



AUTUMN TIME



WHEN THE FROST IS ON THE PUNKIN

When the frost is on the punkin and the fodder's
in the shock,
And you hear the kyouch and gobble of the strut-
tin' turkey-cock,
And the clackin' of the guineys, and the cluckin'
of the hens,
And the rooster's hallylooyer as he tiptoes on
the fence;
O, it's then's the times a feller is a feelin' at his
best,
With the risin' sun to greet him from a night of
peaceful rest
As he leaves the house bareheaded and goes
out to feed the stock,
When the frost is on the punkin and the fodder's
in the shock.

They's something kind o' harty-like about the
atmufere
When the heat of summer's over and the coolin'
fall is here—
Of course we miss the flowers, and the blossums
on the trees,
And the mumble of the hummin' birds and the
buzzin' of the bees;
But the air's so appetizin', and the landscape
through the haze
Of a crisp and sunny morning of the early au-
tumn days
Is a pictur' that no painter has the colorin' to
mock—
When the frost is on the punkin and the fodder's
in the shock.

The husky, rusty rustle of the tassels of the
corn,
And the raspin' of the tangled leaves, as golden
as the morn;
The stubble in the furries-kind o' lonesome-like,
but still
A-preaching' sermons to us of the barns they
grewed to fill;
The straw-stack in the medder, and the reaper
in the shed;
The hosses in their stals below—the clover
overhead!—
O, it sets my hart a'clickin' like the tickin' of a
'clock,
When the frost is on the punkin and the fodder's
in the shock.

Then your apples all is gethered, and the ones
a feller keeps
Is poured around the celler-floor in red and
yeller heaps;
And your elder-makin's over, and your wimmen-
folks is through
With their mince and apple-butter, and their
souse and sausage, too—
I don't know how to tell it—but ef such a thing
could be
As the Angels wanted boardin', and they'd call
around on me—
I'd want to 'commodate 'em—all the whole in-
durin' flock—
When the frost is on the punkin and the fodder's
in the shock'

James Whitcomb Riley.

OCTOBER'S BRIGHT BLUE WEATHER

Oh, suns and skies and clouds of June,
And flowers of June together,
Ye can not rival for one hour
October's bright blue weather.

When loud the bumblebee makes haste,
Belated, thriftless vagrant,
And golden-rod is dying fast,
And lanes with grapes are fragrant;

When gentians roll their fringes tight
To save them from the morning,
And chestnuts fall from satin burrs
Without a sound of warning;

When on the ground red applies lie
In piles like jewels shining,
And redder still on old stone walls
Are leaves of woodbine twining;

When all the lovely wayside things
Their white-winged seeds are sowing,
And in the fields, still green and fair,
Late aftermaths are growing;

When springs run low, and on the brooks
In idle golden freighting
Bright leaves sink noiseless in the hush
Of words for winter waiting;

When comrades seek sweet country haunts,
By twos and twos together,
And court like misers, hour by hour,
October's bright blue weather;

Oh, suns and skies and flowers of June,
Count all your boasts together—
Love loveth best of all the year
October's bright blue weather.
Helen H. Jackson.



OCTOBER

October walks these beautiful days
In a pale, pale lavender gown,
Slashed with the russet of dying leaves,
And bordered with silver down.

Her head is bended, her bronzy hair
Is wind-blown over her eyes,
And the mantle twisted about her brow
Is woven of rosy dyes.

Her lips are sad with a mute farewell,
As she looks in the eyes of the year,
As two that love, yet meet to part
Without a word or tear.

She carries an acorn rosary,
And when each bead has been kissed,
She draws her draperies round her
And vanishes through the mist.

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.,

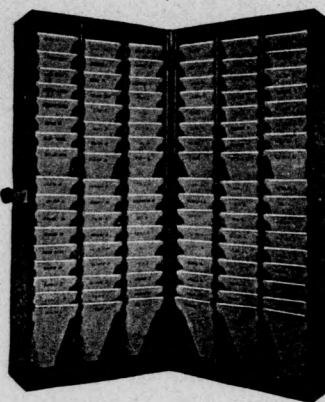
of Michigan

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, OCTOBER 9, 1907

Number 1255

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

Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids
Majestic Building, Detroit

FIRE AND BURGLAR PROOF

SAFES

Grand Rapids Safe Co.

Tradesman Building

SPECIAL FEATURES.

- | | |
|-------|------------------------|
| Page. | |
| 2. | Window Trimming. |
| 4. | Around the State. |
| 5. | Grand Rapids Gossip. |
| 6. | Country Boys. |
| 7. | Successful Salesman. |
| 8. | Editorial. |
| 10. | Our River Trout. |
| 11. | Beet Sugar. |
| 15. | New York Market. |
| 16. | The Tobacco Market. |
| 18. | Good Talking. |
| 20. | The Corner Club. |
| 22. | Sources of Education. |
| 24. | Cot in the Cabin. |
| 28. | Growing Weeds. |
| 30. | Woman's World. |
| 32. | Shoes. |
| 34. | Fisk Tires. |
| 36. | Hardware. |
| 38. | Poultry and Game. |
| 40. | Commercial Travelers. |
| 42. | Drugs. |
| 43. | Drug Price Current. |
| 44. | Grocery Price Current. |
| 46. | Special Price Current. |

MUNICIPAL ENTERPRISES.

There are a goodly number of very important projects just now in hand for the officials of the city of Grand Rapids to look after, chief among them being the plan for protecting the property of citizens, as well as municipal property, against floods; and with the West Side dikes and the scalping of the river under way there remains the trunk sewer problem on the east side of and parallel with the river as a factor equally important with the other features of the general plan. City Engineer Anderson says there are two ways of utilizing the East Side canal in the plan for protection against floods: One is to place flood gates at all flumes or sluiceways entering the river which might be closed during flood seasons, thus cutting off back water. The other is to do away entirely with the canal and its tail race, substituting a trunk sewer therefor.

The gentlemen constituting the East Side Water Power Co. are ready to consult with the city on the subject and Aldermen McNabb, Connelly and Knecht have already been appointed a committee to confer with the owners of the canal.

So far so good. The city is already in possession of a report by Prof. Lyman E. Cooley, which may guide the Committee and the canal owners as to what is best to do, and a mutual understanding should be quickly reached. What is most needed now is action. Within six or eight months another danger season will be upon us. Time is relentless and should not be dallied with because of individual interests. The merchants and property owners on Canal street have gone their limit on flood losses and every running foot of protection against floods possible to install during the next few months should be established. When the dikes are all completed, when the river has been scalped sufficiently and when the trunk sewer is in operation then we will learn—and not until then—as to the value of Mr. Cooley's assertion that the river below the Bridge street bridge and to

a point below the Wealthy avenue bridge must be deepened and widened before we will have adequate and permanent protection against freshets.

The Mayor has created another commission, consisting of loyal and excellent citizens, to take up the matter of securing a concrete, comprehensive city plan. So far as the immediate carrying out of such a plan is concerned there is no pressing demand, but in order to make the development of such an enterprise possible ultimately, there are things to be done and done at once. The engineer, landscape architect or expert city builder, or whatever he may be called, should be busy at once finding out just what will be needed and then rights of way should be secured. It will be easier and cheaper to obtain ownership of desired parcels of land and buildings which must be torn down and taken out of the way next month than it will be next spring. And it will be easier and cheaper to secure those essentials next spring than it will be to do so a year or two from next spring.

And so if the gentlemen composing the Commission expedite matters they will realize at once that they are not to evolve and prepare the plan. Their duty is to decide as soon as possible what engineer or architect they will employ, and, securing such a man's services, to run along and let him work out his own plan. That is what he is employed to do and is entitled to and will demand that he be given a free hand and must not be bothered by suggestions from over-enthusiastic laymen—some of whom possibly may have "an axe to grind."

At least, that is what will be demanded by any engineer or architect who is entitled to be called an expert at preparing city plans.

LARGER NAVY NEEDED.

It is now admitted by no less a personage than himself that President Roosevelt has experienced a change of heart with regard to the further enlargement of the navy. A year ago he virtually told Congress that the navy was large enough and that future appropriations for shipbuilding need not go beyond providing a new ship for every old one that becomes unserviceable or obsolete, the new ships, however, to be the best that can be built. In his speech at St. Louis the other day the President distinctly advocated the build up of the navy until both coasts of the country are fully protected and our power at sea becomes so considerable as to warn any possible enemy from picking a quarrel with us.

While President Roosevelt has thus made his position as favoring further naval increase perfectly clear, he

has not stated just how large a fleet we should have. The ordering of the battleship fleet of sixteen fighting ships exclusive of cruisers and other vessels to the Pacific, leaving the Atlantic coast practically unprotected, makes it clear enough that the President believes that double our present naval strength would about meet the country's needs.

It has been claimed in some quarters that the cruise of the battleships to the Pacific was intended merely as a practice cruise, but few are so credulous as to believe anything of the sort. If a mere practice cruise were intended the fleet could be as readily sent across the Atlantic and back at far less cost and with quite as good results in the way of training for officers and men. It is as plain as anything possible can be that the fleet is being sent to the Pacific to strengthen our naval power in that part of the world.

The events of the past year have demonstrated plainly that the Pacific Ocean is to be the battle ground of the future and that American interests as well as ambitions are more likely to be opposed there than anywhere else. Such being the case, it was obviously impolitic for this country to permit its vast and growing interests in the Pacific to be protected by two battleships and four armored cruisers when, to establish our prestige in that ocean, a fleet fully as large as the largest maintained by any other power was essential. It was recognized that there was small hope for battleship building on our Pacific coast in the near future, whereas the facilities on the Atlantic coast made it probable that a new fleet could be constructed for service in the Atlantic within a comparatively short time—in fact, enough vessels are actually building at Atlantic shipyards to form a respectable fleet. It was therefore determined to send the entire battleship fleet from the Atlantic into the Pacific, thereby strengthening at one time our Pacific fleet to the extent of rendering it superior to all possible competitors.

While the creation of an immense fleet in the Pacific is a menace to no foreign power, still it is intended as a warning to the whole world that we are prepared to fully protect our rights in the Pacific Ocean, our trade privileges in the Far East and our various island possessions located in various portions of the vast Western ocean. No foreign power should feel aggrieved at the presence of a great American fleet in the Pacific, as it can be a menace to nobody who refrains from attacking us or our commercial interests.

The hypocrite always thinks that his smoothness will rectify his crookedness.



New and Novel Idea for a Shoe Store Trim.

The shoe store that doesn't care whether it gets out of a deep, deep rut will go on forever with the same old stereotyped way of setting the shoes, the same old stereotyped arrangement of colored crinkly paper. But the shoe store that wants to get itself talked about in a favorable way will get a man and a woman dummy and make them be silent but eloquent witnesses that shoes can play a most important part in the daily life of the individual. These dummies can, with patience and ingenuity, be made to represent many phases of public and domestic life. As a general thing, the presence of one in one window should call for that of the other in the opposite window. Sometimes they may be transferred, the one to the other, but, as said, one always should supplement the other. Their positions should be changed so often that it will occur involuntarily to the public to keep track of them.

The interest that these figures create must be turned to practical account; they must be made to at least "pay for their keep," to employ an old-fashioned phrase. Begin with some simple situation that does not call for much outlay of time or money, gradually advancing to more elaborate schemes.

Now that fall housecleaning is in full swing, you might start in with putting both dummies to work in their respective windows. Treat the window spaces similarly: Have a step ladder in each and pose the man and the woman as if washing the front glass, having dressed them appropriately in workaday clothes, the man in checked shirt, loose overalls and jumper, a skull cap on his naturally curly hair, and the woman in gingham dress and cap and apron. Pin the dress up around her waist over her dark petticoat, to save the hem of the former from dampness. Resting the dummies' hands against the glass will keep them from toppling over on their noses. Of course, your dummies must have good wax hands, arms, shoulders and ankles, and get the kind that have strong joints, for, remember, they are to "earn their salt"—and something for you besides. Put a pail (ostensibly of water) on the top step of each ladder, and a window rubber in the man's hand and a white cloth in the woman's. Be very sure that, in the people's inquisitiveness to observe these interesting dummies at work, they do not lose sight of the primary object of the setting: the selling of your stock. Clad the figures in substantial shoes, distributing a few like samples at intervals on the floor and on the nickel wall-racks. Don't omit a small card, on the step of the ladder just underneath the ones on which the figures are poised, calling attention to the circumstance that you carry just the thing for every occupation in life. Also, to whet ad-

ditional curiosity, have another placard announce that from time to time the figures will represent every avenue of life. This last card should be a tiny affair, not more than 3 inches long by 2 wide. The lettering should be ordinary script, done with a common stub pen, and should be attached to the glass neatly with little round notched stickers. Placed in the middle of the glass, on a line with the average public eye, you will be amused to see how people will crowd and push to read that insignificant proclamation—a small example of the everlasting human struggle for the unattainable.

Endeavor to change the window at the very least once in ten days—better once a week—and always with the view of having the fresh one for Sunday. Lots of people who hurry or at the most drift by on a weekday are loitering on a Sabbath, and more in proportion will come to a standstill in front of exhibits on that day. Alter the color of the settings every time you move the dummies, as that of itself gives the impression of "something different," the ultra thing ever to strive for.

I shall speak in the future of these same shoe windows.

* * *

As I am on the subject of shoe windows, I quote the following from a reliable authority on the pleasant art of shoe window dressing:

"A corner, or vestibule, window is a type very common with shoe stores, and one usually considered 'hard to trim.' For some lines of merchandise this is true, but shoes should not be especially so, as they permit of being viewed from any angle. A proper background design—one that will look well from either side—is sometimes not so easy. The following description is adaptable to this style of window, and is also extremely appropriate for the fall season:

"A top border consists of a width of light yellow silkoline, stretched tightly on a framework covered with brown felt or flannel. The lower part (about five-eighths of the depth) may be either mirrors, curtains or muslin, stretched plain and painted with yellow alabastine. Get long cat-tails from some nearby swamp and tack them securely on to the frieze in a natural-growing position. Or a clever imitation may be brought about as follows: Paint the stems on the silkoline and cut out the tails from a rich brown velvet (as near as possible to the shade of the original growth) and paste in place. A little touch of gold bronze powder for the high lights and finished at the base with leaves of green or brown crepe paper gives quite a realistic effect. Have a pedestal lamp at one side. As to its construction, the globe is fashioned of wire and covered inside with yellow fireproof crepe paper. The wires are wound with strips of tissue paper of the same color and the edges scissored. At the back of the standard the electric wire for the lighting is deftly concealed in the scissoring, and is run through a small hole in the floor. The base of the lamp and the standard are then completely covered with plaster of

paris or stucco, put on rough, beginning at the base. When dry paint a dark brown and touch up the high lights with gold paint. Finish the window by winding imitation water lilies and their leaves around the pedestal and globe, taking care not to allow the tissue to get down inside and touch the electric bulbs stationed in the center of the globe. If your floor is oak, and you hesitate to mar it by boring a hole for the electric wire, run the latter along the floor to the wall and strew the lilies and the lily pads in a circle at the base of the lamp so as to completely conceal the cord. Also trail the pond lilies up each of the corners to the cat-tail frieze."

This window would certainly be unique, and would attract a deal of attention by its unusualness.

Some of the Things the Playgrounds Should Teach.

In McClure's for October Ellen Terry says, in speaking of a certain locality, "I can hardly bear to go near that part of London now it is so horribly changed. Where are its green fields and its chestnut trees?"

The playgrounds will be useful if they help to preserve a green field, with the old oaks in its center and the growth of trees and shrubs along its borders.

Every locality is undergoing changes. In older countries these changes are slow, but in Michigan the forests have disappeared and cities have taken their places within the memory of a short life. If the changes can be so guided that some of the delights of the country shall be retained for city people, and especially for children and old people, this guidance will be of the greatest service to present and future generations. The preservation of a bit of country seems to me the highest use of the Playgrounds. By visiting them one will always be able to see a stretch of sky or clouds, to see our native trees and shrubs and flowers, to see and hear the birds that will, perhaps, make the most constant use of this breathing place. In a hundred years some of the trees will be over one hundred years old and some of them may last a much longer time than that. It is of the future of the Playgrounds that I like to think and I believe it is less important to make the grounds immediately available for a large number of children than it is to see that each step is taken in the right direction. Those who visit the Playgrounds should learn to respect and love the things that grow and live there. If few children came at first it will be easier to bring about this result. The caretaker or his assistants could show them the things that have been planted, explain a little of the plants' history, call attention to the buds, the blossoms, the fruit, the color of the bark, the manner of branching, the songs of the birds, the location of a nest if the children will be careful and not disturb it, to caterpillars and butterflies—to all these and a thousand other things. All this will be interesting and instructive and will add to the pleasure of

many lives. The caretaker's assistants will at first be those who are especially interested in the success of the Playgrounds, but afterwards they will be the children themselves, who will take pleasure in welcoming newcomers and instructing them in the uses and beauties of this park.

The wading pool, the wide spreading lawn, the shade of trees, the sloping ground at the southwest corner will furnish places for pure recreation. After the grounds are fully developed there will be gymnastic apparatus, books, papers, pictures, games. The spirit of the place should be that of mutual helpfulness and good will and there should be an appreciation of the things that grow and fly and run about that will prevent wanton destruction. The Playgrounds should teach unselfishness, a desire to help others, a love of beauty. It is worth while to go slow to insure this result.

O. C. Simonds.

Prosperity in Potatoes.

Potatoes \$1 a bushel and yielding from a hundred and fifty to two hundred bushels to the acre, with railroad switches running right through the fields. Such is the story of the prosperity of the potato grower of Indian Territory this season.

Of course, every potato grower did not raise two hundred bushels to the acre, and some of their potatoes do not grade up to the dollar class. But Will Garrett marketed two hundred bushels from an acre on his farm and got \$1 a bushel for them, and there are numberless instances where whole fields are averaging from a hundred and twenty-five to a hundred and fifty bushels an acre.

The potatoes were planted very early this season—most of them in February, and the weather conditions at that time were remarkably good. Later in the season, however, the weather conditions appeared as bad as it was possible for them to get. It was very cold, there was lots of rain, and apparently the potatoes, like all other crops, were doing no good. It has since developed that, while the potatoes were not making vines, they were making good root and spreading out in the ground. The big surprise came when the digging began and the yield was so enormous.

Hundreds of Good Irish Here.

"Pat" was a little "beliquored," and was boasting one day in a saloon about his ancestors and his native country, and was remarking that he was Irish and that he was proud of the fact, when a man entered, and, hearing the remark, said:

"You are all right, old man. I like the Irish, and up where I live there are hundreds of them, and I wish there were hundreds more there."

This pleased "Pat" to such an extent that he spent considerable money on his newly found friend, and after his departure "Pat" enquired of the barkeeper where he lived, remarking that he was a "dum foine man, anyway."

"That man," replied the barkeeper, "he lives up near the Catholic cemetery."

Case Where Hypnotism Failed To Sell Goods.

Johnny, the hypnotist, was out of a job. Furthermore, he was busted, not temporarily financially embarrassed, but flat broke. Johnny was his really, truly name, but he was known to fame as "Pizzaro, the eminent thaumaturgist and world famous hypnotist." According to the bill boards, Johnny had "mystified the crowned heads of Europe, had hypnotized the potentates of the Orient, and had outfaked the fakirs of India." But now—how have the mighty fallen! Johnny couldn't pay the car fare from Brown's Creek to Hickory Junction.

Dolefully, Johnny pondered over this sad condition of brokenness. It appeared that after traveling about the country as the wonder of wonders, at last he must disgrace himself, he must do real work. And what kind of a job could he get in this pin point on the map?

"I'll have to pick huckleberries or wrestle with corn shocks," thought Johnny, with utter disregard for the seasons. The town of Brown's Creek existed because Brown had a cigar factory there. So Johnny set out for the home of the town's most important industry.

Now, hunting a job was a new sport for the world famous Pizzaro, so, when the manager of the Del Ray cigar factory asked him what he could do, Johnny blithely replied: "Hypnotism, juggle and sing 'Turkey in the Straw.'"

"I wish you would go down to Gray's Hill and hypnotize Mrs. Mull-

igan into buying some Del Rays. She sells the most cigars in that town, and, although we have been after her for two years, we can't sell her a bloomin' thing."

"I will," said Johnny. "The man that has hypnotized the Emperor of Australia certainly can lay Mrs. Mulligan out cold."

The manager, who was not much impressed by Johnny's boast, was curious to hear the result of gab-fest between Johnny and the shrewd old Irishwoman. Therefore Johnny was given some samples and a ticket to Gray's Hill.

The next morning found Johnny reading Mrs. Mulligan's sign, "Ice cream parlor, candy and bonbons. Cigars and tobaccos; darning needles and timothy seed."

Mrs. Mulligan received him pleasantly, as she did all drummers. She listened good naturedly while he told her the weather was fine for that time of year and that he never had seen such a pleasant city or such an elegant ice cream parlor. But when he broached the subject of Del Rays the winds blew and the floods descended.

"Arrah, no. What, me handle Del Rays? Not on your loife. I run a respectable store. None of your Havana de Smellerinos for my store. Why, Vic Hilge, the town bum, wouldn't smoke one for two whiskies and a Dutch cocktail."

Then Pizzaro the Great called in the mystic forces of hypnotism. He made a few passes in the air. "Bzzst, bzzst, you're sleepy; you're drowsy, drowsy, drowsy. You're stiff

as iron or stone, you can't move. You are asleep," he said.

Mrs. Mulligan gasped wildly at first; gulped a few times; stared hard; then gradually closed her eyes. She leaned back in her chair with eyes tightly shut and muscles relaxed.

"Now I've got you," said Johnny. "When you are awake you must think that these Manila rags are the finest two-fers that ever sold for a dime. Do you understand? You must give me an order for a thousand of these rank weeds and think you've got a bargain. Do you hear me? Order a thousand and then advertise them among your friends. Now wake up."

But she didn't.

"Oh, yes," said Johnny. "And you must give me a good cigar to smoke on my way back on the train, for I can not stand for these Del Rays myself. Now wake up."

But she slept on peacefully.

"Wake up, I say. Can't you hear me?"

Narry a wake.

"Wake up! I command it. I, Pizzaro, command you. Awake, awake, I say."

Now, Johnny's marvelous exhibitions had all been accomplished through the efforts of his confederates. When he called for subjects from the audience these confederates scattered through the crowd would hasten to the stage and docily perform their antics. If at any time a stranger would sheepishly mount the stage Johnny would hypnotize all of his confederates first, then he would

be too much worn out by his mental efforts to make use of another subject. With this explanation he would excuse the stranger.

For this reason Johnny was greatly worried when Mrs. Mulligan did not wake up. He made several more unsuccessful attempts which only scared him worse. He began to look around for other means to wake her up, all the time wondering what he would do in case a customer should come in.

While he was crying, "Awake, awake! I, Pizzaro, the world famous hypnotist, command it," a little girl came in.

"Please, sir, I want a penny's worth of likerish," she said.

"Mrs. Mulligan is asleep and I don't like to waken her," Johnny managed to stammer.

"Ooo, but I want my likerish. My mamma gave me a penny for being a good girl and not talking in church, and I want a stick o' likerish. Tell her to get up."

Mrs. Mulligan showed signs of returning life.

"Well, you don't want her to wake up any more than I do," said Johnny. "I'd give \$10 this minute to have her wake up."

"What's that? Tin dollars? Well, fork over, me laddie buck."

But Johnny was fleeing down the street, followed by the taunt, "The daft bhoys didn't know I seen him exhibitioning over to Parktown last Wednesday evening. Hiram King."

Folks need what is in your heart more than what is in your hand.

OF INTEREST TO YOU

When a grocer sells cheap baking powders he invites dissatisfaction. The cake being spoiled by the powder, all the ingredients will be classed as inferior, to the discredit of the grocer who sold them. The sale of lower-cost or inferior brands of powders as substitutes for the Royal Baking Powder, or at the price of the Royal, is not fair toward the consumer, and will react against the reputation of the store.

Royal is recognized everywhere and by every one as the very highest grade baking powder—superior to all other brands in purity, leavening strength and keeping quality. It is this baking powder, therefore, that will always give the highest satisfaction to the customer; and a thoroughly satisfied customer is the most profitable customer that a dealer can have.

Ask your jobber for Royal Baking Powder. In the long run it yields more profit to the grocer than the low-priced alum brands.



Movements of Merchants.

Rapid River—Mr. Berton has engaged in the bakery business.

Vermontville—Thomas Barningham has opened a new meat market.

Kalamazoo—H. C. Pitz has engaged in the jewelry business at 110 West Main street.

Saginaw—Frederick Zanger has opened a cloak, suit and fur store at 412 Genesee Avenue.

Kalamazoo—J. T. Tidd has opened a confectionery and fruit store at 224 North Burdick Street.

Benton Harbor—The Seitz, Schaus & Roniger Co. has changed its name to the Seitz & Schaus Co.

South Haven—John Wasteli succeeds S. H. Nevins as manager of the drug store in the Hotel Johnson.

Farmington—C. A. Treat has purchased the novelty stock of Mrs. Frank Johnson and will add a line of jewelry.

Bangor—J. E. Westfall has sold out his stock of agricultural implements, harness, etc., and has retired from business.

Bad Axe—Calvin H. Foster has sold his shoe stock to Cecil Nugent, who will continue the business at the same location.

Lansing—Wm. F. Rouse has sold his meat market at 106 Franklin Avenue to Wm. F. and Ferdinand T. Beltz, who will continue the business under the style of Beltz Bros.

Montague—The hardware stock formerly owned by the late Thomas Gaynor has been purchased by Charles Ohrenberger, who will continue the business at the same location.

Cadillac—The A. H. Webber Co. has sold its furniture, carpet and crockery stock to Geo. Webber, who will continue the business in the south half of the Webber block.

St. Johns—F. F. Murdock has sold his marble and granite business to R. C. Davies, Charles J. Sowle and R. L. Shulters. The new firm will be known as Davies, Sowle & Shulters.

Onsted—A Commercial and savings bank has been incorporated under the style of the Onsted State Bank, with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

Big Rapids—The Hanchett Swage Works has been merged into a corporation under the same style. The new company is capitalized at \$150,000, of which \$2,317.59 has been actually paid in cash and \$89,772.41 in machinery, good will, outstanding accounts, etc.

Port Huron—The stock in the Star Shoe Store has been purchased by Maxwell and Norman Gray, who will continue the business at the same location under the style of Gray & Son. Maxwell Gray has been traveling representative for Beard, Campbell & Co., for several years.

Port Huron—A corporation has been formed under the style of the Frank T. Ross Co., which will engage in a retail paint, oil, varnish and wall paper business, with an

authorized capital stock of \$1,000, all of which has been subscribed, \$50 being paid in in cash and \$950 in property.

Westphalia—George W. Burhans, who has been connected with the Maynard-Allen State Bank of Portland for several years, is organizing a State bank at this place. He has already secured substantial subscriptions from Michael Spitzley, Anthony Snitgen, Joseph Arens, Westphalia Creamery Co. and Rev. F. J. Broegger.

Otsego—Marcia V. Hall has merged her furnishing goods business into a stock company under the style of the Marcia V. Hall Co., which will conduct a general merchandise business, with an authorized capital stock of \$7,000, of which amount \$6,310 has been subscribed, \$310 being paid in in cash and \$6,000 paid in in property.

Mt. Pleasant—Frank G. Thiers has merged his drug and stationery stock into a stock company under the style of the Norman Drug and Book Co. The authorized capital stock is \$10,000, of which \$7,000 has been subscribed and paid in, as follows: Frank G. Thiers, \$5,500; Frank C. Cowdrey, \$750; Frederick W. Rowlader, \$750. Messrs. Cowdrey and Rowlader have been identified with the business for several years in the capacity of clerks.

Manufacturing Matters.

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

Detroit—The Lake Superior Iron & Chemical Co. has increased its capital stock from \$7,500,000 to \$8,025,000.

Sturgis—The capital stock of the Grobhisser & Crosby Furniture Co. has been increased from \$25,000 to \$50,000.

Munising—The Munising Paper Co. has begun the construction of ten new houses for its workmen near its mill here.

Detroit—The Voelkner & Reinke Manufacturing Co. has changed its name to the Voelkner & Harry Manufacturing Co.

Ann Arbor—The Board of Commerce delegated J. D. Ryan to inspect grain elevators in the Northwest, with a view of erecting a big one in this place.

Escanaba—The Riparian Land Co. has secured a concession to its demands on the Escanaba Water Co. for a right of way across the Water Co.'s lands.

Hiawatha—The mill of the South Side Lumber Co. is shut down, owing to high water, which interferes with handling timber in proximity to the mill. During the interim the mill will be repaired and put in shape for the winter's run.

Cadillac—The new office building of Cobbs & Mitchell and Mitchell Bros., located on Mitchell street, is nearly completed and will be in use in a short time. It is said to be the most expensive and most complete office used exclusively as a lumber office in the North.

Bay City—Cedar operations will be conducted upon a very extensive scale this fall and winter. There is an extraordinary demand for ties at

the best prices received in years, also a good call for poles. A score of operators are working camps north of the Saginaw River and many jobbers north of the Straits of Mackinac.

Cadillac—The St. Johns Table Co., which moved here less than two years ago from St. Johns, reports a gratifying run of trade this season, amounting to over \$250,000, an increase of more than 150 per cent. over last year. The company enjoys the distinction of being housed in the largest exclusive table factory in the world.

Muskegon—P. H. Lakin, of Burlington, Iowa, has been appointed manager of the Grand Rapids Desk Co., to succeed J. Arthur Whitworth, who recently resigned to accept the managership of a new Grand Rapids furniture company. Mr. Lakin has behind him seven years' experience as assistant manager of the Leopold Desk Co., of Burlington.

Detroit—A corporation has been formed under the style of the New Era Vitrified Brick Co. for the purpose of manufacturing vitrified brick, sewer crock, etc. Operations will be carried on in Flushing township, Genesee county and at Hamtrack. The authorized capital stock of the company is \$100,000 common and \$50,000 preferred, \$100,000 having been subscribed and paid in in property.

Rexton—The Rexton Lumber Co. now has 11,000 acres of land in the vicinity of this place that will require ten years to cut. D. N. McLeod, of the company, states that he recently bought the timber on a tract of 4,000 acres belonging to the Lake Superior Furnace Co., beside 1,000 acres from other parties. He operates his camps summer and winter and a well equipped logging railway brings all timber to the mill.

St. Ignace—W. R. Hudson, of the Hudson Lumber Co., has established a precedent in dealing with workmen who get transportation and care to a mill or camp with the ostensible intention of working there, but who, instead, when they arrive jump their jobs. A gang of men recently treated him to this old dodge, but he had them arrested and given the choice of a fine and costs of \$14.60 each or thirty days in jail. When they agreed to go back to work he paid the costs and secured their release. The men are now working in the company's camp at Garnet.

Charles Trankla & Co. have purchased the Millard Palmer store building at 20 and 22 Monroe street. The lot on which the building is located is 44x120. Trankla & Co. have already taken possession and have rented the store to the Palmer Co. until February 1, when it is to vacate. The purchase also includes the vacant lot fronting on Louis street, 60x144, owned by Charles K. Seymour. This purchase will give Trankla & Co. 119 feet frontage on Monroe street, which is considerably more frontage than any other business house has on that thoroughfare. It is not unlikely that the purchasers will extend the store building through to Louis street, which would give that portion of their store a depth of 264 feet.

New Gum Company Organized At Niles.

Niles, Oct. 8—Through the efforts of the Business Men's Association and Kate Nobles, the well-known gum manufacturer, Niles is to have as fine a gum-manufacturing plant as there is in the country, and which will be known as the Mastico Mfg. Co.

The gentlemen who are at the head of the enterprise are men of considerable wealth, who reside at Laporte, Ind. They had intended locating elsewhere, but the fact that Niles is known as a gum town, as a result of the activities of Kate Nobles, combined with pressure brought to bear by the Business Men's Association, caused the company to decide to come here, although they are to receive no bonus from the city. They have leased the Nobles building, at the corner of Fourth and High streets, for a period of five years, and their machinery, which is boxed and ready for shipment, will be shipped from Cincinnati at once. They are to have a new and modern steam plant, which will be second to none in use in the manufacture of gum in the country.

The company has elected officers as follows: David H. Reeder, President; William H. Hulswit, Treasurer, and Kate W. Nobles, Manager. Mr. Hulswit, who was formerly manager of the Laporte Gas Light Co., will make his home here and has rented the Hilles Smith house on Third street. Others of those connected with the company, who will be residents of Niles from the start, are three salesmen and one gum maker. There will be ten workers in the factory on the start, and the company expects to increase the force to fifty. It is also the intention to build an addition to the factory building in the near future.

Recent Business News from Wisconsin.

Marinette—A. L. Saxton, for many years with the Carpenter-Cook Co., of Menominee, has engaged in the wholesale grocery business on his own account.

Wausau—The Wisconsin Timber Co. has been incorporated, with a capital stock of \$120,000. The incorporators are Alexander Stewart, C. C. Yawkey and A. F. Colman.

Racine—A new bank, with a capital of \$50,000, to be known as the Racine City Bank, will be opened Jan. 1.

Portage—With a view to securing a shoe factory, employing fifty to 100 hands, it is proposed to organize a stock company with a capital of \$50,000. When this is accomplished the concern will be known as the Portage Shoe Co.

DePere—S. D. Murphy, John Dommer and others have recently incorporated the King Lake Lumber Co., with a capital of \$14,000.

Escanaba—The Escanaba Electric Power & Pulp Co., capitalized at \$500,000, has been granted the right to furnish the city plant with power for lighting the streets and commercial light and power for ten years.



The Grocery Market.

Sugar—Refined is unchanged and in very fair demand. Stocks in jobbers' hands are lower than for some time and general buying will probably soon begin. If it does there is every probability of an advance in refined, as the margin is now only around 70c per 100, which is lower than the refiners like.

Tea—There have been no changes in price with the exception of Pingsueys, which are quoted 1c higher on the other side. Naturally this will affect the market on this side if it is maintained. The demand for all grades of tea is fair, and shows no speculation whatever.

Coffee—The only factor which gives the market any semblance of strength is a good, active, seasonable business for actual Rio and Santos coffee, prices for which show no change. Mild coffees are somewhat excited, notably Bogotas. The tendency seems upward and it is reported that large interests have been heavy buyers, particularly of Bogotas again. Very probably a main reason for this movement is the large advance in Java coffee. Sales of Java during the week showed an advance of 1c per pound over the sales of two weeks ago. Since May last inferior Javas have advanced 4½c.

Canned Goods—The corn market is steady, with the trade feeling that advances will come. New pack gallon goods in some lines are arriving. Among these are tomatoes, the quality of which is quite satisfactory. The price is rather high. Peas are strong, with a steadily advancing tendency. String beans are reported strong, although there seems to be a fair supply at going prices. Baked beans, in sympathy with the market on dried beans, tend upward. Asparagus continues high. Nearly everything in the list continues strong and in short supply. Canned fruits steadily gain in strength. All small fruits in standards and in the higher grades are decidedly strong. This includes raspberries, strawberries, blackberries, gooseberries, etc. Pineapple is steady. California packers of canned fruits maintain strong views. Some of them are out of the market on many items in the list. Prices have advanced materially since the opening. The demand is good. The week has developed added strength for nearly all lines of gallon fruits. Eastern canned peaches continue high, and the same is true of Eastern pears. Both of these items, which have been quite cheap in years past, are making record high prices. Gallon apples are well maintained at the advanced basis. Everything indicates a year of high prices on cove oysters. The opening price of 5c per dozen higher than opening prices last year is well maintained and advances are talked of. The salmon list continues very strong. Red Alaska is firm on the present basis and jobbers are getting short deliveries on fancy Sock-

eyes and fancy Chinooks. It looks as if high grade salmon would be a luxury during the coming year. Some close observers of the salmon situation believe that the pack of cheaper fish will be so large as to hold prices within reasonable limits. Domestic sardines are firm. Imported sardines are scarce and prices high. All foreign packers report a short pack.

Dried Fruits—Apricots are slow, scarce and high. New York State apples are still very high and firm. Evaporated apples from California are now being offered at 9@9½c f. o. b. Prunes are quiet and show no change, either in spot or future fruit. Peaches are also unchanged and quiet. Raisins are selling well to arrive, at prices that show no change. There has been a particularly good demand for foreign raisins, practically all shipments of which have been sold to arrive. The first new crop currants are just about due. The market on the other side is higher, but shows almost no change here.

Rice—The market continues steady. New crop rice is of good quality and prices are well maintained. Broken and low priced grades are very scarce.

Cheese—The make is considerably shorter than it has ever been before at this season. In all producing sections the price has advanced 1c per pound and is now around 15c per pound. This is an almost unprecedented price, and is due entirely to the short supply of milk. The consumptive demand continues very good considering the price. Stocks in storage are very light and the future price depends on the consumptive demand.

Cereals—There is nothing to indicate a decline in rolled oat prices for some time to come. Many retailers are expressing themselves to the effect that prices are so abnormally high that they must come down. Manufacturers hunting for good quality milling oats say that prices are most likely to advance. The entire cereal list is strong.

Syrups and Molasses—Sugar syrup is in fair demand at unchanged prices. Molasses is unchanged and quiet. Prices on the first new crop cane juice should be forthcoming in about two weeks. As reported, the crop bids fair to be large. As the result of the advancing market in corn, glucose has advanced 5 points during the past week. Compound syrup moved up ½c for the same reason. The demand for compound syrup has been fair, following the cool weather.

Fish—Cod, hake and haddock have not yet had the weather they wanted and are therefore quiet. Prices are unchanged. Sardines, both domestic and foreign, are firm, unchanged and quiet. An advance of 15c in quarter oils, however, was announced to take effect October 15. Salmon is firm and unchanged. Consumptive demand is fair. The mackerel situation is still very much excited. New Norways are very scarce and exceedingly high. It is difficult to quote a price, because the buyers' ruling desire is to get the fish regardless of price. Anything good in fat Norways will bring almost any price in reason. The Irish mackerel situation

is also firm. There has been no further advance in new Irish, but holders are now talking of advancing old fish, and would probably be successful if they attempted it. The market is extremely firm. Shore mackerel are also firmly held.

The Produce Market.

Apples—The market is strong and active on the basis of \$2.50@3 per bbl. for fall varieties.

Beets—50c per bbl.

Butter—All grades have advanced 1c during the past week. There are a very active speculative and consumptive demand. The make is very much below normal for the season, and the outlook is for prevailing prices during the balance of the year. Very firm conditions exist in every butter producing section. The extreme high price, however, seems not to interfere with the consumption. Creamery is held at 31c for tubs and 32c for prints. Dairy grades command 26c for No. 1 and 21c for packing stock.

Cabbage—50c per doz. for home grown.

Carrots—40c per bu.

Cauliflower—\$1 per doz.

Celery—18c per bunch.

Cocoanuts—\$4 per bag of 90.

Cranberries—Early Blacks from Cape Cod command \$8.50 per bbl.

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

Cucumbers—25c per doz. for hot house.

Eggs—Dealers have marked their quotations up 1c per doz. and the consumptive demand is good. The withdrawals of eggs from storage are about normal, but the receipts of fresh eggs are very light. The bulk of the receipts show poor quality and have to be sold relatively low. The market is in a wholly satisfactory condition and no radical change is looked for in the near future. Dealers pay 21c for case count, holding candled at 23c.

Egg Plant—\$1 per doz.

Grapes—Concords and Wordens fetch 21c for 8 lb. basket. Niagaras command 22c per 8 lb. basket. Delawares fetch 25c per 4 lb. basket. Bulk grapes range from \$1@1.25 per bu.

Green Corn—10@12c per doz.

Green Onions—15c for Silver Skins.

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

Lemons—Californias and Messinas are steady at about \$4.50@5 per box. The situation will have no new feature until arrival of the first of the new crop, which will be about Thanksgiving time. The outlook for the California crop is fair and for the Florida crop very good.

