

MICHIGAN TRADESMAN

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Twenty-Fifth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 16, 1907

Number 1256

THE DEMOCRACY OF THE DEAD

In the democracy of the dead all men are at last equal. There is neither rank nor station nor prerogative in the republic of the grave. At that fatal threshold the philosopher ceases to be wise and the song of the poet is silent. Dives relinquishes his millions and Lazareth his rage. The poor man is as rich as the richest, and the rich man is as poor as the poorest. The creditor loses his usury and the debtor is acquitted of his obligation. There the proud man surrenders his dignities; the politician his honors; the worldling his pleasures; the invalid needs no physician, and the laborer rests from unrequited toil. Here, at last, is Nature's final decree in equity. The wrongs of the time are redressed. Injustice is expiated; the irony of fate is refuted; the unequal distribution of wealth, honor, capacity, pleasure and opportunity, which makes life such a cruel and inexplicable tragedy, ceases in the realm of death. The strongest there has no supremacy and the weakest needs no defense. The mightiest captain succumbs to that invincible adversary who disarms alike the victor and the vanquished.

John J. Ingalls

THE TRUE GENTLEMAN

A man that's clean inside and outside; who neither looks up to the rich nor down on the poor; who can lose without squealing; who can win without bragging; considerate to women, children and old people; who is too brave to lie, too generous to cheat and too sensible to loaf; who takes his share of the world's goods and lets other people have theirs—this is the ideal conception of a true gentleman.

SONG OF THE OPEN AIR

Give me the sweep of the rolling plain,
The misty haze on the world's fair rim;
Give me the lash of the beating rain,
The night wind chanting a requiem.
Give me the winding, snakelike trail
That leads to the hills and the stately pines,
The scent of the sage, the pipe of the quail,
The mountains looming in dim outlines.
A rabbit leaps from yonder bushes;
A pause, a look of mute surprise.
Too late—a shot!—its lifeblood gushes,
A human look in its big round eyes.
Give me the open range to ride
And the cattle's wild and muffled notes,
A pair of chaps and a pony tried
And the lusty yells from cowboy throats.

OCTOBER VERSES

The wind's afraid of something.
It whimpers all the day
And scares the little leaves
Till they fall and run away,
Whispering, "Never, never
Grow again in the sun;
All our long dance ended,
All our green joy done."
Up one tree and down another—
Harvesting's an awful bother;
Skip from one branch to the next,
Never worried or perplexed,
Merely very avaricious,
Possibly a little vicious;
Really if we don't work harder
Some nuts may not reach our larder.
Georgia Wood Pangborn.

LAUGH IT OFF

Are you worsted in a fight?
Laugh it off.
Are you cheated of your right?
Laugh it off.
Don't make tragedy of trifles,
Don't shoot butterflies with rifles—
Laugh it off.
Does your work get into kinks?
Laugh it off.
Are you near all sorts of brinks?
Laugh it off.
If it's sanity you're after
There's no receipt like laughter—
Laugh it off.

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts.

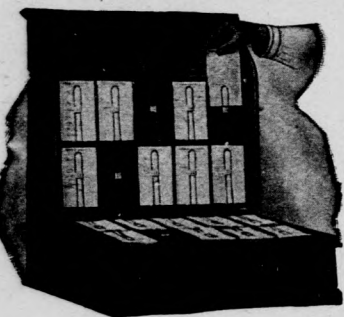
It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer.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

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



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Mfrs. of the Famous Multiplex Duplicate and Triplicate Pads; also End Carbon, Side Carbon and Folded Pads.

Agencies in all Principal Cities

Every Cake



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

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of Michigan

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

On account of the Pure Food Law there is a greater demand than ever for

Pure Cider Vinegar

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.

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Manufacturers

Picklers and Preservers

Detroit, Mich.

Makes Clothes Whiter—Work Easier—Kitchen Cleaner.

SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fifth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 16, 1907

Number 1256

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.

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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.

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THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

Commercial Credit Co., Ltd.

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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.
3. Adulterated Butter.
4. Around the State.
5. Grand Rapids Gossip.
6. Desirable Customers.
7. Editorial.
8. Competitive System.
9. Shoes.
10. Essentials.
11. Love Hard Work.
12. Cornered the Market.
13. Wildcat Money Days.
14. Clothing.
15. Headed for Failure.
16. The Stolen Certificates.
17. Woman's World.
18. The Pure Food Stunt.
19. The Other Side.
20. Amusing Game.
21. Women Who Succeed.
22. Jewelry Shysters.
23. White Cotton Goods.
24. New York Market.
25. Hardware.
26. Butter and Eggs.
27. Commercial Travelers.
28. Drugs.

SCOUNDRELLY METHODS.

There are three branches of the Salvation Army—the religious, the philanthropic and the money-making.

The original work undertaken by the Army was of a religious character, the efforts of the organization being devoted almost exclusively to the religious side of human nature.

The philanthropic branch is represented by the rescue home work undertaken by women who devote their time to the cause of betrayed and fallen women.

The money-making feature is represented by the Industrial Homes Co., which is a stock company with \$500,000 capital stock, on which at least 6 per cent. dividends are paid. This work is being undertaken in several cities, and during the past two weeks an effort has been made to establish an Industrial Home on a permanent basis in this city. Grand Rapids people were solicited to contribute \$6,000 with which to purchase a building suitable for the prosecution of this work, which consists in picking up old clothing, old shoes, old rags and old newspapers, which are sorted and culled and sold in the open market to the best possible advantage. The net proceeds from these sales are forwarded to the headquarters in New York and credited to the dividend account. This work has no real connection with the Salvation Army, being of a mercenary character and having no religious feature connected with it.

About two weeks ago Grand Rapids was invaded by William H. Burrows, who styled himself a Staff Captain. He said he was sent here by the Treasurer of the Industrial Homes Co., in New York—who, by the way is not a member of the Salvation Army nor connected therewith in any way—for the purpose of soliciting funds with which to purchase a building on Williams street suitable for the prosecution of this work. His methods were so peculiar and his conduct so reprehensible that he soon called down upon himself and his project the condemnation of every honest man in the community. He

presented subscription papers headed with the names of leading citizens who had never been seen by him. In one case, in which the amount alleged to be subscribed was \$1,000, the supposed donor had been in Europe for three months, and in other cases the offense was scarcely less flagrant. The fraudulent character of the man and his project was discovered by Miss Clara Kummer, the young woman recently employed to pass on charity contributions by the C. O. S. on the recommendation of the Grand Rapids Board of Trade, and the Evening Press put a quietus on his activities by exposing him as a common swindler. He subsequently published a card in the Press, insisting that he "meant no harm" and announcing that the soliciting of funds for the Industrial Home would be "temporarily abandoned."

If the people of Grand Rapids do their full duty, the project will never be permitted to find lodgment in Grand Rapids, because it is based on mercenary motives and is conducted along lines which are neither praiseworthy nor honest. The attempt to raise money for such a purpose, when Grand Rapids is already supporting two branches of the Salvation Army, is an imposition in itself. The employment of deceit and chicanery in connection therewith is evidently in keeping with the character of the Industrial Home work as a whole. The only regret in connection with the circumstances is that Staff Captain Burrows was not apprehended before he left town and made to serve a term in the penitentiary. The prison is the proper place for sneaks and swindlers.

With the religious and charitable features of the Salvation Army the Tradesman has no controversy. It has frequently contributed to both causes, and will continue to do so if the local managers do their full duty in the premises and insist on the absolute abandonment of the mercenary feature and the immediate dismissal in disgrace of Staff Captain Burrows from the employ of the Army. Unless they do both, their interests in this city will seriously suffer in the estimation of the charitable people of the city who have supported these causes in the past.

