upon it do not prove anything and are particularly unfair.

Any person who goes to a strange church for the express purpose of being taken by the hand, patted on the back and begged to come again is not going from the best of motives. Anybody who would not go to a city church a second time because not accorded solicitous attention the first time would not be much of an addition to the congregation anyhow. In New York and Boston and in other large cities every Sunday sees scores and scores of strangers in the churches. If the minister were to look around and spot every one of them he would have to keep his eyes open during prayer time and keep his mind off his sermon, and then when the service was over would have to be busier than a bee in an empty sugar barrel and flit from flower to flower. If a stranger is cordially received and courteously shown a seat that is about all that can be expected the first time. A second or third appearance may attract the attention of some parishioner who may make inquiry and then secure an introduction to the pastor. It is different in a small village church, where every member of the congregation is known to every other and where one strange face at once at-

tracts attention. In cities where the people are not expected to know each other and can not always tell newcomers from old residents, there is no occasion for finding fault or offering criticism because a woman is not received with open arms by the whole congregation the first time she appears in church.

TWO KINDS OF WEALTH.

The recent revelations concerning the Standard Oil Company and its immense profits have served to renew discussion about the tremendous fortunes made by some Americans. John D. Rockefeller may be the richest man in the United States, but he is not the only millionaire nor the only multimillionaire. This country has a great number of men worth a million and more than a million dollars. A half century ago a man who had a hundred thousand dollars was called rich. Indeed, a man who had half that sum was called so. Nowadays a man worth that is at most not reckoned more than well-to-do, and nobody would think of speaking of him as rich. Millionaires are becoming more common and no longer attract attention. To do that a man must have a good many million dollars. Along with all this discussion there is naturally enough some ill advised and misinterpreted talk which by some is accepted as meaning that riches are undesirable, that there is a taint of wrongdoing about those who are rich and that the amassing of a large fortune is possible only by dishonorable and questionable methods. Some riches are acquired that way, but not all.

There is no other country on the globe which offers such splendid opportunities as this for young men who are poor. The majority of the actually rich men in the United States to-day were poor boys. They began with industry and frugality, making and saving as much as they could, and by dint of their own ability and perseverance and good judgment made and saved big sums of money. Now it is creditable to any man to make a success of whatever he undertakes. Success is one of the great things to be attained in this life and it is one of the things which entitles those who have it to credit and which makes them examples in the community to be followed and equaled and if possible surpassed. To have gained riches honestly is an entirely creditable and commendable success. It is not the honorable acquisition of riches with which fault is properly found. There are men who have made millions who are thoroughly respected and esteemed by all who know them. The objectionable feature about it is getting rich by questionable means and methods, by crushing out competitors, by making combinations which fix the price independently of the cost of production and by resorting to indefensible schemes. It is not honest wealth that is reprehensible. It is those who gain great riches through dishonorable and questionable means and methods who are in need of the regulation which present statutes and the courts are attempting to provide.

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

Buffalo, Sept. 18—Creamery, fresh, 24¢@29¢; dairy, fresh, 20¢@26¢; poor to common, 18¢@22¢.

Eggs—Choice, 18¢@20¢; candled, 22¢@23¢; fancy, 24¢@25¢.

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

Dressed Poultry—Iced fowls, 13¢@14¢; old cox, 10¢; springs, 14¢@15¢.

Beans—Pea, hand-picked, \$2.00; marrow, \$2.25@2.40; medium, \$2.00; red kidney, \$2.40; white kidney, \$2.25@2.40.

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

Rea & Witzig.

Monroe — The Seitz Automobile and Transmission Co. will accept the proposition made by this city and erect a factory. The first building will cost about \$10,000. The company agrees to employ twenty-five men at the start, increasing to fifty within a year. Most of these are skilled mechanics commanding good wages. The city will donate a site of three acres and in addition will give a cash bonus of \$1,000. This is the second factory to locate here within the past month. The Citizens' Committee will now attempt to land a large paper manufacturing company which is backed by Detroit interests. This company asks for a site of six acres situated on a railroad, and this will be given at any time the company will submit a formal proposition.