Onions—Red and yellow Globe (home grown) command 75c per bu. Spanish are in moderate demand at \$1.25 per crate.

Oranges—Late Valencias command \$6@6.50 per box.

Parsley—20c per doz. bunches.

Parsnips—80c per bu.

Peaches—Chilis fetch \$1.25@1.75 per bu.; Smocks command \$2@2.50 per bu.

Pears—Flemish Beauties and Duchess range from \$1.75@2 per bu.

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

Pickling Onions—\$2 per bu. for white and \$1.50 per bu. for yellow.

Potatoes—Local dealers pay 50c per bu., holding at 55c.

Poultry—Local dealers pay 9c for live hens and 12½c for dressed—spring chickens the same; 8c for live ducks and 12c for dressed; 14c for live turkeys and 16@20c for dressed. No dressed poultry should be shipped into Grand Rapids until the weather is cooler.

Quinces—\$2.50@3 per bu. The quality is inferior this season, due to the prevailing wet weather.

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

Squash—1c per lb. for Hubbard.

Tomatoes—50c for green and 65c for ripe.

Turnips—40c per bu.

Sweet Potatoes—\$2.50 per bbl. for Virginias and \$4 per bbl. for Jerseys.

Veal—Dealers pay 6@9c for poor and thin; 8@9½c for fair to good; 9½@10c for good white kidney from 90 lbs. up. Receipts are greatly in excess of the demand.

Watermelons—Sales are mostly in barrel lots, \$1.50 being the ruling price for 8, 9 or 10 melons.

The Grain Market.

Wheat has made a gain the past week of 2c per bushel, May wheat selling in Chicago from \$1.07@1.09 and closing strong. The visible supply showed a decrease for the week of 163,000 bushels, making the present supply 43,589,000 bushels, compared with 34,652,000 bushels for the same period last year. Foreign markets have followed our advance and are buying at present prices. Wheat prices are not high as compared with other grains, and it would seem reasonable to expect the present crop of wheat to move at prices ranging around \$1 per bushel.

Corn continues strong, with an advance from the low point of about 1½c per bushel. The visible showed an increase of 51,000 bushels, compared with an increase for the same week last year of 162,000 bushels, with the present total visible supply practically the same as last year. One year ago May corn was selling at 43c per bushel, while to-day the price is 60½c per bushel. Corn prices look high, but I can not see anything in the situation at present that would warrant a material decline.

Oats have advanced 1½c, with the demand strong and the movement only moderate.

New buckwheat is just commencing to move and prices are starting at about \$1.25 per 100 pounds. The grain, as a rule, is rather damp and must be handled with care as damp grain will sell at a discount of 25@40c per cwt. The crop is reported as of fair volume and the season will start earlier than usual, at least from the present outlook.

L. Fred Peabody.

Cushman House Changes Hands.

The largest real estate deal in the history of Petoskey was made Tuesday when the Cushman house and adjoining property was sold to W. L. McManus for \$100,000. The hotel is known to thousands of tourists and traveling men and is one of the largest enterprises in the city.

COUNTRY BOYS.

Ways in Which Their Happiness Can Be Subserved.

Written for the Tradesman.

Not that I have even the shadow of a doubt as to the truth of T. C. Harbaugh's story of "Joey," incorporated in the interesting exhibit in a recent issue of the Tradesman as to "Some Reasons Why Boys Leave the Farm," but because there are other reasons which I wish to submit.

I, too, have lived on farms—several of them—in several of the best farming districts in the country and have had ample opportunity to note the motives that seemed at the time and seem now, to myself at least, to be potent reasons why boys leave the farm.

As soon as the average farm boy is able to split a stick of wood or carry a pail of water he is looked upon as able to be a "lot of help" and, moreover, he is required to make good in this respect. Little judgment is used as to his physical capacity and, barring the days in school terms, he is up and at work by lantern light in winter months or the first streak of dawn at other times and is kept pretty steadily at it until the chores are done, no matter what time of night that climax is recorded. It is needless to rehearse these duties in detail, because Mr. Harbaugh and hundreds of thousands of other men know all about them.

They know, also, that there are rainy days and days of snow and extreme cold, and they know that once in a very great while boys are permitted to go fishing on the wet days and hunting on the cold days—and that sometimes these boys have genuine pleasure and recreation on such days.

Then, too, there are the Fourth of July and circus day vacations, provided they do not interfere with the harvest necessities. Aside from these few annual opportunities the farm boy is right up against hard work most of the time, and the reason that the work is hard is that, as a rule, there is no system to speak of in the daily routine handling of the work. If the boy desires to jump on to a trolley car and run in to spend the evening at a theater in his nearest city he is chided for his extravagance; if he wishes to hitch up "Cub" and "Ben" to take his sweetheart to a dance over in the next county he is reminded that "Cub" has a bad shoulder" and that "Ben" has been off his feed for more'n a week," or something of the sort, and while he is permitted to take the team, it is under protest.

The lack of industrial system and social system are the chief sources of discontent on the part of boys and girls raised on the farm, and it is this lack also which directs their attention to the city.

It doesn't make much difference with the operation of the average farm whether all persons—the father, the son, the mother, the daughter and the hired help—have specific duties to perform, or whether the entire working force begin and quit

work each day at a certain hour. If a job is not finished at the specified time it is no matter—it can be done to-morrow; if a field hand stops his horses and plow to chat for an hour with an acquaintance who is passing it is all right and mighty pleasant, and so on. The minutes are lost; this one is required to help out on that one's stint, and "anyway there's more days comin'." There are no set hours for leisure or reading, study or fancy work because, through lack of system, the things necessary to be done drive those who do them rather than are driven by those who work.

The social phase of the farm is more serious than is the industrial situation. On those rare occasions when the men are through with their work they sit on the porch or loll around the barn yard in their work clothes, heavy with sweat and dust, smoking, perhaps, until bedtime because there is no bath to which they can go for cleanliness, comfort and rejuvenation. The average farm boy does not know the meaning of always having a bed to himself and never dreams of having a bedroom which he calls his own. The boy sees, as a rule, a father careless at all times as to his personal appearance and the use of the English language—or whatever other tongue he speaks; he notes an indifference at table as to the commonest courtesies and he wonders. And proof that he notices these indifferences to conventionalities is furnished when he meets people who do observe such social amenities and is embarrassed. He realizes that his own father and himself are different and he appreciates the fact that the difference counts against them, even in his own mind.

There is no greater fallacy preached than is the claim that farm boys do not care to put on airs; that they are too independent to indulge in "all them flumadiddles." Farm boys are independent, they are filled with self reliance, they are wholly unassuming and wholly sincere—so much so, indeed, that they refuse to deceive themselves. And so, told by intuition that their lot is not what they hope for, not on a par with their ideals, they long for a change and go where, in their judgment, they feel it is possible for them to win the goal they covet.

Let the farmer who has sons and daughters take their social life into consideration. His market may be made, but theirs is not and in these days of rural free delivery, telephones and interurban roads those sons and daughters are entitled to such patterns at home as shall relieve them of the fear that they will become awkward, uninformed and careless. Do not get along without a pump bringing cistern water into your kitchen because a pump costs money; such a pump will save its cost twice over in one year in the lessening of demands upon your wife and daughter. Do not "fetch water from the spring" if it is possible for you to pipe that water to your house; do not run short on fuel and do not require your wife or your daughter to split wood or bring in coal.

And so I might go on with the

enumeration of many other trifling details which go toward building up the desire on the part of farm boys and farm girls to get away from the farm. One of them taken alone is bad enough, but a score of them is impossible, and it is not strange that intelligent, ambitious boys and girls take advantage of their first opportunity to escape.

While the conditions above outlined do not obtain in a great many farm houses, they are in evidence in altogether too many farm family circles, and it is such conditions that drive the boys to the city rather than the lure of the city that pulls them away. If you would keep your boys and girls at home reform yourselves. Remember that when a boy or girl works in the city they know at all times just what will be required of them; that they will begin work at 7 or 8 o'clock mornings, stop work at 5 or 6 o'clock in the evening. They are able to plan how to spend each evening with reasonable assurance that they can do as arranged for; they have a room and bed to themselves; they have bath and closet facilities without wading four rods through the snow. If it is study they wish to indulge in, the facilities and the time are at hand; if they wish to read or write they can do so, or if their desire is to attend a concert or a theatrical performance they can satisfy that desire. Moreover, in order to hold their jobs they must regard their personal appearance, their speech and their observance of other rational conventionalities. And so if you wish to retain your job as the head of a family circle which shall include your son and your daughter provide them with the equivalents of what the city offers.

John Stone.

Monroe Reaching Out for More Industries.

Monroe, Oct. 8—Representatives of the Union Saw & Manufacturing Co., with offices at 1007 Majestic building, Detroit, were in the city the past week with samples of their twentieth century saws and gave a demonstration of the class of work that can be done. The teeth of the saws are entirely different from the ones in common use and are rather a series of chisels and cut the wood instead of tearing it. The saw is intended to cross-cut, rip and miter, doing the work of three saws as in

use nowadays. Local merchants were very much pleased with the excellent work and it is very likely that some inducement will be made the company to locate here as its representatives were much impressed with Monroe.

The factory of the Monroe Canning & Packing Co. is a lively place nowadays as over eighty are at work handling the pack of tomatoes. Tomatoes are of an exceptionally good quality and about 1,800 cans are filled daily and if good weather will hold out the pack this year will be the heaviest since the company was organized.

The Strasburg Oil & Gas Co. has reached Trenton rock and is now more than 2,000 feet below the surface. For the last 100 feet indications have been excellent and they are now bailing out oil in order to allow the driller to work. It is intended to put in a shot Monday morning and see what develops. Expert oil men from Ohio have examined the prospects and feel sure that every indication points to a successful well.

Not a Vacant House in Town.

Hopkins, Oct. 8—The Eady Shoe Co. has started its branch shoe factory at this place. Superintendent Durkee, of the Otsego factory, has charge of the work. About twenty people are employed in the factory and more will be added within a few days.

This branch factory will not only prove to be a good industry for this place, but will develop into a good investment for the local factory, as it was impossible to get sufficient female help at Otsego to keep the other departments running. The location of this factory will overcome this feature as plenty of help can be secured here. Only a portion of the shoes will be made there, the partly finished product being shipped here for completion.

Due to the rapid industrial growth of this place several families have moved into the village and there is not a vacant house in the town.

If you have faith in prayer you will not be content with sending heaven form letters.

The religion that confines itself to your own heart soon consumes itself.



Mo-Ka COFFEE

A Big Seller

Its widespread popularity is proof of its quality. It is a favorite with the dealer because it brings him friendship and trade.

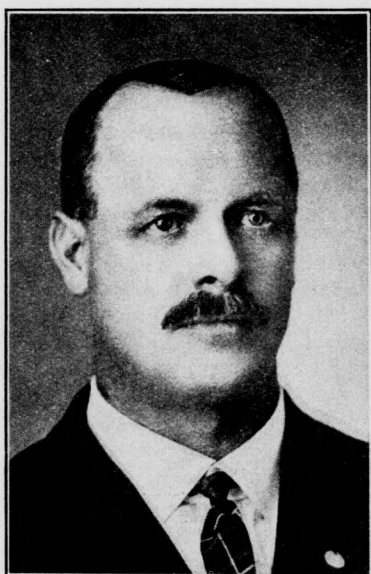
It is a favorite with the customer because of its high grade and popular price. Write us for prices.

20¢
—THE—
POUND.

SUCCESSFUL SALESMEN.

Geo. D. Lyford, Representing Wayne Shoe Manufacturing Co.

George D. Lyford was born in a small village near Oxford, England, Sept. 22, 1856. When 13 years of age he left school and went to London, where he sought and obtained employment in a grocery store. This occupation he followed for fourteen years, when he married Miss Annie Branton, of Northampton, and emigrated to America. His first place of residence was Amherstburg, Ontario, where he obtained employment in a grocery store within twenty-four hours. Four months later he removed to Detroit, where he secured a position as salesman in the grocery store of Hull Bros. Three years later he obtained employment as inspector for the City Water Board, which occupation he followed for nearly a dozen years. During this time he formed the acquaintance of



C. M. Snedcor, owner of the Snedcor & Hathaway shoe factory, who induced him to enter the employ of that firm. His first work was in the factory, but a few months later he was given a position on the road as traveling salesman, covering the retail trade of Michigan and Northern Indiana, seeing his customers twice a year. He continued in this position until about a month ago, when he entered the employ of the Wayne Shoe Manufacturing Co., being assigned as his territory Northern Michigan, including Grand Rapids, Saginaw and Bay City and the Upper Peninsula. In order to be located as near the center of this territory as possible he sold his home in Detroit and purchased the Congregational Church parsonage in Big Rapids, where he now resides.

Mr. Lyford's wife died about 1893 and eleven years ago he was married to Miss Maggie Miller, of Kincardine, Ontario. He has two daughters, one by his first wife and one by his second wife, and they all reside at home.

Mr. Lyford is a member of the Baptist church and the Gideons. He was converted about fourteen years ago and devotes all his spare time to mission work. It is not an unusual thing for him to sing and

preach four times on Sunday. A few years ago he was sent to Europe on a missionary trip by a coterie of Detroit business men who contributed funds for that purpose. The trip was eminently successful and it is not unlikely that it may be repeated at some future time.

Mr. Lyford has no affiliations of a social or fraternal character, outside of the church and mission connections referred to, but is a strong supporter of the home and family circle and pays a high tribute to his wife, whom he denominates the axle to the family wheel.

"Bluff" Not Wanted and Not Necessary.

Distorted ideas are in circulation about the greatness and gameness of that braggart quality—bluff.

Whether it is a bill of goods to be sold, a franchise passed or a candidate to be run for office, there are, connected with any enterprise, a few men who insist that the practice of bluff is the most skillful way of getting things done. They'd reject a surer, safer method of engineering the end in view for the sake of the spice of adventure they feel in winning out on a bluff.

They think it is sportsmanlike and overlook the matter of principle.

Bluff won't do in advertising. What is wanted is absolute reliability and the honest "good front," which is better than a bluff every time in creating good first impressions and keeping them up to the mark.

Bluffs, even the best of them, resemble airships. You can get them to ascend a certain height, and attract amazed interest on the part of lookers-on. But the first unfavorable gale sends them ignominiously to earth again.

The right kind of salesman—and this kind is in the majority—tells the straight truth about his line, his house and himself. He tells it with such a "good front"—which is better than bluff—that it would take a daring man to stand up and contradict him.

In case the customer is afraid that something in the consignment will prove unsatisfactory and demands that you make in that event more than the fair reparation, don't overwhelm him with assurances which have but feeble support in your mind. Don't promise impossible concessions. Tell him what your firm considers a fair standard of equity in such cases as this. Don't exceed it with a bluff which will quiet his fears for the time but will leave an opening for disagreement later on.

Modern advertising methods furnish the most striking examples of the difference between bluff and good front.

Advertisements which are obviously bluffs are not uncommon. They promise wonders that will never come to pass; they represent goods which must have been made in heaven if they were ever made at all, they are so patently "too good for any earthly use."

Such advertisements have two strong points. They arrest the attention and bring the imagination into play. The allurements which they blazon forth entertain us, and are remembered—with the same delight—

ed incredulity with which we recall the circumstances about Jack and the beanstalk, and the doings of "Br'er Bear." To be sure the firm name appended to them keeps its place in our minds. It is serviceable in indicating where we shall not go to trade—when we mean to spend money in sober earnest and to a practical end.

There are cases where bluff is unprincipled and impolitic as well.

The right kind of advertisements rouse the imagination forcefully, while they appeal to the credulity and common sense of the highly colored and stimulating to the last degree, but it contains no note of exaggeration. Plainly, the truth is being told—and that is what we want to feel convinced of, before we take the next step in the mental process of deciding to buy. These advertisements are of the "good front" sort—and they pay.

The salesman on the road is handicapped if the advertising which has preceded him to his customers is of the wrong kind. If it is of the bluff variety it has either created a bad impression which the most skillful salesman will find it difficult to counterinfluence, or, failing to be detected for a bluff, it has raised the customer's expectations so high that all manner of exaggeration in the selling talk would be indispensable, if the prospect's interest in the goods were to be maintained. In either case the firm's reputation for trustworthiness is jeopardized.

On the other hand, the firm which employs good brains and money in

getting out intelligent, sensible advertising—"good front advertising"—has wasted its efforts to a great extent if its advertisements are followed into the customer's presence by a salesman of the bluffer type. Where the advertisement itself might have drawn an order, its drawing power is counteracted by the bad impression which the bluffer makes just as soon as his prospect suspects what sort of salesman he is.

The bluff variety of advertisement injures three parties: the bluffer himself, the house and the goods which have been placed in a false position, and the customer, who is either victimized by the bluff or loses time and patience in detecting and "calling" it.

Put up a good front—the kind that has the metal behind it, and means just what it gives the other fellow to understand. A good front wears longer than a bluff, anyway, and is less liable to accident.

Men respect an advertisement which is plainly an honest expression of the advertiser's sincere conviction about the goods he sells. One which plainly intends a deception simply alienates trade.—Mark Stewart in Salesmanship.

Graceful Withdrawal.

"Do you know who that old man is talking to our hostess?" asked Mrs. Blunderer of the lady sitting beside her.

"That," answered the woman coldly, "is my son."

"Oh!" gasped Mrs. Blunderer, in confusion, "he's a good deal older than you are, is he not?"

We Sell the Celebrated Penn Yann Buckwheat Flour

Made at Penn Yann, New York

—and—

Pure Gold Buckwheat Flour

Made at Plainwell, Michigan

Just received our first car of Henkel's Self-Raising
Buckwheat and Pan Cake Flour

JUDSON GROCER CO.

Wholesale Distributors for Western Michigan



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

Subscription Price

Two dollars per year, payable in advance.
Canadian subscriptions, \$3.04 per year in advance.

No subscription accepted unless accompanied by a signed order and the price of the first year's subscription.

Without specific instructions to the contrary all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date.

Sample copies, 5 cents each.
Extra copies of current issues, 5 cents; of issues a month or more old, 10 cents; of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, October 9, 1907

THE PITY OF IT.

An expression of exultant joy has passed over the country. At last the time has come when Justice does her duty without disturbing the bandage that blinds her eyes. High and low, rich and poor, bond and free are finding out that the law is no respecter of persons and that each one who violates that law suffers for his transgression. Now there is no asking, What is the standing socially, financially, or morally of the prisoner at the bar; but is he guilty? and the verdict is rendered accordingly. Is theft the crime? It is no longer a matter of supreme importance whether the thief stole a pocketbook or a section of territory; whether he swindled his neighbor out of his farm or his refinery, he is found to be a thief, is punished accordingly, and society rejoices.

All this is exactly what it ought to be, as it is exactly what it has been, at least theoretically; but, practically, the bigger the rascal the bigger has been found to be the hole in the meshes of the law through which the transgressor has too often escaped unpunished. The mending of the judicial net and the impartiality of the judge have made the change and there the culprit stands convicted. There is no sympathy for him, if face and form and demeanor declare him a degenerate; but, the pity of it is when, the conqueror of early adverse circumstances, the man on the highest round of the ladder of success stands convicted by a jury of his peers!

A notable example of this is found in a city of the Middle West: A United States Senator, having hardly finished a most remarkable plea for a client in the court room where he was soon after arraigned as a defendant, was called to answer to the charge of land-grabbing. His was not the first and only instance where the Nation's foremost men have been charged with being unequal to the great trust placed upon them. Born poor—a blessed heritage, if men will but think it so—they blazed their own way through countless difficulties to the rewards they reached by the sterling qualities which make men great. With hand and brain and the unfaltering trust that goes with them they toiled and won. The

scantly spread table, the pitch-pine torch, the bookless library had no terrors for them, as they struggled upward, to stand at last on the summit of their achievement, the pride of the home, the state, the Nation that reared them; and after all this to have arraigned and convicted at the bar of public justice all these same sterling qualities that humanity loves—oh, the pity of it! To the supreme delight of a countryful of admirers the jury, after a few minutes' deliberation, pronounced the Senator innocent; but that a man and such a man should be so charged is pitiful indeed.

It would be a waste of time to assert that the end and aim of business is gain. It is its acknowledged purpose. Men toil for it and die for it, and it is to their unbounded credit if every penny of it, be there many or few, is a pledge of honest endeavor and of unsullied reward. "A fair field and no favor" is all that has been insisted on and, with these conditions granted, the fight has been fought to the finish.

Sometime in the '60's intelligence sunk a well on the banks of Oil Creek and commercial enterprise at once began an industry which has encircled the earth. The problem to be solved was the great gain to be won from the crude stuff that was pumped from the experiment on Oil Creek. Enterprise saw the golden possibilities and bent his energies to the task in hand. That insignificant territory in Northwestern Pennsylvania was soon a forest of derricks and in time Oil Creek was lined with refineries. Then a halt came. Greed took the place of gain. To make use of a common phrase, the deal was not a square one and the game following it was "a skin game." The subsequent story is too stale to repeat, but the fabulous profits and the equally fabulous fortunes from the dealing and the gaming have made the gamblers a reproach to the villainy that has produced them—and the pity of it! There is not a quality in the long list of the noblest character which these men have not shown. Beginning with nothing or with what at the time seemed its equivalent, they brought to the task brain, and perseverance, and courage, and energy, and untiring industry and the marvelous wealth they secured would have obtained also the merited praise, even of their competitors had they "played fair;" but even they, and their competitors and the world at large, contemplating the enormous fortunes, are forced to exclaim, even while admiring what has accomplished this, "Oh, the pity of it!"

What of it? This: Let the generation which is training the generation which will take the places of these men so teach, so train that they will conclude from these instances that the fault deplored lies not in the money accumulated nor in the worthy qualities which earned it, but in the unfair deal and in the unfair gain that followed.

It is easy to get into crooked ways when you test all things by the dollar sign.

NEW PUBLIC UTILITY.

Public utilities are provided in all large cities because they are positively necessary; and, paid for by all citizens, they are used by all of them. Indeed, if any citizen were informed that on and after a certain date he would be required to provide his own protection against fire, to furnish his own police protection, to obtain whatever water he might require as best he could, he would protest most vigorously, and failing in his remonstrance he would promptly move to the city where he could get the service.

Police systems, fire departments and water works, sewers, sidewalks, paving, street car service, and so on, are possible only because all people or nearly all agree that they are absolutely necessary and that they are willing to pay for them. And so, as is the case with most benefits which are really worth while, these utilities come through co-operation. And this co-operation develops systems and harmonious reliance upon systems. A man discovers that his building is on fire. He does not try to extinguish the flames without assistance. He turns in an alarm to headquarters; another man catches a thief at work in his factory or store or office and instead of relying solely upon himself he sends in a call to headquarters for the "hurry up wagon" and officers.

Nowadays, in all large cities there is another public utility in operation which depends upon co-operation for its success. And in these cities where this comparatively new utility is doing the work for which it is equipped and intended the results are preeminently satisfactory because the people have been educated to realize and understand there is a headquarters to rely upon. This new utility is known, as a rule, as the Association of Charities, and the headquarters is for the purpose of furnishing information that is reliable and advice that can be depended upon as to any one of the scores of appeals for help that come daily to the people of those cities.

If a man or woman in any of those cities is entreated to subscribe to some charitable purpose, the reply is, "If you will come back to me with an approval of your cause by the Association of Charities I will give you something." There is no accepting the word of a person unknown and there is no refusal to contribute to any worthy object. The citizen addressed knows that there is a headquarters in the city which can assure him that he will not misplace his benevolence if he gives and, as is his right, he demands that assurance. So, too, is it as to all other appeals for charity, and the result is that these cities have the situation so well in hand that street beggars and dreadfully deformed peddlers of trifles are practically unknown. They are taken care of well and adequately by the communities to which they belong, and those not belonging there are so well acquainted with the situation that they stay away.

The cities of Pittsburg, Rochester, Buffalo, Columbus, Dayton, Cleveland, Toledo, Detroit and scores of

others have these Associations of Charities and their efficacy is unquestioned. The municipal authorities of Peoria and Bloomington, Ill., refer all appeals for charity to their Association of Charities, as do several of the larger New England cities. The Association of Charities in Detroit has been in operation for nearly a quarter of a century and the Poor Department of that city depends very largely upon the Association for information.

A singular fact in the histories of these associations is that fraternal organizations, mutual benefit associations, corporations and many secular bodies are prompt, exacting and reliable in their co-operation with these Associations of Charities and that the slow and doubting responses to this co-operative handling of those who need help come, as a rule, from the orthodox church organizations. They have their own individual benevolent bodies and seemingly can not comprehend that by helping others in this respect they are helping themselves. There is and has been for many years a Charity Organization Society in Grand Rapids. It has done a good work, but somewhat limited. The proposal now is to enlarge its scope, and a campaign of education, approved by the Board of Trade, has begun and Miss Kummer, a lady of wide experience in the work, has begun her duties as instructor and investigator. Already she finds that the chief factor lacking is education along the lines of co-operation, so that all citizens will see and understand how the bestowing of alms and charity has already reached the dignity of a public utility, with headquarters to appeal to and with facilities for securing desired results.

Aroostook County, Me., is the banner potato raising region of the world, and the size of the crop there has a great influence on prices in all the markets of the country. It is reported that the crop there this year will be less than one-half the normal size and much inferior in quality to last year's crop, which was an average one. The crop of tubers for this season will not exceed 8,000,000 bushels, which compares with a crop of 17,000,000 bushels for last year. Adverse conditions have sprung up one after another and now, with the digging about to begin in earnest, rot has been found on a large number of the vegetables and the potatoes have to be inspected carefully before being packed. The rot is contagious and a few infected tubers will spoil a barrel within a short time.

The owners of the excursion steamer General Slocum, which was burned in New York harbor in June, 1904, causing the death of more than 1,000 persons, have received permission from the Government authorities to change the name of the boat to the Maryland. The hull has been converted into a barge and will be used in transporting coal and lumber between Atlantic coast ports.

Use the knowledge you have and you will have all you can use.

The affluence of your life depends on the affluence of your heart.

THE AGE OF MACHINERY.

In early ages, before the steam engine was invented and when explosives were unknown, the various mechanical devices, such as the lever, screw, windlass and ropes and pulleys, were operated by the muscles of men or of horses. Thus it was that the term "horsepower" became a measure of mechanical force.

In order to fix a standard of force for mechanical work, the engineers have rated a horsepower at the ability to raise 33,000 pounds one foot per minute, or 550 pounds one foot per second, or 55 pounds ten feet per second. In the course of time water flowing over or against the vanes or paddles of a wheel was employed for turning the machinery of mills, but the fact that such water power was usually remote from centers of population delayed its considerable employment to more modern times. When water power came into use it caused the gathering of population and the building of towns in the neighborhood, and thus not a few manufacturing settlements of large population came into existence in every civilized country.

The United States Census Bureau has been making up a report on the power employed in manufacture, and a bulletin issued on the subject presents various facts of interest. According to the census figures the total power employed in our manufactures is given at 14,641,544 horsepower. To this amount steam engines contributed 10,828,111 horsepower, or 73.9 per cent.; water wheels, 1,647,969 horsepower, or 11.3 per cent.; electric power, owned or rented, 1,592,483 horsepower, or 10.9 per cent.; gas or gasoline engines, 289,514 horsepower, or 2 per cent.; and other kinds of power, 283,467 horsepower, or 1.9 per cent.

When compared with the figures reported at the census of 1900, those for 1905 show that in five years the total horsepower increased more than 40 per cent. The largest relative increase for any one of the kinds of power was one of 270.5 per cent. reported for owned electric motors. Rented electric power increased 141.9 per cent. and the power of gas and gasoline engines, 114.9 per cent. The largest absolute increase, however, was reported for steam engines, the horsepower of which increased 2,687,578, or 33 per cent. The power of water wheels increased only 13.3 per cent.

From these figures it is evident that although steam engines are by far the most important source of power, electric power and the power of gas and gasoline engines are becoming of increased relative importance in manufacturing. Water power, while increasing absolutely, is diminishing in comparison with other kinds of power.

Among the several geographic divisions the Middle States ranked first in the amount of power, reporting 5,000,367 horsepower. The Central States were second, with 4,077,298 horsepower; the Southern States third, with 2,386,330; the New England States fourth, with 2,254,264; the

Pacific States fifth, with 474,397; and the Western States last, with 445,937. Perhaps the most striking fact revealed by these figures is that the Southern States reported more power than New England. This has not happened before in the history of the country. In this connection it is interesting to note that the development in the Southern States has been in the utilization of steam power. In the South 87.4 per cent. of the power was derived from steam and 6.2 per cent. from water, but in New England 59.3 per cent. was from steam and 29.2 from water.

The effect of a heavy industry on the utilization of steam power is illustrated by the fact that Pennsylvania, the principal center of the iron and steel industry, reported 2,088,773 steam horsepower, or almost 20 per cent. of the total for the whole country. Ohio reported 1,028,665, so that these two states have nearly 30 per cent. of the entire steam power employed in manufactures, a fact which results largely from the use of steam power in the metal industries. New York ranked third, with 850,497 steam horsepower; Massachusetts fourth, with 690,467; and Illinois fifth, with 651,578.

A comparison of these figures with those reported at the census of 1905 shows a percentage of increase in steam horsepower of 31.6 for Pennsylvania, 40.5 for Ohio, 28.9 for New York, 19.8 for Massachusetts, and 28.4 for Illinois. As might be expected, the largest percentages of increase were shown for some of the Western States and Territories, but the Southern States were also conspicuous for large increases.

The largest amount of waterpower used in manufactures at the census of 1905 was reported by New York. The capacity in that State increased from 335,411 horsepower in 1900 to 446,134 horsepower in 1905, giving that State 27.1 per cent. of the total for the whole country. The continued leadership of New York in the use of waterpower is due largely to the utilization of this kind of power in the paper and wood pulp industry. Of the total waterpower reported by New York at the census of 1905, paper and wood pulp manufactures used 73 per cent.

The next largest utilization of waterpower in manufactures was reported by the State of Maine, with 203,094 horsepower, followed closely by Massachusetts, with 183,427 horsepower. Wisconsin was fourth, with 112,665 horsepower. In Wisconsin, as in Maine and New York, the paper and wood pulp industry is the largest consumer of waterpower, while in Massachusetts the cotton and wool industries are the largest.

There is an immense amount of unused water power in the Southern States furnished by the great numbers of rivers and other streams running down from the Blue Ridge and Alleghany Mountains, which in time will all be utilized.

At the census of 1905 power derived from electricity was reported as 1,592,483 horsepower, which represents an increase over the amount reported at the census of 1900 of

1,099,260 horsepower, or 222.9 per cent. But all electric power is generated by means of steam engines or water wheels, and can not fairly be rated as separate from steam and water power. There is much power derived from gas and from the combustion of the lighter constituents of petroleum and of alcohol. Compressed air is also performing useful functions in generating power.

Thus by the use of such agencies a vast amount of work that was formerly done wholly by the muscles of men and beasts has been transferred to machinery, and almost the only function of human beings in connection with machinery is to direct its operations, thus employing human intelligence in place of the handwork formerly exacted from the laborers. Machinery is the magic of this age of progress, and the day will come when it will perform all the laborious toil, while the only service required of man in the premises will be to control and guide it.

The Appellate Division of the New York Supreme Court has recently made a decision in a life insurance case that is of special interest to holders of policies in what are known as "old line companies." The court holds that if a company is proved guilty of fraud or misrepresentation in any particular in securing a contract for insurance the policy holder can recover all premiums paid by him together with interest thereon. The case on which this judgment was given makes misrepresentation in any respect disastrous for the company. The plaintiff's insurance had been carried by the company for fourteen years; yet on his ability at this late day to show that a false statement of the company's financial standing had been made to him at the beginning he can recover all his premiums with interest. So for fourteen years he has had his insurance for nothing; if he had died in that time the beneficiaries of the policy could have collected the money. The case is yet to be passed upon by the Court of Appeals.

The United States Government is now making a geological survey for the purpose of ascertaining the extent and quality of the peat supply in this country. It is well known that there are extensive deposits of peat in several states, and it is possible it may

become a useful and economical article for fuel. Prof. Charles A. Davis of the University of Michigan, who is in charge of the work, is now in Connecticut, where he has found several extensive beds of peat, which he regards equal in quality to the celebrated peat beds of Ireland. Some time ago the government decided to make an investigation of the peat resources of this country, with a view to determine its availability for use as a fuel. Prof. Davis has worked north from Florida, and will continue his work along the coast of Maine. Connecticut was selected as a typical Northern state, while Florida was taken as a type of the Southern country for purpose of comparison. From each bed samples of peat are taken and sent to Washington, where experiments are made to determine the excellence of the quality, and the samples from each state are compared. After the investigation is completed a report will be issued by the Geological Survey.

It is reported that instructions have been sent out recently by the British War Office to all the commanders on the home stations to issue American corned beef weekly to each soldier in the army. The War Office, in a letter to the various officers in charge, stated that the establishment in which the brands of American tinned meats now being issued to the troops were manufactured had been carefully inspected by officers sent to the United States for the purpose of watching the army contracts packed. The sanitary conditions had been thoroughly examined, and the reports of the inspectors sent home had satisfied the Army Council that the quality of American corned beef used, the conditions under which it was prepared, the selection of the cattle and each process of canning employed by the firms supplying the army were in every way satisfactory.

There is some definite creed to every character, but not the same creed for all characters.

It's no use trying to drive folks to heaven when your feet are making tracks the other way.

Prayers intended to edify the congregation are not likely to be gratified with an answer.

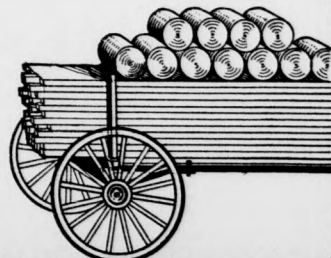
Rolls of Roofing TAKE THE PLACE OF SHINGLES

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



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

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



OUR RIVER FRONT.

Several Ways It Can Be Greatly Improved.*

From time immemorial rivers have possessed great attraction for the human race, and as man's first earthly home is commonly believed to have been provided with a beautiful river, I presume we can account, in part, for the interest they have for all of us to the hereditary influences which have been passed down through the ages from the vivid impression which the river flowing through the garden of Eden made on the mind of Adam.

But back of all this is the evident intention of the Creator that rivers should be beautiful and that they should so appeal to the human vision and impress the human mind. They have furnished as much inspiration for the poets as any of the other exhibitions of Nature's wonderful handiwork, and the contemplation of them seems to have brought out the best thoughts and the highest aspirations of mankind.

We recall without effort such well-known songs as "Swanee River," "Flow Gently, Sweet Afton," "If the Waters Could Speak as They Flow," etc., all expressive of the deep heart interest and sentiment of affection which many thousands of people feel for rivers, applying, as they do, the sentiments contained in the songs to that one particular river along whose banks they played in childhood, in whose cool waters they bathed as boys or on whose bosom they spent many blissful hours in later life in that philosophical, Clevelandesque occupation of fishing.

Many are the attributes given rivers by the poets. In *Thanatopsis*, Bryant calls attention to "Rivers that flow in majesty;" Marlowe evidently is thinking of an entirely different kind when he says,

"By shallow rivers, to whose falls,
Melodious birds sing madrigals."

Kingsley invites us to

"See the rivers how they run,

Changeless to the changeless sea," and Wordsworth says "The river glideth at his own sweet will," while some poet, whose name I have forgotten, rather facetiously remarks that "More water glideth by the mill than wots the miller of."

It may be there was a time when these poems might all have been appropriately quoted with particular reference to our own Grand; but along that portion of it to which my subject alludes there is very little which applies to-day and I doubt if even the name seems pertinent to the stranger.

Certainly it is not majestic in the late summer, and if melodious birds sing madrigals the noise of the factories drowns the melody effectually. That it is changeless can not be truthfully claimed, else we would not have to flee from basements in the spring; and that it "glideth at its own sweet will" is also far from the truth because we have harnessed it for power and hedged it in with all sorts of dock line walls, factories, bridges and rubbish.

*Paper read at last meeting of the Grand River Valley Horticultural Society by A. B. Merritt.

But this change which has taken place in that part which flows through out city is not the river's fault. It is ours. There can be no reasonable doubt that at the time the first white man caught sight of its shimmering waters through the foliage which lined its banks it was as beautiful here as anywhere in all its length, and the grandeur which won its name must have been indisputably apparent.

And while there were horticulturists and poets and other lovers of the beautiful who came and gazed upon it, there must also have been practical men, who, as they gazed, not only saw the beauty and splendor of it, but realized its immense power, and as they saw the water run swiftly by must have had in their minds the same idea expressed by the poet when he said, "The mill will never

time being, at least, has been changed by man into a thing of usefulness. As a thing of beauty Grand River would have attracted a few people who would have come and settled along its banks; as a thing of usefulness it has attracted thousands and made possible the city of Grand Rapids.

It may be urged, with justice, perhaps, that we might have accomplished all this without so nearly destroying the natural beauty of the river front, but I apprehend that in the earlier days the inhabitants were obliged to incessantly hustle in order to live and had little leisure for the contemplation of beauty; or, when the idea did occur to them, concluded there was plenty of it left for contemplation in the woods and hills farther back from the river; and it is only now, when we have acquired

thousand times larger than their modest needs required. And what if they could and did build it? By the time the city had grown up to it it would have been all out of style and the new generations would insist on tearing it down and building one more in harmony with the times.

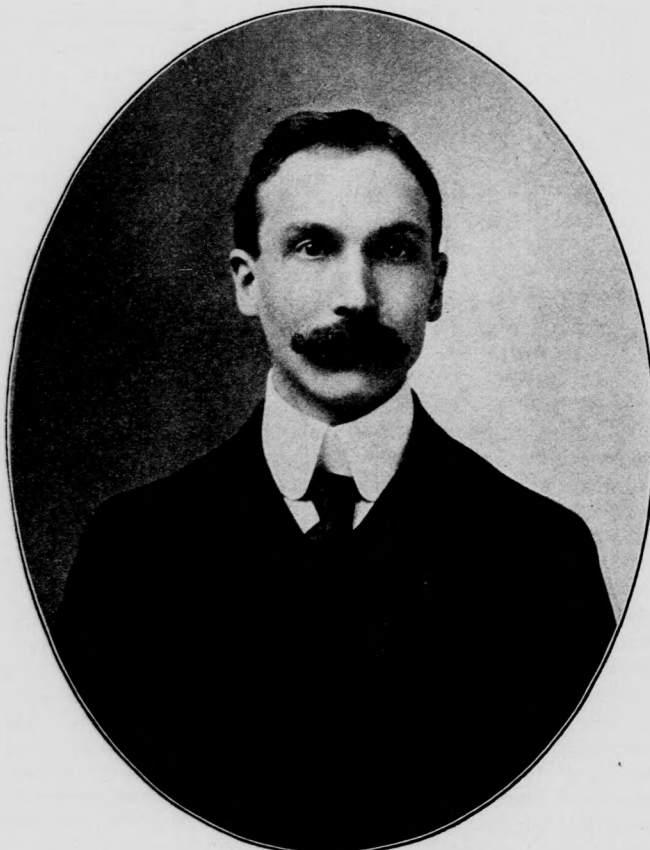
Therefore, I do not consider that embryonic cities can be expected to plan for many years in the future, and I am of the opinion that had the pioneers of Grand Rapids attempted it to any extent they would have succeeded merely in stopping or thwarting the natural growth of the city and would have delayed the necessity of discussing "our river front" for another hundred years. Personally, I would have been thankful to them had they done so, and it is not unlikely that some of my listeners are entirely in sympathy with me on this point. However, they did not. The river front is as it is and we are to consider briefly what may be done to make it more creditable in the years to come.