Experiments are to be made at Cornell University Medical School to find the microbe of the dog distemper. The disease has of late been on the increase, and the owners of valuable dogs are anxious for a more reliable remedy than is now known. Ravages of the disease could be very much reduced by the destruction of the worthless curs that are a nuisance in every town and city. A good dog is well worth his keep, but the proportion that are of any service that entitles them to a living is small.

THE TWO CENT LAW.

At the hearings before the Transportation Committees of the Legislature last winter the learned representatives of the railroads insisted that if the two cent law went into effect train service on all the roads would have to be curtailed. This threat has not been carried into execution. Nearly every train out of Grand Rapids is carrying one more passenger coach than it did a year ago.

The learned representatives also stated that the enactment of the two cent law would render it necessary to abandon all excursion trains. As a matter of fact, there have never been so many excursion trains run within a given period as there have been during the two weeks the law has been in effect. Instead of charging the full legal fare, as threatened, passengers are charged less than a cent a mile—and railroad officials insist that there is money in the business even at that rate.

The learned representatives of the railroads also stated that if the two cent law was enacted the wages of their employes would be reduced and that the number employed would be curtailed. Neither of these threats has been made good.

All of the other dreadful forebodings the learned representatives indulged in have been found to be without foundation, which naturally leads to the conclusion that, in fighting the enactment of the two cent law, the railroads were working against their own best interests and that the people who advocated the new law knew better what was good for the railroads than the railway managers did themselves.

JEWELRY SHYSTERS.

The Tradesman publishes elsewhere this week a communication from a valued patron at Bath, detailing his experience with one of the shyster jewelry houses in Detroit, to which the attention of the trade is particularly called. The word "shyster" is used advisedly because, while most of the companies engaged in this kind of business are well-rated by the mercantile agencies, their tactics are those of the legal shyster. John A. Tolman & Co., wholesale grocers of Chicago, formerly used similar contracts in the employment of traveling salesmen on commission. They were full of catch words and technical features which were ingeniously inserted with a view to entrapping the unwary. The Supreme Court effectually put a quietus on this form of contract and the Tradesman believes that if one of the contracts of the jewelry houses were to be presented to that tribunal, the establishments resorting to such expedients would be very quickly put out of business.



Green Grocers May Show Art in Windows.

The fine color effects obtaining in the grocers' store windows have become such a part of our everyday life that we do not appreciate them at anywhere near their full value. The brilliant red of one sort of peppers and the bright green of the other kind make a beautiful "parrot" combination. The rough rind of the cucumber, the crisp curl of lettuce leaves, the compact white of cauliflower, the moist roundness of little radishes—all may yield something to the general result that shall make the grocer's windowman come to the conclusion—as will others—that he is not living his days in vain; he is not hiding his light under a bushel.

The ideal window trimmer in "green groceries" will not make the mistake that I frequently see in grocery windows about town, where the one who fixed them up has good taste as to arrangement of shapes—commendable ideas as to proportions—but seems utterly lacking in that nice perception of color that is a sixth sense with many and without which window work is a sad failure. Such an one is just as likely to put magenta cabbages in close proximity to red peppers as he is to place the feathery lettuce next to something that shall bring out all its beauty. He either doesn't know or doesn't give a rap what and how he does with the owners' vegetables.

Care must be had that so many vegetables are not placed in the windows that they will not get sold out during the day. As they are picked out the display must be rearranged at intervals, so that it may not get to looking what you might call "ragged," a condition that gives the impression to the buyer that you did not have a very nice assortment to select from even when you started out. If there are any fruits and vegetables of a perishable nature left over at night they should receive proper attention and be carefully utilized in the morrow's trim. Lots of waste—woful waste—goes on in the average grocery store, but a great deal of the window waste may be eliminated by a little looking out.

Here is a trifle of advice to the beginner in window work. I ran across it in a contemporary trade journal the other day:

"We have never had very much faith in a school devoted to the 'Science of Window Trimming.'

"From what we know of the problem of arranging windows and the methods by which most successful window dressers acquired their knowledge, we could not conscientiously recommend that any one take up such a course.

"Good trimmers learn what they know through actual experience, and through experience only. Each develops his particular method of go-

ing after trade through the medium of the store front.

"If you want to get on in the window trimming world, ask the biggest window dresser with whom you are acquainted to let you act as his assistant; to help him get his stuff in and out of the windows and to see to its disposal after the trims are out. Working under a good man in this capacity, you will learn more about practical window trimming in six months than you could possibly learn out of books or through correspondence schools in six years.

"If you succeed as a window dresser's assistant you will have no difficulty whatever in securing a position of your own with a good house. Your chances of finding a situation with no experience and merely the possession of a diploma from a correspondence school of window trimming will be about one in one million, or probably less.

"First-class window dressers are expensive and no house is at all willing to hire an untried recruit. As said, the chances for getting a lucrative position are much better if you begin as a windowman's assistant and work up than if you try a correspondence school course and then attempt to get employment at once."

A salesman who also decorates the store's windows was speaking, recently, about low shoes.

Said he:

"It has got so nowadays that we have to carry all the year around all varieties of low as well as high footwear. There isn't one woman in fifty but what now wears low cut shoes all summer long. They are, as a rule, prettier than high ones, there are many styles to select from and they are cooler and easier to get into. All classes of women have succumbed to their fascinations, old and young, rich and poor. They don them earlier than the frost is out of the ground and keep them on till autumn brings it again. They will freeze their soles and ankles before they will let them go, and now they have adopted a way to get around discarding them when snow flies by taking to spats when Old Boreas gets familiar and holds them in an icy clasp.

"On this account we sell at least a third more rubbers than formerly, for, whereas numerous women used to wear thick-soled high shoes and no rubbers, now they are obliged to wear rubbers to keep from taking cold with thin-soled low shoes.

"We can't any more let our stock of these latter deteriorate for the frigid months. We keep all styles now all the year, per necessity.

"Girls and young women prefer them to dance in and so we can't let even pumps run down. We never had such a call for them for street wear as during this last summer season. Originally intended for dancing only, they have gradually worked their way into use as a dressy street shoe. They give ample opportunity to display handsome hosiery, with no straps or ribbons to hide the mesh, so possibly that has had something to do with their popularity," laughed the salesman.

"There's not much opportunity for the designer to work on the leathers, so he has to lay himself out on the only place to ornament pumps—buckles. And what beauties some of these are. Not in Grand Rapids, however, for this place is almost as conservative as Boston. The majority of our feminine population are afraid to wear anything that 'they' don't put on at once, so that our women all look pretty much alike. I myself don't think much of the style of Grand Rapids women. There are a few that know what's what in dress—who have the appearance of a chic New Yorker—but they are as scarce as hens' teeth or angels' visits. We can't order what we'd like to in swell footwear because there's no call for it in this burg. We tried it once and got hung up on our experiment and after that we let well enough alone and stuck to reliables. But it makes my eyes water when I go to some large city and see what we are missing here. The way the big stores lay in stocks of footwear finery for the women is a caution; it would make a small town's eyes stick out. This applies especially to pumps, for these being the most correct thing for tripping the light fantastic the designer can give his fancy free rein as to rich conceits."

"My time is somewhat limited this morning," said I, "and I'm coming here sometime in the future and have you tell me all about these pretty-buckle ideas."

"All right," said the salesman pleasantly. "Step in any time and I'll talk more about them. I have some shoe trade journals that have whole pages devoted to the beauties and I'll have them ready for your inspection." So I'm anticipating a pleasure.

New Flour Mill at Chelsea.