Among the interested visitors at the marine barracks at Washington on one occasion there were a party of young girls from a Maryland town. They proved very much interested in everything pertaining to the life and discipline of the post. "What do you mean by 'taps'?" asked one young woman. "Taps are played every night on the bugle," answered the officer. "It means 'lights out.' They play it over the bodies of dead soldiers." A puzzled look came to the face of the questioner. Then she asked, "What do you do if you haven't a dead soldier?"

When a man's popularity begins to wane his neighbors usually get busy and assist.

After a man gets to be about so old all the romance has oozed out of his system.

Anyway, the man who has no friends doesn't have to worry about losing them.

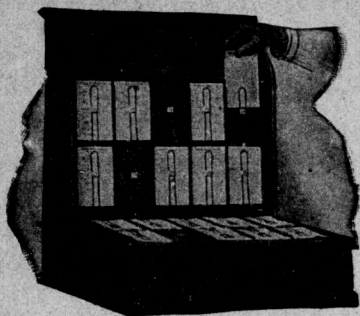
An awkward man in a ballroom is apt to be a train wrecker.

BUSINESS CHANCES.

Wanted—An experienced grocery clerk. Must be temperate and willing to work. A good position for the right party. Married man preferred. Address No. 228, care Michigan Tradesman.

For Sale—Small stock of men's, youths' and child's clothing. Also a full line of gents' furnishings, consisting of hats, caps, gloves, mittens and all kinds of men's work wear. Stock invoices \$1,500 to \$2,000. Location in town of 600 population and situated in good farming country. No other clothing store within 9 miles. Good building and rent cheap. Address Freeport Clothing Co., Freeport, Mich. 227

Harness shop for sale, established thirty years. Doing good business. One other shop in town 1,600. Best buy in Michigan. W. M. Davis, Evart, Mich. 226



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WHEN SHORT OF OPINIONS be careful of whom you borrow.

If you want to know about THE BEST SYSTEM ever invented we will gladly give you the names of merchants in your own neighborhood that handle their accounts by THE McCASKEY REGISTER SYSTEM.

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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.

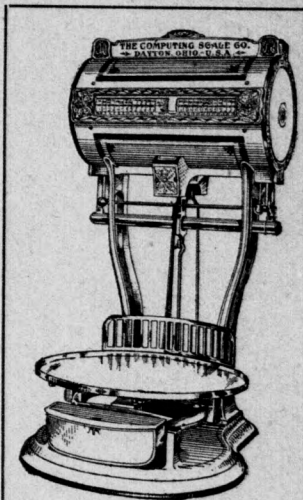
A METAL FONT is not so easily filled because you can **only guess** how much is in it. **Experience** may enable you to guess **fairly close** but **absolute accuracy** is **impossible**.

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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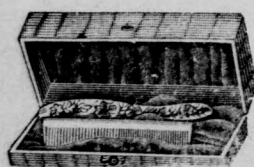
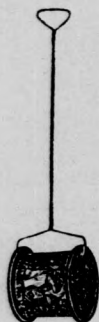
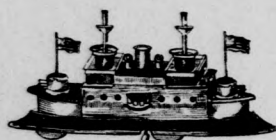
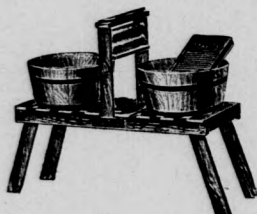
The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

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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.

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MR. MERCHANT:

Are you aware that we have now on display in our large and magnificently arranged salesrooms the most extensive lines of

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it has ever been our good fortune to show, and are you also aware of the fact that we offer these goods at temptingly low prices?

If you are interested in any of the following lines of "Holiday Merchandise" such as

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Decorated China

it will be to your interest to visit this store before making your purchases. You will find these lines and many others displayed on our tables in an almost endless variety, ranging from the least to the most expensive ones, but all at prices that you will agree to be the very lowest.

You are hereby cordially invited to pay us a visit and inspect this wonderful aggregation of most profitable merchandise. Don't wait for our travelers to call upon you as they cannot possibly give you any adequate idea of the immensity of our lines. A personal inspection will be much more satisfactory and give larger scope to your selections.

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We will make special arrangements in regard to traveling and other expenses incurred on account of your visit to our stock and purchase of a line of "Holiday Goods."

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Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade. Ask for "Purchaser's Certificate" showing amount of your purchase.

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