The first thing to be done, in my opinion, is to clean up the rubbish along the banks and then to stop forever using the river for a dumping ground. Stand on the south side of Pearl street bridge and glance along the eastern bank and about the first thing that attracts your attention is rubbish thick and plentiful just back of Kelsey's new storage building and north of the Citizens telephone building. This rubbish consists of all sorts of dumpings, rags, papers, tin cans, sheet iron, etc. What an unsightly spectacle this makes between two such handsome buildings on the banks of a river viewed by thousands of our citizens every day as they pass back and forth across the bridge. How much better it would be if, instead of rubbish, there should appear in this spot a refreshing little stretch of green sod.

Again, standing on the other side of the bridge and looking north along the eastern bank you behold the same conditions only for a longer stretch and in a much more unsightly degree. All the way from the bridge up to and including the Bissell Carpet Sweeper Co. property you may see this rubbish, which makes this part of our river front absolutely the "limit" for the unfavorable and disagreeable impression it leaves on the mind of the beholder, be he citizen or stranger.

It is on this east side that man has crowded out with his factories and workshops all the original lines of the river and has entirely effaced the work of Nature; and, not content with that, he has added insult to injury by dumping his foul rubbish along the banks and leaving it exposed in all its filth and untidiness to the full view of the public.

What effect must this have on the visitor? We take great pride in showing him the beauty spots of our city, and its great factories as well, but we are ashamed to take him out on the bridges lest he should get the same impression of our city and its untidy housekeeping that the guest does of his hostess when he inadvertently wanders out in the kitchen in



Albert B. Merritt

grind with the water that is past," and so they set to work and arranged to make the river grind the mill before it could continue on its journey to the lake.

We can not blame them. Indeed, we must all have a warm feeling for them in our hearts because but for them we would not be here, Grand Rapids would not be here and this meeting would never have been held, and if but two alternatives were left us by Fate to be decided by popular vote—one whether the river should be forever removed and the city left; the other whether the city should be destroyed and the river left—I think we would all say, Take the river and leave the city, for there are plenty of rivers, but where will we find another Grand Rapids?

So we find that what was once a thing of beauty and a joy for the

comfortable fortunes and the necessity of hustling for a living is not so urgent, that we find, mingled with our satisfaction over our commercial triumph, some regret that we did not pay just a little more attention to the preservation of the artistic and beautiful.

If the founders of cities could have looked into the future and realized that in a few years 100,000 people would be getting mail at their post-office, or if they even knew they were founding a city at all, they might, of course, have made their plans accordingly and laid out the streets with a view to beauty and symmetry; but even if they could do this the city might not grow in the direction they had expected, as our real estate investors sometimes find to their sorrow, and they could not possibly have built a postoffice one

the afternoon and finds the breakfast dishes unwashed, or detects evidence when fishing for his shoe under the bed that that is the repository for the day's sweepings.

Nature has not been interfered with to so great an extent on the west bank and we find the stretch between the Bridge street and Pearl street bridge quite fresh and pretty. While it is true the buildings along this bank are old, the green stuff and shrubbery hides them to some extent and the effect is quite agreeable. Only in one or two places is there evidence of the rubbish evil, one being just off the Bridge street bridge on the south and the other south of the mills on the south side of the Pearl street bridge.

If any one were interested enough to take this matter up I believe the factories could be prevailed upon to stop dumping rubbish and in many cases would even clean up and sod the banks. As to the advertising value this would be to the city I think no one can have the least doubt who will stand in front of the Grand Trunk depot on Bridge street and compare the view he gets there now with that which obtained some years ago, before the street was paved, the bridge was built, the station was erected and the Valley City Milling Co. flower garden developed.

If but one of these factories could be prevailed upon to put forth an effort the power of a good example plus the evidence of the tremendous contrast would doubtless move others to go and do likewise, and we would soon have something to show visitors with pride rather than be obliged to try and induce them to look the other way.

The new Grand Trunk wall has made the problem simple north of Bridge street on the east and the view from Bridge street bridge of this section, taking in the background of factories and the well-sodded hills, makes a pleasing impression. It is not improbable that the flood protection wall will simplify the whole proposition in the next two or three years and there is a plan on foot to do away with the East Side canal, center the power plant and scalp the river bed from the dam to Pearl street, which would help along considerably.

It has long seemed to me that the citizens do not get the benefit from the river which they might, and some means which would provide them a way of getting down close to it would be appreciated. We go to Reed's Lake, to North Park and to the summer resorts to get near the water, while we have a river flowing through the heart of the city which is entirely neglected. True, it is not deep enough and has too strong a current for boating, but suppose that at the foot of Huron street or Lyon street we had a little recreation park of some sort with a few small trees, nice grass, seats, etc., with now and then a band concert of an afternoon; wouldn't it be worth while and wouldn't our citizens come to appreciate and realize more than they do now the fact that we have a river and that it is a pretty nice river after all? The city might well investigate this idea with a view to

saving before too late a little stretch of the bank right in the busiest part of the city, where the population is bound to be thickly crowded in the future, in order to give them a breathing place on hot days and hot nights.

As I view the situation, what we need first is a general cleaning up, and when this is done it will be found that we have a pretty respectable river front, and the public will become so interested in it and take so much pride in it that other suggestions for improvement will come forward as fast as they will be needed. And so I make no other recommendations, only adding to this one that after the cleaning is done, sodding and the setting out of shrubbery should follow to the end that what is now offensive may be converted into something attractive.

Naturally, it is to be hoped that in the future we may build more artistic bridges, that the old decrepit buildings along the river may give way to more modern ones or even to little parks and driveways, that buildings may be kept painted; that the smoke nuisance may be abated; that floods may be prevented; that boats may glide into harbor and that the water may flow on in majesty to the great fresh lakes, stopping only to turn the wheels of our mills, lending its aid to our fire department, to the cooling of our streets and the preservation of our lawns and then continuing happily on its way, singing the praises of Grand Rapids, lauding the hospitality of its citizens, the virtues of its officers, testifying to the great integrity and industry of its workers and business men, relating the worth of its manufactured products and telling the story of its prosperity to the uttermost parts of the earth, forever and forever.

Big Losses from Forest Fires.

It has been officially estimated that forest fires in the United States destroy annually about \$50,000,000 of standing timber and burn over an area of at least 15,000,000 acres.

Many of the forest fires are of accidental origin, such as sparks from locomotives or other engines, fires of hunting or camping parties, or from burning brush piles. But, according to Country Life in America, it is estimated that at least two-thirds of these fires are of intentional origin, in the majority of such cases the object that is expected to be gained in starting the fires being the improvement of the pasturage.

In some cases the result of the burning may be a temporary improvement in that direction, but it must be borne in mind that these fires also destroy much of the grass, annual and perennial herbs and shrubs, and by burning both the seeds and the plants in the long run even the pasturage in the forest is injured rather than improved by these repeated fires.

In one year, 1903, the Forest, Fish and Game Commission of New York reported the causes of fires in that State as follows: Railroad locomotives, 121; burning fallows, 88; from other fires by wind, 61; fishermen, 47; incendiaries, 6; campfires, 6; tobacco

smokers, 23; hunters, 7; miscellaneous, 18. In this case, therefore, the locomotive sparks caused a greater number of fires than the burning of fallows of pasture land.

In Pennsylvania a similar proportion is shown, and in the estimate of the twenty-eight states previously mentioned it was found that sparks from locomotives started the fires which devastated over a million acres, or over one-eighth of the entire acreage burned over annually, with a loss of about \$3,200,000 from this cause alone. This cause is now likely to be reduced through the invention of an efficient and unobjectionable spark arrester.

To locate a fire in the woods is often by no means an easy matter. The trained forest ranger is no more likely to estimate the distance to a forest fire within ten miles of correctness than is the most unsophisticated in woodcraft. It may seem incredible, but I have known competent men to pass three days in locating a fire. The smoke was visible, but the particular slope or gully from which it emanated was as evasive from a distance, even after days of effort, as the most deceptive will-o'-the-wisp.

If it were not for the accidents of a swamp, a watercourse, a road or a rain, in spite of all the efforts, the annual fire losses, great as they are, would be immensely greater. In thinly settled forest districts during a droughty season fires are springing up in all directions, and the available men are soon occupied. Not only must some fires be left to run their course, but if a fire has once reached certain dimensions no power on earth can stop it.

The tools for quenching the fire are various, a great deal depending upon the topography of the country. Only a densely branched green pine or spruce brush may be necessary, or a large-sized broom with which to whip out the running fire, or to sweep burning embers back; a spade or shovel is needed to cover burning logs or embers with soil, or to dig trenches; a mattock is necessary where the soil cover is tough and the soil rooty and hence not easily handled with a spade or shovel alone; an ax to cut away blazing snags from which brands might be thrown, to get logs out of the way of the trenches; or a saw for the same purpose.

It is not difficult to determine how much money might be spent for pro-

tection under regular forest management. The cost necessarily must vary according to the size of the property. A small park of 1,000 acres compactly located may be made safe perhaps under one care taker. With increase in the size and the need of help in addition to the regular employes the cost grows rapidly; but an expenditure of ten cents an acre would in most cases insure practical immunity from fire.

In addition to large amounts spent by private owners for fire fighting the Adirondack and Catskill counties and New York State last year paid out \$185,000 on an area of about 3,500,000 acres for fire fighting, when 500,000 acres were burnt and five cents per acre was being spent without immunity or improvement. The clause in the constitution of New York State which prevents the cutting of timber, dead or alive, on State lands precludes the State also from making the improvements that lead to immunity.

Such neglect increases the danger annually, for the burned areas of this year become the fire traps for next year's fires. It is estimated that during the last ten years fully 700,000 acres were burned over in the Adirondacks alone, with an estimated damage of over \$1,000,000 and an expenditure by the State and counties for fire fighting of about \$500,000, exclusive of what private owners have spent.

This shows that the fires on about three and a half million acres have cost approximately one and a half million dollars directly, in addition to the incalculable indirect damage.

Order

Red Jacket

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

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

Send us your orders.

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.
Grand Rapids, Michigan

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

BEET SUGAR.

How It Is Manufactured in California.

Holding a precious possession barely within the reach of men, where they must struggle and strive to obtain it, seems to be a favorite method of Nature. Without doubt it is for the betterment of the race that the necessities of life should not fall too easily into the hand, but sometimes the severity of the strife is exhausting. On the other hand, success in reaching the treasure often is in the nature of a triumph of which we may be justly proud, despite the fact that Nature is prodigally generous when her gifts are finally reached. Success in taking sugar from the beet, as a commercial proposition, may be fairly so classed.

When a man comes to see how we make sugar out of beets, I never burden him with details until he has first been to the top of the lime kilns for a good look around; for the industry involves such enormous quantities of material, so many thousands of acres, so many millions of dollars, that one needs to gaze over about three counties for a while in order to catch the idea.

The accommodating reader will therefore imagine himself one hundred feet in the air on top of a galleried steel tower in the midst of a broad plain. If it be anywhere in the great, rainless West, he will easily define his territory by the boundaries of irrigating ditches. If it be in California, the black plowed soil stretches to the feet of the blue mountains, or the dunes along the coast. And he will at once see what many a promoter has lost sight of, that the industry (as all good industries should) springs from the soil. Without control and earnest development of a handsome portion of the map, all the great structures, all the money and the men and the talk of markets and profits avail nothing.

Here, then, let him watch operations from the beginning. The surveyors are just about breaking camp; the muddy water flows for the first time in its new channels. Already appear in the distance long black strings of mules creeping by inches along the horizon, plowing; and in due time follow the sowers drilling the seed. Then the ditches, or the heavens, as the case may be, distribute water over the land, and the black area turns miraculously green.

Now, all this territory, say 20,000 acres, is under the control of one man—a manager, for although no company hopes to own all the land it needs, it must control absolutely its operations. It distributes the required seed; superintends the plowing; sets the date for each planting; prescribes the manner of cultivation, harvesting and final delivery; and agrees before hand what it will pay for the product (whatever the state of the weather or the markets), thus relieving the individual farmer of much uncertainty.

The manager's agricultural lieutenants, the gentlemen with the science and the strong French accent, are in the saddle all day long. Their subordinates, young chaps in khaki and

sombreros, with mighty sunburned faces and the whole agricultural course of some university in the backs of their heads, are scattered over the entire map, bossing gangs of Mexicans and Japanese with a scattering of Zuni Indians.

And right here we come to a difficulty, for the beet is a very delicate organism, requiring much care. Corn you may cultivate with the aid of machinery sixty acres to the man; but beets must be thinned—that is, the thick sprouting plants must be separated, so that only one in ten plants that started shall mature—the survival of the fittest in other words—spaced at scientifically determined intervals in precisely straight lines. This means that Antonio Apache or Signor Regolaro or Mr. Banzai Nippon or some other man with a hoe must go laboriously stooping on his knees and selecting and cutting for the distance of two and three-quarters miles for every acre he tends. And there must be hundreds of him. You see the little tents scattering away for miles. But there's never a free born leisure loving hobo in the district. They have all sought more congenial, less strenuous climes; and what we should do without a bit of yellow or brown or otherwise chromo-lithographic "peril" to work the fields for us is a very serious question.

So maneuvers a large army over 20,000 acres, obedient to one general. And every time it rains or hails or freezes within the field of operation, it is known immediately in every capital of the civilized world.

But at the very same time, while you watch from your tall tower, other great things are in progress. The foreground is all upheaved with excavations. Concrete piers are growing like mushrooms. Strings of wheelbarrows have been going back and forth for weeks. Improvised railroads over temporary bridges are crawling about with steel girders and timbering. Derricks swing in the air, and the pneumatic riveter chatters noisily in what was recently a silent wilderness. Yonder men are digging wells and building a reservoir, for a water supply of ten million gallons a day is necessary for a large plant like this; also a fine sewerage system to carry the same amount away.

And there springs a town out of nothing. The surveyors' pegs have already given place to houses, an avenue, a park, an electric light plant and a bank. Who would imagine that a homely, long-tailed vegetable would occasion this amount of engineering!

The land is already green by the time the first columns are standing. The leaves grow alarmingly large before the machinery is delivered on the ground. The dread question comes up, Will we be ready on time? A very exciting race between sun and rain on the one side and human endeavor on the other, with a million dollar stake. Twenty hours a day for seven days a week often comes to be the rule toward the last, and before the walls have closed in on the steel framing, the agriculturists, who have been watching the barometer like a pointer dog and measuring the sugar

in the beets in hundredths of a percent., agree that the exact day of harvesting has arrived. For if they are too soon the sun will not have ripened the beets to sugar and if they are too late it will have converted it into glucose.

The appointed day of beginning is a busy one. There go the army of field workers again, armed this time with flashing bolos instead of hoes, following after the long strings of mules and their curious two-pronged uprooting "pullers" imported from France. They seize the uprooted beets, the bolos flash, lopping off the green tops. With a good glass you may already have seen the neat little piles of white roots dotting the fields. Then come wagons, two in a string, drawn by mules ten in a string, all driven with one rein and a few well worn expletives, by the bronzed fellow in the saddle on one of the wheelers—precisely like the famous borax teams out of Death Valley.

All day and for a hundred days these teams will come creeping in from all quarters of the horizon; and for a hundred days they will be discharging their rich cargoes below you in the storage bins; and for a hundred days and a hundred nights, without ceasing, regardless of the Fourth of July, the Mikado's birthday and the otherwise holy Sabbath, the factory will continue to throb and roar and smoke by day and blaze by night.

Now we will do well to descend from the lime kiln (already uncomfortably hot) and watch proceedings within.

Those storage bins where the wagons discharge have each a swift stream of water running beneath—running in a flume to the factory. Down these flumes come the beets, floating and washing at the same time. First they are caught in an inclined spiral screw, supervised by Signor Ramiris, and lifted into what looks like a large laundry machine with an armed shaft revolving in water. A laundry machine it is, capable of washing ninety tons of material every hour, under the management of Signor Agua Caliente. Right here you will mentally note that a sugar factory is about the dirtiest place you ever visited—for the very good reason that its purpose is to eliminate dirt and impurity. If the factory were not dirty the sugar would have to be, for it must come out somewhere.

With the mud and slime of the washing behind them, the clean white beets ascend in long bucket elevators to the top of the building, where, by following laboriously upstairs we shall find them discharging into a set of ingenious automatic scales—a German invention—presided over by Jan Jansen. From here they drop into the slicers—machines with a swift revolving disk below, carrying knives like a cucumber slicing board; and when they emerge from these they are no longer beets, but crisp, moist shreds sweet to taste like a raw turnip and called cossettes, ready to be handled by Bill the battery man.

Now we have already passed what is to me the most wonderful part of the beet sugar industry. If Bill on

the battery stops the cossette cutters, Jan Jansen must stop the elevators, which causes Signor Agua Caliente to stop the washers. Thereupon Antonio Ramiris must stop the beet screws, shut down the flume gate and signal to Banzai Nippon to stop feeding from the bins. These men may never have seen a sugar mill before, nor even each other; they do not speak the same language; but they must nevertheless work together to put through ninety tons of beets an hour.

But to return to Bill on the battery. The battery is a succession of cells or large tanks arranged in a series with piping so that hot water may be run through them one after another. An opening at the top of each allows the sweet cossettes to enter—six tons to a filling. Then comes the hot water, percolating slowly through one after another until it discharges from the last a frothy purple liquid, rich in sugar, while the cossettes remain to be disposed of as "pulp," to the delectation of some thousands of cattle on surrounding farms. But this is stating it in its very simplest terms, for observe that Bill must be able to empty or fill any cell without stopping the water; he must absorb all the sugar, yet leave behind the impurities that would come with it; he must gauge his temperatures, his quantities, his velocities for every kind of beets from every kind of land, and he must also get rid of the ninety tons of material each hour. Bill is the most accurate cook you ever beheld, and all the succeeding processes depend on his skill.

But the rich purple liquid—diffusion juice—runs into other large tanks and is mixed with slaked lime; whereupon it becomes a most pasty, uninviting mixture. This is to coagulate those gummy impurities which have unavoidably dissolved out in the battery—compare the action of the egg and the coffee grounds. The lime was burned in the kiln which formed our original point of observation. To further the process of purification the carbonic acid gas from the same kiln is blown into this pasty liquid until the burned lime becomes united once more with the gas it gave off in burning. The pasty liquid is then more of a sandy liquid with the impurities in the sand.

We will think now of straining coffee through a cloth after the albumen of the egg and the grounds have united, and will proceed to the filter presses. Filter presses are devices in which the "juice" is strained through hundreds of sheets of duck or canvas which retain the lime mud and allow the sugar-bearing liquid to pass on. But it is not quite clear yet—not until we have done this carbonating and filtering two or three times and finished with a treatment of sulphur fumes to destroy the most tenacious impurities yet remaining. Then we see it flowing away to the evaporators, a beautiful, pale amber color, to be boiled down to a thick syrup.

This thick syrup is pumped to the "vacuum pans" in charge of a corpulent, jolly Falstaffian man who is second to none save Bill on the bat-

tery. Falstaff understands the delicate art of creating the shining crystals that we know out of this thick syrup. His fingers are as delicate of touch as a pianist's and his eye is like a microscope. You know how easy it is to burn sugar in cooking it; but Falstaff continues to boil his at a very low temperature by exhausting the air from the interior of his "pan" with a suitable pump. As we watch him he is sampling the contents, spreading a bit of the boiled juice on a sheet of glass and scrutinizing the tiny crystals that begin to appear. This is the first time you have been able to see the sugar. His art consists in knowing how to make these tiny crystals grow regularly and even all of a size with clear, sharp edges. Otherwise the final product will be a dull looking substance. From watching him you will infer that the larger and sharper the crystals the better the sugar—which is true.

We now descend to Tim O'Haran's centrifugal machines. These are circular steel baskets, made to spin with tremendous speed on the end of a suspended shaft, and lined with fine brass wire gauze. Tim is just opening the valve above to let in a charge of brown, mushy looking stuff which is the mixture of sugar crystals and molasses delivered from the vacuum pans. As the centrifugal begins to spin faster and faster, the brown mush climbs higher up the sides of the screen like water in a whirling vessel. Presently it becomes a lighter color—a yellow—almost white, and now it is whirling so fast you can not see it go. At this point Tim begins playing water on it to rinse off the tenacious molasses from the crystals, finishing with a solution tinged with an infinitesimal amount of blueing to counteract the faintest yellow tinge that might remain. Now the whirling basket stops, and the moist, snow white sugar tumbles into the conveyors. Next time you see it it will be churning in a steam heated drum to dry it, and the next time it will be running into the sacks to be trucked aboard the cars.

Now you are ready to comprehend how each one of those millions of beets harvested contained one-fifth or one-sixth its weight of sugar—say a teacupful. Could it be put back on the land again it would give the appearance of a night's fall of snow as far as you could see. But I warrant you never thought of this humble grocery before as you think of it now. Does it not seem incredible to you that these tiny crystals (whether they originate from cane or beets or water melons or potatoes) always build themselves up in the same regular shapes with the same inflexible arrangement of twelve atoms of carbon, twenty-two atoms of hydrogen and eleven of oxygen—that we are able to bring them through all the stages of dissolving many times over, combining with lime, treatment with sulphur, boiling and washing, when they might at any instant turn to half a dozen entirely worthless substances but for the unceasing testing and watching of the chemists? It would seem no

stranger to me if a checker board in the smoking car should go through a railway collision and appear, after the wreck was cleared, right side up with the moves undisturbed. Think, also, of the amount of toil. Remember the man you saw being carried out to be revived from a heat prostration, and the fellows at the steam-presses who sleep on the floor between operations and enjoy twelve hundred hours of hammam bath during the season; also the individual in the pulp bin who lives an equal time in oilskins drenched with hot water. Think of the master mechanic who has stood forty hours directing a repair job and lived on black coffee heated on the steam chest cover. Above all, consider the superintendent—the lean, weary superintendent—who carries this entire plant in his head as though it were simple as the rule of three; who can keep track of ten miles of piping and a thousand valves and five hundred men, and use seven thousand horse power without wasting any and slice ninety tons of beets an hour; who is equal to any emergency, has the presence of mind to avert danger while others are running away, and the courage to strip and go into the sewer, where no one else will go, to clear a blockade of pulp; who, most wonderful of all, refrains from going crazy during the course of a hundred days and nights of "campaign," until he can take to the tall timber with a gun and a fishing rod to recuperate.

Now all this sugar—the trainload that disappears around the curve each day—is consumed by the population of a very inconsiderable part of the map. The luxurious American people eat more sugar per capita than any other nation on earth; and each year they eat more than before. And this is a good idea; for in this way the market can never be satisfied. They will always have the fun of eating it and we will always have the fun of making it, and the great National Government will have the fun of engineering water all over its vast deserts and the Immigration Bureau will find room and employment for all the immigrants who will cut out the dynamite and go out on the new land with the right spirit.—Benjamin Brooks in Technical World.

Save Time.

There are three ways to save time: By working as rapidly as is consistent with thoroughness and carefulness; by having a method so that you progress in a straight line toward it, filling up unavoidable delays with some sort of useful occupation.

Take your recreation after closing hours, your rest at night. Do not sandwich small allowances of recreation and rest into the hours that should be devoted to work. Make every minute count through the day.

Minutes make the sum of hours, dimes make the sum of dollars. Conserve your small change of one kind as well as the other. A spendthrift in the use of time is as pitiful as he who wildly sows his money to the winds and lives to ask alms in old age.

Jennings' Extracts

are the reliable kind—popular because of their high quality and reasonable price.

For 35 years they have been used by cooks and housewives in Michigan and the Middle West.

Jennings Terpeneless Extract of Lemon

Jennings Extract of Vanilla

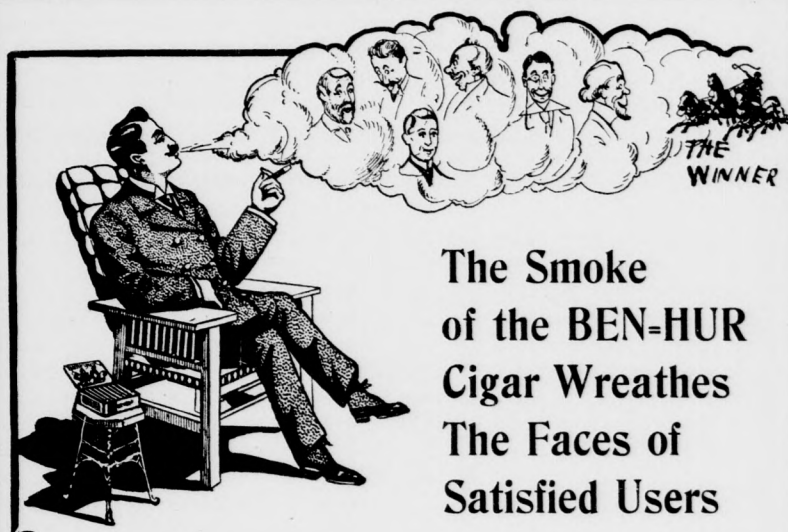
are always worth 100 cts. on the dollar in your stock.

Jennings Flavoring Extract Co.

C. W. Jennings, Mgr.

Grand Rapids, Mich.

ESTABLISHED 1872



The Smoke of the BEN-HUR Cigar Wreathes The Faces of Satisfied Users

BEN-HURS always find a welcome at the hands of the discreet dealers who are wise to the fact that their best interests are promoted by selling the 5c cigar most popular with their trade.

Ever since '86 this brand has held first place, and has always maintained that position, for all the extravagant claims and various selling schemes put forth by anxious competitors. There has never been the slightest variation in its quality. If you stock them you'll not keep them—they'll sell too fast.

GUSTAV A. MOEBS & CO., Makers

Detroit, Michigan

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

Right and Wrong Way To Sweep a Floor.

The sweeping and dusting are the principal causes of dust damage to stocks; yet there are plenty of merchants who entrust this work entirely to green clerks—ofttimes mere boys—with little or no instructions as to how it should be done. There is no reason why a green clerk, or even a bright boy, should not do the sweeping and dusting, or at least the sweeping, providing he is told how to do it properly. But the average boy little realizes the injury to stocks that can be occasioned by dust, consequently he thinks only of getting the floor in a respectable looking condition and little cares where the dust and dirt go.

There are various methods employed for sweeping a store floor and keeping the dust well down. Some employ the water sprinkler, merely sprinkling the floor before sweeping. While this will keep the dust down while sweeping, the water causes so much of the dust to adhere to the floor that a good job of sweeping can not be done, and after the water dries the floor is far from clean, and the tramping of clerks and customers over a dry, dusty floor will cause much of the dust to rise and settle on the goods.

Some advise the use of patent preparations which are on the market for holding the dust down while sweeping. But, after all, we doubt if there is anything more efficient and economical than dampened sawdust. The sawdust should not be made so damp as to wet the floor, but merely damp enough to collect and hold the dirt as it is swept along over the floor with the broom. The dampening of the broom is perhaps better than sprinkling the floor; but we do not like this so well as the sawdust, and it requires considerable pains to have the broom dampened just right—neither so wet as to stick the dirt to the floor nor so dry as not to hold the dust down.

The practice that some have of dampening the floor or the broom with kerosene is a nasty one and unfit to contemplate in a decent store. The kerosene odor is very offensive to some, and it is simply an insult to solicit the patronage of women and expect them to drag their skirts about an oily, dirty floor. Moreover, when once the kerosene habit of sweeping has been adopted, there is little use to scrub, as the oiled spots will make the floor look worse than before it was scrubbed.

A store floor really ought to be scrubbed every Saturday night. By frequent scrubbing, if the floor is hardwood, as it should be, the dust is easily gathered up by the daily sweepings with a little dampened sawdust, and very little of it will rise and settle on the goods, whereas an old dirty floor that is seldom scrubbed is always full of dust, and more or less of it will rise when sweeping, no matter how much care is exercised in doing the job. Before leaving the subject of sweeping, let it be remembered that the amount of dust raised depends very largely upon the

manner in which the broom is handled.

Merchants should enjoin their clerks who sweep very particularly regarding this matter. A broom that is flirled about and handled carelessly will always raise a great deal more dust than one that is wielded with care. Much dust damage can be eliminated by covering as many goods as possible with dust cloths while sweeping.

After the sweeping comes the dusting. All the instructions that are necessary in this regard are brief—use a dusting cloth and wipe everything that can be wiped, and use the brush only on cloth goods and things that can not be wiped, and brush very carefully. If anything is very dusty take it outdoors to brush. The habit that some storekeepers have of providing their clerks with a feather duster is a deplorable one.

Dusting with the feather duster is almost worse than useless, as it merely flirts the dust about from one resting place to another, much of it going into the air and finally settling back onto the very things that have been dusted. Keep the dusting cloths clean by frequent washing, otherwise as much dust will be scattered about the store as is wiped up in using them.

It pays to keep the store and stock scrupulously clean at all times, not only to obviate, so far as is possible, losses sustained on the stock by reason of dust and dirt, but it helps business generally. In these days when good advertising is generally conceded to be an essential element to business success, merchants can not afford to ignore the advertising that accrues from a thoroughly clean and neatly arranged store.

All thoroughly up-to-date merchants take precaution to keep their stores free from flies. We understand that it is a somewhat difficult matter to keep the flies out of a store; but by the use of screen doors and a few of our fly killing agencies it can be done. Merchants who are unable to keep the flies out should provide mosquito bar coverings for all goods that could be in any way injured by these insects.

Love Me, Love My Dog.

A curious incident, involving a young and good looking French woman and her dog, occurred recently on a Continental railway. For several hours the young woman bestowed more attention and tender care upon the pretty little creature than the majority of women do upon their first born, and at every station it was taken out for exercise, and between stations it was fed with dainty nibbles taken from its special basket, which also contained extra wraps, fresh shoes and a gay collar with a huge bow. What attracted most attention was, however, the purchasing of a bottle of mineral water, the taking out of a tiny folding traveling cup, into which some of the water was poured, and the lapping of it up by the pet.

When you base your honesty wholly on policy the tempter always can show you better premiums.



Tam O'Shanter

Square style with tassel, angora, white, black, red, blue, gray, castor - \$9 00

Round style, angora, white, red, blue, gray, castor - \$9 00

Square style with tassel, white, red, blue, gray—\$4 50

Round style, white, red, blue, gray - \$4 50

Toques

Infants' worsted, white, navy and red	\$2 25
Child's single, white with fancy stripes	2 00
Child's double, mercerized, white with fancy stripes	2 25
Child's single, wool, red, brown, navy, striped, assorted	2 25
Boys' double, cotton, assorted dark colors	2 00
Boys' double, worsted, assorted dark colors, striped	2 25
Boys' single, worsted, assorted light colors, striped	2 25
Boys' double, worsted, assorted dark colors, striped	2 25
Boys' double, mercerized, assorted light colors, striped	2 25
Boys' double, worsted, dark, mercerized, striped	4 25
Boys' double, worsted, white, mercerized, striped	4 25
Boys' double, worsted, white	4 50
Boys' worsted, red, blue, brown, gray, fancy striped	4 50
Boys' angora, red, blue, brown, gray, fancy striped	4 50
Boys' mercerized, wool lined, white, navy, red, mode, fancy striped	4 50
Boys' mercerized, white, wool lined	4 50
Boys' double, worsted, plaid, red, white, navy, assorted	4 50
Boys' camel's hair, white, red, navy, gray	7 50
Boys' white silk, striped	4 50
Boys' white silk	6 00
Boys' white silk, worsted lined, striped	7 50

Ask our salesmen or send order by mail.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.

Edson,
Moore & Co.

Wholesale Dry Goods

DETROIT



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Oct. 5—Coffee shows some inclination to get off the ground floor and a goodly number of enquiries have been received during the week. There seems to be too much of a difference of opinion between buyer and seller to develop any great amount of actual business, but the latter are very firm in their views and not inclined to make any concession. At the close Rio No. 7 is worth in an invoice way $6\frac{3}{8}@6\frac{3}{4}c$. In store and afloat there are 3,992,536 bags, against 3,569,772 bags at the same time last year. A great decrease in the receipts of coffee at Rio and Santos is shown since July 1, as compared with the same time last year—3,827,000 bags against 5,818,000 bags, and 4,231,000 bags two years ago. Mild coffees have seemingly been in sympathy with Brazil sorts and close firm, with good Cucuta $9\frac{5}{8}c$. East Indias are unchanged.

Nothing of interest is to be noted in the sugar market. Almost all the business has been in the way of withdrawals under previous contract, and quotations are as last quoted— $4.70@4.80c$ less 1 per cent. cash, as to refiner.

There continues to be a very firm feeling in the tea trade, especially for low grades. Supplies are not overabundant, and with a market pretty well cleaned up the general situation seems to be decidedly in favor of the seller. As is the case with almost everything else in the world there is a "short crop" cry in tea and the supply of Congous, which amounted to 6,500,000 pounds last year, will be 25 per cent. less this season.

There is a fairly satisfactory call for rice and quotations are well sustained. Buyers are not individually taking large amounts, but many small and moderate sized orders have made a satisfactory total. Good to prime domestic, $5@5\frac{3}{4}c$; choice, $6@6\frac{1}{4}c$.

Spices show decided improvement with the advancing season, and with a market not at all burdened with supplies the outlook is favorable for some advance. Singapore black pepper, $9\frac{1}{2}@9\frac{3}{4}c$; cloves, Zanzibar, $14\frac{1}{2}@14\frac{3}{4}c$; Amboyna, $18@18\frac{1}{4}c$; nutmegs, 75-80, $19@20c$.

Molasses shows no change. The demand is simply of an everyday nature and practically all the business is of withdrawals under contract. The approach of colder weather will, of course, help the consumption.

Short supplies of all sorts of canned goods are still talked about and everything in tin is very firmly held, while on many lines a steady advance is taking place. Tomatoes at the moment are in sufficient supply, but as the pack is now practically over we shall soon get to the end of the rope, even in this article. Buyers and sellers are about 5c apart, the former thinking that $87\frac{1}{2}c$ is about the correct figure for standard 3s. Holders are not anxious to part with their

goods at this and think they will find something better further on. The market is well cleaned up on corn, and the old goods that were so much in evidence a few months ago have about all disappeared. Maryland Maine style is quoted at 75c, an advance during the week of about 5c. Packers in Maine have been "frosted" and say they can't deliver over 50 to 60 per cent. of a full pack. The range of values on other goods is apparently without important change, but no surprise is shown at any advance.

Butter is quoted at $30\frac{1}{2}c$ for special creamery and the market is, of course, very strong. Western factory, $23\frac{1}{2}@24c$ for firsts and $22@23c$ for seconds; process, $25@26\frac{1}{2}c$.

Cheese is advancing rapidly and full cream is now held at $15\frac{1}{4}c$. Supplies are rather limited and holders are confident that still higher figures will be reached.

Eggs are firm for Western, with extra firsts quotable at $24@25\frac{1}{2}c$; firsts, $22@23c$; refrigerator stock, $18@21\frac{1}{2}c$.

The Retail Mail Order Problem.

Among the specific questions of prime importance to come before the National Retail Jewelers' Association will be that relating to the mail order evil. The testimony of the retail jewelry trade, as presented in these columns during the past six months, proves conclusively that the mail order forces are ever gathering in strength and that their conquests are no longer confined to the rural communities, but are extending over all excepting the largest cities and towns. Not content with their prodigious growth and strength, these concerns deem themselves only in the infancy of their development, as indicated by the recent construction of plants in Chicago of stupendous proportions, two of them covering over a score of acres of floor space. Their preparations include not only a gigantic selling business, but manufacturing also on a colossal scale.

The instinct of self-preservation, therefore, prompts united action for minimizing the effects on the legitimate trade of this gigantic invasion. It is not merely a retailers' question; it is equally a manufacturers' and jobbers' question. It is only a matter of time when every sale by a retail mail order house will mean a sale of goods manufactured or controlled by the house and thus a sale diverted from the manufacturer as it now means a sale diverted from jobbers and retailers.

An intimate community of interests clearly demands immediate action by manufacturers and jobbers in making the fight of the retailer their very own.

The recognition of this identity of interest will mean that manufacturers will be expected to pursue a far-sighted policy having in view the inevitable trend of events and knowing that the sacrifice of sales to-day will be a condition of protection and salvation to-morrow. To furnish supplies to these mail order concerns now may yield a temporary profit, but in the end it means certain loss

and disaster. Like the Frankenstein monster, it means that in aiding the creation and perfection of these concerns the creature will eventually turn on its creator to its utter destruction.—National Jeweler.

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

Wolverine Show Case & Fixtures Co.

Manufacturers of

Bank, Office, Store and Special Fixtures

We are prepared to make prompt shipments on any goods in our line.

Write for catalogue.

47 First Ave.

Grand Rapids, Mich.

Do It Right Now

Buy from P. Steketee & Sons holiday handkerchiefs, mufflers, suspenders, perfumes, hair ornaments, mirrors, fancy handkerchiefs, glove boxes, etc., while lines are still complete. Would call special attention to suspenders, mufflers and ties put up one each in fancy box.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

Are you supplying the ladies in your locality with fine shoes, or are they going elsewhere?

If so, you ought to stop them, and you can do it effectually by putting in the following lines:

"Ruth"
"Ah-wah-ne-tah"
"Furniture City Girl"

and you will win the hearts and clothe the feet of the best women in your neighborhood.

Write us and we will have our salesman call.

HIRTH-KRAUSE CO.

Grand Rapids, Mich.

THE TOBACCO HARVEST.

Scenes in Connecticut Where Crop Is Grown.

The person journeying up or down the Connecticut Valley in the latter part of August or the early days of September sees the gathering of a characteristic crop. This is the luxuriantly growing tobacco which is so largely used as wrappers for choice cigars. The cultivation of the tobacco plant, begun many years ago on the rich alluvial plains bordering the Connecticut River in the State which was named for the stream, has extended northward into Massachusetts, and even into New Hampshire and Vermont, beyond the borders of the Bay State. In fact, some of the finest tobacco fields to be seen the present season were between Hinsdale, N. H., and Northfield, Mass.

While the growing of tobacco is exhausting to the soil, it is possible to restore its fertility from season to season by the use of natural and artificial manures, so that the productiveness can be maintained. The appearance of a field of the thrifty plants, standing two and a half or three feet in height, with their broad, thick, deep green leaves, is a pleasing sight. So thick do they stand that they seem to crowd one another more than the stalks in a luxuriant field of corn. The work of caring for the crop is one that requires careful attention and some hard toil. All the cutting has to be done with skill by hand, as extreme care must be taken not to do any damage to the leaves, of which each stalk has scores.

What can be conveniently handled in one afternoon is cut down in the morning if the weather conditions are favorable, and the plants are allowed to lie for several hours in the hot sun to wilt sufficiently to permit of their being handled without harm to the precious leaf. Each plant is cut off close to the ground, so as to save every leaf.

When sufficiently wilted they are taken up, one by one, and strung on laths prepared for the purpose, a metal arrow shaped head being put on the end of the lath, so that it is easily forced through the stem near its base. Five or six, or more, according to size, of the stems, are strung on a single lath four feet long. Two men hold up the lath laden with its valuable burden and bear it to the wagon, which when loaded is driven to the tobacco barn. This wagon is also especially prepared for the task. There is a rack high enough to support the rows of stalks hanging upside down on the laths, and surrounding the load is a hanging curtain of bagging or burlap, to keep the tobacco from dust or from damage in any way.

At the barn the loaded laths are suspended between beams placed just far enough apart to safely support the burden, and each plant hangs entirely separate from its fellows on all sides and above and below, so that the curing may proceed under the most favorable conditions. These tobacco barns are built with every facility for the free circulation of air, and yet so that in time of heavy rain or thunderstorms they can be

tightly closed. In most of them every alternate board of the upright siding is hinged so that it can be opened like a door from the ground to the roof plate, and when all are opened one-half of the exterior covering of the barn is open to the free winds of heaven.

Tier above tier from floor to roof hang the curing plants, and a gradual change of color is noticeable from day to day for the five or six weeks that it takes to cure the leaf, until it becomes, instead of a rich dark green, a richer deep brown, which shows by its shade, according to the quality, that the period has arrived for preparing the product for the market. When the leaf is fully cured advantage is taken of a moist day, when the brittle leaves will not readily break, to take down the dried plants and strip the leaves from the stick-like stems and bundle them up for the buyers. The farmers who grow tobacco on an extensive scale have facilities for sweating, sorting and selecting the leaves, and do this work before they send the product to market, but the small growers, who have from one acre to a score in tobacco, as a supplement to their other crops, sell the leaves in the original bundles to the tobacco buyers, who have means for caring for a large quantity in the best and most profitable manner.