Chelsea, Oct. 15—The new flour mill of the White Milling Co. is fast nearing completion and from present indications will be ready to start this week. The machinery is all placed in position and the millwrights are waiting for the belting, which is expected to reach here soon. The new mill has a flour grinding capacity of 125 barrels per day and the machinery is all of the most modern make. The building has been wired and will be lighted with electricity. It will also be heated with steam. A bin of 5,000 bushels capacity runs from the basement to the roof, and another one of similar capacity is in the course of construction.

Glimpses of News from Wisconsin.

Milwaukee—The Traveling Man is the title of a new monthly magazine shortly to be issued by Thos. J. Sullivan. It will be devoted to the interests of the traveling fraternity and successful salesmanship.

Fenwood—The Fenwood Cheese & Produce Co. has been incorporated, with an authorized capital of \$2,000.

Racine—The Case Threshing Machine Co. is disposing of all its rolling stock, consisting of eighty flat cars, which cost from \$400 to \$500 each.

New Wire Fence Factory.

Port Huron, Oct. 15—The latest industry for this city is a factory for the manufacture of wire fence, which will be opened in the large building on Water street owned by Jacob Meisner. The company, which is owned by Toledo parties, will employ about forty men at the start, and this number will be gradually increased as the business becomes greater.

E. W. Wilson has resigned as manager of the Wilson Saw Co., of this city. Since coming here from Chicago several years ago Mr. Wilson has built up a large business and his withdrawal will be greatly felt at the plant. For the last year Mr. Wilson has acted as a member of the Police Commission. He will be succeeded by F. D. Keene, of Chicago.

The Port Huron Engine & Thresher Co. is now employing 600 men at its different plants in this city, which is about the number of men employed before the lay-off, a few weeks ago. At plant No. 1 there are 150 men at work, plant 2 has 200 employes and plant 3, 250.

The Washburn-Crosby Flour Company, of Minneapolis, will open a warehouse here for the distribution of flour. Representatives of the company have been in this city for the last few days looking for a suitable site on which to erect the building.

Already Enlarging Its Facilities.

Lansing, Oct. 15—The Capital Furniture Co. has let the contract for a new three-story and basement building 40x80 feet in dimensions. This company was only recently organized here, but it has achieved success and is enlarging its facilities for handling its orders, which are steadily increasing.

This city is greatly interested in the outcome of the good roads agitation and the creation of the good roads district, which will come before the Supervisors at Mason next week. If the Board ratifies the action taken the model road to the College will be extended and thirteen miles of country roads in this vicinity improved.

The Lansing beet sugar factory will begin grinding beets to-morrow. The crop in this vicinity is large and the beets are of good quality.

Will Increase Its Capital Stock.

Detroit, Oct. 15—The Pilling Air Engine Co., manufacturer of pneumatic hoists, locomotive turntable motors and compressed air hoisting machinery, will change its name to the Detroit Hoist & Machine Co., a new corporation with capital stock fully paid in of \$50,000. The Pilling corporation will be retained with a nominal capital to protect the name and good will. Both companies will be controlled by the same management. This company has just installed and is now operating its new plant. Other improvements will be added in the near future, provision having been made by the purchase of three acres of ground on the Grand Trunk at Milwaukee Junction, considered one of the most advantageous shipping points in this city.

ADULTERATED BUTTER.

Retailers Liable Only When They Know of Adulteration.

A propos of the protest by butter dealers all over the country against being taxed 10 cents per pound for selling butter adulterated with more than 16 per cent. of water, where they bought the goods from the manufacturer believing it to be pure, the Internal Revenue Department has issued a statement to revenue agents and collectors. The statement clearly defines the status under the adulterated butter law of the retail and wholesale dealer caught selling watered butter innocently. The order, in part, is as follows:

It has been developed by investigations made by the officers of the Bureau that the adulterated butter act is and has been disregarded or ignored by many manufacturers of creamery, ladle and process butter, the result of which has been the cause of assessment and collection of the internal revenue taxes imposed by the act of Congress known as the adulterated butter law above referred to. Of course these taxes would not have become due had the persons interested kept their product within the limit fixed by the law and regulations.

Practically all the trouble has arisen from failure on the part of buttermakers or manipulators to see to it that the moisture content of their product is kept below the 16 per cent. limit, thus placing on the market a class of butter designated by the law as adulterated butter, taxable at 10 cents per pound, and fixing the liability of the producer as a manufacturer, requiring the payment of a heavy special tax as well as the tax on the product. When these taxes have accrued no authority exists for omitting their collection.

In addition to the taxes imposed on the manufacturer who produces and markets the taxable product are the special taxes accruing against persons or firms who sell the same as wholesale dealers or retail dealers according to the quantity sold at one time. These latter taxes have necessarily been collected from dealers who have handled adulterated butter furnished them by the manufacturers, and their liability has been incurred without knowledge of the character of the butter handled and without intent to violate the law or carry on a business subject to tax.

In this class of cases in almost every instance no liability would have been incurred had the proprietor of the creamery or other factory where the butter was produced furnished an article that did not contain an abnormal quantity of water. Thus have innocent persons been caused expense, loss of time and injury to business through no fault of their own, but by the handling of an illicit product which they had a right to suppose was free from liability to internal revenue tax.

From interviews with a number of prominent butter merchants and commission men, it is found that much of the butter handled by them is dealt in on commission and sold for account of the creameries, ladlers or renovated butter manufacturers, who retain the ownership of the goods until sold. In such cases it is held by this office that if the butter so consigned for sale is adulterated butter, the liability to special tax as dealer is on the creamery and not the commission merchant, who acts simply as an agent of the manufacturer.

Hereafter, in reporting persons or firms as dealers in adulterated butter it must be ascertained whether the sales were made by the manufacturer through an agent, broker or commission merchant for account of the manufacturer, in which case the

tax as dealer will be reported against such manufacturer and not against the agent so selling.

When it is found that the merchant broker, etc., has become the actual owner of the adulterated butter by purchase or otherwise and has sold the same for his own account the liability to special tax as dealer is his and should be so reported for assessment. In such cases the name of the manufacturer or producer must if possible be ascertained and reported so that the business of such producer may be investigated with the view of requiring the payment of the special tax as manufacturer as well as the tax on the product removed and sold illegally.

As I view the matter the entire responsibility for the exaction of any tax on the product of creameries and other manipulators of butter rests with the manufacturers. If the butter is so made as to avoid its being classed as adulterated butter or process or renovated butter, no tax accrues thereon under the internal revenue laws. It is believed that the manufacturers can control the per cent. of moisture in their product so as to keep it within the lawful limit.

Saginaw Jobbers Will Visit Their Customers.

Saginaw, Oct. 15—The Saginaw Manufacturers' and Wholesalers' Association has arranged for its second annual trade trip, over a portion of Saginaw's trade territory. The trip will be taken on a special train on October 22, 23, 24. The first day the run will be from this city to Lansing on the Michigan Central, and Lansing to Saginaw on the Grand Trunk, 136 miles; the second day, Saginaw to Cass City, over the Pere Marquette, Grand Trunk and Michigan Central, 131 miles; third day, Cass City to Saginaw via Pere Marquette and Michigan Central, 100 miles; total, 367 miles. Printed itineraries and circular letters, to be mailed to merchants at all of the points to be visited, are being prepared, and the trip will no doubt be as successful as that of last year.

Out After More Members.

Kalamazoo, Oct. 15—For the purpose of boosting this city and keeping pace with all other cities of its size in the country a movement has been started to interest every property owner here in the Commercial Club. The Club, which is now composed of about 100 merchants and manufacturers, has done good work. It is the intention to extend this organization to all who have an interest in the city and by combined efforts enter into competition with other Michigan cities which will be hard to overcome. The interest in the organization is general and a committee is out soliciting members.

To Again Make Flour.