There are many more risks in tobacco growing than in other agricultural pursuits. The soil must be carefully cultivated to a considerable depth. Only the best of rich valley soils, where the depth of the black earth is considerable, can be thought of as able to produce tobacco. Then it must be enriched by large quantities of stable manure and commercial fertilizers, the cost frequently being not less than \$100 an acre.

The plants raised from the seed, secured by allowing some choice plants to produce seeds the previous season, are grown to a height of three inches in seed beds. To secure accuracy in planting in the rows, which are far enough apart for horse cultivation, a machine is used to make the holes in which the plants are set. By the best modern methods between 6,000 and 7,000 plants are put out to the acre. The growth, under favorable conditions, is extremely rapid, and the plants soon cover the ground so closely that no weeds can find their way between them. By that time the cultivation, by both hand and machine, is completed, and nature is depended upon to do the rest. In about ten weeks from the time of setting out the plants they are ready for the harvest. But all this time there is constant peril. Insects have to be guarded against, including the tobacco worm and beetle, which, if not prevented, will ruin the finest leaves by eating holes in them, destroying entirely their use as wrappers for cigars. Destructive hailstorms will cause similar damage, and may ruin the fairest fields in a few moments.

The season this year was remarkably free from thunderstorms, and none accompanied by hail occurred in the Connecticut Valley, but in some seasons the tobacco crop has been

practically ruined over many miles of the length and breadth of the region. In one district in Connecticut last year a destructive wind and hail storm occurred about the middle of August and swept down four or five hundred acres of the best tobacco in the Nutmeg State, while the hailstones practically ruined the leaves, so that only a little could be saved from complete destruction.

Even after it is in the barn tobacco is not free from danger of damage. A protracted period of damp, muggy weather after the leaf is in the loft where it is curing may cause pole sweat, causing the leaves to rot in the stalk or become covered with mildew, which ruins the quality. The use of artificial heat for curing tobacco has been begun by some large producers, and may become general if it is found that danger of loss of profits is obviated without too great expense. Like the system of evaporators for making maple sugar, which has supplemented the primitive boiler in the woods, with the march of civilization, nature unassisted may not be depended upon to cure cigar wrappers for Yankee farmers.

One of the chief difficulties encountered by New England farmers in the cultivation of tobacco is the lack of sufficient farm help of a suitable character to be depended upon to care for the crop. More than anything else grown from the land tobacco needs constant watchfulness as well as sound common sense in judging the conditions which must govern the work to be done at any particular time to prevent danger and insure a good crop. In Connecticut there are a number of corporations formed to grow tobacco extensively, and a considerable amount of capital is invested in the enterprise, some operating a score or more farms in the Hartford county region, where there are

the most extensive plantations in Connecticut. By the use of the most improved machinery, the best methods and the best plants, with a favoring season, fine results are secured and good dividends are paid. In that region the Connecticut broad-leaf variety is that chiefly grown, and from this the wrappers are secured for many million cigars annually.

Many connoisseurs consider choice Connecticut wrappers, with a like grade of Havana filler, the best possible combination in cigar making for pleasurable smoking. The chief va-



J.W. York & Sons

Manufacturers of

Band Instruments and Music Publishers

Grand Rapids, Michigan

Send for Catalogue

Progress

has many agents, but none more effective than the telephone.

Don't lag behind the time in which you live.

"Use the Bell"

IT
PAYSCALL
MAIN
330

THE INCORPORATING COMPANY OF ARIZONA

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

Box 277-L. PHOENIX, ARIZONA

References: Phoenix National Bank, Home Savings Bank.



A 5c Cigar in a Class by Itself

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

riety besides the Connecticut broad-leaf grown in the Connecticut Valley is Havana seed, a plant introduced to New England from Cuba and acclimated so that excellent results are secured from its growth in the rich alluvial soil on both sides of what the Indians called the Quin-Neh-Tuk or Long River. The elements in the soil which contribute to the flavor and texture of the tobacco grown there have made it the chief rival of the products of Cuba, Sumatra and the Philippines.

Even the famous names of Havana and Manila are eclipsed by the best of the Connecticut wrappers, and the Virginia and North Carolina leaf can not enter the competition. The all Havana product is thought by many expert and experienced smokers to be surpassed by the combination of Connecticut with the Havana, the two blending to produce a finer combination than the all Cuban cigar and the result being more nearly ideal. Of course, a large part of the Connecticut Valley product is used for other commercial purposes than cigar making, only the finest and choicest leaves being cut for wrappers, and much is made use of in plug, chewing, smoking, cigarette, stogy and other forms of tobacco for the men and women who use it and also for snuff, which at one time almost rivalled other forms of tobacco in popularity, but now is comparatively little used.

A visitor to the Connecticut Valley in the summer recently ended, according to the almanac, although the months of August and September this year appear to have exchanged climatic conditions, says of what he observed: "I noticed that the farms in which there were tobacco fields had an air of much greater prosperity than other farms, and I suppose it must be due to the money secured for this crop. They have fine houses, better barns and a general appearance of being kept in order and neatness that betokens prosperous conditions. They are like the fine farms in the choice dairy districts of Orange county and other parts of New York State, where prosperity attendant on agricultural success manifests itself in excellent structures for man and beast, the great barns for large dairies and huge grain and hay crops often surpassing greatly the more modest dwelling places for the farmer, the farmer's wife and the boys and girls who go to fill up the family quiver. In the Connecticut Valley as one goes northward from Hartford, through Springfield, Greenfield and Northfield, until well up in the foothills of the Green Mountains or the outlying spurs of the White Mountains, he sees from the car windows in late summer the luxuriantly growing fields of tobacco in every part of the rich valley land where its cultivation has been found possible. The experiment of growing the leaf in the shade to produce a finer quality appears to have been in the main given up. I only saw one place where there was a stretch of cheesecloth over the plants, and that appeared to be only for experimental purposes. It was found two or three years ago after extensive experiments that the

results were not commensurate with the outlay.

But there were many fine fields of the growing plants, some already partly harvested, and the barns showed where the harvest was curing. Here and there in the fields would be seen a few rows going to seed to provide for future crops, but in the main the seed stems had been cut off that the whole vigor of the plants might go into the leaves for which it is cultivated. How many fine smokers I saw in process of growth I would not dare to compute, but I find that the acreage of tobacco lands in Connecticut alone increased from a little over 6,000 to over 12,000 from 1900 to 1904. In the Nutmeg State the tobacco crop ranks next in value to the hay crop, amounting to more than one-half, and exceeds that of potatoes, which comes next by over 100 per cent. While not so great in the New England States farther north, it is considerable, and adds to the prosperity of the agricultural community, no matter how much pulpiti-ers employ logic to convince church members of the evil of raising tobacco to aid in the propagation of the weed, to put an end to the use of which there were societies which once flourished side by side with the Sons of Temperance, the Good Templars and even the Women's Christian Temperance Union half a century ago. But in these modern days there is nothing heard of these organizations of anti-tobacco users or of the once popular poem of little Tommy Reid, who would not use the "filthy weed."

It does not take one back more than half a century to recall the days when some women used to smoke pipes as well as men in these Northern States. I had a great-aunt who used to take out her clay churchwarden pipe after dinner as regularly as my father did his shorter stemmed one, for he used always to break off the long stems, and she smoked with as much pleasure as other old women used snuff. Then, there was an aged woman at a neighboring house whom I used to see smoking in the corner of her kitchen as I went to the country schoolhouse at the crossroads, where my young ideas were taught to shoot.

But, speaking of the Connecticut Valley, a tempest in a teapot was stirred up there over the use of tobacco at the Northfield Conference in August. The Rev. Dr. G. Campbell Morgan, of London, has for several years been the most popular of the speakers at the meetings held in the great Auditorium which stands on the farm where Dwight L. Moody was born. The last summer, in one of his lectures, he had occasion to refer to the use of tobacco, and incidentally disclosed the fact that he smoked. There was such sharp criticism called out after the lecture that when he next spoke he had to defend himself and to say that he regarded it as a matter for which he was answerable to God alone. This aroused more hostility, and some of the elderly ministers and lay men and women of various ages declared that they had no further confidence in him, and that they would not attend any more meetings he addressed, and

kept their word. As smoking is positively forbidden on the grounds of the Northfield Seminary and in the rooms or about the buildings of the Mount Hermon School for Boys, near by, Dr. Morgan's utterances have caused much comment and may be the means of keeping him away from the tobacco growing Connecticut Valley in future years, although he has been the most popular of the many men heard by admiring thousands at the Northfield Conference, within sight of which may be seen some of the most luxuriant fields of tobacco to be found in New England.—N. Y. Tribune.

Now and then we hear of England doing the world a service in the realm of experimentation. The latest thing in this line is the utilization of cinders—the residue from municipal incineration plants. This by-product, for such it would appear it has become, is crushed, mixed with cement, and moulded into building material, such as blocks, and into great wall slabs, some of them weighing as much as eleven tons having door and window openings and being bolted together and the joints closed with cement. Nothing is lost in nature, and man is realizing more and more the importance of utilizing "waste" products of all kinds.

Cameron Currie & Co. Bankers and Brokers

Members of
New York Stock Exchange
Boston Stock Exchange
Chicago Stock Exchange
N. Y. Produce Exchange
Chicago Board of Trade

Michigan Trust Building

Telephones

Citizens, 6834 Bell, 337

Direct private wire. Boston-copper stocks.

CHILD, HULSWIT & CO.

INCORPORATED.

BANKERS

GAS SECURITIES

DEALERS IN

STOCKS AND BONDS

SPECIAL DEPARTMENT DEALING
IN BANK AND INDUSTRIAL STOCKS
AND BONDS OF WESTERN MICHIGAN.

ORDERS EXECUTED FOR LISTED
SECURITIES.

CITIZENS 1999 BELL 424

411 MICHIGAN TRUST BUILDING,
GRAND RAPIDS

Capital \$800,000



FOUNDED 1853
NO. 1 CANAL ST.

A straight line is the
shortest distance
between 2 points

This bank is the cen-
tral 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 TALKING.

The Really Proper Test for All the Rules.

Written for the Tradesman.

Rules relating to the art of talking are without number. Some direction can be found bearing upon every phase of the subject. Grammars, works on rhetoric and elocution, books of etiquette, articles in newspapers and magazines—all contribute to the mass of counsel heaped up for the guidance of him who would learn to use his tongue with skill and ability.

It is best to become familiar with the principal rules of conversation, especially those which embody the dictums most widely accepted. Having learned these, the shrewd student will soon observe that the most entertaining talkers of his acquaintance do not always follow closely every direction laid down so positively by the lawgivers. If he be analytical as well as shrewd he will further discover that the conversation of the really good talker does not suffer from these violations, but is rather benefited thereby. Indeed, there seems to be a sort of skill or science in occasionally going contrary to the regulations.

What, then, is the proper test for determining whether any given rule is valuable or worthless, whether it shall be followed or rejected? Simply this: Does it serve the end? If the direction relate to language, then will it aid in the best possible expression of ideas? If it will, follow it. If it relate to choice of subjects, manner of treatment, and the like, then ask whether it will serve the purposes of conversation.

Almost all the rules commonly laid down are good and valuable, if not carried too far and followed too slavishly. A few illustrations will make this plain.

"Choose words that precisely express your meaning," says the authority on diction. The use of the right word in the right place is surely very important. No one wishes to gainsay this. Still it is most tiresome to listen to the person who halts and hesitates and seems to be searching around in the labyrinths of his mind for the word or phrase that will give the most carefully shaded expression of his thought. In ordinary conversation do not try to take quite the pains in the selection of words that you would if you were framing the text of an international treaty.

Good grammar is, of course, highly commendable. When one hears a bad error, an "I have went" or an "I have saw," it seems as if too great care can not be used in the construction of English. On the other hand, you will occasionally meet a person who speaks with such laborious correctness that the effect is actually painful. The ideas to be expressed really seem to be merely a secondary matter. Teachers are liable to get into this strained way of talking. Probably it is the result of always being in terror of their professional lives, lest some member of the School Board or the Superintendent or the small urchins, who are their most severe critics, should catch them making a grammatical mistake.

There are schoolma'ams—nice ones, too—who seem to want to diagram and parse every sentence they use.

"Do not indulge in personalities." This rule is laid down so often and with so much positiveness that it might seem that no exceptions to it would ever be allowable. If the word personalities is taken in the sense of remarks disparaging to the character and conduct of others, then, of course, the rule should ordinarily be followed; but do not try to make conversation impersonal. If you do it will lack its most vital element, which is human interest. Remember that no one cares for abstractions.

It is generally held to be in bad taste to talk about one's self, one's own children, cats, dogs, horses, genealogy or achievements. Yet some people talk very entertainingly about themselves. Of course, egotism and boasting are not allowable, but of what can a person talk well if not of his own observations, his own experiences? What makes any person's conversation interesting is the distinctive flavor, the individual point of view. You like to hear your friend's opinions, not because of their intrinsic value, but because they are his. If you want information on any particular subject you consult the encyclopedia or get the views of an expert.

Those who talk well about themselves and their own affairs are careful to make mention only of those things which will be of interest to other people. Parents who recount all the sayings and doings of their children are a bore to their friends. It is best not to say too much about baby's first tooth. Other children have them. But, occasionally, a bright child will say something so cunning and original that it would be a sin not to tell it.

The talker who would be entertaining knows it the moment he is not holding the attention of his hearers and concludes that something is wrong, either in the matter or the manner of his conversation. Although what one has to say may be most important and elevating, it will profit nothing if not listened to with interest. No one wants to hold his mind to what another is saying by force of will.

"Is it ever allowable to transgress the rules forbidding slang?" some one asks.

If slang is taken to mean simply vulgarisms, then, No. But a little slang, when it has no ill meaning, may sometimes be employed very pointedly. Many good talkers use it in this way, but only when it answers better than authorized English. Anything but the most restrained and discriminating use of slang and colloquialisms soon becomes tiresome and offensive to good taste.

"Conversation should be free, spontaneous, unstilted." This is a widely accepted tenet. Yet liberty must not degenerate into license. Spontaneity should not be carried to the point that one blurts out whatever comes into the mind without regard to the feelings or opinions of others. In homely parlance, "It's a bad plan to set one's tongue running and go off and leave it."

He is the wise conversationalist who knows all the rules and also knows when to break them.

In closing this series of articles permit me to emphasize the fact that, while conversation seems to have been designed as one of the great pleasures of life, it is a pleasure serving the most serious and vital issues. How important that its tone be kept pure and noble, for its influence is immeasurable!

It may sometimes be our high privilege to speak the message of faith to the doubter, of courage to the one in despair, of sympathy to the sufferer, of comfort to the mourner, of counsel to the wayward, of warning to him who is in danger. All these will gain in power and beauty by being appropriately expressed. It is the "word fitly spoken" that is likened by the Wise Man to "apples of gold in pictures of silver." Quillo.

Preferred the Upper.

Puffing and blowing, the fat traveling man began to climb to the upper berth in the sleeping car.

"Pretty hard work, isn't it?" said the man in the lower berth.

"It is," answered the fat passenger, "for a man of my weight."

"How much do you weigh, may I ask?"

"Three hundred and eighty-seven pounds."

"Hold on. Take this one," exclaimed the other, his hair beginning to rise on end. "I'd rather sleep in the upper berth, anyway. The ventilation is better."



The "Ideal" Girl in Uniform Overalls

All the Improvements
Write for Samples

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

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.

TOP JOBS.

They Are Always Open To the Right Men.

When the young man has cast his fortunes with a great department store in State street, Chicago, he must make up his mind to be lonely among the many of his kind. To the extent that he has a fixed resolve to succeed by the slow, measured process of earning recognition he is less likely to be the "hail fellow" with scores and hundreds of his neighbors.

Among the sales clerks in State street to-day a young man behind the average counter receives from \$10 to \$20 a week, depending somewhat upon the store and considerably upon the counter of which he is given charge. In stores where a man's salary depends largely upon his sales of the week the salesman frequently makes most money. But at such counters the store managers see that active employees are placed.

In house furnishings, perhaps, the greatest volume of sales is made year after year, and the salesman who is able to graduate to that floor considers himself in luck. But, after all, the manager of the State street store in Chicago will tell you that it is in the salesman himself whether he will succeed or not.

"We come up against that proposition at least twice a year," says a well known man in the street. "At Easter and in the holiday season we get in as help students from the University of Chicago. None of them has had the slightest training in salesmanship. They don't mean to stay in the work. But the way some of them sell goods ought to be a lesson to many a young salesman."

"These students are looking to the pay at the end of the week. At the same time they regard the experience as in the nature of a lark. They are active, wide awake, polite, and they know how to mix with people. Results which many of these students show indicate what they could do if they cared to take up that line of work."

More of these students might be attracted to sales lines in the study of merchandise if it were known what a want existed higher up in the departments for the ambitious type of man.

Two diverging fields of merchandising are open. He "may follow merchandise" or he "may follow management" in the big house. In either branch of the business he will find room at the top when he has proved himself, for if there is one settled principle in the big store it is that of trying to fill executive positions from the rank and file of the store in which this material has grown up.

Years ago when one of the proprietors of a great Chicago State street store was in Boston for the purpose of buying up a bankrupt stock of goods his attention was attracted by a small boy in the defunct house who seemed to know more about the goods than any one else. The boy was obliging, active and full of smiling good nature.

"Say, I rather like you, young man—do you want a job?" queried the Chicago purchaser.

"Yes, I do," replied the boy.

"I'll give you a place if you'll come back with me," returned the merchant, and the bargain was closed on the spot.

The lad came into the receiving room of the house. He was "handy boy" generally, graduating to the house furnishings department. Later he was made buyer for other departments, and to-day he is general manager for the store. This boy's bent was for the managing side of the house. Fifteen years or more was this boy's term of apprenticeship, but he has not regretted it.

When the salesman has made his showing to the house he finds that he has encouragement in his ambitions, whichever way they may lie. He may have come to the sales counter from office boy, he may have come to it from wagon boy, through the shipping room. He may have been stock clerk in the beginning and crowded into a place at the sales counter. If management be in his line he has a chance at floorwalker, with a salary of \$16 to \$22 a week. From floor walker he may move up the line of management to a superintendency, or he may follow merchandise and become an assistant buyer, looking up the advertising of his department's stock and mastering its details. From assistant buyer he is the logical successor to the buyer and from that position may become a merchandise manager, putting his "O. K." upon all orders affecting his departments.

As buyer for a department store the salary is dependent a good deal upon the department for which he buys. In general it is fixed upon a basis of 1 per cent. of the sales of that department for the year. Thus if the sales of his department reach \$500,000 a year the salary, exclusive of the expenses paid by the house, will reach about \$5,000.

Perhaps there are other reasons than lack of familiarity with house needs which prompt the filling of the position of buyer from the house's trained material. Some time ago a buyer for a former Philadelphia house applied for a position with a Chicago State street store. There was need of such a man, and he was asked what salary he expected.

"About \$9,000," was the reply.

"Had your department been selling \$900,000 worth of goods a year?" asked the State street man.

The would-be buyer admitted that the sales were short of \$700,000 annually, and quite readily considered the arguments for his taking the position at \$7,000 a year. Irwin Ellis.

Water Motor Generates Electricity.

Windmill electricity runs a small lighting plant. The windmill stands on a tower fifty feet high, and operates a force pump of twelve inch stroke with a cylinder three and one-half inches in diameter. The water is pumped to a regulator, situated in the basement of the building. This regulator consists of a cylinder in which a heavily weighted plunger is fitted. When the cylinder is filled with water the rising plunger strikes a catch, which opens a valve in a pipe communicating directly with a water

motor. The water motor is connected to a dynamo, which in turn generates the electric power necessary to energize the lighting system. A storage battery is provided to store any excess of current, or to store the entire output of current when the lights are not in use. An automatic switch connects the dynamo with the storage battery so that when the dynamo stops or runs slowly the current from the battery will not operate back through the generator. Owing to the weight of the plunger in the regulator the water motor is under almost constant pressure. When the plunger reaches the bottom of the cylinder it strikes a trip which closes the valve in the pipe running to the water motor. The action of the motor thus is rendered intermittent.

It takes more than a gracious manner in the meeting to make up for a grouchy way in the home.

Some sheep sigh for cactus as soon as they get in the green pastures.

Dandelion Vegetable Butter Color
A perfectly Pure Vegetable Butter Color, and one that complies with the pure food laws of every State, and of the United States.
Manufactured by Wells & Richardson Co. Burlington, Vt.

Quality Always Wins

This is the reason our

Harness Trade

has increased so much and why we can guarantee absolute satisfaction, as it's ALL IN THE QUALITY.

Sherwood Hall Co., Ltd.
Grand Rapids, Mich.

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

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

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

Estimates and Samples Cheerfully Furnished.

Prompt Service.

Reasonable Prices.

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

GRAND RAPIDS, MICH.

A HOME INVESTMENT

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

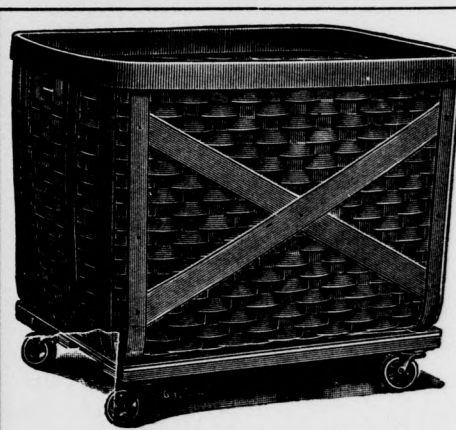
HAS REAL ADVANTAGES

For this reason, among others, the stock of

THE CITIZENS TELEPHONE CO.

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

BALLOU BASKETS ARE BEST



X-strapped Truck Basket

A Gold Brick

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

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

BALLOU MFG. CO., Belding Mich.

THE CORNER CLUB.

Ruction Over American Money Spent Abroad.

Written for the Tradesman.

The Corner Club met at the grocery last evening, the grocer in the chair. As soon as the session opened the delivery boy nestled down by the alley door and the teacher presented the following preamble and resolutions:

"Whereas—It has been found necessary to withdraw money from the National Treasury to meet the needs of the country during crop-moving time, and

"Whereas — Millions of dollars which by right ought to assist in moving the crops of the country are being squandered in Europe by would-be aristocrats, therefore, be it

"Resolved — That money taken abroad by American tourists should be subject to a heavy tax, of at least 25 per cent.; and be it further

"Resolved—That it is the sense of this Club that tourists returning from a spendthrift trip abroad should be required to pay a large fee before landing."

"That," said the grocer, "is the work of a crazy man."

"What do you mean?" demanded the teacher. "Am I crazy because I would protect the business interests of our own country?"

"When a man accumulates \$4,000 to see the world you would force him to give up \$1,000 of it before he took ship?"

"That is the idea. When we need money here, and—"

"And when this same man returned to his own country you would make him pay a fee to get in?"

"I am opposed to our good American money being taken abroad and squandered in the slums of the Old World. Statistics show that over seven millions of our money were spent in London this summer. And the Government has to take a hand in moving the crops. We regulate the railroad companies, and we keep a strong hand on the trusts, then why shouldn't we protect ourselves against this foolish expenditure of money?"

"The American people," said the grocer, "are going insane on the subject of ruining other folks' business. If you will go away to some silent spot and take stock of yourself you will ascertain that you don't know as much about finance as a rabbit. It is the men who never have a ten dollar note to the good who set up as guardians of the banking interests of the country. If there were no intellects in the land broader or stronger than that of the maker of these resolutions, there wouldn't be any accumulations of money to take abroad, and—"

"I have a right to speak to my resolutions without being insulted!" roared the teacher. "You perch yourself up there by the desk and try to look wise, but you have to study half an hour to add up twice six! If the millionaires of America knew what a fool advocate they had here they would pay you money to quit."

"Do you question the right of a man to spend his own money in his own way?" demanded the hardware

man. "You anarchists have long been telling business men how they should conduct their affairs, and now you want to tell them how to spend the money they earn. I saw the howl in the newspapers about the millions annually spent abroad by Americans, and I presume you got your crazy notions there. The newspapers ought to be suppressed. They are too fresh."

"I suppose I shall have a chance to speak to the resolutions?" said the teacher.

"Let him go ahead," said the mechanic. "He may have something up his sleeve."

"The chair can take care of the resolutions," said the grocer.

"We may as well adjourn!" shouted the teacher.

"The motion is out of order," said the grocer. "The chair will indicate the time of adjournment. Where do you think these tourists got their money, Mr. Teacher?"

"A good many of them got it by unfair means," was the hot reply.

"Many of them are manufacturers and business men?"

"Oh, I presume so."

"And they have been in business all their lives?"

"Some of them have."

"Now, don't you know that a man can not accumulate money without benefiting the entire community in which he resides? For every dollar that remains in his hands he handles a hundred, sometimes a thousand. Ordinarily a man has to do a business of about \$100,000 a year in order to accumulate \$5,000."

"Oh, hire a hall!" cried the teacher. "I have a right to talk to my resolutions."

"Every dollar spent in business touches a thousand hands," said the grocer. "These tourists who take their money abroad have earned it a hundred fold. They have taken chances against strong competition. They have paid out their money for material and labor. There is always a circle of prosperity around the plant of a good business man. Cottages, and churches, and schools spring up. Land increases in value and the luxuries of life become common in the homes of the workers. If they want to go abroad for a rest, let them do so."

"And I presume you think it is all right for them to buy \$25,000 automobiles, and \$100,000 yachts, and build \$1,000,000 residences, when the big cities are full of working girls who can not get enough to eat?"

"That is the manner in which the money gets back to the people," said the grocer. "Fine residences and automobiles, and steam yachts require both labor and material. It is better for the rich to spend their money so than to bury it in a deposit vault or invest in bonds. Every dollar so spent buys something. It reaches the forests of the North, the quarries of the East, the mines of the Upper Peninsula, the homes of the poor. If you mean to say that—"

"I don't mean to say anything," said the teacher. "You keep your lip going so I can not say a word."

"If you mean to say that money spent on whims and fancies is wasted, you don't know enough to teach a

class in mud pies. The newspapers started that howl—the howl about the criminal extravagance of the very rich. They tell of the parties they give and the way they throw money up against the wall, but they don't tell who catches the money when it comes down. When a man takes his family to Europe he spends thousands here in getting ready for the trip."

"And brings home thousands of dollars' worth of foreign goods," said the teacher. "I wish they could bring back provisions, so as to knock your trade."

"You are considerate," grinned the grocer. "I want to tell you right here that a dollar is like a drop of rain."

"They don't come so fast," said the hardware man.

ONLY the finest imported piano wire; only the best selected and seasoned wood; clear white ivory; first quality of felt; put together with skill that is the product of forty years' experience. That's what Crown Pianos are.

Geo. P. Bent, Manufacturer
Chicago

Lady Vernon

Chocolate Creams and a bottle of

Dorothy Vernon

perfume in every box. Packed in one pound boxes only.
"One of the most beautiful boxes ever put on the market."

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

Stick to the Job Where the Work

Is the Easiest and the Pay the Best

We have made **Ariosa Coffee** known to everybody everywhere. So all you have to do is hand it out when it is asked for. Not very hard work, is it?

Besides your regular profit we give you vouchers with every case of **Ariosa** you buy which are as good as money. We give these vouchers as extra pay for filling orders for **Ariosa Coffee**.

As we have made your work easy and your pay big, isn't it natural for us to feel that you will sell as much **Ariosa** as you can?

ARBUCKLE BROTHERS
NEW YORK

"But they disappear about as quickly," suggested the mechanic.

"A dollar looks more like a cart wheel than a drop of rain," said the dry goods man, who does not advertise.

Then the grocer went on:

"A dollar is like a drop of rain. The drop falls down from the sky and disappears in the earth. You think it has gone forever. Presently another drop comes to it, then another and another. Then the earth grows moist and a green blade springs up. The blade dies down in time and leaves a bit of rich soil. The next year more blades spring up, and the place where the first raindrop fell becomes a little green spot, and the life of the plants go out into the air when the stems wither, and the moisture of their breath comes back in mists and reaches the sea. When you—"

"I move we adjourn!" shouted the teacher.

"Out of order!" replied the chair.

"Then I withdraw the resolutions!"

"Still out of order!"

The teacher made for the door, but fell over the delivery boy and found a resting place on a bag of potatoes.

"That is just the way it is with a dollar," continued the grocer. "A dollar falls into the hands of a business man. When the spender sees it drop into the till he thinks it is gone forever. But another dollar comes to it, and another and another, and the business man buys an automobile or a steam yacht, and the original spender works for a firm which supplies a part of the material, and so some day this dollar comes back to him, after passing through a thousand hands and paying a thousand debts."

"What has all this to do with the millions spent abroad?" roared the teacher from his sack of potatoes.

"It has this to do with it. It shows that money spent is money rightly used. Of course the holders of the money lose by sending it out in exchange for extravagant things, but the people gain by it. I wish the multi-millionaires would buy more fine yachts and things and give more extravagant parties. They may even go abroad. The money will come back here in the pockets of immigrants. Money is indestructible, my children. I don't care what is spent for, it is good for the business interests of the country to have it spent."

There was silence for a moment, during which the delivery boy awoke and turned out the light. And so the meeting was adjourned.

Alfred B. Tozer.

America As the Land of Contradictions.

No people is so rich in inventions for rapidity of traffic as the American, yet he suffers with patience in the busiest streets holes in the pavements that are a menace to life and limb of men and horses. Wall street, a typical artery of the materialistic world, ends at Broadway in the graveyard of Trinity church! But the hundreds of thousands who daily crowd the pavement between this cemetery and Wall street never notice

the contrast which strikes a stranger at first glance. This is comprehensible only if we realize that this callousness to contrasts is related closely to a most pronounced desire for the superlative.

The highest building in the world, the quickest horse, the dearest picture, the most costly jewels, the largest library, and the richest man in the world as a neighbor are the pride of the average American. But there is a charm for him also in having suffered the most disastrous earthquake, to have seen the most devastating conflagration, or to be able to boast of some other event which, unpleasant as it may have been, yet satisfied his desire for the superlative. I remember that a citizen once showed me the city hall in his town whose architectural charms chiefly were noticeable by their absence, and proudly related that more money had been stolen during its construction than in that of any other city hall in the world.

The American's motto is: "Give me the luxuries of life and I will not ask for the necessities." He will bear present deprivations if he thinks that in the future he will be able to buy his wife jewels; and all his life he will feel convinced that some day he will be lucky enough to be able to do it. Every man aspires to something better than his present lot, which is the main reason why there is no social democracy in the European sense of the word.

An American workman does not consider himself a member of the proletariat, not a member of a class, who is compelled to remain a wage earner because of the economic structure of our capitalistic modern world. He joins unions because he follows the lead of capitalistic combinations; he wants to sell his labor at the highest price. But he does not intend to remain a laborer any longer than he has to, therefore there is no real feeling of class versus mass.

This land of contrasts could just as well be called a labyrinth of contrasts. But who will give us the psychologic Ariadne's thread? Above all things it is necessary to avoid superficial generalizations. This land of contrasts is at the same time a land of individualism. Rules are broken so often by exceptions that it always is doubtful which is rule and which exception. Theodore Barth.

Australia Eats Most Meat.

It is estimated that the population of Australia eat more meat than the people of any other country in the world. The consumption of meat in the colony in 1900 was estimated at 262 pounds per head of population for the year; in the United States it was 179 pounds; in the United Kingdom 122 pounds, and in Germany 99 pounds. Less meat is eaten in Italy than in any country in Europe, the consumption being about 27 pounds per head. It would appear, however, that the amount is gradually increasing, since in 1885 the Italians ate only 18 pounds of meat per head during the year. The great quantity of meat eaten in Australia is explained by its abundance and cheapness.

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

Sold by

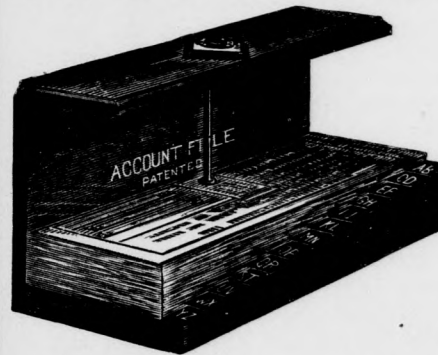
Twelve thousand satisfied grocers

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

SOURCES OF EDUCATION.

Opportunities Not All Confined To the Schools.

Written for the Tradesman.

Many a young man whose school privileges have been limited is quite apt to consider himself seriously handicapped in life. He may have been obliged to go to work and become a wage earner while others of his youthful associates have been given a college education. He likes his work. He has applied himself earnestly to it and by the time he has reached his majority has attained a proficiency which enables him to earn good living wages.

His common school education has seemed ample to him while engaged at his trade or daily occupation. It is only when former schoolmates return from the higher institutions of learning and begin to take desirable places in business and society that he begins to realize his lack of education. He remembers that they were not more apt scholars than himself. He remembers that he was their equal in games and sports and always welcome. His less expensive clothing made no difference in the feeling of good comradeship.

Now he meets one and another occasionally. The greeting is friendly, but it lacks the old time spirit. His work clothes and the grime and dust of labor in contrast to their stylish suits makes him feel ill at ease. No earnest invitations are exchanged as of yore. There is no lack of courtesy on the part of the graduates, but each realizes, perhaps for the first time, that there is a barrier between them. They have gone out into life on different lines and have formed new attachments. They may not have changed materially in their likes or dislikes, or in real character, but old ties do not have their former force.

The attention or honor bestowed upon the highly educated young men who have done nothing for themselves except to maintain their standing and win their degrees is in painful contrast to the way the industrious, self-supporting young mechanic is ignored by those of his own rank and class—the working people. And not in this respect alone does the young workman realize and begin to deplore his lack of education. Right in line with his vocation he knows of opportunities for educated men. Men who have a thorough knowledge of the mechanical department are needed to help conduct the business also. The larger salary which he might command is a tempting prize for the young workman, but he lacks the education, the training, the familiarity with the ways of the business world, the tact in dealing with individuals, the adaptability to various men and things which some of the college trained men seem to possess.

The despondent young man believes that all these desirable qualifications may be obtained in the schools. He is inclined to conclude that his scope is limited, that there remains for him now only to make the best of an unfortunate condition, unless he can even yet obtain more schooling.

What shall he do? Shall he give

up his regular occupation and use for education the money which he has been saving to be used some day toward buying a home? He might but for one thing: The dear girl would have to wait a few years longer. But, then, when he has acquired the education it will enable him to step into a good paying position and he can give her a home and a position in society such as he never could hope to do as a mechanic. In the great majority of cases the question is decided for him. The girl, the home and living wages in the present are realities; the education and the large salary in the future are but visions. He takes the realities.

But there is no need for him to think that he must continue without an education. There are many sources of education for those who are denied the higher schools. The only question is: Does the young man really want more education?

There are night schools, correspondence schools and short courses in various educational institutions for perfecting one in special lines of work. Not every one can avail himself of these. There are other sources which do not infringe upon regular hours of labor or business. There are books and papers pertaining to almost every known subject, and the price of such publications is within the reach of the ordinary workman. But aside from all these is one source in particular, which, perhaps, is not often considered or duly appreciated by those who are seeking more education:

A young man who does a good, honest day's work every day can usually find some time for mental improvement if he desires it. What does he do after working hours? His body needs rest. Does he sit down and smoke or read the daily paper until bedtime? Does he night after night use his eyes and his brain to gain the details of sports, crimes and political disturbances in all parts of the world? Are these subjects the chief topic of conversation with fellow workmen on the way to and from his work? Is the noon hour spent in earnest discussion of prize fights, races, ball games, cards and the like?

And what about Sunday? Is it breakfast, then a shave, a pipe, a sensational Sunday paper, a stroll, a boat ride, a labor union meeting to bewail the woes inflicted by employers upon the workmen, to discuss the advisability of a strike for more pay and less hours of labor, or to keep up a fight between labor and capital if any pretext can be found for so doing? If there is any desire to make Sunday a day of rest from the accustomed toil and at the same time improve the mind, strengthen and enoble the character and be lifted up to enjoy higher things, the day will not be spent in such ways nor in idle, aimless occupation.

By no means would we advocate the devoting of Sunday to acquiring a secular education. That would be perverting the proper use of the day and sacrificing the greater benefit for a lesser one. To employ Sunday in accordance with the divine plan and in fulfillment of plain directions and commands can not fail to benefit man morally, mentally and physically.

What is education? To educate, to draw out, to broaden, to develop, to stimulate growth. To grow one must feed and assimilate; to gain education one must gather information and think, ponder, meditate. Growth is insensible. Plants receive power from sun and air as well as nourishment from the soil. So human beings receive from association with their fellows as well as from definite study that which tends to mental growth and education. If one can do no more, he can at least associate with educated people to some extent. Where can he do so as freely as in the church or Sunday school? Where better can great and small, learned and unlearned, meet and mingle and receive benefit than in religious gatherings?

Go to church to get an education? Better that than not go at all. Perhaps the young man was not brought up to attend religious services regularly. Perhaps from earliest years he has been influenced to regard religion with contempt. Now that he has attained maturity would it not be a sensible thing to enquire into these matters with an unprejudiced mind, go to church and listen and think, make the acquaintance of Christian people and learn for himself if they are not sincere, earnest, sensible and educated?

And the young man who is or has been a regular attendant upon religious services, if he has not already considered the matter, does he not realize that among his church associates are those who can help him

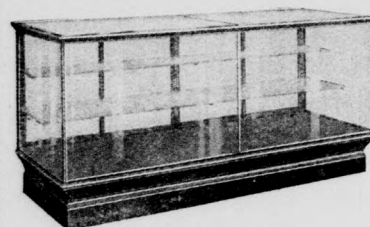


TRADE WINNERS.

Pop Corn Poppers,
Peanut Roasters and
Combination Machines.

MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.



Our Crackerjack Display Case
No. 25

Established in 1873

Best Equipped
Firm in the State

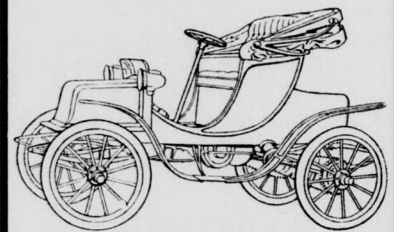
Steam and Water Heating
Iron Pipe

Fittings and Brass Goods
Electrical and Gas Fixtures
Galvanized Iron Work

The Weatherly Co.
18 Pearl St. Grand Rapids, Mich.

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

BABCOCK



Model 5 \$1,400

This car is thoroughly
dependable, clean, and es-
pecially recommended for
ladies' use.

We will be glad to give you
demonstration on request.

Ask for Babcock catalogue.

ADAMS & HART

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

Reduction In Price

of our famous "Crackerjack" cases. With 1000 cases in stock we can give you prompt service. All sizes and styles to meet your requirements.

Write for our catalogue A.

GRAND RAPIDS SHOW CASE CO.
GRAND RAPIDS, MICH.

The Largest Show Case Plant in the World

Auburn, Indiana Wagons

will give excellent service and prove a paying advertisement in your business. Highest quality, finest workmanship and stylish designs. Over 100 different styles to select from. Let us send you our catalogue and price list. You will surely be interested.

"Don't Forget It"

When writing for No. 34 catalogue of Delivery Wagons, just ask for full particulars of our Motor Buggy. Prices ranging from \$250 to \$500.

AUBURN WAGON & BUGGY WORKS

Box No. 101 Auburn, Indiana

in his endeavor to secure more education? The minister should be well qualified to aid him. He would no doubt gladly suggest the books, the courses of reading or the lines of study which will be best adapted and most helpful to the young man. It is a part of his work, his business, to gain some insight into the lives of the members of his congregation so that he may be prepared to counsel and assist them. And there are others who would gladly help him.

When a young man drops a coin into the contribution box he is not only helping to pay for light and fuel and furnishings, but he may help pay tuition in a school which offers him great opportunities in the way of securing an education. And it is a free school. There is no examination. There is no entrance fee. He may give little or much toward its maintenance as he sees fit. He may have the benefit of three or four sessions each week. He has the privilege of associating with others besides those of his own trade or vocation, and this will enable him to gain a more comprehensive view of the world about him. It will tend to overcome class prejudice, it will temper his judgment, it will help him to be more liberal, more generous and fairer minded. And this is education. This is such education as he has heretofore mistakenly been supposed could only be obtained in college life.

A college education is a grand thing. It is or may be of vastly more benefit to a young man than a correspondence course or the most arduous study of the same subjects by the young man alone in his room. It is so because of personal contact with learned men, thinking men, men of power and influence, men who recognize the needs and the possibilities of the student and guide him even without his realizing it. Get a college education if you can. But if Providence seems to order otherwise, there is no need to give up hope of securing an education.

Secular education may not always lead to moral betterment, but contact with spiritual things always tends to mental improvement. Education, culture, refinement and many other desirable qualities are of necessity accompaniments of true religion. "Seek ye first the kingdom of God, and His righteousness, and all these things shall be added unto you," is a promise which has been verified and a prediction which has been fulfilled in innumerable instances.

The young man who neglects or ignores the opportunities which are open to him through a natural, reasonable and not overzealous or burdensome use of his Sabbaths and leisure hours can not be very anxious for a better education.

E. E. Whitney.

A workman on the ill-fated bridge at Quebec left his job and went to a saloon to quench his thirst. While he was gone the bridge fell, carrying all his fellow workmen down to death. That drink of whisky saved his life, but if he allows too many to follow it his time will come just as certain as if he had remained on the bridge.

Magnets Which Lift Tons of Metal.

In engineering works the electro-magnet is taking a very prominent place. This device dispenses with hooks, slings and other lifting apparatus. By throwing a switch controlling the current the magnet is energized and thereby attaches itself to the bars, castings, scrap or pig iron which it is desired to lift.

The magnet poles are shaped according to the nature of the material to be raised. For heavy rails they are oblong, and are slung from the crane hook by a short chain. Castings weighing over two tons are successfully handled by electro-magnets. Another use to which the electro-magnet is put is in breaking old castings so that they may be melted and utilized. To accomplish this the magnet is made to lift and drop a steel ball weighing from one to six tons.

The time lost in an engineering shop by what is known as slinging pieces is saved by electro-magnets, connection being made instantaneously, and the weight liberated in the same expeditious manner. The magnet is lowered to the object needed with the current turned off. When the switch is closed the magnet, becoming active, holds the articles to be lifted while they are raised and transported to their destination. When they are lowered the switch is opened and the magnet immediately releases them. As the operator of the crane controls the action of the magnet through the switch, this one man can attend to all the details of transferring heavy metal objects. No assistant is needed to attach them to the conveyor or to release them when they reach their destination.—Tit-Bits.

Hopeless.

Senator Dubois, of Idaho, is a bitter foe to Mormonism. In Aurora, Ill., he said recently:

"Mormonism, with its attendant polygamy, is, look at it how you will, a bad thing, a hopeless thing; as bad and hopeless as the case of Jacob Smithers."

Senator Dubois smiled.

"Jacob Smithers, criminal," he went on, "sat in his cell making paper boxes when a dear old woman looked through the peephole in the door, inquisitively.

"'You poor man,' said the old woman, 'I guess you'll be glad when your time is up, won't up?'

"'Wall, no'm, not particklerly,' Jacob Smithers answered, 'I'm in fur life.'"

Fond of His Dog.

Kelly had been for years a chronic drinker, but after much persuasion by his many friends he "signed the pledge." He kept it up for one day only, and when he turned up in the usual condition his advisers wanted to know the reason of his very short spell of temperance.

"Well, it was like this: I have a great liking for my dog—in fact, it's the only thing I care for on this earth. Well, when I went home that night after signing the pledge my dog began to bark and then bit me. Fact is, the animal did not know me! So I determined not to be bitten any more by my own faithful dog."

Success

BECAUSE we want the best trade and the most of it, we do printing that deserves it. There is a shorter way to temporary profits, but there is no such thing as temporary success. A result that includes disappointment for somebody is not success, although it may be profitable for a time.

Our printing is done with an eye to real success. We have hundreds of customers who have been with us for years and we seldom lose one when we have had an opportunity to demonstrate our ability in this direction.

Tradesman Company
Grand Rapids, Michigan

COT IN THE CABIN.

One Experience Was Enough for Miss Louise.

Written for the Tradesman.

Miss Louise, who has won the respect of every one in our town by the manner in which she waits on the customers in the store next door, has a decided preference for traveling by water. She compares a steamer with a railway train, greatly to the disadvantage of the latter. "On the one," she says, "dust, grime, nerve-racking jars and noises; you are jaded by a short journey. On the other, you are borne along smoothly, almost imperceptibly; the nerves, instead of being rasped and irritated, are soothed and tranquilized; you lose all your unrest."

She maintains that an icy hauteur is the unvarying manner of all railway employes, whether of high or low degree, and contrasts this with the courtesy and affability of the steamer people.

"Every one belonging to a boat," she declares, "from the smallest cabin boy to the captain, is always on the alert to make it comfortable and pleasant for the passengers."

"To go across" is the high ambition of Miss Louise. While she expects to enjoy thoroughly the sight-seeing tours on land, still she looks forward to the ocean voyage with far keener anticipations of pleasure. It is the lack of money that has prevented her from taking the journey and not any dread of the perils of the deep.

She is no longer young and laughingly admits that the mathematical probabilities that she ever will be married lessen with each passing year. If matrimony ever should come her way, she hopes that he, the lucky gentleman, will be the captain of a trans-Atlantic liner. She would make every trip.

For the reason mentioned, her nautical experiences have been confined to the Lakes. Her latest was early in July, just before the Fourth, when she crossed from Chicago to a well-known port on the Michigan shore. She had usually been able to secure a stateroom, but this time she had made no reservation, and on going to buy her ticket found that all the berths had been taken. She paid a half dollar in addition to her passage fare, and received in return a slip of paper entitling her to a cot in the cabin.

Next after Miss Louise, at the office window, were two young ladies, sweet, fresh girls, evidently sisters. They had never been on the lake and were very nervous about it.

"You're sure it's going to be smooth to-night," one of them asked timidly.

"The predictions are all right," responded the ticket seller, cheerfully.

"I guess we'll chance it."

"Yes, come on and buy the tickets."

They were starting to attend a cousin's wedding and were anxious to go, but afraid of the water.

As she paid in the money, the older one explained: "If it were to be at all rough, we shouldn't want to try it, because—because we're all papa has."

The ticket man suppressed a smile and handed out the bits of paste-board.

At the schedule time, which was early in the evening, the steamer, laden with her human freight, started on her journey. When she had been out about an hour the lake suddenly became rough. Despite the calm assurances of the Weather Bureau, a wind had sprung up. In a very short time all having state-rooms had disappeared within their narrow but sheltering doors. The other passengers—and there were many that night—either sat out on deck to get the air or remained inside and endured their wretchedness as best they could.

Miss Louise prided herself upon being a good sailor, but the qualms of sea-sickness were upon her. If she could only lie down! Would they ever get those cots ready?

She made acquaintances, companions in misery. An elderly woman, extremely portly, whose healthful appearance was widely at variance with her long account of serious illnesses, confided to Miss Louise that she had undergone five separate operations. Tumors, abscesses and appendicitis had all afflicted this much-enduring sufferer. "But with the hull of 'em," she groaned, "I never felt quite as bad as I do this minute."

Miss Louise also came to know the two sisters whom she had observed buying their tickets. They were badly frightened and wished themselves back home with "papa," of whom they both spoke often and lovingly.

A French family sat opposite, the husband polite and deferential, the madame handsome and with the indescribable style in dress and manner which is given only to the women of Gaul. The dark-eyed little girl of 10, carrying a large doll, was their only child.

About 10 o'clock a cabin boy carried in some spring cots, another some blankets and pillows, and the process of coting the cabin began. A chambermaid brought sheets and slowly the work went on. The steward came and tried to hasten matters.

As soon as made up, the little beds were occupied. Those who had cots were fortunate. There were not enough for all and many had to sleep in chairs or on the floor.

Does the reader want to see humanity stripped of all its assumed airs and graces, shorn of its high and haughty dignity? If so, let him spend a stormy night in the cabin of a crowded steamer.

Women and children were most in evidence. While the men seemed to take up but little room and stowed themselves any place where they would be least in the way, Miss Louise thought it would be a far better arrangement to eliminate them entirely and give them the other cabin to themselves.

A cabin watch was detailed for night service. He went about from one passenger to another, as he was needed. His advice was the same to all sufferers: "Lie over on your side or on your stummick. You won't feel so sick."

The night wore on. Miss Louise had sometimes thought that on the trip to Europe she would take the steerage one way, not only because it is cheaper, but to see how "the other half" travels. "Is this somewhat like the steerage?" she wondered now.

She could not sleep. She noticed an old German woman sitting on the floor near her cot, a forlorn little figure, not only sea-sick, but evidently wasted by disease. Ought she to give up her cot to this poor creature? She just could not. Miss Lou-

BUGGY DEALERS

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

Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY



COLEMAN'S

Vanilla-Flavor and Terpeneless-Lemon

Sold under Guaranty Serial No. 2442

At wholesale by National Grocer Co. Branches at Jackson and Lansing, Mich., South Bend, Ind., and The Baker-Hoekstra Co., Kalamazoo, Mich. Also by the Sole Manufacturers

FOOTE & JENKS

JACKSON, MICH.

Send for recipe book and special offer

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

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

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

ise was too ill to be heroic. She beckoned to the cabin watch, who came quickly.

"Lie over on your side or on your—"

"Oh, it isn't I, but just see that poor thing over there! Fix her up as well as you can and I will pay for it."

He brought blankets and improvised a bed, but declined to take any money. Many times that night the boy refused a dime or a quarter for a pillow or a blanket. The steward of that boat is opposed to graft.

The wind had gone down about midnight and by 3 o'clock the lake was quiet.

Morning dawned, bright and beautiful. At sunrise most of the passengers were sleeping soundly. Not until 6 o'clock was there any stir. Then strange activity began to be manifested on some of the cots, the outward evidence of furtive attempts to put on, under the friendly concealment of the bedclothes, garments that had been removed for the night.

Miss Louise's acquaintance of the evening before, the extremely fleshy woman, awoke and began to talk in a stage whisper, lamenting the lack of any privacy, and asserting that there ought to be screens or curtains or "some sort of a canopy."

"Where am I to go to put on this corset?" she demanded, holding up the ample garment for Miss Louise to see. Incidentally, it was in full view of every other passenger in the cabin.

Miss Louise went to the only la-

dies' toilet room the boat afforded to wash and found, to her disgust, that some one had been sea-sick in the washbowl. She informed the cabin watch. In a few minutes she went back. Things were but little better.

Again she summoned the boy. "This won't do. These women and children must come in here to wash. Now you get some hot water and some soap, and I'll tell you just how the work must be done."

The boy obeyed and cleaned the bowl and carpet under the direction of his capable and efficient overseer. A tumbler, soiled like the bowl, but otherwise faultless, he tossed overboard. Doubtless good glassware comes handy to the mermaids keeping house deep in the briny.

Miss Louise recalled a dry remark she had once heard a vessel owner make regarding the habit his "help" had of hurling into the lake crockery and edibles—anything that happened to be in the way.

The cabin watch told Miss Louise that he had worked on the boat only since the schools had closed in Chicago and this was his first experience in a storm. He was a nice boy and had done his best for the passengers. It would soon be 7 o'clock and he could "turn in."

The cleaning up done, the boy went to get some disinfectant. He came bringing the liquid in a little tin funnel, holding one finger over the lower end, but not closing it entirely, for drops of the fluid marked his path the whole length of the cabin.

Gradually the passengers pulled themselves together. The figure of the extremely fleshy woman, portly and commanding, but trim and neat, gave evidence that she had successfully solved her perplexing problem of the early morning. The French family had been too late to secure cots and so they were obliged to spend the night on the floor; but there was now no wrinkle in madame's gown, no hint of untidiness in belt, hat or collar; while monsieur's trousers looked as if they had been freshly creased and his linen was spotless.

The cots and bedding were removed and in one end of the cabin, which two hours before was a crowded sleeping room, breakfast tables were spread.

The ample meal served for 50 cents would have done credit to any first-class restaurant. The menu included, among other items, good fruit, delicious coffee, ham, eggs and lake trout cooked in a manner to delight the palate of an epicure. Only a small part of the passengers took breakfast.

The steward of the boat sat near Miss Louise at the table, and she came to regard this gentleman, clad in the simple uniform of a steamer employe, as a genuine philanthropist. He expressed a wish that, after so rough a night, he could be allowed to furnish at least a cup of good coffee free to every passenger. He did take one to the poor little German woman whom the cabin watch had "fixed up" in the night. She received it with a Teutonic "danke schoen" that expressed her gratitude. It came

out, in the conversation, that the steward had given up his berth, the night before, to an old gentleman, an acquaintance of his; that he had been up until 2 o'clock attending to his duties; and now he had a busy day before him.

In all the annals of maritime heroism that Miss Louise had ever read, no ship's steward had figured prominently. Those who fill this position seem to live and die "unhonored and unsung." When she reflected how greatly the comfort and welfare of every passenger on board depended upon the efficiency, the faithfulness, the executive ability of this humble servant of the public, she decided that a good steward does not receive his rightful meed of honor.

About 10 o'clock the steamer neared its port and was towed into the harbor. In due time the gang plank was let down, and the French family, the woman who had withstood the five separate onslaughts of the surgical knife, the two nice girls who were "all papa had," the little old German woman, Miss Louise herself, and the scores of passengers whom she did not know, but many of whose faces were becoming familiar, all crossed the plank and went their various ways.

Miss Louise is unshaken in her determination to "go across," but she will not take the steerage. One night in the cabin has decided her upon that point. She will manage to worry along in some way without knowing exactly how "the other half" travels.

Quillo.

**Weight
Boxed
75lbs**

Publisher Fails — Forced Sale

This is your Gain

Ex-President Cleveland says:

"This History will fill an important place among publications intended to give wider familiarity with historical literature."

OPPORTUNITY KNOCKS AT YOUR DOOR NOW. We are compelled to convert these books into money at once. To protect our interests as finance agents, we have assumed control and offer without reserve the remaining sets of the Publisher's latest and most important publication—"Library of Universal History," fifteen sumptuous volumes, over 5,000 pages, 100 specially engraved maps, 700 beautiful illustrations, copious marginal notes and chronological index. This is a new publication from cover to cover, prepared by a staff of the most famous historians of the world. **Cost to produce nearly \$250,000.00.** Positively the first edition printed from these new plates, made from type cast expressly for this work. Each volume is 2 inches thick, 7 inches wide and 10 inches high.

Read Our Offer: Beginning with the dawn of recorded thought and tracing the progress of mankind, these Sixty Centuries of Progress leads us step by step through Ancient, Mediæval and Modern Times. In this great panorama we see the birth, growth and development, the decay and death of races and nations. The pure, simple and enchanting language used in depicting these great events makes this story of human progress more fascinating than fiction. Young folks will use this work and read it with delight, charmed by its splendid pictures and vivid style.

LIBRARY OF UNIVERSAL HISTORY

VOLUME XV

FREE COUPON

American Underwriters Corporation,
240 Wabash Ave., Chicago.

Please ship to me, prepaid, a complete set of the Library of Universal History, 15 volumes,..... binding, for five days' free examination, as per terms stated by you in the Michigan Tradesman.

Name

Address

Our Offer! We send the books, complete set, 15 volumes, prepaid, to you at once for **five days' free examination.** If found satisfactory, send us 50 cents within five days and \$2 monthly for 10 months for Silk Cloth binding. (This is \$20.50 for the 15 volumes, while the publisher's price was \$45.00.) For 3-4 Red Morocco binding, send us 50 cents within five days and \$2.75 monthly for 10 months or a total of \$28. Publisher's price was \$60. Cut out and mail the coupon herewith, or a copy of it, now. If the Library is not perfectly satisfactory after five days' examination in your own home, notify us and we will have it returned at our expense. You run no risk whatever, but act promptly as the sets are going fast.

American Underwriters Corporation,
Finance Agents. 240 Wabash Ave. Chicago, Ill.

PINKERTON'S LUCK.**Narrow Escapes of the Famous Detective.**

The sudden death of Robert A. Pinkerton the other day while on a health-seeking voyage to Europe was of particular interest in the big penitentiaries of the United States. There is no federal prison in the country, and hardly a state prison, which does not hold one or more prisoners who owe their capture more or less directly to him. "Pinkerton is dead!" ran from tier to tier, and the big criminals heaved a sigh of relief. They hope to get out some day, and the fear of Robert A. Pinkerton was stronger in their breasts than the fear of the law. They will still have his brother, William, to reckon with, but of the two sons of Allan Pinkerton, the famous Civil War secret service man, Robert was the more feared. His knowledge of criminal faces was almost uncanny in its extent and accuracy, and his keenness in determining the work of old hands from the way the job was done was almost as if they had left their business cards behind.

Th big detective jobs which Robert A. Pinkerton directed and participated in—the overthrow of the Molly Maguires and the Homestead riots, for instance—have been revived in public memory by the obituary notices recently published. There are, however, scores of instances of "Bob's" personal daring and persistency which have never been published. Sentence of death had been passed on him times without number by criminals whose arrest he had accomplished. He had been ambushed, shot at and waylaid time and again, but never received as much as a pin scratch from criminal hands.

He had just entered Notre Dame (Ill.) University when the Civil War broke out, and he hurried to join his father in the Government secret service. After the war, with his father and brother, who survives him, he took up man hunting in the Middle West, where train robbing, bank "sticking" and daring "holdups" were the amusement and source of livelihood of many wild bands which had been formed to harass the enemy's ranks in the long struggle between the North and the South.

The Pinkertons first turned their attention to suppressing an epidemic of train robberies in Indiana. The Jeffersonville & Indianapolis Railroad, now a part of the Pennsylvania system, was particularly unfortunate, and the Adams Express Company the chief loser. The Pinkertons discovered that a gang headed by the Reno brothers was responsible for most of these robberies, and that their bad example caused other wild youths to form train robbing bands.

"Robbery after robbery occurred," said William A. Pinkerton recently in discussing this phase of their activity, "but the powerful influence of the Renos and desperate intimidations made conviction next to impossible. Farmers supposed to be inimical to the band and their friends were terrorized, had their cattle poisoned and maimed, and their homes and barns burned, un-

til practically a reign of terror existed over all Southern Indiana."

After the Reno brothers had robbed the County Treasurer's office at Gallatin, Mo., of \$20,000, Robert A. Pinkerton evolved a scheme which resulted in their first Waterloo. John Reno, leader of the band, had returned from his stronghold. Pinkerton had a detective decoy him to the railway station by a ruse. A train came in on which were six deputies of the Missouri Sheriff. They pounced on Reno and pulled him on board the train. There was no time for habeas corpus or any other legal formality to prevent his removal. The wires were cut so that no detaining dispatches could get ahead of the train and Reno was kept on the jump until he was finally landed in jail at Gallatin. He was sentenced to twenty years in the penitentiary and served every day of his time.

One of the most dangerous bandit pursuits which Robert A. Pinkerton led in person and which will long be remembered at the Pinkerton headquarters followed the first raiding expedition of the James and Younger brothers.

It was on June 3, 1871, that the combined bands of outlaws visited Corydon, Wayne county, Iowa, having learned that the County Treasurer had a large store of recently collected taxes. Jesse James entered the Treasurer's office, asking for change for a \$100 bill.

"The Treasurer has the combination of the safe," said the man in charge, suspecting nothing, "and he is attending a meeting out in the grove. They are talking over the building of a new schoolhouse."

James was going after the county official, when the clerk remarked that a new bank had opened across the street, and that he could probably get change there.

James led the gang across the street, and at the point of their revolvers got \$15,000, half the bank's capital, which had just been deposited. As they were going out of the door they met a negro preacher coming in to open an account. He had his money in his hand, and they made him drop it into their saddlebags.

On their dash out of town they passed the scene of the public meeting. They informed the school committee that the Corydon Bank had just been robbed and told the villagers that they'd better hurry back to town and start a new bank.

The case was given to Robert A. Pinkerton, still a youth, by his father. He organized a posse and followed the trail of the outlaws through the lower Iowa counties. Just before the Missouri line was reached all the posse except an Iowa Sheriff decided they had had enough hard riding and returned home.

The Sheriff and Pinkerton rode on together as far as Cameron Junction, a crossroad station. Then on the excuse of getting more help, the Sheriff turned back. Pinkerton rode on alone into the heart of the bandit country. With his life in his hands he followed the band to the home of the James boys, in Clay county, determined where they had crossed the Missouri River after separating and

located the Old Blue Mill, where they all came together again. Having identified the robbers, Pinkerton decided to wait for a more favorable opportunity for their capture.

Three years later Joseph Witcher, one of Pinkerton's most trusted detectives, was captured by Jesse James in the vicinity, bound with ropes and killed while bound. "Bob" Pinkerton never let up on the members of this band, and all three of the Younger brothers were finally surrounded in a swamp, captured and sentenced to life imprisonment at Stillwater, Minn. "Bob" Younger died in prison in 1899 and Cole and "Jim" Younger were pardoned in 1901. Cole committed suicide in St. Paul a year later. Jesse James was shot in the back by "Bob" Ford, a former mem-

ber of the James gang. Ford was sentenced to death, but was pardoned by the Governor of Missouri and received the \$10,000 reward which hung over Jesse James' head. Frank James gave himself up and was acquitted of the Gallatin Bank robbery. Governor Crittendon refused to surrender him to the Minnesota authorities, and the last "Bob" Pinkerton heard of him was that he was leading an honest life in Western Missouri.

One of Robert A. Pinkerton's narrowest escapes from death followed his capture of Levy Farrington, one of a band who had held up and robbed a Mobile & Ohio express train near Farmington, Ill. Pinkerton took his man to Union City, Tenn., for trial. A "bad man" named Toler, one of the members of the gang, at-

President, Geo. J. Heinzelman

Vice-President, Ulysses S. Silbar

Secretary and Treasurer, Frank VanDeven

Grand Rapids Paper Co.

Representatives of Manufacturers and Wholesale Dealers in

PAPER BAGS, CORDAGE AND WOODEN WARE

20 Pearl St.

Grand Rapids, Mich.

AGENTS FOR MUNISING FIBRE PAPERS

Seals--Stamps--Stencils

WE MAKE THEM

Volk Stamp and Stencil Co.
H. J. VOLK. J. P. SOLOMAN.

91 Griswold St.
Detroit

WHITE HOUSE COFFEE

Is Always Satisfactory

DWINELL-WRIGHT CO.

Boston—Principal Coffee Roasters—Chicago

Because IT'S HONEST; because it's the GENUINE, SIMON-PURE Coffee of the olden time, when adulteration and imitation and substitution were unknown—a DEPENDABLE coffee—what your patrons WANT.

JUDSON GROCER CO. Wholesale Distributors GRAND RAPIDS

tempted to rescue Farrington. He shot at Pinkerton, who had the bandit in charge, but the bullet struck and killed an assistant city marshal. In an endeavor to escape Toler killed a railroad watchman before he was finally captured.

A vigilance committee was speedily formed to lynch Toler and the train robbers. Pinkerton determined to rescue the men, and did succeed in getting two of the band out of town. The vigilantes, however, shot and killed Farrington and lynched Toler.

Pinkerton was instrumental in running down the chief of the band who used dynamite on an express car on the St. Louis & San Francisco Railroad in 1891. He learned that Adelbert Sly, a former driver for the American Express Company, was living in Los Angeles under the name of Delabert Elys. Pinkerton arrested the man in the Los Angeles post-office when he called for a letter which the detectives had addressed to him. After working on the man for several days Pinkerton secured a complete confession from Sly, who declared he had met the other members of the band while serving a sentence in the Missouri penitentiary.

"Bob" Pinkerton had perhaps the largest collection of threatening letters ever addressed to one man in this country. He saved many of the interesting ones and showed them to his friends. No matter how dire a fate the letters pictured he was never disturbed. Among others who threatened his life was "Pat" Crowe, who became notorious as the kidnapper of Eddie Cudahy, son of the Omaha packer, for which crime he was acquitted, through some strange miscarriage of Western justice. Crowe blamed the Pinkertons for his imprisonment for robbing a Chicago, Burlington & Quincy train, near St. Joseph. He wrote from the Missouri State Prison, but like most of the writers never followed up his threats.

Possessing a keen sense of humor, "Bob" Pinkerton loved a joke, and did not hesitate to tell a story on himself. Shortly before he sailed for Europe he related this tale of a hoax played on four young men who were fellow passengers on a train from Chicago:

"My attention was attracted to the quartet in the smoking compartment of the Pullman," said Mr. Pinkerton, "because three of them were carefully pouring the drinks which they took from a quart bottle into the cuspidore when the fourth was not looking. This fourth fellow had a great deal of valuable jewelry about his person and was obviously very drunk. I watched their manoeuvres quietly for some time.

"Finally to my surprise and indignation I saw one of them take a vial from his pocket and pour ten drops into the drink which was intended for the chap with the jewelry. It was the most brazen and daring case of 'knockout drops' I had ever encountered.

"Now, you might suppose that it was up to me right then to 'cut in,' but it wasn't. A man can not get the full punishment for 'knockout drops' until they have actually been

administered. So I kept my hand out of the business until I could see the end of the play.

"The youth who had handled the vial handed the 'doped' drink to the intoxicated chap, who drank it greedily. Then he gradually sank into a stupor, yielding to the effects of the drug. His mouth hung open and he was helpless. Then the three actually began to strip their victim of the jewelry.

"I reached the door of the smoking compartment in three jumps.

"'Pretty coarse work, sons,' I said, just showing them the gun I had in my hands, but not leveling it at them. 'I am surprised that you are so foolish as to think that you can get away with the goods in such a fashion. My name is Pinkerton, and the three of you can consider yourselves under arrest.'

"The young fellow who was being robbed slumbered on, with his mouth wide open, and the other three looked terribly alarmed. Their faces got red and they began to reproach each other.

"'I told you he was Pinkerton,' one of them said, bitterly.

"'Even if Pinkerton wasn't on the train we ought to have known better,' moaned the second youth.

"'What are you going to do with us?' demanded the third.

"'I am going to take the lot of you to jail at the next stop,' I said; 'and I can give it to you pretty straight that you are in a lot of trouble.'

"Then the 'unconscious victim' could hold in no longer. He jumped up and let out a roar, then he fell back in his seat and fairly shook with laughter. The other three likewise toppled into their chairs and they, too, roared with joy.

"Well, it didn't need a rear-end collision to make me see how these four young reprobates had fooled me. They offered me a drink out of the quart bottle, which contained nothing worse than tea which the porter had secured for them in the dining car. The user of the 'knockout drops' drained the vial before my eyes, remarking, with a smile, that he had never tasted better spring water in his life. They were college youths who recognized me from pictures which they had seen in the papers and they fixed up the joke on me. I bit, and bit hard. I didn't say a word, but silently conducted them to the buffet car and told them it was all on me."

"Bob" Pinkerton was best known about New York from his close connection with the metropolitan racetracks. His men guard all the big tracks, from watching the behavior of jockeys after hours to turning away known crooks at the gates. "Bob" Pinkerton himself was accustomed to watch over the paddock, and nothing that was off color escaped him. He also strolled through the betting ring two or three times each day on the lookout for light fingered pickpockets who might have escaped his sentries at the gates.

In July of last year there was an alleged attempt to assassinate Pinkerton at the Sheepshead Bay race-track. He was standing at the rail near the finish line with John T. Fowles, of Buffalo, one afternoon.

An enormous crowd was cheering the finish of an important race. Suddenly Fowles put his hand to his forehead, reeled and fell. A bullet had ploughed along his skull, narrowly escaping penetrating his brain. No report was heard owing to the noise, and no trace of the assassin was found. The attempt was laid at the door of the poolroom interests, who were bitter at Pinkerton for having bottled up the racing news.

"Steve" L'Hommedieu, the once famous track plunger, tried to kill "Bob" Pinkerton in Lamothe's French restaurant in New Orleans in 1901, and was only prevented from settling an alleged score by the activity of the proprietor, who wrested the gun from him. The big French Canadian had been threatening to harm Pinkerton for having driven him off Eastern tracks for some time, when he came across his man sitting at a table in the restaurant.

"You had me ruled off down East, didn't you?" growled L'Hommedieu, preparing to draw.

Pinkerton was unarmed, but never flinched.

"Yes, I did," he replied quietly. "I chased you away because you were corrupting jockeys and owners and were caught with the goods on."

The Canadian plunger was dragged away before he had a chance to shoot and his gun confiscated.

"'Bob' Pinkerton's luck!" was the verdict of the racing crowd, and it lasted to the end, for he died an easy and natural death, although perhaps the strain of his work brought on an earlier end.

W. J. NELSON Expert Auctioneer

Closing out and reducing stocks of merchandise a specialty. Address
215 Butterworth Ave. Grand Rapids, Mich

Largest Exclusive Furniture Store
in the World

When you're in town be sure and call. Illustrations and prices upon application.

Klingman's Sample Furniture Co.

Grand Rapids, Mich.

Ionia, Fountain and Division Sts.

Opposite Morton House

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

Walter Baker & Co.'s Chocolate & Cocoa



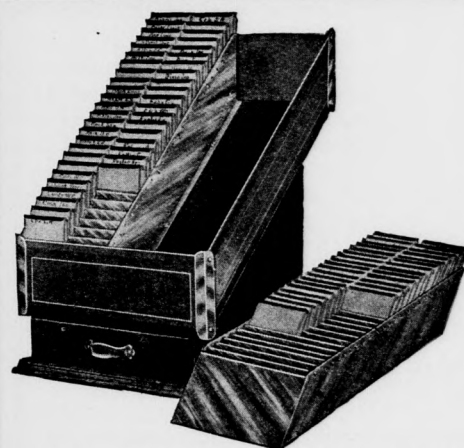
Registered,
U. S. Pat. Off.

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

48 HIGHEST AWARDS
in Europe and America

Walter Baker & Co. Ltd.

Established 1780, Dorchester, Mass.



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

I Want To Pay My Bill

HOW PLEASANT and gratifying it is to settle with a customer when his account is in readiness and you are sure that it is correct.

HOW UNPLEASANT it is for you when your customer is in a hurry and wants to pay his bill and you must make him wait until you have hunted up the loose slips and posted the account, or still worse put him off with prospects of losing it altogether.

If you are not one of the many thousands who are using our Keith system investigate it at once.

It has an INDIVIDUAL BOOK for each customer.

It keeps your accounts posted up-to-the-minute.

It gives your customer an itemized bill with the total amount he owes with every purchase.

It keeps you in touch with every vital detail of your business and all with ONE WRITING.

Our catalog explains fully.

The Simple Account Salesbook Co.

Sole Manufacturers, also Manufacturers of Counter Pads for Store Use

Fremont, Ohio, U. S. A., 1672-1698 Court St.

GROWING WEEDS.

Opportunity for Establishment of a Profitable Industry.

Through the centuries man has been considering the lilies of the field to the neglect of the weeds thereof. The lily bases its claim to consideration on its beauty and on the scriptural injunction, and both are potent. The weed has a beauty for those who see things aright, but the spoken word has not been for its consideration, but for its condemnation. The weed, however, is worthy, although man would banish it, if he could, to the waste places.

Even the nature-lovers of the kind scientifically bent refuse to speak of the weed as a plant; a weed it is and nothing else and with the word must go, seemingly for all time, the general impression of worthlessness. If it were not for some of the weeds spring would be put back a month. The early green in many cases is the green of the weed and often the first flower of the year is the weed's offspring. The weeds spread tables for the birds in winter. The goldfinch and the crossbill feast on the seeds which the tall stems hold above the drifted snow, and while man may feel as he may, no bird will despise that which gives it dinner.

Recently the Bureau of Plant Industry of the United States Department of Agriculture has been giving its attention to the weed. To-day it is telling the farmer that that which he has been looking upon as a pest has its uses and that it may profit him to consider the weeds. It is not a matter of common knowledge that some of the weeds "infesting" the land will produce the crude drugs which to-day, in large part, are obtained by importation from abroad. Alice Henkel, an assistant of the Government's Plant Industry Bureau, says that the roots, leaves and flowers of several of the weed species regarded as plagues in the United States are gathered, prepared and cured in Europe, and not only form useful commodities there, but supply to a considerable extent the demands of foreign lands.

There are weeds in this country against which extermination laws have been passed which hold in their leaves, stems or roots medicinal properties which have a value in the work of preserving the health of the nation. It is possible, in ridding land of weeds in order that crops may be grown, to make of the uprooted "pests" a source of income. Moreover it is possible to maintain, upon land given over as worthless for crop growing purposes, a weed plantation, which after the harvest will prove itself to be not less profitable than some of the tilled fields.

Lobelia (*Lobelia inflata*) is a poisonous weed which grows abundantly in nearly every section of the country. It has all sorts of local names, being known in different parts of the land as Indian tobacco, wild tobacco, bladder pod, asthma weed, gagroot, vomitwort, low belia and eyebright. The lobelia sprang into fame—perhaps notoriety were the better word—years upon years ago.

Samuel Thompson, a New Hamp-

shire physician, experimented with the lobelia weed and, it was charged, used it so extensively in his practice that he succeeded in killing several of his patients, the poison of the weed doing the deadly work. It was said that Thompson by the use of lobelia "sweated two children to death." He was accused also of killing a Captain Trickey and a young man named Lovell with over-doses of the weed. The doctor was arrested and tried for murder, but finally was acquitted. His life was one constant warfare with the regular practitioners, and his use of lobelia was the cause of it. The regulars said that Thompson's theory and practice of medicine were, "I purge 'em, I sweat 'em, and whether they want to die or not, I let 'em."

The leafy stem of the lobelia grows occasionally to a height of three feet from a fibrous root. The whole plant contains an acrid milky juice. It flowers from July until the frost comes, the blossoms being pale blue and minute. The leaves and the flowering tops are used in medicine, for notwithstanding their drastic properties, they are of salutary service in skilled hands. The seeds also are in good demand. The price paid for the leaves and tops ranges from three to eight cents a pound, while the seed brings from fifteen to twenty cents a pound. It should be borne in mind that the lobelia is poisonous and it is the intention of the Government's experts who are directing attention to the value of certain weeds to impress upon the minds of the gatherers that the medicinal properties of the harvest should not be tested at home, but left rather as subjects for the physician's prescription.

Everyone who is drawn beyond the shadow of city walls knows the burdock—*Arctium lappa*. If one does not know it by either of the names first given, he probably can pick a familiar name from these: cockle buttons, beggars' buttons, hurr-bur, stick buttons, hardock and bardane.

The burdock is unsightly but useful. It has a neighbor, in many places, the skunk cabbage, which most people hold in detestation, but the skunk cabbage is worthy nevertheless. It is the first of the meadow growths to feel the impelling influence of spring, and in the summer when all other creatures avoid it, the Maryland yellow-throat, a bird-beauty above all other bird-beauties, builds its nest in its heart.

Fully 50,000 pounds of burdock root are brought into this country annually from Belgium for medicinal use. There is no reason why the native burdock should not be marketed. The seeds are of service in medicine also, both roots and seeds being used in blood and skin diseases. The leaves have a value in the fresh state as cooling poultices which are applied to certain forms of swelling and ulcers. The root of the burdock is worth from three to eight cents per pound and the seed is worth from five to ten cents.

Golden seal, *Hydrastis Canadensis*, called a weed generally, has been lifted by the scientist into the kingdom of plants. Lewis and Clark while on their expedition collected

specimens of the golden seal and Lewis wrote of it as being considered a sovereign remedy for sore eyes in many parts of the Western country. Further he says: "It makes an excellent mouth wash."

The Indians knew the value of the weed which at the first was rejected of the white man. They used the root as a medicine and the juices of stems and leaves as a dye for their clothing and a stain for their faces.

Like every other thing that grows and is known to the country folk, the golden seal has a legion of common names, yellow-root, yellow puccoon, orange root, yellow paint, Indian paint, Indian dye, golden root, curcuma, wild turmeric, yellow eye, jaundice root, ground raspberry, and others, most of which are suggested by the color of the root, the appearance of the fruit or the uses which the plant serves.

The first general demand for golden seal was created by the members of the eclectic school of practitioners sixty years ago. The root of the plant has occupied a place in the pharmacopoeia of the United States for forty-seven years. Golden seal is disappearing in its wild state before the advance of civilization. It grows in open woods, and deforestation is exterminating it. It is a valuable drug plant and the Department of Agriculture is now experimenting in its cultivation with the belief that before long it can be shown that a profitable industry can be maintained in growing it upon lands properly conditioned for its thriving.

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

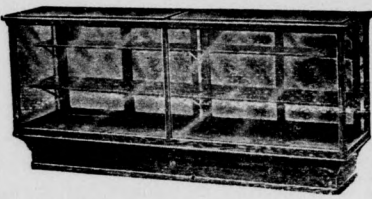
Alabastine

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





A Case With a Conscience

is known through our advertising, but sells on its merit. The same can be said of our **DEPENDABLE FIXTURES**. They are all sold under a guarantee that means satisfaction.

GRAND RAPIDS FIXTURES CO.
So. Ionia and Bartlett Sts. Grand Rapids, Mich.

Everything Is Up Excepting Mother's Oats

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

Why?

Because of our Profit Sharing Plan
which applies to

MOTHER'S Oats Twos
Oats, Family Size
Cornmeal

Encourage economy by pushing these brands
and make **MORE PROFIT**

The Great Western Cereal Co.
Chicago

Pokeweed carries in its name the word of contumely. It can not escape classification with the supposedly evil things of the field as long as its second syllable holds its place. It is common from the New England States to Minnesota and from the Lakes and the St. Lawrence to the Gulf. While Americans spurn the weed, visiting Europeans some years ago took a fancy to it, carried it across the water and gave it a place as an ornamental garden plant.

Pokeweed attains a height at times of nine feet. In summer it produces long clusters of whitish flowers which are followed in the fall by green berries which later ripen and turn to a rich purple color. Both the berries and the roots are employed in a medicine. The berries are poisonous and the making of remedies therefrom should be left to the scientist. Root and berry are used for various diseases of the blood and the skin and in certain cases for allaying pain and reducing inflammation. The useful products of the weed are worth five cents a pound in the market.

There is a big American woodpecker, *Colaptes auratus*, which has thirty-seven names. In one section of the country he bears one name and in other sections other names. In the botanical field, the foxglove, *Digitalis purpurea*, is a close second in the matter of common names to our friend the woodpecker. It is probable that persons who do not know the foxglove by the specific appellation given may know it under some of the following designations: thimbles, fairy cap, fairy fingers, fairy thimbles, fairy bells, dog's finger, finger flower, lady's glove, lady-fingers, lady's thimble, popdock, flapdock, flopdock, lion's mouth, rabbit's flower, cottagers, throatwort and Scotch mercury.

The foxglove is a handsome flowering weed which was originally introduced into this country from Europe as a garden plant, but it has escaped from the bonds of civilization and in many parts of the country is assuming the character of a weed. The foxglove occasionally grows to a height of more than four feet. It flowers in June and its blossoms have a beauty beyond that of most of the flowers of the field and garden. The plant, or weed as you will, supplies to the medical world the drug known as digitalis. It is of great value in heart troubles and at least 60,000 pounds of the drug are imported into America from Europe every year. None of the home product ever has been used, but an "assay" has shown that the leaves of the wild American plant are fully as valuable as are those of the foxglove of Europe.