Three Rivers, Oct. 15—The Three Rivers flouring mills, which have been closed for some time, are expected to resume operations again in a few days, under the management of F. M. Rudd, of Bronson, and Deputy Oil Inspector Schellhaus, of this city. The mills are of the very finest in this section of the State, and local capital is being subscribed to get the big institution going.

Many a church is trying to make up for the putty in the pulpit by the starch in the pews.

CANDY PRICES

Are About One-Third as High as in 1870.

Grand Rapids, October 15—The Tradesman's reproduction in a recent edition of an invoice from Putnam Bros. & Co. to Nelson Pike, of Morley, bearing date of March 2, 1870, is indeed interesting.

If Mr. Pike were now alive and were to duplicate his order it would cost him at the present time only \$4.29, as against \$11.45, showing a reduction in the market price on staple candy in this city of 62.5 per cent. since 1870.

This document is especially interesting to me, not only because of having been made thirty-seven years ago and by the writer's own hand, but it marks the dawn of a now prominent and extensive industry and brings to mind some of the many struggles and incidents connected with the early history of the candy business in Grand Rapids.

What is now known as the Putnam Factory of the National Candy Co. was created by myself and my deceased brother, Joseph D., in 1865, and located in the old original one-story building at 11 Monroe street. Our assets were of very modest dimensions, consisting largely of the elements of "protein" and "carbohydrates" or muscle, nerve and good red New England blood, with a small percentage of "fat" or cash capital. The latter was only \$42, but, notwithstanding all this, it proved to be a well-balanced ration or combination, as the results show that we built far better than we knew.

The business thus established has been continuous. It has passed through all the trials and misfortunes incident to the rearing of an ambitious child, but as a surviving parent it affords me much pleasure, at the end of forty-two years of existence and at the golden period of my life, to know that the business resulting from a life's work has succeeded in building up and maintaining a reputation for pure and honest goods and methods surpassed by none and a volume already nearing a half million dollars annually, reaching not only into Northern Michigan, as at first, but to all the principal markets in fifteen to twenty states, or practically from ocean to ocean.

This record has been built on the "square deal" basis and I trust and believe will continue to the end.

Ben W. Putnam.

He Doesn't Believe in Ratings.

"No, sir, I gave a commercial rating on myself to Dun or Bradstreet but once, and I never expect to do it again."

This remark was made a few days ago by a well known Kansas man of considerable wealth.

"You see, the way of it was this," he continued. "One of those agencies sent to me for a statement of my financial condition. I made a statement, at considerable trouble, going to great pains to have everything itemized and correct, and sworn to in legal fashion. Some time later, I was considerably surprised to find, on investigation, that my sworn statement

had not been accepted, but that the statement of a certain man in my town, to whom the agency had written for information about me, had been taken instead. This man was a political enemy of mine and disliked me personally. He certainly gave me a good black eye. I was done with the commercial agency business right there. I give statements of my financial condition to anyone of whom I ask credit. My standing with others makes no difference."

This man is happily situated. He is not asking much credit of anybody. But how about the business man who is obliged to put himself within the recognized breastworks of business credit, and be prepared to show a clean bill of health on short notice to scores of people and firms who have never heard of him? In such instances, the commercial agency is indispensable. If in an isolated case here or there a personal spite is vented through the medium of the agency, it is unfortunate, and one of the things which the agency, no doubt, strives earnestly to eliminate. The work of the reliable commercial agency, however, is one of the foundation stones of modern business methods, and has become well nigh indispensable in the rapid and safe conduct of business.—Merchants Journal.

Easily Turned.

A small boy was asked to take dinner at the home of a distinguished professor at Princeton. The lad's mother, in fear lest he should commit some breach of etiquette, gave him repeated directions as to what he should and should not do.

Upon his return from the great occasion the mother's first question was, "Harold, did you get along at the table all right?"

"Oh, yes, mamma, well enough."

"You are sure you didn't do anything that was not perfectly polite and gentlemanly?"

"Why, no—nothing to speak of—"

"Then something did happen. What was it?"

"But I fixed it all right, mamma."

"Tell me at once."

"Why, I got along pretty well until the meat came, but while I was trying to cut mine it slipped off on to the floor. But I made it all right."

"What did you do?"

"Oh, I just said, sort of carelessly, 'That's always the way with tough meat.'"

Already Employing Sixty Hands.

Saginaw, Oct. 15—The latest new plant to begin operations in this city is the Saginaw Table & Cabinet Co., one of the Herzog factories. This is located on the West Side. Ground was broken for the factory in July and it began shipping goods in September, sending out last month goods worth about \$5,000. During October it will send out \$10,000 or more, and the output will be increased from month to month until the capacity of the factory, \$200,000 a year, is reached. The plant is now employing about sixty hands, and this force will be increased to 100 to 125 when running at full capacity.

All helpful service is born of sympathy.



Movements of Merchants.

Hillsdale—J. A. Streifling, dealer in notions, has been declared a bankrupt.

Lawrence—Miller & Jennings succeeded C. R. Miller in the drug business.

Mt. Pleasant—Mrs. C. H. Brown, of Manistee, has purchased the millinery and dress goods stock of H. Epstine.

Manistee—F. W. Dunlap, who has been engaged in the grocery business here for several years, has retired from trade.

Monroe—A. W. Blair, general dealer, has added a line of groceries, which will be under the management of E. M. Batdorff.

Ann Arbor—Wm. Illi has sold his bakery to Gottfried Schoettle and Fred J. Stoebe, who will continue the business at the same location.

Yale—The Newell Furniture Co. has sold its stock to Arthur V. Parmelee, of Almont, who will continue the business at the same location.

Hastings—George Smith & Son is the name of the firm which will open a new meat market in one of the Newton buildings on Michigan avenue.

St. Johns—W. J. Gonderman has sold his general stock to Burke Bros., of New London, Ohio, who will continue the business at the same location.

Plymouth—Roe & Partridge have sold their grocery stock to Cass and George Gittins, who will continue the business under the style of Gittins Bros.

Manton—Will Bogart has purchased the interest of Will Jones in the Jones & Moore meat market, and the firm will hereafter be Bogart & Moore.

Delton—Peter J. Adrianson has severed his connection with the Aldrich Bros. hardware store and has purchased an interest in the Delton Mercantile Co.

Lapeer—Stephen R. Bolton has purchased a half interest in the W. H. Tucker agricultural implement stock. The new firm will be known as Tucker & Bolton.

Pontiac—R. L. Owen & Co. have sold their notion stock to S. S. Kresge, who will continue the business at the same location under the management of A. J. Hammond.

St. Louis—Guy Eaegle has resigned his position in the shoe department at Tyroler's Emporium and will remove to Shepherd, where he will engage in the mercantile business with his father.

Detroit—The Detroit Grocers & Butchers' Supply Co. has been merged into a stock company, with an authorized capital stock of \$3,000, of which amount \$2,000 has been subscribed and paid in cash.

Cheboygan—The firm of Chimner, Daley & McCallum, dealers in agricultural machinery, has been dissolved and the business will hereafter be carried on by Peter Chimner, the senior member of the firm.

Petoskey—The Geo. Petrie grocery and bakery stock has been purchased at auction sale by Abram Smith, whose bid was \$525. The former owner took the oven, show cases and cash register in lieu of a cash exemption.

Calumet—George G. Rodgers, of the firm of A. S. Putman & Co., druggists, stationers and jewelers, has sold his interest in the stock to A. S. Putman, the senior member of the firm, and will leave for Denver, where he may locate permanently.

Bay City—The West Side Bazaar & Machine Co. has been organized and will carry on a merchandise business. The corporation has an authorized capital stock of \$4,000, all of which has been subscribed, \$500 being paid in in cash and \$3,500 in property.