Both the leaves and the seed of the jimson weed, *Datura stramonium*, are medicinal. Jimson grows throughout the entire warmer sections of the United States and in most places it bears a name by which, if it has any feelings in the matter, it probably is in no wise proud to be distinguished—stinkweed. Stramonium, the product of jimson, is used principally to relieve asthma. More than 100,000 pounds of the leaves of the weed are imported into America every year and there seems to be no good rea-

son why the home product should not be used to supply the demand. The leaves of the jimson are poisonous and the country doctor has had many a hurry up call to attend children who have put the flowers and the seeds of the weed into their mouths. A little of the juice goes a long way in the matter of poisoning.

Boneset, *Eupatorium perfoliatum*, brings up memories of drastic childhood doses. People call the weed feverwort, sweating plant, teasel and ague weed. Boneset belongs to the aster family, but while the asters, or some of them at least, are reared carefully in garden spots, the boneset is relegated to the wilds of the field. Boneset leaves are worth from two to eight cents a pound, and as the weed grows abundantly, there is no reason why American citizens of the country districts should not make money by plucking them. Boneset is frequently called thoroughwort.

The drug known as pinkroot is derived from the underground portion of the plant—no weed this—*Spigelia marilandica*, which grows abundantly throughout the Southern States. For years pinkroot as a vermifuge held an important place in materia medica. By and by the plant began to lose caste among physicians and within the last fifty years its use has greatly decreased.

Dr. R. H. True, of the Government's Bureau of Plant Industry, became interested in the fact that pinkroot was being driven from the market and he undertook an investigation to find out the reason for the decline in the drug's reputation for efficiency. He discovered that an unsuspected substitute had crept into the market and had to a considerable degree replaced the true article. As a result of this Washington expert's work, pinkroot as a remedy may come into its own again.

There are more wild medicinal plants in the United States than are dreamed of by any, save the doctor, the druggist and the botanist. There may be money in weeds for an enterprising person who will take the trouble to write to the Bureau of Plant Industry in Washington. It will return an answer that it is well within the range of possibilities may prove the inspiration of a profitable and unique business.

And the answer of the Bureau will not be based on theory, for it has successfully raised several crops of most of the weeds mentioned above and has marketed the product in competition with the imported and often at a decided advance in price. These experimental corps have been raised at Burlington, Vermont, in connection with the State Agricultural Experimental Station, on the Potomac flats, near Washington, and at Ebenezer, S. C., so that a fairly wide range of soil and temperature has been tested. With golden seal, one of the most valuable of the medicinal weeds—the roots being valued at from \$1.30 to \$1.50 a pound—the latest experiments have proved entirely successful and a bulletin has been published and can be obtained from the Agricultural Department, which gives full directions for its planting and cultivation.

At Ebenezer, S. C., the experiments were on a somewhat larger scale than elsewhere. Several hundred pounds of stramonium leaf were grown, cured by artificial heat in a barn ordinarily used for the curing of tobacco, and sold to the trade at a price higher than that quoted for the imported. But the best results from a financial standpoint were had with a plot of American wormseed. The patch yielded at the rate of over a thousand pounds an acre, and gave a net income practically double that received from cotton grown on soil of the same kind. The next spring it was found that the plants renewed themselves from the roots, thus saving all the expense and time of re-seeding.

At the present time the experimenters of the Plant Bureau are, in cooperation with the various State Agricultural Stations, making tests which will cover most of the territory of the United States. They will be able shortly to tell accurately just what drug-weeds are best adapted to cultivation in various sections. They are especially desirous of finding profitable crops of a kind which can be grown in dry and arid countries.

But always it must be remembered that the demand for medicinal plant products is by no means unlimited and, for the present at least, their cultivation should be attempted only on a comparatively small scale and in combination with other standard farm crops.—Edward B. Clark in Technical World.

NOTIONS

Buy your "NOTIONS" from us and be assured of good goods at reasonable prices. We sell Decorated LAMPS, Crockery and Glassware direct from the factory. Write us. Grand Rapids Notions & Crockery Co. 1-3 So. Ionia St. Grand Rapids, Mich.

"Fun for all—All the Year."

Wabash Wagons and Handcars

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

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

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

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

Manufactured by
Wabash Manufacturing Company
Wabash, Indiana

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

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 Woman With the Broom.

It is one of life's little ironies that makes us speak of women who are engaged in business or the professions as "working women," thereby implying, at least, that the great multitude of home-keeping women are leading lives of sybaritic luxury and inglorious ease. Nothing could be farther from the mark, and what makes the error all the more piquant is the fact that domestic women themselves coincide with this point of view. It is a singular commentary on the esteem in which they have been taught to hold their occupation that so many women who toil like slaves in their own homes so often express the wish that they could "do something."

No one seems to think that the work of keeping house amounts to anything. A woman is supposed to be able to dash that off in a white heat of inspiration, without thought or labor, as amateur poets always claim to do their effusions. We are far enough from appreciating the fact that it is the most exacting and never-ceasing work in the world. A business man may put off an engagement; a merchant may delay delivering a bill of goods without any particular catastrophe ensuing, but let dinner be half an hour late and the poor housekeeper has to face an infuriated lot of savages. Nobody expects the doctor or lawyer to know much of any profession beyond his own, but we esteem the woman who is at the head of the family as incompetent unless she is a pretty good doctor and nurse and seamstress and sufficiently up in business attainments to drive a good bargain with the butcher and the huckster. It is only when something happens to the housekeeper, and we find out, as in the old nursery rhyme, that without her the fire won't burn, the water won't wash, the cook won't cook, and the butcher won't butcher anything eatable. It is only then that we realize that she is the kingpin that holds our universe together.

A gifted poet, not long ago, aroused the compassion of the world by painting the tragedy of hopeless toil in the man with the hoe. He might have stayed a little nearer home and found a better illustration of the work that is never done, that has no inspiration to lighten it, and looks for no appreciation to gladden it, in the woman with the broom. However wearing and monotonous the drudgery of the man the woman's is infinitely more so. The longest row and the longest summer day must have an end, and at set of sun the man goes home to rest, but long after he, fed and satisfied, is taking his ease, she is washing up the dishes and sweeping up the dirt he brought in with him. If the man with the hoe, "bowed by centuries of toil," is "brother to the ox," the woman with the broom is understudy to the perpetual motion machine.

Whatever grievances the man with the hoe has against society, it is the woman with the broom who has the banner injustice of the world. When one thinks that the woman who either does herself or superintends the cooking, cleaning, washing, mending, making, purchasing, saving and baby-spanking of a family, and who is, besides, sick nurse, comforter, counselor and counselor, has no recognized place in the world of labor and no fixed rate of compensation, the wonder is that she has not long ago brought the other end of the broom into play and made a fight for her rights. As it is, she is not regarded as being a "working-woman," but is considered as having everything she gets given to her—not earned—and she is expected to be properly grateful to the man who takes her work and gives her her board and clothes for it. There is no other piece of sarcasm equal to that which makes us speak of the average man as "supporting" his wife. If the woman who makes a man a comfortable home on limited means does not support herself, I'd just like to know who does. She gives services so great—and so unpurchasable for money—that if they were paid for at any fair rate she would have a perpetual mortgage on the men of her family.

It is easy enough to understand why the man undervalues the services of the woman with the broom: It is the contempt of ignorance. He has never tried running a house himself and he can not see how there can be any difficulty about it. In his opinion it is merely a matter of telling the cook you want three good meals, directing the housemaid to clean up thoroughly, and telling the children that you expect them to be good and not get into any mischief or get their clothes dirty, and after his wife has delivered herself of these remarks in the morning, he pictures her as reclining on a couch reading a novel until time to go to a bargain sale or the matinee. If that is not an easy life, he'd just like to know what is, and when she dares to voice a complaint he honestly thinks her the most unreasonable creature on the earth, and tells her that he wishes he could just stay at home with the children all day, and that she does not know a soft snap when she sees one.

As for her work being never done, he simply regards that as bad management. "Why don't you have regular hours for things?" he demands. "Look at me. When I do my work, it is over. I turn the key in my shop or office door, and leave everything behind me. Why don't you do up your sewing in the spring and fall and get through with it, instead of having it always hanging on hand?" Alas! that is part of the pathos of woman's work. She has nothing to show for it. She has spent her time and her strength in cooking dinners that are eaten and forgotten, in making garments that are no sooner made than worn out, in darning stockings that must be darned over again when they come from next week's wash. The man who has built a house or painted a picture or written a book has some

visible token of his labor, but because the woman can point to nothing and say, "I did this," she is thought to have been idle. The woman with the broom gets no sympathy, either, in her perpetual cleaning up. Men regard women's eternal picking up of books and papers from the floor and hanging up of coats and hats as a hobby, and their mania for washing dishes as a kind of fad they can not help. In his heart every man believes that the real secret of comfortable housekeeping would be to leave everything where it dropped, and his faith in this theory is never shaken until his wife happens to go away on a visit and he gets all the dishes dirty and piled up in the kitchen sink and his clothes so lost it would take an Old Sleuth detective to find a clean collar.

Every injustice is the prolific mother of wrongs, and the fact that the woman with the broom is neither sufficiently appreciated nor adequately rewarded brings its own train of evils. For one thing it is at the bottom of the distaste girls have for domestic employment. Political economists argue themselves black in the face trying to find out a reason why girls would rather go into stores, where the hours are long and the pay scant, instead of going into their fathers' kitchen. It is because there are few of us who are so overwhelmingly industrious that we yearn to work for the mere pleasure of working. When we work we want to see cold hard cash in the hand as a result of our labors. A girl knows very well that she may do the fami-

ATLAS MASON JARS

Made from superior quality of glass by special process which insures uniform thickness and strength.
BOOK OF PRESERVING RECIPES—FREE to every woman who sends us the name of her grocer, stating if he sells Atlas Jars.
HAZEL-ATLAS GLASS CO., Wheeling, W. Va.

Mica Axle Grease

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

Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in ½, 1 and 5 gallon cans.

STANDARD OIL CO.
GRAND RAPIDS, MICH.

Wanted SECOND-HAND SAFES

Grand Rapids Safe Co.
Grand Rapids, Mich.

**Meek
Reels**

**Talbot
Reels**

**Blue Grass
Reels**

**Hendryx
Reels**

Complete stock of up-to-date
Fishing Tackle

**Spaulding & Victor
Base Ball Goods
Athletic Goods**

FOSTER, STEVENS & CO., Grand Rapids, Mich.

Four Kinds of Coupon Books

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.**

ly cooking and not only save the price of a cook's wages, but the stealage as well, or that she may take the housemaid's place and clean and scrub until everything shines as it never shone before, but nobody will think that she is earning any money, and she won't be paid any. Her father will give her her food and clothes, but he will still think he is supporting her and she will have none of the independence of the wage-earner to do as she pleases with the money she made herself. It is simply because the woman with the broom gets paid the least that every girl is determined to get some other kind of tool if she can.

Nothing can be more inconsistent than the attitude of men towards the woman with the broom. They are always harping on woman's keeping in the home and inveighing against those who seek independence in business and the professions, but for the work which they are so sure is woman's work, and which, in theory at least, they admire and value so highly, they are not willing to pay. There is hardly a day when some woman, who is either daughter or wife of some man of means, does not say to me that she wishes she could "do something." "Why," I reply, "surely you have work enough in your own home to employ you." "Oh, I mean do something that will bring me in some money, something that I could have for my very own." It is always the same cry: The frantic yearning for financial independence. Sometimes there is a deal of pathos in it, as in one particular case, I once knew, where the wife of a well-to-do man took in sewing, while her servants wasted and stole from her. I asked her once if she thought her work paid—if she did not see, as I did, that it would be better economy to look after her own house than to try to make a few dollars at work that was plainly ruining her health.

"Yes," she replied bitterly, "I know it, but my mother is old and poor and the money I earn is my own to give her. I can make that by sewing, but my husband would never think my work as a cook or housemaid worth paying for. And he does not object to the bills. He thinks they are all right."

This brings about a disastrous condition in the woman's world of labor, so that the woman wage-earner must not only compete with the man worker, but with the work of the domestic woman who "does things on the side" to sell. Her bread and butter are provided for, and she undersells the woman who might otherwise make a living by her pencil or needle or palette. The avenues of employment open to women are not many; the pay in them all is meager, and that so many women who apparently do not need to go out of their own homes for work should be crowding into them can only be explained by the fact that the woman with the broom is getting tired of working for her board and clothes. She wants wages. When men abandon the idea that keeping house and rearing a family is a sinecure, instead of a profession, when they recognize the

woman with the broom as a laborer worthy of her hire, we shall have fewer women yearning to get out into the world and do something whereby they may earn a few dollars spending money, instead of having a little doled-out carfare and the privilege of running a bill.

Dorothy Dix.

How a Justice Decided a Watermelon Suit.

Problems worthy of Solomon's acumen are often submitted to these rural arbitrators, justices of the peace. In the Macon county, Mo., archives is a case of this sort:

Timothy Kain, a farmer of Easley township, set out some watermelon vines which thrived so luxuriously that they trespassed upon the field of his neighbor, Felix Hopper. When garnering time came Kain's attempt to harvest his runaway produce was rebuked by Hopper and his shotgun. The controversy got into court and Squire William Easley, for whom the township was named, was asked to decide the ownership of ten watermelons worth 15 cents apiece. The lawyers for Kain read books to show that his rights of property followed the vines clear into the next county should they travel so far. Hopper's lawyers produced equally sound reading to prove that Hopper was entitled by law to anything that camped on his premises. It wasn't Hopper's fault, they said, if the vines wanted to spread out and go visiting; he had the same right to them that he would have to a colony of honey bees that might get tired of being with Kain and concluded to move over and make honey for Hopper.

Squire Easley let the lawyers spout until they had read through all their books, then arose to his 6 feet and said:

"Mitchell has read books that make it absolutely certain them melons belong to Kain. I hadn't any doubt in the world about that till Guthrie here got up and turned Mitchell's law bottom side up. There's no question but what there's enough law in the books for both Kain and Hopper, and that ought to make them happy. The court decides, under the circumstances, that with the law deciding both ways there's nothing to do but to hand out justice as he sees it. The judgment of the court is that those are Kain's melons—"

"Thank you, your honor," said Mitchell, arising and bowing.

"—but that he's indebted to Hopper 20 cents apiece for storage," finished the justice.

"But, your honor," said Mitchell, indignantly, "you can't do that. They haven't filed any claim for storage, besides, you're allowing them more for the melons than they're worth on the market."

"The court will take judicial notice of the defendant's rights, offset or no," said Squire Easley, with some asperity. "And your own evidence shows Hopper was diligently guarding Kain's property for him. That's worth something."

"Guarding it?"

"Yes. Kain himself testified Hop-

per was there with a shot-gun when he climbed over the fence."—Kansas City Star.

Frenzied Finance.

A Grand Rapids lawyer was consulted not long since by a colored man who complained that another negro owed him \$3, a debt which he absolutely refused to discharge. The creditor had dunned and dunned him, but all to no purpose. He had finally come to the lawyer in the hope that he could give him some good advice.

"What reason does he give for refusing to pay you?" asked the legal man.

"Why, boss," said the darky, "he said he done owed me dat money for so long dat de intrus had et it all up, an' he don't owe me a cent."

Saves Oil, Time, Labor, Money
By using a
Bowser Self Measuring Oil Outfit
Full particulars free.
Ask for Catalogue "M."
S. F. Bowser & Co. Ft. Wayne, Ind.

The Sun Never Sets
where the
Brilliant Lamp Burns

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



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



In this factory at Traverse City, Michigan, is where those delicious

Violetta 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.

TRADESMAN

COMPANY

ENGRAVERS

PRINTERS

FURNITURE CATALOGUES

COMPLETE

STEEL STAMPING

FOR STATIONERY

TRADESMAN BUILDING

GRAND RAPIDS MICHIGAN



Is a Co-operative Shoe Factory Possible or Advisable?

As was appropriate for the Easter season, Mr. Laster and Mr. Ball performed their time honored stunt of scrambling eggs on buttered letter paper on top of the little office stove, until every member of the club was satisfied, and it took some time. This is a trick which came along down with them from their early years of experience as clerks in general stores in the country.

Mr. Laster presided in person and was at his best.

"The Committee reports to me that it has three subjects, all of equal importance. One is the matter of schemes and whether they are of any permanent value in trade. A second, does the average shoe retailer keep too many books, too elaborate a system? And the third is, is a co-operative factory possible for shoe retailers? These are the three subjects. They are all good. Which one will you have?"

Mr. Soule—I move, Mr. Chairman, that we begin debate on the "Spirit Moves" idea.

"The Chair fails to understand."

"I mean that we wait for inspiration on any of these subjects and whoever is first moved to speak talks on whichever subject appeals to him most strongly and that that be decided upon as the subject of the evening."

The Chair—Fine idea. Is anyone moved?

Mr. Rustelle—Well, I don't know that I am moved very much, but that factory idea appeals to me most strongly, and off hand it seems to have wonderful possibilities in it. Why shouldn't two or three retailers here and two or three in Fishport and one in Gravia and one in Innsbruck, and so on, combine and put up a factory to manufacture their own shoes? I do not know if it is possible or just how it is intended that the subject shall be handled. I would like to ask the Committee, or some member of it, just what interpretation was had in mind.

The Chair—Very proper. Mr. Cobb, will you elucidate?

Mr. Cobb—I am pleased to see that Mr. Rustelle has caught our idea, precisely. I don't know that the Committee has any arguments to offer one way or the other, but it is certainly a subject which is worth considering. Combination and co-operation are the order of the day in American business life. The leather men, the rubber men, the iron men, the beef men, all combine and co-operate. Why should not we? I do not know that shoe manufacturing is such a very profitable business, but there must be some profit in it, and the idea of the subject is, Can not this profit accrue to the retailer?

The Chair—It seems proper that, at this point, it would not be out of place for me to say a word. As you know, for quite a number of years

I have been pretty prominently identified with the Lasterville shoe factory, and I want to say to you that while it is doing nicely now, it was a terrific proposition to get it started and to get it so that it would pay anywhere near expenses, to say nothing of profits.

Mr. Cobb—We will grant that, but a large portion of that trouble came through lack of outlet. With a co-operative factory manufacturing, in the first instance, for ready made outlets that portion of the trouble would be eliminated at once.

Mr. Lutherby—It seems to me that the very failure of the thing would be the great number of retailers necessary to assimilate the output of such a factory. It is hardly probable, at the start, that more than, say, misses' and women's shoes would be manufactured, say a line of twelve or fourteen samples. The average retailer in the average town, with the best intentions, would not offer trade on these lines amounting to such a great number of hundreds of dollars a year, and it would take such a prodigious number of retailers that the thing would fall to pieces of its own weight. What would be the plan of beginning?

Mr. Hyde—The question was not asked of me, particularly, but I should say that a stock subscription from, say, forty dealers would be necessary to start. There would be no selling cost. A board of directors would decide upon the line, a line of samples would be expressed to each stockholder with prices attached, to be kept in the store for a certain number of months. From these he would order his line.

Mr. Cobb—At what prices?

Mr. Hyde—At such prices as similar goods are sold for elsewhere and at regular terms of payment. Credit would be given members, only to the extent of their stock which would be held as security for their purchases. It is to be inferred that there would be little loss from bad debts, because any dealer who had the money to go into the scheme at all would be in position to pay, practically spot cash.

Mr. Hi. Ball—But where would the advantage come in if the dealer paid regular prices?

Mr. Hyde—Of course, that would come in the profit on the stock which he held.

Mr. Hi. Ball—That's a weak spot, for it practically gives the small stockholder no particular advantage in buying or incentive in buying. Suppose that I am a little retailer and took \$500 in stock, while Laster & Fitem took \$5,000. I would share but little of the profits, while I might

possibly handle just as many of the goods as Laster & Fitem.

Mr. Ball (not Hi.)—The point is well taken. It must not be a question of profit to stockholders, but of prices to members. In such a plan I would consider the best way to cure the actual cost of production with a fair increase for safety and make that the price to members. If there should be any profit about this, let it go for improvements and surplus or in dividends, but the price to the member is the great success of any co-operative plan. And another thing, in such a plan, goods can not be sold on regular terms of discount, but must be spot cash. In no other way can prices be figured correctly. If longer time is requested by a member, let him pay interest.

Mr. Hyde—Yes. I believe Mr. Ball is correct, but here is another question: Is it possible to have more than one member in a town or city? One great advantage of a thing of this kind would be exclusive lines, and that could not be compassed with several members, could it?

Mr. Schumann—Yes. It could. But not very well, by making two or more styles and putting them out under different names.

Mr. Tanner—That's a way out, but in my opinion at the start of such a proposition at least only one dealer in a town should be admitted with possibly two in some cities, for the reason that one of the great advantages would be exclusive lines. Supposing that the line of women's shoes decided upon was called the "Blossom" shoe for the sake of a word quickly. All sorts of special advertising stuff could be provided. Posters, electrotypes, circulars, booklets, handsomely engraved printed matter of all sorts for the use of members and also traveling demonstrations of inestimable benefit could be provided.

Mr. Kip—Would we have to place advance orders months ahead as we do now?

Mr. Tanner—Of course.

Mr. Kip—Then where would be the advantage?

Mr. Tanner—The advantage would be that with no one but members to cater to there would not likely be any delay in delivery, and, again, sizing orders could be given proper attention. The great question, it seems to me, would be the surplus in case the members did not use the



No. 894 H. B. Hard Pan

Imitation tip, Channel Standard fastened, made on a popular last for working men. Carried in stock.

The Customer You Sell

a pair of H. B. Hard Pans is a walking advertisement for your store—mighty good advertisement too, when you stop to consider that this line makes you a good liberal profit

But the value to you of H. B. Hard Pans comes in keeping your customer satisfied—the only advertisement that pays in the long run.

Be good enough to yourself to take a look at this line—costs a postal to do it, drop it in the mail box to-day.

Address the makers of the original H. B. Hard Pans.

Herold-Bertsch Shoe Co.

Grand Rapids, Mich.



It Pays to Handle

Mayer Shoes

"WHITE STAR" SHOES FOR MEN

Just the thing for fall and winter.

Lots of service and style.

Retail at \$2.50.

Michigan Shoe Company, - Detroit, Mich.

output, but it strikes me that with a line of this sort it could be given a little national advertising after a bit, which would bring new members clamoring at the factory door, or, at any rate, agencies could be established here and there, if it was not deemed advisable to make the matter a business which would outgrow its origin. I would strongly favor keeping a factory strictly for the original members and such as might be admitted for good profitable reasons.

Mr. Skiver—If the thing should prove to be a success other co-operative plants could be started to manufacture other lines. Men's shoes, for instance, or children's.

Mr. Stringer—Not at all impossible. A shoe dealer could belong to half a dozen co-operative plants, but I would be in favor of branching out and making the thing as big as possible.

Mr. Soule—If all we Lasterville firms were each in independent co-operative factory schemes, it would mean a lot more factories, would it not?

The Chair—It certainly would, but it occurs to me, from my experience in butting into the factory proposition here in Lasterville, the best way to get into the business would be to buy out an unsuccessful factory cheap.

Mr. Instep—Are there any, anywhere, at present?

The Chair—Not that I know of.

Mr. Izensole—Schentlemen: Now, of gourse, dis isn't a great deal of inderesd for me. I vant to say, how-effer, dot if dis ting goes troo, I am in der marget for schobbs at any dime, and ven der whole ding pustu up I dink I gan arranche mit some frients off mine to dake all the schoes vat you haff on hant.

And there being no further suggestions offered, the meeting adjourned without action.—Ike N. Fitem in Boot and Shoe Recorder.

New Colors for Cloth and Wax.

Battiking is a new industrial art founded and flourishing in Holland, transplanted from the East Indian archipelago, especially Java. It is capable of exquisite and dainty color effects of entirely new varieties and is applied to cloth and parchment for table cover, book-bindings, and the like. Two craftsmen named Dysselhof and Cacuet introduced the curious art in Holland, and Chris Lebeau is its master exponent. The great problem in the work is to obtain colors that are proof against the effect of light and of the wax which is applied repeatedly during the intricate process. It is not a question of many colors, but of the right kind. The best of the Eastern work is distinguished by the few colors used. Lebeau is producing magnificent combinations with but five colors—blue, brown, yellow, red and purple. The detail of some of their work looks more like finely cut pieces of some precious metal than like productions by wax and color. Since the art takes endless patience and painstaking labor, as well as great artistic ingenuity and skill, its products are likely to be expensive for some time to come.

A Hair Mattress.

The ambition of the barbers of the United States Senate to possess themselves of a hair mattress of their dignified patrons seems likely soon to be realized. It was a long time ago that these barbers, it is alleged, entered into a conspiracy to have a little graft in common with the practice in other walks of life, official and otherwise. They aimed high—in fact, at the very heads of their august customers—and began at once to save the hair clippings that were ordinarily gathered up and sent to the waste heap. Not only will they have a useful article when they succeed in their purpose, but they will possess the strangest hair mattress in the world. They will be able to sell it, if they desire, with a certificate, their signature witnessed by a notary public, declaring even the names of distinguished statesmen who contributed to their hair graft.

The barbers since they determined upon this campaign for a senatorial hair mattress have naturally had their preferences for well-haired Senators, and bald men have little standing with them. Various halls of fame have been erected and dedicated to men of high accomplishments, but it is doubtful if any hall of fame ever included more distinguished names than this mattress of fame, the sole qualification of which has been a seat in the Senate and a bunch of good hair. The barbers were disappointed that they did not get another chance to trim Senator Spooner's hair, which was flaunted before them in an aggravating way every time the little giant visited the barber shop to be shaved, as was his custom daily.

"Hair cut, sir?" the obsequious barber would inquire.

The Senator would thoughtfully shake his head, and the hopes of the barber would sink into his shoes.

The barbers have always liked Senator Dick, and when they are let loose with his hair with instructions to "use their judgment," they will make it necessary for all the newspapers and magazines of the country to lay in a stock of new photographs.

Senator Stewart and Senator Peffer are looked back upon by the barbers as relics of "those good old times" the return of which is hoped for, but hardly expected.

His Bullet Was a Hornet.

The passengers on a trolley car from this city to Holland were startled to see a well-dressed man, named Elliott, jump out of his seat, clasp his hand to his breast, and exclaim, "My God, I'm shot!"

The man sank back in his seat, pallid, and the passengers clustered around him, thinking some miscreant had fired into the car, although no shot was heard.

"I feel my blood slowly ebbing away; it is way down my arm," said Elliott. He put his hand in, placed it on his arm, groaned and pulled it out again covered with perspiration. The conductor, assisted by a sympathetic passenger, with great care pulled the man's coat down over the shoulder and then exposed the largest specimen of hornet seen in these parts. He had been stung.

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



Our Salesmen Are Coming Your Way

They are carrying the strongest and most up-to-date line of Spring Samples we have ever sent out.

We can stock your shelves from baby shoes to boots with just the kind of quick-selling durable and stylish footwear you need in your business.

Not only will our salesmen show you new ideas and designs in our own make, but you will find in our general line attractive, good wearing and stylish shoe in every grade that will appeal to your business eye from every point of view.

Rindge, Kalmbach, Logie & Co., Ltd.

GRAND RAPIDS, MICH.

FISK TIRES.

How the Manufacturer Treated a Local Customer.

Grand Rapids, Oct. 8—I understand that a large number of people are having trouble with the Fisk Rubber Co. It has been practically intimated that I was the only obstreperous customer it had. My experience, I presumed, was unique and an exception to the rule. Glad that I have company.

In 1905 I purchased a 2,200 pound touring car, with tires 32x3½. The manufacturers of the car had never used Fisk cases, but I insisted that Fisk cases be put on the car. The Fisk Rubber Co. therefore sent its traveler to the factory and secured an order from the manufacturer, making it possible for future deals, thereby, I thought, placing the Fisk Rubber Co. under moral obligations to me as a promoter of their tires, if such an obligation could be incurred by the act of a user.

On starting my car—the first day I ran it—the tires commenced to cut badly. It seemed as if every round stone or broken piece of gravel had a spite against my tires. As a test I struck the case with the round peen of a machinist's hammer and I was surprised to see that even that slight blow cut the case. I complained to the traveler—I believe a Mr. Walton—and he said the Fisk Co. would stand by the cases; that they were sold to me on a 5,000 mile guarantee and the company would stand by that guarantee. It was but a short time before one of the cases was in such bad condition that I purchased a fifth case of the Fisk Co., so I could have one case in transit. During 1905 I practically had one case going and coming between Detroit and Grand Rapids all the time. The first case which they re-treaded they sent me a bill for. This I repudiated on the strength of the guarantee and the bill was credited back.

In the fall, when my cases showed a total of 2,000 mileage, and the five cases were practically used up, as a result of correspondence with Detroit, the sales manager of the Fisk Rubber Co. came to my garage, looked the case over and entered into an arrangement that he would give me five new cases at \$20 each, on a guarantee of 3,000 mileage for the cases. I told him that I still had 3,000 miles under the old guarantee and if he repudiated his old guarantee that he would very likely repudiate his new guarantee, if the cases did not live up to it, but that he was beating me fairly and squarely out of \$100 on the five cases. He never denied the 5,000 mile guarantee, but did absolutely refuse to treat with me on any other proposition than the above, which I told him was a rank imposition and nothing else. I endeavored at that time to change over to other cases, but found that it would cost me about \$10 a wheel to change the fastenings. I finally decided to accept his proposition on the basis that I could use each of the cases as long as possible and he would send me new cases as fast as I returned the old ones. I am pleased to state that the material in

the cases furnished for 1906 was vastly superior to the material in the 1905 cases, consequently I had no occasion to call for the fifth case until this season.

When I telegraphed for my fifth case, it came express C. O. D. \$20. I was busy and did not examine it until after I had paid the money. Then I found it was a second-hand case. I telegraphed the Fisk Rubber Co.: "Case evidently second-hand, re-treaded. Refused. Express new case immediately." To this it wired: "Case we shipped absolutely new. Accept that or none." I then wrote and advised the Detroit branch that I would exhibit the case to the various tire men who were experts around the city and would send them their judgment unless they sent me a new case. I fancied that the manager would not care to have this second-hand case peddled around with his telegram saying it was new. He paid no attention. I thereupon obtained the opinion of several of the leading automobile people in the city, which confirmed my judgment. I sent the Detroit man this consensus of opinion, but he refused to right the imposition. I then expressed the case, prepaid, to Chicopee Falls, Mass., expecting, of course, that the justice which I was refused from the branch house would be extended to me from the parent house. I received a reply, stating that the manager had the entire correspondence in front of him and that the case "was good enough for me." He did not insist, however, that the case was new, as the error of that statement is best proven by inspection of the case itself. The case clearly shows clamp wear and is the worst piece of checked goods, a regular Dolly Varden sample, that I ever witnessed. Between the tread and the clamping the case is broken up into squares of one-eighth or one-quarter inches. I have sent the case to a competing tire manufactory. On its return will send it to you for your examination. I desire to use the case for exhibition purposes before automobile clubs, also to send it to the various tire manufacturers with the Fisk Rubber Co.'s telegram that it is absolutely a new case. I don't know as this will make any friends for me, but it certainly won't make any for the Fisk Rubber Co. All I ask is proper treatment—nothing more and nothing less. I have been obliged to buy a sixth case to keep my car running. I have been advised to sue the Fisk Rubber Co. and may yet do so. Willis J. Perkins.

New To Him.

The leading lady of a good road company playing in one of the smaller cities in Ohio concluded that she would press some of her lace collars one morning. She accordingly rang the bell, and when the hallboy appeared, said:

"Bring me up a hot iron."

In course of time he returned, empty handed, and when the lady answered his knock, he said:

"I couldn't get it for you, lady."

"And why not?" she asked, mystified.

"The bartender said he didn't know how to mix it."

Best Recommendation for a Shoe Clerk.

Comparatively few clerks realize, and they but partially, the extent to which their every day work is under the master eye of commerce; how closely their future betterment depends upon their present faithfulness, even although their employer may seem unappreciative and their station be remote from commercial centers.

The demand for better men and women in the higher places is so great that even those who occupy the humblest are being constantly watched for evidences of good material.

Let the young clerks who seem fettered by hopelessly barren surroundings watch the next experienced commercial man who enters the store to sell his goods. A single glance will be enough to tell him in a general way whether the place is a desert of dirt and disorder or if things are at least passably neat; if the former his eye goes flashing about for the relief of an oasis; for some evidence that there is at least one person of the force superior to his unpromising surroundings.

If the oasis is discovered the search continues for the source of this condition. It does not come from the proprietor himself, else there would be more than the one green spot; besides, the latter's own desk seems to be the fountainhead of all confusion. Presently the practical commercial eye falls on a neatly dressed young man upon whose personal appearance the contamination of disorder has not yet fallen; he will do to watch and is presently caught in the act of widening the sphere of his more orderly dominion just a little. The commercial man is interested in the young man who is not content to do as his fellows do, although, of course, he soon forgets him in his own whirlwind life, and only recalls the circumstance when he next sets foot upon the edge of that commercial desert, the threshold of the untidy store.

In a twinkling the old picture flashes back to him and as he notes some additional improvements he recalls the young man of his former visit. Yes, he is making good by not succumbing to the disorder of his own unsavory surroundings, while his realm of neatness has materially enlarged. The clerk must have good stuff in him to do so much in such surroundings. There are at least "push" and "stay-there" to build on. Perhaps the commercial man manages to have a pleasant word with him in passing out and finds him both intelligent and obliging.

There is a change in the appearance of that store-room on the occasion of the next visit. Things are freshened up and better arranged. An attempt is made at window dressing and little up-to-date devices prove that one man in that store is studying the methods of men higher in commercial enterprise than his employer is. Glints of originality also begin to come to the surface and the commercial man, pleased with some new device or the new rendering of an old one, for the first time seeks from the proprietor him-

self a confirmation of the fact that he has long known from intuition, that these little trade invasions originated with the young man in the clean collar. It does not take many visits for a clerk of this sort to win the interest and approval of some hustling representative of all that is brightest and most modern in business life.

Not long ago an experienced commercial man remarked, speaking of a young man employed in the store of a third-class city:

"If I were given ample capital to open the swellest store in New York City according to my own notions I'd give that fellow \$50 a week to come and keep it in order for me; and if I could not get him for \$50 I'd give him \$60."

Probably the "if" in the case will forever debar the young man from that particular position so far as his admirer is concerned; but someday a business acquaintance of this commercial man is going to appeal to him for the name of some promising young clerk who gives symptoms of being out of the ordinary, but who has yet to be developed and trained into some business house in all its peculiarities of system. Instantly this bustling young fellow, who is doing his very best in a neighborhood where effort is not appreciated and opportunities are few, comes into mind.

Many a young clerk has gone plodding along hoping for some better opening than any he can look forward to in his own narrow environments and all the while bewailing in his heart the supposed impossibility of getting recommendations that will have weight in the larger towns, when he is in truth writing his own recommendations in the way he does his work in the store where he is employed.

It may not be the commercial man who will find him out first, although if he shows the right sort of grit and the commercial merits that attract attention in the larger trade marts there is not a doubt that some traveling salesman will take notice and give him his desired opportunity if no one else gets the start of him in the discovery.—Shoe Retailer

What Else Did He Do?

Frederick Burton, the actor, hails from Gosport, Ind. He got his start on the stage after making a hit in a Knights of Pythias benefit in Gosport. After three years' absence from home his company played in Terre Haute, and Burton invited his father to come over and see him act. The old man took in the show, and after the last curtain went back on the stage to see his son. Presently the treasurer appeared at the dressing-room door and handed Burton his weekly pay envelope. Burton senior saw the figures on the outside and his eyes sparkled.

"You don't tell me you get that much every week, do you?" exclaimed the old gentleman.

"That's right," Burton replied modestly.

"Well, what other chores do you have to do besides actin'?" the old man asked.

"THE BEST YET"

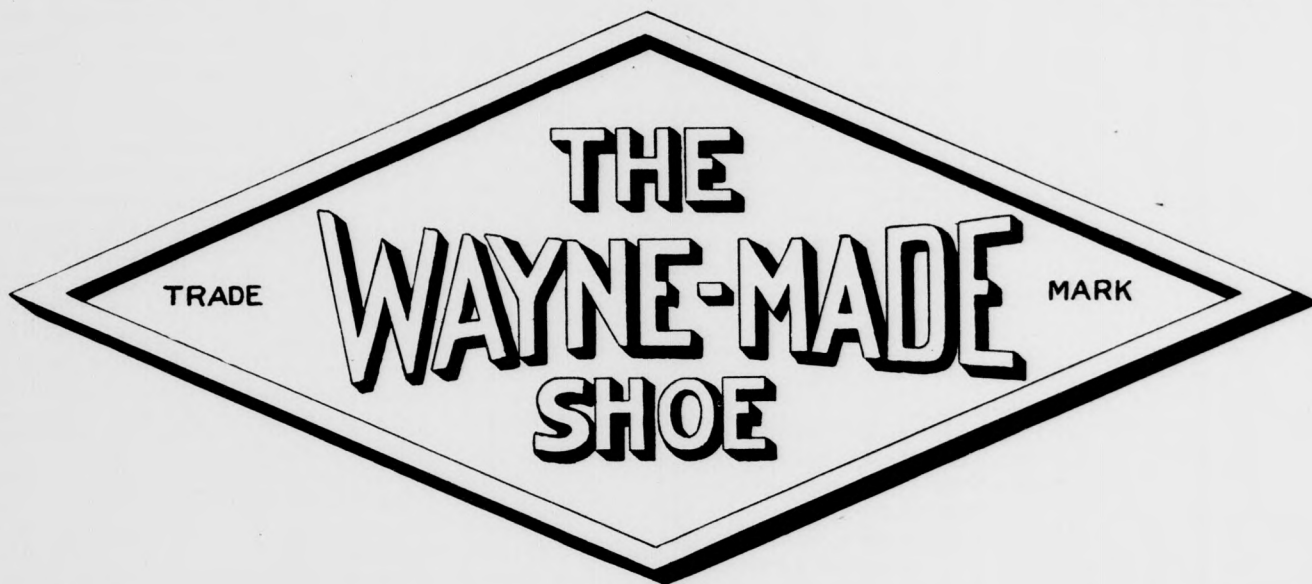
An Honest-Made Shoe

FOR

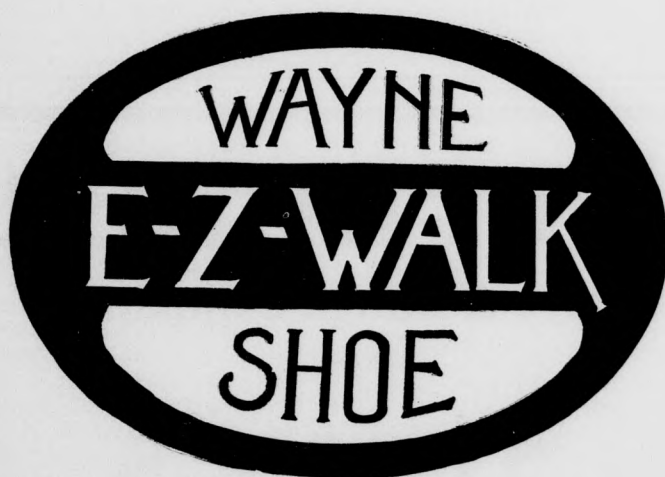
Men

AND

Boys



A good live dealer wanted in every town to take the exclusive agency. Write for particulars



WAYNE SHOE MANUFACTURING CO., Fort Wayne, Indiana



The Way To Go After a Mail Order Crowd.

I was talking the other day with a well-known and successful hardware merchant. We were speaking of the lack of foresight shown by the average merchant and we unanimously agreed that failure to look ahead was probably one of the greatest factors contributing to business disasters. I related to him a story I had read in a recent publication in which a lack of foresight was shown in a grewsome but humorous manner.

It seems that some time ago a careless, good-natured German and member of a well-known secret society died in Boston. He was unmarried and when the society took charge of his remains and effects after his death, they found a peculiar will. He directed that after his effects were disposed of his body should be cremated, then the resultant ashes were to be mixed with mortar and the whole pressed into a brick. This brick he directed should be sent to a very dear friend of his in Pittsburgh. The brick was shipped from Boston some time ago, but as yet the Pittsburgh friend has failed to receive it. Fear is expressed that it has gone astray, and it would surprise no one if it is ultimately found that the brick found its way into a pile of commercial bricks and that the Boston German now constitutes an integral part of some building.

The point I made was, that if this German had had the foresight to specifically direct that the brick should be sent by registered mail, or any other safe method, his mortal remains would not now possibly be a component part of some building, housing, say, for instance, a cheese foundry or a rendering plant.

The hardware man said it reminded him of an occurrence which took place in an interior Illinois town where he first started in business. In those days he kept a sort of general store with a complete hardware stock. In the rear of this store was a shed-like structure in which he used to store empty boxes, etc. There was a sort of jack-of-all-trades around town named Aleck Simpson. Aleck was a very versatile man and as the town grew he sought to find some place in which to establish a shop. The rest of the story I repeat in the hardware man's own words:

"Aleck came to me and the result was that I finally cleared out this shed and rented it to Aleck for a small sum and he got busy and the next day a new hand-painted sign announced that 'Aleck Simpson, carpenter and contractor,' was ready for business. Now, Aleck really was a handy man to a certain extent, but poor Aleck was away shy on 'foresight.' One point I want to make before going any further is the fact that the only opening to this shed, which was quite substantially built, was a door about 6x3 feet and two

windows 2x2 feet each. A few days after Aleck opened his shop one of my farmer customers came in and said that he had been reading in an agricultural paper lately about how much money farmers lose annually by leaving their machinery and tools lying around, exposed to all sorts of weather. He said he was thinking of adopting new rules on his farm and having all of his employees at the end of their day's work bring in whatever tools they had used and lock them in a little tool house he was figuring on building. This would provide a place where the tools would be protected from the inclemency of the weather and at the same time a place where the articles might be found when wanted."

"I turned him over to Aleck and after an hour's consultation Aleck had plans and specifications drawn for a tool house, or rather small shed, some 7 feet high and 5 feet square. The farmer departed and said he would call for the shed the following Thursday and take it home on his wagon. Aleck immediately got busy and for several days I heard a great deal of hammering and sawing going on in Aleck's shop. Thursday came around and with it the farmer and his wagon. I was anxious to see a specimen of Aleck's work, and together we went back to the shop. As we stepped through the 6x3 door, what do you suppose greeted our astonished eyes? There in the middle of the room stood a well-made and substantially built shed 7 feet high and 5 feet square and standing beside it was the smiling Aleck extending the right hand of good fellowship to the astonished farmer.

"'Why, you durn fool, how do you ever expect to get that consarned thing through that door?' asked the farmer.

"'Well, I will be dummed,' said Aleck, scratching his head; 'I plumb never thought of that.'

This lack of foresight on Aleck's part so thoroughly disgusted the farmer that he mounted his wagon and drove away, leaving Aleck with a 7x5 shed on his hands and a bill for about 8 worth of nails and lumber.

After all it appears that the way to go after a mail order crowd is to go after it, as is evidenced by a recent experience of a Nebraska hardware dealer. It seems that the mail order fiend priced an axe in the store, the price of which stood at \$1.15, and then made a holler that he could buy the same axe from a catalogue house at 90 cents. So Mr. Dealer grabbed him on the 90 cent proposition and agreed to go all of the way with him in the catalogue house transaction. Well, first thing he coughed up the 90 cents for the axe, then 25 cents for express charges, then 5 cents for money order and postage. All this he paid up as agreed. Then Mr. Dealer ground it into him good and plenty by replacing the axe in stock and inviting the buyer to run in once in a while "to see if it's come," and telling him he might have it in ten days, as that was about the catalogue house time limit. Now what do you think of

that for a story of a wise guy and a sucker?—Sidney Arnold in American Artisan.

Sewing Machine Men Pursue Newly Wedded.

Sewing machine agents, more than any other class of salesmen, are confronted with the problem of selling a product that already has found its way into almost every home. The sewing machine is regarded by the majority of housewives as being an essential, and most homes are supplied. The agents, however, keep on selling machines. One of their favorite methods is to induce the owner of an old machine to trade it as part payment for a new one.

There is a close relation between the marriage license clerk's office and sewing machine agents. The agents figure that one of the first essentials to the happiness of a newly married pair is a sewing machine, and they make the first few days of the average honeymoon miserable for the dovey loves.

Every week day sees the issue of anywhere from twenty to fifty marriage licenses, and that, in the material mind of the wide awake agent, means just that many more sewing machines sold if he can work his wires properly. The first thing is to learn the address of the applicants for the marriage licenses, and this not always is an easy thing to do. On more than one occasion a clerk in the county building has been discharged for giving out the addresses of the near newly weds, and the head clerk and his subordinates have strict orders to keep these addresses from becoming public property.

Notwithstanding their watchfulness, there is a constant leak and the sewing machine agents manage, in ways known only to themselves, to get hold of the coveted addresses. Once in possession of the street number of the pair that are in the first delights of housekeeping they set about to convince them that home is not complete without a sewing machine. If the young couple argue that they have an old machine that was given them by the bride's mother the agent insists, and usually successfully, that the old machine shall be traded in as part payment on a new one. If the husband says he hasn't the money with which to buy a new machine or pay the difference on his old one, the agent tells him to

take the machine and pay for it when he gets more money. The main thing, from the agent's point of view, is to get one of his machines in that house before a rival sells the couple a machine of another make.

It is possible to buy a sewing machine on 50 cents a week payments, so keen is the competition between the agents. If the purchaser does not wish to buy outright, she can rent a machine at from \$2 to \$4 a month and the rental money can be made to apply on the purchase price later on if that is desired.

Most of the sewing machine companies have branch houses in Chicago, making that city the distributing point for the West. For the agents who sell on the streets there is an opportunity to make a good commission in addition to their salaries. The big sewing machine companies have their own agents, whose duty it is to look after their particular machines, and as the agents are paid a salary and commission it is to their own interest to work as hard as they can.

Lately the companies are leaning to the conviction that a sewing machine, being a woman's tool, can be sold best by women. Some companies always send a woman to an address from which they have an enquiry about sewing machines. A woman who proves herself an expert mechanic as well as an adept at salesmanship can command as high as \$30 a week as a sewing machine agent. There is one woman in Chicago who makes more than that, but she is an exception.

In some instances a family purchases a machine on the installment plan and then, after making two or three payments, moves and does not take the precaution to inform the agent of the changed address. Sewing machine companies lose thousands of dollars every year because of their inability to keep track of their customers.

A sewing machine agent does not hold a bad job. Most of them are put on a salary when they begin to sell machines, and as their salary always is supplemented by a commission on what they sell it is rarely that they make less than \$75 a month. And from that they can earn as high as \$300. In the smaller towns the sewing machine agent usually carries machines as a part of

Wormnest

Stove & Range Company

All Kinds of

Stoves

We Can Ship Now

58 Oakland Avenue

Grand Rapids, Mich.

a furniture or hardware stock, but in the larger cities he devotes all his time to machines.

Frank J. Brown.

Value of Minutes.

Perhaps there never was given a more striking instance of the value of minutes than the following: A party of ladies and gentlemen were shown through a very large carpet establishment a few days ago. They were permitted to look into every nook and corner of the building, except one. At the bottom of the stairway they came upon a closed door, upon which were the words, "Positively no admittance." The curiosity of the ladies was now awakened, and one enquired eagerly:

"What is up there?"

"That is our workshop," explained the representative of the firm. "We have 150 women on that floor, sewing carpets."

"Oh, I should like to see them at work," said the fair questioner, with a playfully beseeching look.

"I am very sorry that I can not take you up there," replied the firm's representative, "but the rules are very strict. Really, there is nothing worth looking at, and there are no trade secrets. The reason why the firm interdicts visitors is because the presence of strangers in the room causes every sewing woman to look up and takes her attention off her work from one to five minutes. Suppose each woman loses an average of two minutes. With 150 women that means a loss to the firm of 300 minutes, or five hours of time. That is too much to lose when we are working under a great pressure as we are now."

The Wrong Paper.

"I have been engaged in the practice of law a good many years," said S. S. Urmy, police judge of Topeka, Kansas, "and about the most humorous thing I ever saw in a courtroom was in Topeka:

"One day an old negro man was being tried in the Justice Court and he demanded a trial by a jury of his peers. He could neither read nor write, and the lawyer insisted that the jury, to be his peers, as required by law, must be unable to read or write, too. To avoid dispute, I agreed to it, but we had a time finding twelve men in Topeka who could neither read nor write. But we did find them and the case went to trial.

"Before the jury retired I took two pieces of paper and wrote 'guilty' on one piece, and 'not guilty' on the other, and instructed the foreman to destroy the one he did not wish used and to return the other to me when the jury reached a verdict. The jury was out only a few minutes when it came in. The foreman handed me a piece of paper with the word 'guilty' written on it.

"Well, gentlemen, you find him guilty, do you?" I asked.

"No, sah, jedge; no sah. We done found him not guilty," spoke up one of the jurymen. Then he added with disgust: 'I tole that fool he was tear-in' up the wrong piece of paper.'"

One day's charity is a poor balance for six days' robbery.

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 50		
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.			
Rival-For Shotguns.			
No.	Powder	Shot	Gauge
120	4	1 1/2	10
129	4	1 1/8	9
128	4	1 1/4	8
126	4	1 1/2	6
135	4 1/4	1 1/8	5
154	4 1/2	1 1/8	4
200	3	1	10
208	3	1	8
236	3 1/4	1 1/8	6
265	3 1/2	1 1/8	5
264	3 1/2	1 1/4	4
Discount, one-third and five per cent.			
Paper Shells—Not Loaded.			
No. 10, pasteboard boxes 100, per 100	72		
No. 12, pasteboard boxes 100, per 100	64		
Gunpowder.			
Kegs, 25 lbs., per keg	4 75		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 75		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 50		
Shot.			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B	2 10		
AUGERS AND BITS			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
AXES			
First Quality, S. B. Bronze	6 00		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. S. Steel	7 00		
First Quality, D. B. Steel	10 50		
BARROWS			
Railroad	16 00		
Garden	33 00		
BOLTS			
Stove	80		
Carriage, new list	70		
Flow	50		
BUCKETS			
Well, plain	4 50		
BUTTS, CAST			
Cast Loose, Pin, figured	70		
Wrought, narrow	75		
CHAIN			
1/4 in. 5-16 in. 3/8 in. 1/2 in.			
Common	7 1/4 c.	6 1/4 c.	5 3/4 c.
BB.	8 1/2 c.	7 1/2 c.	7 c.
BBB.	9 c.	8 c.	7 1/2 c.
CROWBARS			
Cast Steel, per pound	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		
EXPANSIVE BITS			
Clark's small, \$18; large, \$26.	40		
Ives' 1, \$18; 2, \$24; 3, \$30.	25		
FILES—NEW LIST			
New American	70		
Nicholson's	70		
Heller's Horse Rasps	70		
GALVANIZED IRON			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28			
List	12 13 14 15 15 17		
Discount, 70.			
GAUGES			
Stanley Rule and Level Co.'s	60		
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		
Mason's Solid Cast Steel	30c list 70		
HINGES			
Gate, Clark's 1, 2, 3	dis. 60		
Pots	50		
Kettles	50		
Spiders	50		
HOLLOW WARE			
Common	dis. 50		
HORSE NAILS			
Au Sable	dis. 40		
HOUSE FURNISHING GOODS			
Stamped Tinware, new list	70		
Japanese Tinware	50		

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		
Stelbins' 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 40	
20 to 60 advance	Base	
10 to 16 advance	5	
4 advance	20	
3 advance	30	
2 advance	45	
Fine 3 advance	50	
Casing 10 advance	15	
Casing 8 advance	25	
Casing 6 advance	35	
Casing 4 advance	25	
Finish 10 advance	35	
Finish 8 advance	45	
Finish 6 advance	35	
Barrell 7/8 advance	35	
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	32 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, per doz.	6 50	
Second Grade, per 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, Nickled	80	
Coe's Genuine	40	
Coe's Patent Agricultural, Wrought	70-10	

Crockery and Glassware

STONEWARE

No charge for packing.

Butters

1/2 gal. per doz.	52
1 to 6 gal. per doz.	6 1/2
8 gal. each	60
10 gal. each	75
12 gal. each	90
15 gal. meat tubs, each	1 28
20 gal. meat tubs, each	1 70
25 gal. meat tubs, each	2 38
30 gal. meat tubs, each	2 85

Churns

2 to 6 gal. per gal.	7 1/2
Churn Dashers, per doz.	84

Milkpans

1/2 gal. flat or round bottom, per doz.	52
1 gal. flat or round bottom each.	6 1/2

Fire 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, bail, per doz.	86
1 gal. fireproof, bail, per doz.	1 10

Jugs

1/2 gal. per doz.	68
1/4 gal. per doz.	51
1 to 5 gal., per gal.	8 1/2

SEALING WAX

Pontius, each stick in carton	Per doz. 40
-------------------------------	-------------

LAMP BURNERS

No. 0 Sun	40
No. 1 Sun	42
No. 2 Sun	55
No. 3 Sun	90
Tubular	60
Nutmeg	60

MASON FRUIT JARS

With Porcelain Lined Caps

Pints	Per gross 4 45
Quarts	4 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
No. 0, Crimp top	3 30
No. 1, Crimp top	4 40
No. 2, Crimp top	5 00

Lead Flint Glass in Cartons

No. 0, Crimp top	3 30
No. 1, Crimp top	4 40
No. 2, Crimp top	5 00

Pearl Top—1 doz. in Cor. Carton

No. 1, wrapped and labeled	Per doz. 75
No. 2, wrapped and labeled	85

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 50
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75

Electric in Cartons

No. 2 Lime (75c doz.)	4 20
No. 2 Fine Flint, (85c doz.)	4 60
No. 2 Lead Flint, (95c doz.)	5 50

LaBastie, 1 doz. in Carton

No. 1, Sun Plain Top, (\$1 doz.)	1 00
No. 2, Sun Plain Top, (\$1.25 doz.)	1 25

OIL CANS

1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 60
2 gal. galv. iron with spout, per doz.	2 50
3 gal. galv. iron with spout, per doz.	3 50
5 gal. galv. iron with spout, per doz.	4 50
3 gal. galv. iron with faucet, per doz.	4 50
5 gal. galv. iron with faucet, per doz.	5 25
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00

LANTERNS

No. 0 Tubular, side lift	4 60
No. 2 B Tubular	6 75
No. 15 Tubular, dash	7 00
No. 2 Cold Blast Lantern	8 25
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.	2 25
No. 0 Tub., Bull's eye, cases 1 dz. e.	1 25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.

No. 0 3/4 in. wide, per gross or roll.	28
No. 1 1/2 in. wide, per gross or roll.	38
No. 2 1 in. wide, per gross or roll.	60
No. 3 1 1/2 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 Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

Coupon Pass Books

Can be made to represent any denomination from \$10 down.

50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00

CREDIT CHECKS

500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	7 00



Best Methods of Fattening Poultry for Market.

In reply to inquiries as to best methods of fattening poultry for market A. F. Hunter writes in the American Poultry Advocate in part as follows:

"Growers of the best poultry, meaning birds that are grown especially for marketing, feed the best growing ration from the start, and gradually merge the ration into a fattening one, so that the birds are well fattened and ready to market when mature. The gradual change in the ration is simply to reduce the bran and middlings and increase the corn meal and beef scraps, the change being very gradual, extending over a period of a couple of months.

"If it is fattening the mature fowls I will make the statement that it is quite similar, except that the fattening ration is given all at once, as it were, the change being not at all gradual."

Upon this subject, Watson's Farm Poultry says:

"Mature fowls will require little or no exercise during the process of fattening, while young fowls that are growing rapidly will require considerable exercise in order to keep them in a healthy and vigorous condition, except perhaps for a short time during the last of the fattening period, which is sometimes called 'the finishing.'

"Whenever a choice quality of meat is to be produced, little or no exercise should be given for a few weeks immediately preceding the killing. When the fowl is shut up or closely confined, the muscles soften and the flesh becomes more tender. It is conceded by those who most highly prize tender flesh that close confinement, without exercise, greatly improves the quality. It is also true that fowls under these conditions take on fat rapidly if the close confinement is not continued too long. Little exercise and plenty of pure air and an abundance of soft food are among the chief essentials for economical fattening.

"If it is desired to fatten fowls as quickly as possible the ration should consist largely of corn. Ground oats, wheat, buckwheat and barley may be used to some extent. A variety of foods undoubtedly will serve a good purpose in maintaining a good appetite somewhat longer than could be maintained with but one or two kinds of grain."

Finishing and fattening broilers and roasters are discussed in the article, Broilers and Roasters, in the Maine Experiment Station Bulletin No. 130, their method of fattening the chicks being described as follows:

"When the chickens are about nine or ten weeks old, and the cockerels weigh a pound and a quarter to a pound and a half, the cockerels are put by themselves, into vacated brooder houses, 100 to a house. Each

house has a yard in front about 12 feet square. They are fed on porridge three times a day, in V-shaped troughs with 4-inch sides. The porridge is made of six parts corn meal, two parts middlings, one-half part linseed oil, and two parts beef scrap. Not having milk, it is mixed with tepid water. It is made thick enough so it will drop and not run from the end of a wooden spoon. They are given all they will eat in half an hour, when the troughs are removed and cleaned. The birds will stand this feeding for two or three weeks with good appetites. When they commence taking less food they are dressed for market and usually weigh about 2¼ lbs. dressed weight."

"It should be mentioned that the colony-brooder-houses at the Maine station are double, being 12 feet long by 7 feet wide, 6 feet 2 inches high in front and 4 feet 2 inches high at the back; two indoor brooders are put in each house, and 60 to 75 chicks put in each brooder; when the cockerels are removed, for "finishing," the pullets are left till they reach full laying maturity. It will be seen that this house is not the mere "coop" which some poultrymen grow chicks in, and that it is abundantly large for finishing 100 cockerels in.

"There has been considerable experimenting with crate-fattening, which is shutting the birds in crates and feeding a porridge somewhat similar to the one described above. In Europe crate-fattening is almost universal among growers of good poultry, and considerable work of



Dairy Feeds

are wanted by dairymen and stockfeeders because of their milk producing value. We make these a specialty:

Cotton Seed Meal
O. P. Linseed Meal
Gluten Feed
Dried Brewers' Grains
Malt Sprouts Molasses Feed
Dried Beef Pulp

(See quotations on page 44 of this paper)

Straight car loads; mixed cars with flour and feed, or local shipments. Samples if you want them.

Don't forget
We Are Quick Shippers

Established 1883

WYKES & CO.

FEED MILLERS

Wealthy Ave. and Ionia St.
GRAND RAPIDS, MICH

MILLET

If in the market ask for samples and prices.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.
OTTAWA AND LOUIS STREETS

If you are shipping current receipts of fresh gathered eggs and want an outlet for them at full prices—regularly—write for our proposition.

L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York
We handle dairy butter, ladles and packing stock.

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.

that kind has been done in Canada. "In Bulletin No. 151 of the Ontario Department of Agriculture, considerable space is given to this topic. We quote a few paragraphs:

"We have for a number of years conducted experiments with chickens in crates and in loose pens. We have tried about six different feeders and the results vary. With some feeders we have had equally as good results with birds in crates as with those in loose pens. We have had two feeders in particular who could not feed birds to advantage in loose pens as compared with crates. We have had one feeder who could get slightly better returns in some cases, not all, with birds in pens as compared with crates.

"In speaking to the buyers of chickens, the majority of them seem to think that the crate-fed birds are much superior to those fed in loose pens. Personally, I would prefer feeding birds in crates, for the reason that it takes less room, and I believe that I can feed them with less expenditure of labor and get a more even product. There are now many people who get good results from feeding birds in box stalls, etc. No matter which method is followed, cockerels should be fed for two weeks or more before they are killed or sold."

The Maine Experiment Station gives exactly the opposite opinion. In Bulletin No. 79 of that station a whole series of experiments in fattening are reported, and the results told in detail. The following are their conclusions:

"Including the test reported in Bulletin No. 64, this station has made six group trials of close confinement against partial liberty, in fattening chickens. These have comprised the use of 35 separate coops and six houses. Three hundred and twenty-one chickens of different ages have been fed in these forty-one lots, in periods of twenty-one, twenty-eight or thirty-five days each, and the occupants of all coops have had weekly weighings.

"In eleven of the coops containing four birds each, the gains have been greater than in the houses and yards containing from twenty to sixty-eight birds, with which they were matched. In the twenty-four other coops the gains were less than in the houses and yards with which these were similarly matched. In five of the six groups the gains have been greater in the houses and yards, and in one of the six groups the gain has been greater in the coops.

"These results show that close cooping is not necessary in order to secure the greatest gains in chicken fattening, and that the chickens made greater gains when given a little liberty than when kept in close confinement. The labor involved in caring for birds in small numbers in coops is greater than in caring for an equal number in a house and yard. The results are so pronounced that we regard them as conclusive."

In quoting these two opposing reports it is well to suggest that the individual bias of the feeder might have not a little to do with the re-

sults. Professor Graham, in the Canadian bulletin, speaks of different results by different feeders, and that might well be caused by the personal predilection for a special method of feeding by the individual feeder.

In our report of the Institute at the Rhode Island Agricultural College we quoted "Dan" Lambert's statement that there was more in feeder than in the feed, and that the feeder needed to carry along more judgment than feed. Looking up some connection of this in Poultry Craft, we noticed this conclusion to the chapter on Foods and Feeding:

"No matter how thorough a book knowledge one may have of the properties of foods and the principles of feeding, no matter how familiar he may be with accepted formulas for correct feeding, or how closely he may follow a good system of feeding, he finds that good feeding depends finally upon skill. Skill is acquired only through practice. Skill in feeding is not merely mechanical. It depends on a judgment trained to observe, closely and without conscious effort, the appearances of fowls, to note beginnings of departures from normal growing or reproducing conditions, and to decide, as if by instinct, how to preserve or restore the health of fowls."

The fattening of fowls or chicks depends more upon the judgment and skill of the feeder than upon the food.

Sauerkraut by the Ton.

The making of sauerkraut in the new factory in Canandaigua is now in full blast. Already 180 tons of cabbage have been cut up and placed in the vats for curing.

Twenty-five men and women are employed in the work there now, and this number will be increased a little later to thirty or thirty-five. The raw material is being brought to the factory about as fast as it can be handled, notwithstanding the fact that the price on cabbage has dropped from \$10 a ton, where it started at the opening of the season, to \$7 a ton. Domestic stock is being used entirely at the present time, but later this will be supplemented by other varieties.

In the factory are fourteen of the vats or tanks above spoken of, each capable of holding sixty tons of kraut, or about two carloads when ready for shipment, and if sufficient cabbage be secured these will be filled three times during the season, it taking from ten days to three weeks for the kraut to sour after being placed in the tanks.

Fall Strawberries in Indiana.

Strawberry growers in Lafayette and Georgetown townships, north of Albany, report a peculiar state of affairs. They have now ripening in their patches a fairly good crop of second growth strawberries, but on account of the fruit being out of season it has been found impossible to sell it at a price sufficiently remunerative to warrant picking, and in consequence the berries are going to waste in the fields. Several crates have been shipped in the last week to Chicago and Indianapolis, but the consignments did not bring the growers

sufficient returns to pay the expenses.

The yield is small and considerable time is required in picking a sufficient quantity to justify the shipment. The first growth of berries from the Indiana patches this year, while not a full crop, brought big prices and afforded the growers handsome returns for their work. When the patches began to bloom the second time they were greatly encouraged and felt that another big revenue was at hand.

Excusable.

"I suppose," remarked the coy widow, "that you are not an advocate of early marriage?"

"Oh, yes, I am," replied the scanty haired bachelor.

"Then," continued the c. w., "why is it you are still a bachelor?"

"That's quite another matter," answered the bachelor. "The only marriages I believe in are early ones, because there is some excuse for youthful follies."

The Lord will not lift the man who does not try to rise.

We want competent Apple and Potato Buyers to correspond with us.

H. ELMER MOSELEY & CO.
504, 506, 508 Wm. Alden Smith Bldg.
GRAND RAPIDS, MICH.

We Are Buying

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

We Are Selling

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

OUR MARKET LETTER FREE

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

The Vinkemulder Company
Grand Rapids, Mich.

Highest Price Paid for Eggs

We buy them case count, f. o. b. your station. Today we are paying 21c.

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.

21½c For Eggs

is what we are paying today (Oct. 9), 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.



Have "Born" Salesmen a Monopoly?

When a man makes a special success in selling one often hears the remark that he is a "born salesman."

In some manner this explanation seems to relieve the salesman of a good deal of responsibility. It conveys the idea that it is not necessary for him to exert himself in order to make a sale; that he has only to appear before a customer and go through the formality of showing his goods, while some providential power does the rest.

The sooner this myth is exploded the better. It belongs with the tales of genii and magicians, which are interesting as fiction but are unreliable as guides to success.

Some salesmen have greater native capability for the work than others, but native capability is not all that a salesman needs, any more than an ear for music is all that is required to make an expert musician.

Study and painstaking practice are more essential in developing good selling ability than natural aptitude. No man, no matter how much "knack" he has been gifted with, can succeed on the strength of that alone. It may suffice to keep him in a position and in receipt of a salary—but it will not advance him to the front ranks. Only the men who strive constantly to improve their methods, to benefit by others' experience and to add to their natural gifts acquired knowledge, reach that goal.

No man ever sprang full fledged into the possession of the powers which a salesman must use if he desires to rise above the ranks of the mere plodders.

The best examples of success in salesmanship are no less "made" salesmen than "born" salesmen.

Many of the most proficient salesmen have attained proficiency through sheer determined application in mastering the principles in selling, and in spite of the fact that they have had no "leaning" in the direction of commercialism—no peculiar fitness at the start.

Many sales managers commit an injustice which reacts upon their own interests, in carelessly classifying all good business getters as "born" salesmen, thereby implying that those who have not been born to this kind of work, who do not evince a special capacity for it at the beginning of their careers, are hopeless cases.

Any man can learn to sell goods. There is nothing about the business to make it prohibitive to any man who has not come into the world with a special set of faculties adapted to its requirements. Salesmanship is not like "tree-climbing" in being a possible accomplishment only to animals of a certain build. Given brains and a determined spirit and a capacity for application, any man can become an adept in selling, even if he has grown up with no more understanding of bargaining or of mercantile values than a sheep has of the

muscular facility which enables a monkey to climb.

There is a need in all the lines of business for a greater number of thorough and competent salesmen; and for this reason it is undesirable to discourage men who have the making of a good salesman in them by telling them that if they are not "born" salesmen they can never make a real success.

Oftentimes the ability of "born" salesmen is seriously impaired by too much self-assurance. They get the idea that some sort of a supernatural spell makes the success of their efforts at all times inevitable. Some never do the best work they are capable of doing because they feel that their poorest is good enough. They are content to have set the pace; and it seems unimportant whether they keep it up. Consequently, although they may still keep their knack of dealing with men and presenting a proposition, they make very little improvement as the years go on. It seems to them that this faculty which is usually described as "knack" is all that there is to salesmanship; and that since they already possess it there are no occasion for them to seek self-improvement and no opportunity for them to improve themselves. This is a radical mistake.

If a man is what is known as a "born" salesman he has a right to consider himself fortunate, but he should be careful that he does not forfeit his incentive to do better and to grow, through the feeling that he has already reached a satisfactory height.

What is especially needed to make any selling force strong and competent is less that all its members shall be peculiarly endowed with the knack of selling, as that they all shall be animated with a belief in the possibilities of their own development, and with ambition to achieve the greatest measure of development possible. The rawest and most ill-assorted selling force, if each of its members is dominated by the belief that he can learn to sell goods and by the determination to do so, will earn more for a house in the long run than the selling force which is made up of "born" salesmen who are all so satisfied and content with present conditions that it does not occur to them to try to improve.

Summon all the energy of your mind and body. Never entertain a thought of failure. Make difficulties stepping stones to greater heights of achievement. No doubt you will meet severe opposition. There are people who will say, "Oh, you can not sell anything here. You have struck a mighty poor town. People have all they want of such goods as yours." Just here conviction and courage must raise you above the influence of all such remarks. Remember that many salesmen are making big successes in spite of all obstacles. Be sure you, too, can do it. "What men want is not talent, it is courage and purpose; not power to achieve, but the will to do, regardless."

Never before have salesmen in all lines had such opportunities to make

money as now. The country is tremendously prosperous. Ought not those who have been thinking of leaving the selling ranks to resume some variety of work consider well before making the change? They may be leaving their biggest chance behind.

The "born" salesman is naturally a good talker. The beginner who lacks aptitude in this direction can learn to talk well if he will study the art intelligently and with patience. Too many men underestimate the importance of this accomplishment.

The talk of the commercial conversationalist is like a ware room eminently practical, and stacked with bales of practical goods packed in the smallest possible compass and convenient for handling. The social conversationalist's talk is more on the parlor pattern—fanciful, expensively furnished and insignificant. You know which to avoid in selling.

There is a mistaken impression extant that a man gets closer to his auditor by stripping off grammatical considerations in intimate speech as he might strip off his clothes in going in bathing. Accurate speech does not necessarily carry with it aloofness or formality. It means merely directness. The man who gets excited and uses such expressions as "I says, says I," or "I said to myself," or "to pretty near make it," does himself an injustice. His speech is a caricature, not a portrait, of his brain-images.

No one who has character (with or without talent) has any business to be poor. Any one who has health and character must more or less succeed. No one has any business to vex his friends and acquaintances by grumbling, complaining or striving to win pity or sympathy.—W. C. Linn in Salesmanship.

Showing Him How.

There was a man standing under the store awning with a closed umbrella in his hand, waiting for his car to come along. The rain fell upon the just and unjust, and one of the latter, who was without an umbrella, came along after two or three minutes and stepped under the awning to observe:

"Nice shower, this?"

"Yes."

"Do the potatoes good?"

"Yes."

"Looks as if it had set in for all day?"

"Yes."

"Seeing that umbrella in your hand reminds me. Do you know that there are not fifty people in America who know how to get the best protection from it? There's a case in point on the other side of the street. That man carries his umbrella pitched so far forward that while his toes are kept dry his heels and back are sopping wet. Do you see it?"

"Why, yes."

"All of you do the same thing, women and all. They get just one-half the protection they should."

"But you know how it should be done?" sarcastically remarked the man who was waiting.

"I do, sir. I have made an art as well as a convenience out of it. Once

you get the right way it is just as easy as the wrong way. Your umbrella for a moment, please. Now, then, I hold it this way—close to my right shoulder. See? I will walk up to the corner, and do you watch me. I shall come back with dry heels, and from this time on—"

He walked. He displayed art in holding the umbrella. He reached the corner and turned it. As he did not reappear within three or four minutes the other hastened up there. No one was in sight. The man had displayed two arts—the art of keeping his heels dry and the art of keeping an umbrella when he had got his hands on it.

Dining in Wall Street.

When one descends upon Wall street, either from the Broadway slope of Trinity Church or from the Nassau street hill at noontime any weekday, the air is fraught with many conflicting odors of the kitchen. From over the roars of the clamoring curb folk way down in the valley of Broad street there arises from a score of cookeries and "hand-outs" a decided smell of the stewpot blended with the ever glorious onion. From the eaves of the New York Stock Exchange come the more pretentious fragrance of spiced meats and strong coffee. From the basement and attic alike, from cloud tickler and antiquated frame house as well, come all sorts of fuming evidences that the men of affairs are eating. To realize what this luncheon hours means to Wall street one must stop to think of the thousands of persons who are in that small district of the city at this particular part of the day. Hundreds of restaurants meet the rush with their doors flung wide, and their keepers have grown rich upon nickels and dimes that fall into their tills like a mighty rataplan during those brief hours of midday. Men have grown rich and retired to palatial mansions in the suburbs selling cup custards and "sinks" to millionaires, stenographers, clerks and bankers alike during the busy hour or two at noon. Thousands of pounds of meat, countless oysters and clams, barrels of gravy, unaccounted gallons of coffee and tea and tons of bread are consumed every day in a very brief period of time, and here, of all other places, the foreigner has found justification for his criticism of Americans for fast eating.

Elevator term:

"Going Up?"

There is a finely appointed room with every convenience awaiting you when you hear the elevator boy say those words at

The Hotel Livingston
Grand Rapids

Gripsack Brigade.

Friends of John B. Kelly are glad to know that he is back on the road after being laid up with the loss of a finger. Kelly, who travels for the American Slicing Machine Co., was demonstrating in an up-state town when his finger slipped into the machine, cutting off the end.

Two or three men have been added to the road force of Farrand, Williams & Clark, at Detroit, within a short time. W. L. Newton, of Pontiac, is covering the largest part of the territory in Southern Michigan formerly made by W. G. Evarts, who has been assigned the territory near the city. The trade got too heavy for one man. E. B. Williams, of Ann Arbor, has the territory formerly covered by W. W. Kenyon.

Manton Tribune: Traveling men that come to our town remark that we have a very pretty town. Yes, we have a pretty town, and by the number of traveling men that come here regularly we know that we must have a business town. But this is not the only indication. Everything is on the move and the boom. New enterprises are starting among us and new life is quickening in the old industries. With her trade, her churches, her schools, and her genial inhabitants, we have a first class town in which to live.

Twenty-mile walks across lots through strange territory after a big day's selling trip are pastimes for Ellwood George, once a star Detroit athlete, now covering Indiana for the Detroit Rubber Co., with headquarters at Fort Wayne. Years ago, during the twenty years that he traveled for Baldwin, McGraw & Co., George was trainer for the Y. M. C. A., of Detroit. Incidentally he had a sparring record that very few liked to question. A good many Detroit men who are keeping up their youthful physiques into the forties owe their gymnasium habits to George. He is about 45 years old and a splendid physical specimen. It is a favorite habit with him to get a rig, make four or five towns with it, and then send the rig back while he makes his way home through the fields, vaulting fences and leaping ditches and creeks. He has been with the Detroit Rubber Co. about a year, covering the same territory he covered for the old house. He is popular and a successful salesman. He is a high degree Mason and married.

His Revenge.

In the small compartment for smokers at the rear end of a train going out of Traverse City a few weeks ago sat three commercial travelers and an old farmer whose dilapidated exterior made very plausible the story he told the conductor:

"I'm only a poor lone man," he said, with tears in his eyes. "I have not a cent in the world. But my daughter is dying"—here he almost broke down—"and I want to see her. Please don't put me off. It's only sixty miles."

"Nothing doing," said the conductor, although with a touch of pity. "Orders are orders. You'll have to get off at the first station."

"It's all right, conductor," said

one of the drummers. "I'll pay for him. How much?" And he drew a roll of bills.

"Not on your life!" cried the farmer; "thank you just the same, though." And, drawing out his own rather substantial roll, he paid his fare. The conductor grinned and passed on.

"Gentlemen, I owe you an explanation," said the farmer to his astonished companions. "Five years ago this darn railroad ran over one of my cows—ran over her in broad daylight, before witnesses. I sued the company for forty dollars, but their cussed lawyers beat me out of it. Since then I've been tryin' to get my forty every way I could, and, by hook and crook, I've beat 'em out of thirty-seven of it. It was the other three I was tryin' for just now."

Recent Business Changes in Ohio.

Akron—H. B. White, who conducts a clothing and furnishing goods business at Detroit, with branch stores at Toledo, Muncie, Ind., and East Liverpool, this State, will open a store here at 28 South Howard street. Wm. Cardinel, of Toledo, will be manager of the store here.

Mansfield—The store room in the Cappeller block is being fitted up for the occupancy of the Shonfield Clothing Co., of which I. Shonfield will be the general manager. It is expected that the new store will be opened about the middle of the month with a line of clothing and furnishings.

Mansfield—J. L. Baum has sold his grocery stock to Martin Stetz.

Shelby—Geo. Patterson has purchased the cigar store of Charles H. Huber.

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

Buffalo, Oct. 9—Creamery, fresh, 25@31c; dairy, fresh, 22@28c; poor to common, 18@22c.

Eggs—Candled, 23@24c; fancy, 24@25c.

Live Poultry—Broilers, 11@12c; fowls, 10@11c; ducks, 12@13c; old cox, 8@9c.

Dressed Poultry—Iced fowls, 12@12½c; old cox, 10c; springs, 12@14c.

Beans—Pea, hand-picked, \$2.30@2.40; marrow, \$2.40@2.50; medium, \$2.25@2.35; red kidney, \$2.40; white kidney, \$2.25@2.40.

Potatoes—White, 60@65c per bu.; mixed and red, 50@55c.

Rea & Witzig.

United States Treasurer Treat says it is impossible to produce one, two and five dollar bills fast enough to supply the demand. He fears that in the course of the next three or four weeks the supply of ones, twos and fives will run out and the people trading at stores with ten, twenty and fifty dollar bills will have to take silver "cart-wheels" in change. Mr. Treat says that the cause of the scarcity is his inability to hire enough skilled laborers at Government wages to make the notes. The demand for one, two and five dollar bills is taken as an indication of active business, and the statement that Mr. Treat's print shop is taxed to the limit is an evidence of national prosperity.

Methods of Attracting Trade.

A Boston store gave away a package of the best make of London needles to every purchaser of a jar of their cold cream. The needles came in a little folder, which contained some very good advertising "pointers" about the cream.

A New Jersey druggist had a rather peculiarly shaped corner window. They got over the difficulty by establishing in the window a handsome aquarium which became at once a source of attraction from the outside and a thing of ever-increasing interest and entertainment to the people on the inside.

A window designed by a Towanda druggist contained a large number of combs arranged in geometrical designs upon a crepe paper floor covering, and in the background were a number of suggestive pen and ink drawings upon cards surrounded with combs. One of these showed an open-mouthed alligator, and a legend called attention to the teeth of the combs, as did that on the card showing a laughing negro; another card pictured a "hobo" with a comb in his pocket, mentioning the necessity of a comb to any one who would be neat.

Howard R. Mullin says in the Bulletin of Pharmacy: A good plan whereby a druggist may increase the sale of goods under his own card and at the same time boost his general business is one we are now pursuing. We hire a woman demonstrator to make a house-to-house canvass with a sample case of our "Raymond Remedies." She is paid a commission. If we only get our money back we feel that we are amply repaid by the advertising we have gained.

A good window display of crude drugs, properly ticketed, never fails to excite the interest of passersby, especially if it includes the more uncommon varieties. A brave showing of drugs unknown to the average layman excites his respect and gives the store a certain prestige in his eyes. Such a window recently, backed by a number of ponderous old prescription books, bore the following placards: "We have been compounding prescriptions for over thirty years. Some of the pure drugs we use in our prescription work."

Some druggists have seen advertising materials in the federal food and drugs act. One Michigan firm, for instance, has filed a general guaranty with the Secretary of Agriculture at Washington. Doing business entirely within the borders of the State of Michigan, and not coming under the jurisdiction of the federal law so far as their own products are concerned, they were not compelled to take this step, but they reasoned that it would be a good advertisement with the public to announce the fact that they had taken steps to guarantee all of their products. They thought that it would inspire public confidence in their goods, and they accordingly began printing the guaranty number on everything that permitted of it.

This seems like a pretty good idea,

but Joseph W. Errant, attorney for the N. A. R. D., expresses the opinion that when one voluntarily places himself under the jurisdiction of the federal law, he is under the obligation of observing the act in each particular. This means, if Mr. Errant is correct, that the druggist under such circumstances must be prepared to state the content of alcohol and the several narcotics on prescriptions dispensed over the counter, on N. F. and U. S. P. goods, and in fact upon pretty much everything.

The Boys Behind the Counter.

Cadillac—John Waters has resigned his position in the Morgan hardware store and gone to Petoskey to take the position of manager of the Northern Hardware Co. Mr. Waters will be a stockholder in the company.