Romeo—A corporation has been formed under the style of the Romeo Hardware & Implement Co., which will carry on a general hardware, agricultural implement and carriage business. The new company is capitalized at \$15,000, of which amount \$9,000 has been subscribed and paid in in cash.

Detroit—A corporation has been formed under the style of the S. A. Pasternacke Co., which will engage in the clothing, furnishing goods and boot and shoe business, with an authorized capital stock of \$5,000, of which amount \$4,000 has been subscribed, \$3,000 being paid in in property and \$1,000 in cash.

South Haven—Adolph Ender has purchased the store building of John S. Malbone and the hardware and furniture stock of the Malbone Hardware and Furniture Co. and will continue the business at the same location. The purchaser was formerly engaged in the wholesale and retail coal business in Chicago.

Marshall—Mrs. Susan E. Cronin, owner of the large Cronin department store here, died Tuesday at the age of 70 years. She was the widow of Jeremiah Cronin and since his death, eighteen years ago, had conducted the business he left. Mrs. Cronin was prominent in literary, social and philanthropic circles, an active worker in the W. C. T. U. and one of the wealthiest women in the country.

Kalamazoo—The Baker-Hoekstra Co. has purchased a piece of ground just north of the old Lake Shore & Michigan Southern railway depot, between the tracks and Porter street, and will begin the erection of a building thereon in the near future. The structure will be of brick, three stories and basement, about 30 by 100 feet in dimensions, to be used for a wholesale grocery and grocers' specialties warehouse, salesrooms and offices. The building will cost, it is estimated, about \$10,000, and will be completed by early spring. The location is an ideal one for the business, sidings being run on the east side, and an open roadway on the west, giving ample facilities for the loading, unloading and hauling of freight. The house now makes a lead of grocers' specialties, but will on completion of the new building engage extensively in the wholesale grocery business.

Pontiac—H. Frank Messenger and R. D. Belt, two of the stockholders and directors of the Standard Vehicle Co., and who are also endorsers of notes of the company, have filed a petition for the appointment of a receiver to take charge of the plant and property. All of the other parties are made stockholders to the suit. The petition alleges that L. W. Nichols, who has been the manager of the business, has mismanaged it, and having resigned and left town, there is no one with experience to run the business and that the appointment of a receiver is necessary to protect the interests of the creditors and stockholders.

Manufacturing Matters.

Detroit—The Lee Chemical Manufacturing Co. has increased its capital stock from \$10,000 to \$20,000.

Gaylord—The Frank Buell sawmill, one of the landmarks, is being dismantled and the machinery removed. It was operated by Mr. Buell many years.

Dayton—The Dayton Creamery Co. has been incorporated with an authorized capital stock of \$5,500, of which amount \$5,200 has been subscribed and paid in in cash.

Norway—The mill of the O'Callaghan Lumber Co. completed its season's run last week and the company has started logging operations. A number of jobbers are putting in timber for this concern.

Owosso—Sturtevant & Blood, of Owosso, have bought 500 acres of cut over cedar and hardwood lands near Lake City. Bolts are being cut and shipped to Grand Rapids, where they will be converted into excelsior.

Grayling—The old Salling, Hanson & Co. sawmill is being greatly improved and its capacity increased. The circular saws have been taken out and a modern band saw outfit is taking their place. Other improvements are also being made.

Detroit—The Enameled Steel Barrel Co., which will manufacture metal barrels, casks, drums and kegs, has been incorporated with an authorized capital stock of \$50,000, of which amount \$40,000 has been subscribed and paid in in cash.

Talbot—The Talbot Lumber Co. closed its mill last Saturday after a successful run, 4,000,000 feet of lumber having been manufactured this season. The company's camps have started and will put in about 5,000,000 feet of mixed logs next winter.

McBain—James H. Carey, who operated a sawmill near McBain for some time, recently moved his plant to Channing, Iron county, for the purpose of cutting a tract of timber for the Foster & Porter Land & Lumber Co. After the machinery had been installed Mr. Carey sold out to the Foster-Porter people.

Sturgis—A corporation has been formed under the style of the Sturgis Steel Go-Cart Co., which will manufacture collapsible go-carts of all kinds. The authorized capital stock of the corporation is \$97,000 common and \$3,000 preferred, of which amounts \$85,000 has been subscribed and \$10,000 paid in in cash.

Cadillac—The Cadillac Manufacturing Co., maker of heading, has just

completed the erection of dry kilns to take the place of those destroyed by fire in July. They are double the capacity of those burned. The concern is doing a big business with a full force of men. Mr. Wilcox, the manager, says that it is not improbable that the company will take up the manufacture of the Dolph folding crate, in which event there will be another factory for Cadillac.

Ontonagon—The Nestor estate has bought the fine mill of the Metropolitan Lumber Co., on Iron River. It is not known where the new owners will move the mill, although efforts are being made by the Business Men's Association of Ontonagon to have the mill removed to this city. Baraga is also making a strong bid for the location of the mill. The Nestors have large timber holdings near each of the towns. A meeting of the company will be held in a short time in Detroit and the final location will be decided.

Bay City—Cedar operators predict that operations the coming winter will be on a less extended scale than usual. The big firms will put in the usual stock, but the high prices for supplies and for labor will keep many small jobbers out of the woods. Cedar railroad ties are held at 60 cents in the lower peninsula and 65 cents in the upper peninsula and there is an active demand. These prices are 16 and 20 cents higher than those of a year ago. Posts are 10 and 11 cents. The demand for poles is chiefly for the longer ones.

Bay City—W. D. Young & Co. have decided to rebuild their sawmill and flooring mill plant on their old site at Bay City and have a large force engaged in making ready the foundation. The flooring plant will be considerably larger than the old one. Several warehouses were saved from the fire as well as the lumber in the yard. The buildings to be erected include the sawmill, flooring and planing mill, power house and pumping station. The firm is making provision for operating a force of 450 men day and night. Before finally deciding to rebuild at Bay City, W. D. Young & Co. took an option on the premises of the Haak Lumber Co., at Haakwood, Cheboygan county, about a mile and a half north of Wolverine, on the Mackinaw division. The Haak Lumber Co. started the town several years ago, having acquired several thousand acres of mixed timber, erected a sawmill, flooring and planing mill and about thirty tenement houses. Subsequently the sawmill was destroyed by fire and the company disposed of its timber holdings and transferred its lumbering operations last spring to Oregon, with headquarters at Portland. This season the company quit operations at Haakwood and offered the plant and remaining holdings at a song to get rid of it. The logging road built to Haakwood and beyond by the Michigan Central to accommodate this company is being used by other lumbermen. Young & Co. have not yet exercised the option on the property. The original investment at Haakwood amounted to \$150,000.

You are free from any divinity so long as you despise any humanity.



The Produce Market.

Apples—The market is strong and active on the basis of \$2.75@3.25 per bbl. for fall varieties.

Beets—50c per bu.

Butter—The market is very firm. There is an active consumptive demand for all grades. The make is fully 25 per cent. below normal for the season, and stocks in storage are lighter than for years. The market is extremely firm, and if any change occurs during the coming week it will be an advance. The above describes the condition of all grades of butter. Creamery is held at 31c for tubs and 32c for prints. Dairy grades command 27c 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 Hyslips.

Cucumbers—25c per doz. for hot house.

Eggs—The market is practically unchanged. The receipts of fresh eggs are very light, and this grade therefore commands outside prices. There are still some summer packed about, which must be sold at relatively low prices. Stocks in storage are decreasing satisfactorily and the consumptive trade is about normal. No radical change is likely until freezing weather. Dealers pay 21c for case count, holding candled at 23c.

Egg Plant—\$1 per doz.

Grapes—Concords and Wordens fetch 20c for 8 lb. basket. Niagaras command 22c per 8 lb. basket. Delawares fetch 20c per 4 lb. basket. Bulk grapes range from \$1@1.25 per bu.

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 \$5@5.50 per box.

Onions—Red and yellow Globe (home grown) command 75c per bu. Spanish are in moderate demand at \$1.40 per crate.

Oranges—It is said that the Florida orange season will not open until about the middle of November, although stock is already being shipped from some districts. The new California navels are expected by Thanksgiving. Valencias command \$7 per box and Jamaicas fetch \$4.50 per box.

Parsley—20c per doz. bunches.

Parsnips—80c per bu.

Pears—Kieffers fetch \$1.25@1.50 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 8½c for live hens and 12½c for dressed—

spring chickens the same; 9½c for live ducks and 13c for dressed; 14c for live turkeys and 16@20c for dressed. Receipts are heavy, but there is no accumulation on account of heavy demand, both local and outside.

Quinces—\$2.50@3 per bu.

Squash—1c per lb. for Hubbard.

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

Turnips—40c per bu.

Sweet Potatoes—\$2.75 per bbl. for Virginias and \$4 per bbl. for Jerseys.

Veal—Dealers pay 6@7c for poor and thin; 8@9½c for fair to good; 9@9½c for good white kidney from 90 lbs. up.

Millersburg—The Michigan Handle Co. has begun the erection of a plant at this place. This company is composed of the two lumbering tool companies, the Champion Tool Co. and the Evert Tool Co. The company manufactures a large quantity of cant hooks, pike poles and other implements that require handles, and as there are ample timber resources at this place, that location was selected. The process is very simple. The logs are converted into plank, then ripsawed and turned into handles. Maple timber is used in the production of the handles. The main building is to be 30x60, boiler house 24x30, constructed of brick with stone foundations.

Cheboygan—The largest sawdust pile in the world is to be found at Cheboygan. It is a hill 1,080 feet long, 735 feet wide, 3,625 feet in circumference, ranging from 25 to 50 feet high, and covers twelve acres of ground. It has been accumulating from the saws of one company since 1877. Many years the company tried to burn the pile, but only the outside would burn. Since then chemical uses have arisen for sawdust, and the huge pile increases year by year, pending conversion into charcoal, alcohol or oxalic acid. On digging into the interior the sawdust is found as bright as on the day it was made.

With a half hundred representatives of the jobbing and banking interests of the town off on a special train through Southern Michigan and Northern Indiana, renewing old acquaintances and making new ones, the local jobbing houses have a somewhat deserted appearance this week. Judging by reports from the towns along the way, the party is being very handsomely received and much good is expected to result from the trip.

Peter Schuit, formerly engaged in the grocery business on Ottawa street, has engaged in the bazaar business at 478 Grandville avenue. The Leonard Crockery Co. furnished the stock.

Wm. Alden Smith has been elected a director of the Old National Bank, filling the vacancy caused by the resignation of E. G. Studley.

H. J. Gerhardt will open a shoe store at Reed City. Hirth, Krause & Co. furnished the stock.

Get heaven into people and you will not need to worry about getting people into heaven.

The Grocery Market.

Sugar—There is practically no change in prices and refined seems reasonably certain not to advance, although it is doubtful if the refiners are making much money at the present market. The Federal Refinery has secured a large number of orders on a basis below the Trust, and there is expectation in some quarters that the latter may decline its price to meet the Federal's. Other authorities predict that the Federal may advance to meet the others. The demand for refined sugar is rather better than usual at the season.

Teas—All grades of Japans are strong, some authorities insist that the market is stronger than it has been for three years.

Coffee—The market for Rio and Santos grades has shown some slight fluctuations, but they have not been important. The consumptive demand is fair, but the speculative demand is still very narrow and dull. Mild coffees are strong, particularly Bogotas. Javas are also strong. Mocha is unchanged. The general demand is good.

Canned Goods—Standard tomatoes have advanced about 2½c per dozen. The market is strong. Western packers are drawing on the East for supplies. Jobbers are placing orders freely in the East. Corn is strong. Weather conditions continue to favor a strong market. Most jobbers are working hard to make full deliveries of fall contracts on peas. Nearly all grades of peas are short. Packers have advanced prices materially since the new pack came on to the market. All kinds of beans, including baked beans, are strong. White wax are scarce. String beans are in short supply. Asparagus is so high as to be almost out of the running. Gallon canned vegetables are in short supply and prices rule very high. The market is firm. All Eastern canned fruits continue strong and most lines are in short supply. This includes raspberries, strawberries, blackberries and other small fruits of all grades. Eastern peaches and pears continue very strong. The entire list of California canned fruits is held strong. Most packers will make full deliveries on fall contracts, but surplus on many lines will be very short. All lines of preserves are well maintained at advanced prices. Everything in gallon fruits is in short supply and very high. Gallon apples are especially strong. All grades of salmon continue strong. No change from previous reports. The market is stiff all along the line. Lobster is scarce and high. An advance on sardines is predicted. Cove oysters are firmly held and not very plentiful.

Dried Fruits—Apricots are selling in a small way. New currants are getting in and the market rules quiet at unchanged prices. New raisins are selling readily at good prices. Apples are firm and unchanged. New prunes show a decided weakness on the coast, apparently due to a desire to sell. Old prunes are pretty well sold up. The new are quoted at ¼@½c below last quotations, and the market is rather soggy, since the slump promptly choked off everything but the necessary demand. Peaches are dull and unchanged.

Cheese—The make of September cheese is about half what it was a year ago, owing to the continued short supply of milk and the demand for it for other purposes. All cheese manufacturers are much behind in the orders of September cheese. The future is very uncertain. Stocks are short and the future depends on consumers' willingness to go on paying the excessive prices.

Rice—Shipments are moving out freely and the market is steady. The market on all lines of cereals can be described as steady all along the line.

Syrups and Molasses—Corn syrups are firmly held, owing to high prices of raw materials and big demand. Maple syrups of every description are strong. New Orleans molasses shows no particular feature.

Fish—Cod, hake and haddock are in good fall demand at unchanged prices. The advance in domestic sardines has not aroused much interest. The demand is fair. Imported sardines are firm and unchanged. Salmon is firm and unchanged. A notable feature of this year's mackerel catch is the exceedingly small percentage of large fish. The percentage of No. 1s was only ¼ of 1 per cent., and of No. 2s 5 per cent. The remainder were 3s, 4s and 5s. This assures a scarcity of large Norway mackerel throughout the winter season. Prices on all grades of mackerel have remained firm during the week, with an active demand.

Provisions—Everything in the smoked meat line is about normal. Stocks are about average for the season. Both pure and compound lard are firm and the demand is very active, but without change in price. Barreled pork, canned meats and dried beef are all in satisfactory demand and unchanged in price.

New Hand at the Helm.

The annual meeting of the Retail Grocers' Association was held at the Board of Trade room Monday, October 14, and the following officers were elected for the ensuing year:

President—Fred W. Fuller.

First Vice-President—Glen DeNise.

Second Vice-President—Bert Peter.

Treasurer—Frank L. Merrill.

Secretary—L. John Witters.

Guard—John Lindemulder.

It was arranged that the regular meeting of the Association be held in the Knights of Columbus hall in the Herald building for the present, on the second and fourth Thursday of each month. The next meeting will be held on Oct. 24. Committees for the ensuing year will be appointed at that meeting.

The newly-elected Secretary has been a faithful member of the Association for a good many years and those who know him need no assurance that the duties of his office will be discharged in a satisfactory manner.

The Michigan Desk Co. has been re-organized, with an authorized capital stock of \$50,000, of which amount \$40,000 has been subscribed and paid in in cash.

It is hard to stay blue when you are brightening the lot of another.

DESIRABLE CUSTOMERS.