Muskegon—Caesar Meinhardt has taken the position of prescription clerk for the Hartman & Pearson Drug Co.

Anatomical Duties.

Butcher—Did you send up old man Jones' liver?

Boy—Yessir.

Butcher—And take Mrs. Thompson's legs to her mother's?

Boy—Yessir.

Butcher—Well, stick Miss Smyth's ribs and Bob Harris' hindquarters in the refrigerator and we'll shut up shop.

Extortion by cab drivers in New York City has so long been the custom that strangers expect to be fleeced when they take a public cab in the metropolis. Although a scale of prices is established by law, passengers will usually put up with a swindle rather than spend the time required in making complaint. The new motor driven cabs recently introduced are provided with a registering taximeter, which shows the passenger the distance traveled and the regular charge. The record goes into a box beyond the reach of the driver and is filed in the office for reference. A passenger has no need to ask the amount of his fare, for it is in plain sight as soon as the vehicle stops. The "taxicabs" will be popular with the cab using public.

A report from Pittsburg indicates that hoop-skirts are again in style among the women of the smoky city. It is said that the police have been instructed to arrest persons who throw steel hoop-skirts into streets of the city. Such skirts are regarded as "dangerous to man and beast." Any persons caught violating this order are to be fined \$5. The same punishment is to be meted out to persons who throw into the streets tin cans, glass or other articles that might cause injury to persons or beasts. Any persons caught throwing tomatoes or other vegetables into the streets also are to be punished by fines of from \$1 to \$5. These offenses and the fines provided in such cases have been set forth on big placards posted conspicuously throughout the city.

The poorest man of all is the one who affects to despise the poor.



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.

Some New Things About Cocaine.

The imperfections of chloroform and ether as anesthetics have always been recognized by the medical profession, and many series of investigations and experiments undertaken in an effort to find some substitute. The Institute for Medical Research, of Washington, D. C., now announces that this most important discovery has been made, not in a new drug, but strangely enough, in cocaine. The importance of this find, both to the medical profession and to the public in general, can scarcely be overestimated, as the Institute asserts that cocaine may be successfully used in the most difficult operations without any injurious effects.

The use of ether and chloroform is always attended with danger to the patient. Ether is the less dangerous of the two, although it stimulates the heart action tremendously, and the patient becomes very weak and sick after returning to consciousness. Chloroform does not produce nausea, but its action is to depress the heart, so that a very slight over-dose may cause death. Cocaine has never been used except in operations of the most minor character, being applied locally, and being supposed to have no effect upon any parts or members of the body except those to which it is applied. The investigations which led to the discovery that cocaine is not a comparatively weak drug, but one of the most powerful and far-reaching influence, when used in certain quantities by injection, were made by Dr. L. Kast and Dr. S. J. Meltzer. In the course of their experiments, another discovery was made, of scarcely less importance, and a theory as old as medical science proved to be erroneous.

The entire results of the investigations show first, that cocaine administered in certain doses affects not only the local area where the injection is made, but every part and internal organ of the body; and, second, that the internal organs are as susceptible to pain as the hand or foot. It has long been implicitly believed by the medical profession that the internal abdominal organs were unsupplied with sensory nerves, and that, consequently, a man's liver or kidneys might be cut, burned, or torn without causing the slightest pain.

This theory found strong support in the experiments of the famous Swedish surgeon Lennander, but whose conclusions are now shown to have been based upon error—an error quite natural in view of the belief at that time held regarding the purely local effect of cocaine.

Lennander conducted his experiments as to the sensitiveness of the internal organs upon dogs and cats, and, to alleviate the pain which they would otherwise have suffered from the necessary incisions, used cocaine. The result was that when the internal organs were cut or squeezed, there was no indication that the subject suffered any pain, not because the organs were incapable of feeling, but because they had been deadened to pain by the cocaine which had been administered.

Dr. Kast and Dr. Meltzer found that cocaine if injected into the foreleg of an animal would produce anesthesia throughout the abdominal region, and that, through the circulation, the effect would be carried to every part of the system. The point of injection seems to have no weight in reference to the effect. Thus it would seem that in case of an accident, where a person had been injured in a number of places, or where pain was felt over a wide area, as from scalding, the pain might be deadened by the injection of a proper amount of cocaine at any convenient spot.

Cocaine did not act as a narcotic upon the animals experimented upon at the Institute for Medical Research. They retained full consciousness, and, without evincing the slightest pain followed with their eyes every movement of those about them.

The discovery of a new anesthetic is also announced from England, but little as yet appears to be known of its merits or qualities, beyond the fact that it does deaden pain, that its injection produces a certain amount of shock, followed usually by headache and sickness, and that it does not produce unconsciousness. This drug is called stovaine, and is injected into the lumbar region of the spinal canal. The effect of the drug is believed to be of short duration.—Ernest Haller in Technical World Magazine.

Weighing Solid Extracts.

Occasionally it happens that the old-style solid extracts are dispensed. It is customary to balance two pieces of paper upon the scale pans and deposit the extract upon one of them, after which the trouble begins, for in the effort to remove the extract from the paper it frequently is the case that portions of the paper are removed as well. This may be avoided by placing a few drops of water upon a pill tile, if the extract be hydro-alcoholic, as the extracts of taraxacum, hyoscyamus, etc., or alcohol, if it be an alcoholic extract, as extract of cannabis indica, and then placing upon the drops the piece of paper containing the extract. This should be allowed to remain a few moments, or until the solvent has penetrated the paper, when the extract may be removed with the greatest facility.

Pleasure Which Imposes a Yoke of Iron.

Consider that all schemes of living based on pleasure, sensual delights or worldliness impose on men a yoke of iron. If the biography of epicureans tells us anything, if the lamp of experience throws any light on the path of life, then the way of worldly pleasure is a thorny way, a steep path, and pleasure's yoke is a yoke of iron. Strangely enough, if many people were to serve Christ with half the zeal and self-sacrifice that they serve vanity, frivolity and sensual delights, they would exhibit zeal that would give them a place in a noble book of martyrs. Philanthropists in prison cells, missionaries to the Fiji Islanders, people doing rescue work in the worst sections of great cities, Livingstone in Africa, all these, through zeal, can work until midnight to save lost men, but the votary of pleasure will toil on up and down a waxed floor until daylight, until the head reels and the whole heart is sick.

In his confessions Tolstoi says that for ten years he went from banquet to banquet, drinking rich wines, feasting, following his tailor, concocting flatteries, lies, sleeping by day and dissipating at night, and he adds, "My observation is that no galley slave or apostle like Paul has to toil as hard as a society man and a society woman," and both have lost their beauty, their happiness and their health before the life course is half run. So pleasure makes its disciples become galley slaves. But pleasure promised a velvet path, air heavy with roses, the wine and nectar of Venus and Bacchus. Pleasure promised perfumed bowers, days of happiness, nights of laughter and song. But pleasure is a deceiver. Sensualism is sweet in the mouth, but bitter in digestion. He who chooses the fast life, the "good time," the gay career, and wins the reputation of being fond of the world is pursuing bubbles. When it is too late he will awaken from a nightmare to discover that he has been overtaken by delusion, delirium and the uttermost of falsehood.

The time has come when some speak of the big, splendid virtues of a former generation as old fashioned virtues. Well, the old fashioned flowers in a mother's garden, the pinks, the pansies, the jonquils, the forget-me-nots, the moss rose, the sweet briar, the eglantine, are the sweetest flowers that ever grew. We never will outgrow the virtues of our fathers, that were rooted in faith, matured on courage, illustrated in a struggle for liberty, and compacted in the laws and institutions of the land. These poor, silly, restless folk that want to cast off the yoke and faith of their fathers choose a yoke of iron. They want an easy yoke. But when it is too late they find the yoke is of iron, that the shoulders are worn raw, that the feet are cut, that the heart is broken, and that hope is dead.

Newell Dwight Hillis.

Don't Use Portrait Without Authority.

Vice-Chancellor Stevens has handed down a decision that a man's face is his own property as much as his name and that his picture may not be

used as an advertisement without his consent. The decision arose out of the injunction proceedings brought in Newark by Thomas A. Edison against the Edison Polyform & Manufacturing Co. to prevent the latter from printing on the containers of its products a picture of the complainant. The material in question is a neuralgia cure. Early in his career Mr. Edison compounded a medicinal preparation intended to relieve neuralgic pains by external applications. In 1879 he sold his interest in the preparation to a company called the Menlo Park Manufacturing Co. Later it was taken over by the present defendant corporation, which is a Chicago concern. The suit was brought in 1903 and had been pending since.

Another case now pending is that of the Lydia E. Pinkham Medicine Co., who are being sued for \$10,000 by a young woman who took a prize in a beauty contest last spring. Her suit is based on the allegation that her photograph was used without her consent in two of Lydia's advertisements.

Three Acres of Quicksilver.

A lake of quicksilver, covering an area of more than three acres, and having a depth ranging from ten feet to fifty feet, has been discovered in the mountains of the State of Vera Cruz, Mexico. The value of the product is estimated at millions. This lake has been known to the Indians for many generations. It is situated far up in the mountains in an almost inaccessible position. Its surface is partly covered by stones. It is believed that volcanic action in the mountains above smelted the quicksilver out of the cinnabar ore, and that it ran down and filled this depression. A tunnel will be driven through the base of the mountain, and the quicksilver will be brought down by means of gravity.

English Curry Powder.

Turmeric	12 oz.
Coriander	12 oz.
Ginger	4 oz.
Mustard	4 oz.
Black pepper	4 oz.
Pimento	2 oz.
Cardamom	2 oz.
Cumin seed	1 oz.

If you are a fountain of the water of life you will not need to do any gushing.

There is no solution of any social problem without sympathy.



YOUNG MEN WANTED—To learn the Veterinary Profession. Catalogue sent free. Address VETERINARY COLLEGE, Grand Rapids, Mich. L. L. Conkey, Prin.

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.

WHOLESALE DRUG PRICE CURRENT

Acidum																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
---------------	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		B	
Ammonia	1	Baked Beans	1
Axle Grease	1	Bath Brick	1
		Bluing	1
		Brooms	1
		Brushes	1
		Butter Color	1
C		D	
Candles	1	Dried Fruits	4
Canned Goods	1		
Carbon Oils	1	Farinaceous Goods	1
Catsup	1	Fish and Oysters	10
Cereals	1	Fishing Tackle	1
Cheese	1	Flavoring Extracts	1
Chewing Gum	1	Fresh Meats	1
Chicory	1		
Chocolate	1		
Clothes Lines	1		
Cocoa	1		
Cocoanut	1		
Cocoa Shells	1		
Coffee	1		
Confections	1		
Crackers	1		
Cream Tartar	1		
E		F	
Eggs	1	Fat	1
Farinaceous Goods	1	Fish and Oysters	10
Fat	1	Fishing Tackle	1
Fish and Oysters	10	Flavoring Extracts	1
Fishing Tackle	1	Fresh Meats	1
Flavoring Extracts	1		
Fresh Meats	1		
G		H	
Gelatine	1	Hides and Pelts	10
Grain Bags	1		
Grains and Flour	1		
I		J	
Herbs	1	Jelly	1
Hides and Pelts	10		
K		L	
Ketchup	1	Licorice	1
Meat Extracts	1		
Mince Meat	1		
Molasses	1		
Mustard	1		
N		O	
Nuts	11	Olive Oil	1
P		Q	
Pipes	1	Quaker	1
Pickles	1		
Playing Cards	1		
Potash	1		
Provisions	1		
R		S	
Rice	7	Salad Dressing	1
T		U	
Tea	1	Uppercase	1
Tobacco	1		
Twine	1		
V		W	
Vinegar	1	Washing Soda	1
X		Y	
Wicks	1	Yeast	1
Woodenware	1		
Wrapping Paper	10		
Yeast	1		

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, N. 27 00 Corn Meal, coarse 27 00 Winter Wheat Bran 27 00 Winter Wheat Middling 29 00 Cow Feed 28 00 Dairy Feeds Wykes & Co. O P Linseed Meal 32 60 Cottonseed Meal 29 50 Gluten Feed 29 50 Malt Sprouts 23 00 Brewers Grains 28 00 Molasses Feed 26 00 Dried Beet Pulp 17 50 Hammond Dairy feed 24 00 Oats Michigan, carlots 55 Less than carlots 54 Corn Carlots 68 Less than carlots 70 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 30 30 lb. pails, per pail 38 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 4 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 25 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans 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 1 25 No. 20 Rover enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case Babbitt's 4 00 PROVISIONS Barreled Pork Mess 17 75 Clear Back 17 00 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 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 13 Ham, dried beef sets. 15 California Hams 9 Picnic Boiled Hams 15 Boiled Ham 19 Berlin Ham, pressed 10 Mince Ham 10 Lard Compound 9 Pure in tierces 10 1/2 80 lb. tubs advance 7/8 60 lb. tubs advance 7/8 50 lb. tubs advance 7/8 20 lb. pails advance 7/8 10 lb. pails advance 7/8 5 lb. pails advance 1 8 lb. pails advance 1	Sausages Bologna 7 Liver 7 Frankfort 9 Pork 9 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 11 25 Rump, new 11 25 Pig's Feet 1/2 bbls. 1 10 1/4 bbls., 40 lbs. 1 85 1/2 bbls. 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. 40 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, 1/2 s 45 Potted ham, 1/4 s 45 Deviled ham, 1/2 s 45 Deviled ham, 1/4 s 45 Potted tongue, 1/2 s 45 Potted tongue, 1/4 s 45 RICE Fancy 7 @ 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. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 3 00 Wyandotte, 100 3/4 s 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 2 10 100 3/4 lb. sacks 2 00 60 5/8 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 mchs. 85 Norwegian 85 Round, 100 lbs. 3 75 Round, 40 lbs. 1 12 Sealed 12 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs 75 Mackerel Mess, 100lbs. 15 00 Mess, 40lbs. 6 20 Mess, 10lbs. 1 65 Mess, 8lbs. 1 35 No. 1, 100lbs. 14 00 No. 1, 40lbs. 5 60 No. 1, 10lbs. 1 65 No. 1, 8lbs. 1 35 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 100lb. 1 12 60 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 10 Poppy 9 Rape 6 SHOE BLACKING Handy Box, large, 3 dz 25 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 50 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 50 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 50 Big Master, 100 bars 4 25 Marseilles, 100 cakes 6 00 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 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 1/4 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, Amboyina 25 Cloves, Zanzibar 24 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Air Brake 15 Cant Hook 25 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 10 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, med 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	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 49 Sweet Burley 41 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyro 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 Heidsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 25 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 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 15 Trout 11 1/2 Halibut 10 Ciscos or Herring 8 Bluefish 15 Live Lobster 30 Boiled Lobster 30 Cod 10 1/2 Haddock 7 Pickler 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 50 @ 1 00 Shearlings 40 @ 80 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @ 22 Unwashed, fine @ 18	CONFECTIONS Stick Candy Pails Standard 8 1/2 Standard H H 9 Standard Twist 9 Cases Jumbo, 32 lb. 8 Extra H H 10 Boston Cream 11 Big stick, 30 lb. case. 8 1/2 Mixed Candy Grocers 6 1/2 Competition 7 Special 7 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 8 Cut Loaf 8 1/2 Leader 8 1/2 Kindergarten 10 Bon Ton Cream 9 1/2 French Cream 9 1/2 Star 11 Hand Made Cream 17 Premio Cream mixed 14 O F Horehound Drop 11 Fancy—in Pails Gypsy Hearts 14 Coco Bon Bons 13 Fudge Squares 13 Peanut Squares 10 Sugared Peanuts 12 Salted Peanuts 13 Starlight Kisses 11 San Blas Goodies 13 Lozenges, plain 10 Lozenges, printed 11 Champion Chocolate 14 Eclipse Chocolates 15 Eureka Chocolates 16 Quintette Chocolates 17 Champion Gum Drops 9 Moss Drops 10 Lemon Sours 10 Imperial 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 60 Old Fashioned Hore- hound drops 60 Peppermint Drops 60 Chocolate Drops 75 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Dark No. 12 1 10 Bitter Sweets, as'd 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops 90 Lozenges, plain 60 Lozenges, printed 65 Imperial 60 Mottos 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Crms 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 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 Picero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 18 Almonds, Avica 18 Almonds, California sft. shell 15 @ 17 Brazil 15 @ 17 Filberts @ 13 Cal. No. 1 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 1/2 @ 7 1/2 Fancy, H. P. Suns, Roasted 8 1/2 @ 8 1/2 Choice, H. P. Jumbo Choice, H. P. Jumbo Roasted @ 10 1/2	

Special Price Current

AXLE GREASE



Mica, tin boxes...75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



G. P. Bluing

Doz
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS

G.J. Johnson Cigar Co.'s bd.



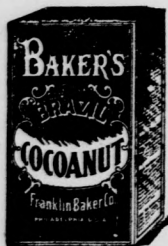
Any quantity31
El Portana33
Evening Press32
Exemplar32

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Book35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
18 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass5 1/2 @ 9
Hindquarters7 1/2 @ 10
Loins8 @ 14
Rounds7 @ 8
Chucks5 @ 6 1/2
Plates@ 5
Livers@ 3

Pork

Loins@ 14
Dressed@ 8 1/2
Boston Butts@ 12
Shoulders@ 10
Leaf Lard@ 10 1/2
Trimnings@ 9

Mutton

Carcass@ 9 1/2
Lambs13 1/2
Spring Lambs@ 14

Veal

Carcass6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 50

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
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; Fleibach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
2 1/2 in.25

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium25
Large34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's, 1 doz.1 80
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Nelson's1 50
Knox's Acidu'd. doz. 1 20
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Thirty-five sizes
and styles on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 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.

For Sale—New stock of men's clothing and furnishing goods at 80 cents on the dollar. Doing a business of \$20,000. Manufacturing city of 6,000 population. Can give lease on store. Best of reasons for selling. Stock invoices \$7,000. Address No. 253, care Michigan Tradesman. 253

For Sale—A clean stock of groceries in one of the best towns in Central Michigan. A good chance for right party. Stocks and fixtures, about \$2,500. Address Box 192, Grand Ledge, Mich. 252

For Sale—Furniture and undertaking business. Located in one of best towns in Iowa. Three railroads, 6,000 population, county seat. Stock consists of furniture, carpets, draperies, crockery and undertaking. Two hearses and ambulance. Practically the only furniture store in the city. For particulars address Lock Box 856, Webster City, Iowa. 251

For Sale—Well paying drug business in Alley, Ga. Will sell to right party in connection with a good practice; also good home on same block with drug store to suit purchaser. Object for selling, retiring. Address Dr. M. L. Currie, Alley, Ga. 250

For Trade—200 acre farm, good buildings, well watered. First-class stock farm, near city. Will trade for city property or stock of general merchandise. Enquire E. D. Wright, c-o Musselman Grocer Co., Grand Rapids, Mich. 248

For Sale—First-class flouring mill. Located in fine farming country. First-class business. Terms easy. Enquire E. D. Wright, c-o Musselman Grocer Co., Grand Rapids, Mich. 249

Wanted—Grocery stock in city or small stock general merchandise in country. State amount of stock, business, and expenses in first letter. W. Watson, Middleville, Mich. 247

Money—We handle the financing of good enterprises and creditable projects. The Bankers' Bond Company, Pittsburg, Pa. 246

For Sale—Clean stock of general merchandise, inventory \$4,000, in Northern Michigan. Good store building. Will sell on time. Yearly sales \$10,000. Address No. 245, care Michigan Tradesman. 245

Twelve year established jewelry and bazaar stock. Only watchmaker in town. A snap if taken before holidays. Wm. Gribben, Box 222, Carsonville, Mich. 243

Attachable alphabets for sales books. A letter for every book. Complete alphabetical form for your system. Twenty alphabets for 10 cents silver. Try them. A. A. Co., 391 Wood Ave., Muskegon, Mich. 240

We Make Collections—Prosecute damage suits, obtain divorces, incorporate companies in any state and dispose of stock; bonded correspondents everywhere. J. W. Neff Law & Collection Co., Incorporated, 628 New York Life Bldg., Kansas City, Mo. 229

For Sale—First-class hardware stock. A bargain if taken at once. Invoices about \$3,500. Reason for selling, other interests. Address No. 239, care Michigan Tradesman. 239

For Sale—Finish and lath mill. Quick buyer wanted for modern equipped mill on west shore of Michigan. Equipment includes lath mill, planer and matcher, resaw, lathes, molding machines, sanders, tenoners, etc., with all necessary power. Ample hardwood accessible and good dock and railroad facilities. Price low and city will pay bonus to purchaser. Address John F. Eldred, 204, 80 Dearborn St., Chicago, Ill. 238

For Sale—Well-equipped newspaper and job office in one of the best one-newspaper towns in Michigan. If you mean business, come and look it over or write for particulars. J. W. Saunders, Middleville, Mich. 237

For Sale—Two fine dairy farms and poultry farms; fully stocked; 2,000 homing pigeons, 16 collie pups, at less than half value. T. R. Michaelis, Marinette, Wis. 235

For Sale—Jewelry stock, fixtures, etc. Good run bench work. Established 14 years. Good reasons. Cash only. W. H. Seibert, Petoskey, Mich. 233

Cash for your property wherever located. For quick sale, send description and price. Northwestern Business Agency, Minneapolis, Minn. 231

Farm for Sale—300 acre, Janes County, Iowa (all tillable) farm, one of the best, only two miles from good railroad town. Good schools, bank, excellent community. Will be sold much below market value in a body. Address H. C. Waite, 5477 Jefferson Ave., Chicago, Ill. 230

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. 228

For Sale—General store in country. Reason for selling, death of owner. Good business, inventorying 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

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—The only hotel in Nashville, Mich., known as Wolcott House. A bargain if taken soon. Address C. L. Bowen, Nashville, Mich. 212

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

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—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

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

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

For Sale—Clean stock dry goods, carpets and notions, invoicing \$10,000, in a live Michigan town. Address X. Y. X., care Tradesman. 153

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—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

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 money maker. 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, \$3,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

Wanted—Two thousand cords bass-wood and poplar excelsior bolts, green or dry. Highest market price paid, cash. Excelsior Wrapper Co., Grand Rapids, Mich. 859

HELP WANTED.

Large clothing factory wants managers for branch stores. Salary \$1,300. Investment \$1,200. Permanent position. Address Galbreath, Youngstown, Ohio. 210

Want Ads. continued on next page

THE Keeley Cure **LIQUOR MORPHINE**
27 Years Success
WRITE FOR
ONLY ONE IN MICH. INFORMATION.
GRAND RAPIDS, 265 So. College Ave.

PILES CURED
...without...
Chloroform, Knife or Pain
Dr. Willard M. Burleson
103 Monroe St., Grand Rapids

Booklet free on application

Fine Half-tone Plates of Furniture, Catalogs Complete

Tradesman Company Engravers and Printers
Grand Rapids, Mich.

If you do a credit business it will be to your interest to investigate our coupon book system. It places your business on a cash basis in the easiest, simplest and cheapest manner yet devised. We will cheerfully send samples, prices and full information if you will let us know you are interested.

Tradesman Company

Grand Rapids,
Michigan

PRESIDENT'S BEAR HUNT.

In a recent edition of The Saturday Evening Post an Expatriate American discussed numerous reasons why certain natives of the United States who are able to do so prefer to live permanently in European countries. One of the most potent causes was the policy and practice of the American newspaper, its attention to purely personal affairs and its readiness to give much space to trivial concerns and, when at a loss for something newsy to print, its reliance upon the efficiency of highly imaginative and inventive writers.

The Associated Press reports as to President Roosevelt's wondrous hunting season in the vicinity of Stamboul, La., are so "built up" that at least one of the counts against our newspaper methods is made good. One might think from these reports that the bayou fastnesses of the extreme northeast corner of Louisiana had never before been known; that the President was miles and miles away from civilization and that the only woodsmen competent to guide our National Executive had been secured from Texas and various other parts of the country, the purpose being to go where no white man's feet had ever trod and where bears and deer reveled in the delightful seclusion of their unknown feeding grounds.

The fact of the matter is the parish in which President Roosevelt is enjoying himself lies along the west bank of the Mississippi River and chiefly east of the Tensas River. It is only about forty miles up the river from Vicksburg, Miss., and has been famous as a hunting ground for nearly a century.

About forty-four years ago tens of thousands of Northern soldiers spent weeks in that territory as active hard working units in the great campaign of General Grant to capture Vicksburg. It is somewhat of a wild country even now, but Stamboul—where the Associated Press correspondents sit and dream their Roosevelt "stories"—is but a short distance from the railroad. It has telephone and telegraph service and in certain seasons is a sleepy, quaint little hamlet embowered in a forest of jasmine, wholly unconscious of the great war record of 1863 and little dreaming that it might appear in the date line of astonishing thrillers about our President and his bear hunters in hundreds of newspapers all over the country.

A dog commits suicide by hanging because the President is approaching; an old hunter cuts holes in his boots and goes without socks in order to avoid catching cold; the President's tent has wooden walls and a floor, and so on, ramble the newspaper correspondents who, prohibited from following the Nation's Chief, must rely on their imaginations to the extent of at least half a column every day or lose their jobs.

This is the kind of newspaper enterprise that the Expatriate American cites as one reason why he and thousands of others prefer to live abroad rather than to stay in the United States.

The Tradesman's special corre-

spondent, located at Tellulah, another sleepy place near where the President is seeking surcease from the demands of his position, writes that Mr. Roosevelt has given strict orders that none but hickory cured hams from Cynthiana, Ky., may be served while he is in camp in East Carroll parish; that he will return to Washington via Jackson, Nashville and the Mammoth Cave, but that under no consideration will he stop at the Cave; also that he stamps as an utter falsehood the report that he expects to make the trip from the top of Lookout Mountain to the top of the Washington Monument in a dirigible balloon.

MONUMENTAL FAILURE.

William T. Stead, the well-known English journalist, universal peace advocate and rather eccentric writer on current events, calls attention to the fact that, although President Roosevelt was really the instigator of the present Peace Conference, the Conference itself has shown the bad taste of failing to express its obligations to the man who, of all others is responsible for its existence.

It is more than probable that President Roosevelt is rather pleased that his name has not figured extensively, if at all, in connection with the monumental failure known as the second Peace Conference. Long before the Peace Congress assembled it was evident that President Roosevelt did not expect great things from it. The ill-concealed disfavor in which the whole project was regarded in Europe made it evident that no practical results of moment were to be expected from it.

It is likely enough that President Roosevelt will not thank Mr. Stead for recalling the fact that it was through his earnest and impulsive efforts that a second peace conference was decided upon, although the date for calling such a body together was postponed owing to the fact that the war between Japan and Russia was in progress at the time. At the period when President Roosevelt favored a fresh peace conference he had just succeeded in patching up peace between Japan and Russia, and several prominent peace congresses were being held in this country. At the present time the President is engaged in preparing for a great naval demonstration by sending the battleship fleet to the Pacific, and is about to urge Congress to authorize extensive additions to the navy. While such acts are by no means inconsistent with love of peace, they are hardly in keeping with the spirit which was supposed to dominate the Hague Conference. Mr. Stead had better let the matter of thanks to Mr. Roosevelt drop and give all the credit to the Czar of Russia.

King Edward, on his recent visit to the continent, wore a green hat and waistcoat, and returning tourists say the fashion is spreading over Europe. The headgear is shaped on the Alpine model. The ribbon of green which adorns it is wide and ends in a fluffy flourish. New York hatters declare they are not disturbed over the innovation and say that it is not likely to spread on this side of the water.

THE CARDINAL ON LABOR.

An article which is attracting and deserves to attract a great deal of attention is that on Organized Labor, by his eminence, Cardinal Gibbons, which is published in the October number of Putnam's Monthly. It is worth reading as a literary composition, for it is exceedingly well written in clear, concise, forcible English. It is worth reading, too, as giving the opinion of the highest American dignitary of the Roman Catholic church, a broad-minded man who is well informed on general as well as theological subjects. The whole article should be read to be appreciated, but even a brief synopsis will be of interest. Cardinal Gibbons starts out by saying that labor has its sacred rights as well as its dignity and that following the trend of modern times in other matters it has the privilege of organizing, but he deplores the fact that, under present methods, unions are a menace to the members, as well as the public, because they are almost invariably officered and directed by vicious and unscrupulous men who misuse their positions to extort graft and blackmail.

Cardinal Gibbons holds that labor organizations have not only rights to be vindicated but sacred obligations to be fulfilled. He utters a forcible word of caution as to the selection of leaders, who should be men of character and ability, and from the ranks should be excluded all those who "preach the gospel of anarchy, socialism and nihilism." They are characterized as "land pirates who are preying on the industry, commerce and trade of the country, whose mission is to pull down and not to build up." His Eminence is unalterably opposed to the boycott, saying "no man or combination of men should have the power to prevent a man from following his vocation, even by intimidation." He urges that an honest laborer willing to work should be allowed to do so and have "protection from the authorities." On the subject of boycotting the Cardinal says: "I am persuaded that the system of boycotting by which members of labor unions are recommended not to patronize certain obnoxious business houses is not only disapproved by an impartial public sentiment but that it does not commend itself to the more thoughtful, conservative portion of the guilds themselves." This and more he says very forcibly upon this point. In closing, His Eminence counsels the workmen to be industrious and thrifty and especially to be sober, closing his notable article with the sentence: "Intemperance has brought more desolation to homes than famine or the sword and is a more unrelenting tyrant than the most grasping monopolist."

The manufacture of denatured alcohol has become of considerable importance since the removal of the Government revenue tax, as there is sure to be a great demand for the product for light, heat and power as soon as it is put on the market. Numerous experiments have been made in the manufacture of stills to be used by the farmer. A project has

been started in Rochester for the purpose of forming a company to make the inexpensive stills, and a capitalist of that city has notified the Chamber of Commerce that he will finance the concern if, after a practical demonstration, the stills are found to work satisfactorily. The completed apparatus for the manufacture of denatured alcohol will sell, it is claimed, for from \$60 to \$75, and with it the farmer can turn his waste product into the commercial spirit. This is a much lower price than it has been supposed a practical still could be produced, and if it proves correct the Rochester company will have a big demand for stills as soon as they can put them on sale.

Evanston, Ill., has several people who are wiser than they were, but they paid a good price for their knowledge. Some time ago an attractive woman with the air of a foreigner, located in the town and gave her name as Mrs. Elizabeth Volk. To a few whom she selected as likely to be easy victims she told in confidence that her real name was Elizabeth Wyndischkraentz, and that she was an Austrian princess. A few weeks ago she started the report that she was to receive \$25,000,000 from the family and estate. Meantime she needed ready money. One man loaned her \$500 on condition he should receive \$40,000 of the fortune; a woman advanced \$50 on the promise of \$10,000, and others who kindly came to her relief declined to give any figures. The "Princess" has departed, and it is probable that the obligations she incurred at Evanston will remain as souvenirs of her visit.

Dr. Wiley, Chief Chemist of the United States Department of Agriculture, is an industrious investigator, and he proposes to find what every food product offered the public is made of. By request of the War Department he will make an investigation of the "soft drinks" now sold at army canteens. Dr. Wiley will select a class of young men upon whom he will experiment with the drinks usually sold at soda fountains and in bottles. A soda fountain will be installed at the Department of Agriculture to furnish the requisite fizz water for the class, which will begin next month with the free soda water.

BUSINESS CHANCES.

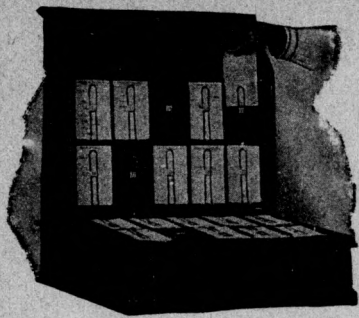
For Sale—Small stock of groceries and fixtures. Judson Grocer Co., Grand Rapids, Mich. 254

Hotel For Sale—St. Joe House, Mendon, Mich. Population 1,000, on G. R. & I. Railway. Only commercial hotel. Two-story brick, 19 rooms, electric lights, steam heat. All in first-class condition, with paying bar in connection. This property is certainly worth investigating. Address Mrs. A. Sheldon, Mendon, Mich. 258

For Sale—New stock general merchandise in the busiest town of 1,300 in Eastern Michigan. Good cash business. Easy terms to right party. Address No. 257, care Michigan Tradesman. 257

34 acres of good garden land, free and clear, within 80 rods of L. S. & M. S. R. R. Will exchange for shoe stock or clothing stock. J. E. Condra, Allen, Mich. 256

For Sale—\$8,000 stock dry goods, notions and shoes, all clean up-to-date staples worth 100 cents on the dollar. Cash business. Town 600. Only one other store engaged in same line. For quick sale will discount 10 per cent. Robert Adamson, North Adams, Mich. 255



Forgotten Charges Disputes Profits

WOULD YOU BE INTERESTED in having a system that would stop your clerks from FORGETTING TO CHARGE GOODS going out of your store?

WOULD YOU CARE to have a system that would STOP ALL DISPUTES AND QUIBBLING OVER ERRORS in accounts?

WOULD YOU LIKE to have a system that would DRAW TRADE TO YOUR STORE?

WOULD YOU LIKE to have a system that would COLLECT YOUR ACCOUNTS automatically and promptly?

IF SO, investigate the McCASKEY ACCOUNT REGISTER SYSTEM.

The only COMPLETE, ONE WRITING system on the market. SPECIAL AUTOMATIC INDEX.

INSTANTANEOUS REFERENCE TO ACCOUNTS.

A 64-page catalog FREE. WRITE TO-DAY.

The McCaskey Register Co.

27 Rush St., Alliance, Ohio

Mfrs. of the Famous Multiplex Duplicate and Triplicate Pads; also End Carbon, Side Carbon and Folding Pads.

Agencies in all Principal Cities

You See It Coming

FILLING A GLASS LAMP FONT is a very simple operation because the surface of the contents is **seen** rising toward the top. **Carelessness** is the **only excuse** for pouring in **too much** and going **beyond** the capacity.

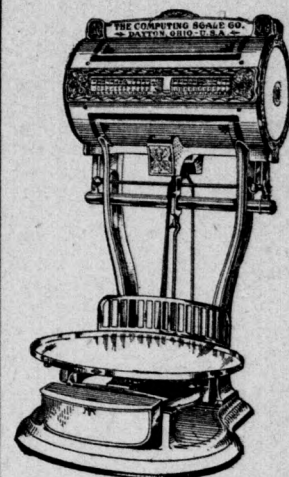
A METAL FONT is not so easily filled because you can **only guess** how much is in it. **Experience** may enable you to guess **fairly close** but **absolute accuracy** is **impossible**.

OLD STYLE SCALES present the same difficulties. No weight is shown until you have **too much** and the scale goes down. You must either **take a little out** or suffer a loss.

MONEYWEIGHT AUTOMATIC SCALES show at all times the weight on the scale and you pour on the goods until the **correct weight** or **money value** is indicated. This means a prevention of loss and a saving of money.

OLD STYLE scales **prevent** you from **seeing** their defects, with the accompanying loss of merchandise and profit.

We ask the opportunity of showing you what it amounts to. Let us send our representative to you.



The new low platform No. 140 Dayton Scale



Moneyweight Scale Co.

58 State St., Chicago



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

What Is the Good

Of good printing? You can probably answer that in a minute when you compare good printing with poor. You know the satisfaction of sending out printed matter that is neat, ship-shape and up-to-date in appearance. You know how it impresses you when you receive it from some one else. It has the same effect on your customers. Let us show you what we can do by a judicious admixture of brains and type. Let us help you with your printing.

Tradesman Company Grand Rapids

**5c
Goods**

WATER SETS
WINE SETS
VASES
MEDALLIONS
PLACQUES
JARDINIERES
FERN DISHES

PLATE SETS
B & M SETS
SMOKERS' SETS
TOBACCO JARS
CHINA JUGS
CANDLESTICKS
CHOCOLATE POTS

CUT GLASS
CELERY TRAYS
BONE DISHES
SPOON TRAYS
SALAD SETS
CABARETS
NUT BOWLS

SUGARS & CREAMS
TEA SETS
SYRUP PITCHERS
CAKE PLATES
CRACKER JARS
SHAVING MUGS
CUPS & SAUCERS

**10c
Goods**

CAKE TINS
BREAD PANS
STEW PANS
DIPPERS
SIFTERS
DUSTPANS
WAITERS
ROAST PANS
CUSPIDORS
CAKE TURNERS
PIPES
PURSES
PLAYING CARDS
CHECKERS
DOMINOES
POCKET KNIVES
DRINKING CUPS
HAMMERS
HATCHETS
CURRY COMBS
MOUSE TRAPS
TOILET PAPER
CHAMOIS SKINS
SPONGES
BRUSHES
BROOMS
LUNCH BOXES
TOWEL RACKS
STOVES
KNIVES & FORKS
BASTING SPOONS
SOLES & HEELS
ENAMELED
KITCHEN WARE
STOVEPIPE
CLOTHESPINS
COVER LIFTERS

Mr. Merchant:

We again call your attention to the fact that we are showing the most complete and diversified line of

Holiday Goods

which it has ever been our good fortune to bring before the trade.

Our large sample rooms are crowded with goods that in point of variety, quality and price are unsurpassed. You will find here a most beautiful and large selection of

Decorated China Ware

directly imported by us from Germany, Austria, England, France and Japan.

Rich Cut Glass from the best known makers at very low prices.

Fancy Goods such as albums, celluloid case goods, toilet sets, mirrors, gold clocks, novelties, etc., everything in a large variety of latest designs.

Toys of every sort and price.

Dolls of every description from the small penny baby up to the more pretentious jointed and dressed dolls.

In addition to the above we show thousands of necessary and useful articles that are used in every home and are eagerly sought after by practical people for

Christmas and New Year Gifts

such as

Spoons, Knives and Forks, Baking Dishes, Cake Baskets, etc., in

Genuine Sterling Silver and Silverplate

Chafing Dishes, Tea and Coffee Pots, Crumb Trays, Scrapers, etc.

In Nickelplated Ware

Also complete lines of house furnishings and enameled kitchen ware and unusually strong selections in

Domestic and Imported Dinner Ware

You are no doubt interested in **one** or **more** of these lines and we cordially invite you to inspect our goods and prices before placing your orders. It will be to **your benefit** as well as ours.

SEND FOR LIST OF ASSORTED PACKAGES

RATTLES
CHIMES
A B C BLOCKS
PERFUMES
TOILET SOAP
INKS
PENCILS
TABLETS
ENVELOPES
HARMONICAS
TRUMPETS
MECHANICAL TOYS
MAGIC LANTERNS
STEAM TOYS
ANIMAL TOYS
PICTURES
DOLLS'
FURNITURE
RUBBER BALLS
BOOKS
GAMES
PRINTING
OUTFITS
ORNAMENTS
TOY TRUNKS
TOOL CHESTS
TOY PIANOS
CROQUET SETS
BOATS
SLEIGHS
CUTTERS
SHOO FLYS
GUNS
TIN TOYS
GRAPHOPHONES
MUSICAL TOYS
DOLL CABS
CRADLES
GAME BOARDS

**25c
Goods**

TOILET CASES
SHAVING SETS
WORK BOXES
NECKTIE CASES
GLOVE BOXES
JEWEL CASES
NOVELTY BOXES

PHOTO RACKS
WHISK HOLDERS
SMOKE SETS
TOBACCO JARS
INK WELLS
TOILET MIRRORS
MANICURE SETS

TOILET SETS
MILITARY
BRUSH SETS
ALBUMS
COMBS
BERRY SPOONS
MEAT FORKS

CHILD'S SETS
NUTPICKS
BERRY BOWLS
CAKE BASKETS
CRUMB TRAYS
PICKLE CASTORS
BREAD TRAYS

**50c
Goods**

We Make
No Charge For
Package and Cartage

Leonard Crockery Co.

Grand Rapids, Mich.

Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade. Ask for "Purchaser's Certificate" showing amount of your purchase.

Crockery, Glassware
and
House-Furnishings