A Business Deal With a Young Girls' Club.

Written for the Tradesman.

Two young girls, one in pale blue and one in a fetching costume of pink, came into the crockery store about a yard behind a stalwart young man who was carrying a hamper of dishes. The girls were pretty, and the best of it all was that they themselves did not know how sweet and wholesome they were.

They had leased the dishes for a picnic given by the West Avenue Girls' Club, and were returning them. The merchant advanced to meet them, wishing that he had a pair like that in his own home. The stalwart young man placed the hamper on the counter and stood waiting.

"You tell him, Mayme," said the girl in blue.

"Tell him yourself, Estelle," replied the pink girl.

Then the girls looked at each other and giggled and blushed. It is a fine thing for a girl to know how to blush. In the swift ways of the time most girls have lost the art of blushing.

"We've brought the dishes back," said the pink girl, in a moment.

"I see," said the crockery merchant, with a smile. "Hope you had a good time at the picnic."

"Indeed we did," replied the blue girl. "Only—"

"No accidents, I trust?"

"N-o-o-o-o, only—"

The blue girl tapped the polished toe of her shoe with her parasol and the pink girl took up the tale of woe.

"I'm afraid," she said, "that some of your dishes are broken."

"Nothing serious, I hope."

The merchant began to feel a trifle uneasy, but when one is doing business with a pretty girl in pink and a pretty girl in blue what is the use of permitting all the emotions of the soul to show in the face? The crockery man smiled.

"It's just this way," began the girl in pink, "Johnny was carrying the hamper and some one threw something, and—"

"Never mind," said the merchant. "We'll take a look at the hamper and see how the dishes look."

As he advanced to the counter where the hamper stood the stalwart young man made for the door. He had a notion that when the curtain went up on the next act there would be a special not on the bills.

The merchant uncovered the hamper and stood above a wreck of china.

"Why," he said, "I guess you've about ruined the set."

"The idea!" said the pink girl, "I saw several pieces in there that were almost whole. You'll find them in there if you look."

When the dishes had been taken from the store they possessed a value of about \$50. Now it was the whole outfit to the garbage can.

There were cross words on the crockery man's lips, but he saw the sweet faces before him and held them in.

"It's just awful," said the blue girl, "and I don't know what we're going to do about it. I told sister that I'd

rather die than bring the dishes back here."

"How did it happen?" asked the crockery man.

The girls blushed and giggled again, but there was a look of fright in their faces, for all their pretense of merriment.

"Alonzo sat down on the hamper and the top collapsed," said the blue girl.

"Did Alonzo suffer any injuries?" asked the merchant.

"Why," replied the pink girl, "I guess the dishes got most of the damage. Do you think it was polite in Alonzo to sit on the top of the hamper?"

"No," replied the merchant, regarding the wrecked dishes ruefully, "I don't think it was nice of Alonzo to sit on the top of the hamper. Where is Alonzo?"

"He had to go away on a train," replied the pink girl. "He has gone to Detroit."

"I see," mused the crockery man. "And when is Alonzo coming back?"

The merchant was angry at Alonzo, not for breaking the dishes, but for permitting these two innocent kittens to come back and face the calamity alone.

"I don't think he's coming back," said the pink girl. "He's awfully cut up about the dishes. I suppose it will cost us all the money we've got."

"I'll look the dishes over and see," said the merchant. "It may not be as bad as you suppose. Some of the pieces at the bottom may be all right. Is this Alonzo a very heavy man?"

"Oh, no," from the pink girl. "He's quite light."

"But the dishes are smashed clear to the bottom."

"I've been thinking," said the pink girl, "that some of them might have got cracked when the hamper fell out of the carriage."

"Oh, the hamper fell out of the carriage, did it? How did that come about?"

"Why, Willie was holding to it and Charley hit him with something, and there were the dishes in the road. But the road wasn't very hard there—that is, not so very hard. Do you find any whole ones there?"

"No, I do not."

"It's just awful," declared the blue girl, "and I know I sha'n't sleep a wink to-night, for thinking of it. I thought I saw a whole dish down there."

"No, it's broken, like the rest."

"Well, there's only a little, tiny piece gone out of it. If we found the piece do you think you could stick it on?"

"I'm afraid not."

"I don't know what papa will say," cut in the pink girl.

"You won't tell papa, will you?" pleaded the girl in blue. "We would not hear the last of it for a year."

"But the dishes cost—"

"Oh, dear! It's awful to be about broke and have such things happen. How much will we have to pay?"

The girls got out their purses and began counting over dimes and nickels. There wasn't more than two dollars in the whole outfit.

"I don't care," said Mayme, "I just think Alonzo ought to have stayed here and helped pay for the dishes."

The crockery man thought so, too, and was so earnest in his conviction that if Alonzo had been there at that time he would have heard something that would have made his ears burn. Still, the merchant liked the nerve of the girls, coming there alone, deserted by their escorts, to face the music.

"Well, we'll give you all the money we've got and it will be midnight when we get home for we've got to walk, and mother will want to know where we've been, and there will be a scene. I just wish we could have an earthquake that would smash everybody's dishes. I never want to see another dish as long as I live."

Now, the crockery man had just purchased that set for use at picnics, and was out the price at the first transaction, but there was an element of humor in the innocence of his customers that appealed to him strongly. "How much money have you?" he asked.

The girls counted their coins over for the third time.

"I made two dollars the first time," replied the girl in pink, "but it falls short a dime. That makes it one ninety. You can take that."

"How much more shall we have to pay?" asked the girl in blue. "I hope it won't be much, for papa does not give up much money."

The crockery man said he'd go back to the office and find out how much the dishes cost. When he got back to his private room he sat down in a chair and laughed until the tears ran down his cheeks. The girls were so innocent, yet so willing, and so nery, that he wanted to let them out of it with flying colors if he could.

Of course it was expensive, but when one does business with a pretty pair like that he must not be too commercial. He went back to the girls and stood before the wrecked china.

"I find," he said, "that the dishes cost a dollar. I'll collect that of Alonzo when he comes back. No, I won't tell papa. Now go on home and cut out that crowd of four-flushers who left you girls to face this thing alone."

And the girls blushed and went on their way, hand in hand, rejoicing.

"A man is a fool to sacrifice \$50 to a pair of pretty faces," mused the crockery man, "but I admit that I am a fool."

All of which recalls Whittier's suggestion of "Flowers in traffic's ledger pressed, and human hearts in bulls and bears." Alfred B. Tozer.

Not Discharged.

An old antebellum negro in a small Southern town was arrested and brought before the village magistrate for drunkenness. He asked for a lawyer who had helped him out of scrapes before, and the magistrate sent for the attorney.

The young man came into the little office where the usual crowd of spectators had gathered, and asked the old negro, "Well, William, what are you charged with this time?"

Sadly the ancient darky replied, "Boss, I's charged with whisky!"

Butchers and Drawn Poultry.

It will be highly satisfactory to the butchers throughout this entire country that the master butchers' organizations are a unit against any suggestions of a law that poultry intended for sale shall be drawn at time of slaughter or before being sold by the master butchers. Within the last three years there has been a craze among many of the faddists and theorists who are permitted to be at large to upset and derange the poultry business, which in the main almost reached perfection. These gentlemen have been so plausible in their arguments that many good men have fallen under their sophistry and in a few cities ordinances have been enacted, making it a misdemeanor to offer for sale any poultry which had not been drawn within a few hours of slaughter.

The germ technically known as "plausibility" had somewhat affected some of our butcher friends to the extent that they openly favored the new idea. Now, we are pleased to say, that after hearing arguments pro and con, they have joined their brethren and to-day finds the master butchers in one solid phalanx against any interruption of the trade and with a determination to bring about the repeal of laws or ordinances which compel the drawing of poultry before offering for sale.

This action on the part of the butchers has come about through communing with one another, and it speaks volumes in favor of organization. If the average butcher would but give a minute's thought as to what can be accomplished through organization he would become one of the greatest of enthusiasts.—American Meat Trade Journal.

Points in Cow Psychology.

A writer in the Chicago Tribune has formulated a series of rules of etiquette for milkers, framed after the discovery by the faculty of the Technical College at Chelmsford, England, that cows treated politely will give more milk:

Always approach a cow from the right side, bow and say: "Good morning, does your cud suit you?"

Always lift your hat when you enter the milking room.

Always enquire if your cow slept well.

Remember a kind word from the mouth is worth two quarts in the pail.

Should the cow kick the bucket, slap her gently and playfully on the ankle.

Should the cow dip her tail in the bucket and slash it across your face, say: "You mischievous thing!"

Should the cow tread on your feet or squeeze you against the side of the barn laugh merrily and make a jesting remark.

Remember that addressing any self-respecting cow as "So-Boss" is an affront likely to cost you a quart of milk.

When your cow has jumped the pasture fence and you find her taking a stroll in your geranium bed, appear not to notice that she has done anything wrong.

Salary Jumped from \$600 To \$40,000 Per Year.

Ten years ago Mr. Conde Nast went to New York City and started to work for \$12 a week; a few days ago, at the remarkably early age of 34 years, he resigned a position with a salary of \$40,000 a year. During his ten years of service he remained always "on salary;" that is to say, none of his astonishing income—he has been receiving \$40,000 a year for the last three years—has been due to dividends. Here is a man who does not have and has not had a bit of interest in the ownership of the concern that employed him. The decade of his labor has been with one firm—Collier's—and his rise from a job at a clerk's hire, \$12 a week, to a position with a salary nearly that of the President of the United States, has been due, surely, to business capacity of a rare order.

Mr. Nast is known to the publishing world as perhaps the greatest expert in the country on national advertising. Probably he has been, during the last three or four years, the highest salaried man of his age in the world. Young men, combining labor and capital, have frequently made a larger income than \$40,000 a year—so frequently indeed that the fact excites little comment. But labor alone at such an age has rarely produced this annual sum. There is a romance of business life in the story of such a success, and in the remarkable fact that a young man who had gone so far should give up such an income to venture for himself.

Mr. Charles Schwab remarked not long ago that a college education unfitted a man for business life or executive duties, and some years past Mr. Horace Greeley expressed more than contempt for a young man who would waste four years of valuable time in such a cause. Brilliant examples of success with and without college education exist everywhere, and the question will probably never be settled. But whether or not these two authorities on success were right, in the instance of this particular young man their theories have been knocked higher than a kite; for Mr. Nast, with, in their judgment, the handicap of the degrees of B. A., M. A., and LL. B., started his business career at 24, and in his early thirties has achieved a most notable success. He not only spent four years in college, he spent seven years of preparation, and all for a business career!

Yet this proves nothing. There are thousands of young men who come to Chicago and start in every year at \$12 a week—or less—and hundreds of them have excellent college training. The city spells opportunity to them, and, with all sorts of implements, from a pick to a diploma, they hope to carve out fortunes. Most of the thousands of yearly recruits are swallowed up in the rank and file of the business and professional armies of the country. There are few who make much of a success before 40, and, the Osler theory to the contrary notwithstanding, it is the middle aged man who is notable in business or professional life.

Mr. Nast really started a business training while he was in college. He seemed responsible enough to his

fellow students to be made manager of one of the athletic associations and during the third and fourth years of his life at Georgetown University he was business head of most of the student organizations. His reign over the athletic affairs of the institution led many of his associates to predict for him a brilliant career in any line of business.

At 22 Mr. Nast, M. A., fresh from the University, returned to his home in St. Louis. His parents wanted him to become a lawyer; the young man wanted to go into business, but decided that a training in law would better equip him for whatever business he undertook. At the end of two years he was graduated from the law school of Washington University and admitted to the bar.

"Then I didn't know what to do," says Mr. Nast, relating his experience in getting a start. "I was 24 years old and had little experience. I didn't mind working for \$10 a week, or nothing, for that matter, providing I was put in a position where I could learn, could gain some experience, but the possibility at my age of 24 of being pocketed for two or three years where, at the end of that time, I would have made no start, filled me with dismay, and I nearly wept over the seven years I had spent at college and law school. I knew that I didn't want to be a lawyer, but I had no idea how to get into business.

"It happened that my brother had put some money into a small printing establishment, and that fact gave me my first job. The manager of the place didn't know what to do with me and I was of no use in the shop, so he sent me out to solicit business from the merchants. I asked him where I had best go to find business. He said, 'You know a lot of people in this town; go to your friends.' I did not like to do that, so I made a chance solicitation here and there. It resulted in no business. Then I recalled that during the next month there was to be a merchants' exposition in St. Louis. The thought occurred to me that if I could only get a list of the exhibitors such a list ought to open up a fertile field, that most of them would want considerable printed matter. The list was at first refused me, but the next day I managed to get it.

"My anticipations regarding the fertility were more than realized; in fact, every merchant I called on that day treated me as if I were doing him a favor, whereas the day before I was treated as a nuisance. The next afternoon I brought into the printing shop literally an armful of orders and requests for estimates. The manager thought I was playing a joke on him, for here in one day's work was a volume of business that overtaxed the plant, but when he realized the situation I felt sure I had 'made good' at my first job."

Here was a simple and easy thing to do, once the idea was secured, and yet how few get the simple ideas that are so valuable. Even the manager of the printing plant had not thought of this obvious source of business for him. That incident was the start of a wonderful business career. It was simply the principle of business get-

ting effort where business is to be had.

An offer of partnership in the printing shop was made to Mr. Nast soon after his start, but he did not accept. Instead, he applied for a place in New York City. His application resulted in a position at \$12 a week, and he started East at once. At that time Collier's was almost unknown; it had a small circulation and a smaller advertising patronage. Mr. Nast was set to work getting advertising, and he found it an impossible task. He knew nothing of advertising at the start. No one wanted to use the publication; indeed, all weekly publications were out of favor. Everything seemed against him. The year before Mr. Nast started the whole year's revenue from advertising was about \$5,500.

Mr. Nast then decided on an entirely new method of soliciting advertising; he stopped asking advertisers to go into the paper. He sent the publication regularly to every one in the advertising business, and, for six months, he kept away from any advertiser or agent. In the meantime, however, he was not idle. He began the preparation of series of letters, he studied the inside of the business, he learned how to overcome the serious difficulties, and when he went back to the advertisers he began to make real progress.

From this small start the business progressed rapidly. Mr. Nast evolved a system of looking after every "individual unit." There never was a piece of copy too small to be canvassed and as vigorously as the large. This was done through letters that have become famed as samples of business literature. The Nast letters are known to every advertiser, agent, publisher and editor in the country.

From an annual income from advertising of \$5,500 the advertising revenue of the publication rose for the tenth year of Mr. Nast's service as advertising manager to an income of \$1,000,000. During his last three years in that capacity the publication carried more national advertising than any other periodical in the world. The growth of this business was the business growth of Mr. Nast. He grew along with the business. And his success was not accidental. His ability appealed to every active man in the publishing business. When he was only 3 years old one of the New York newspaper publishers offered him \$30,000 a year to go with him in a managerial capacity. Now Mr. Nast, at 34, has decided to go into business for himself.

Mr. Nast has an interesting personality. He has no pride of position—his sole idea about work is to get it done in the quickest possible way. He has one characteristic that few men have—the ability to "shed" work. His one desire once he has put a plan into action is to turn it over to a lieutenant, he himself going on to some other work. He is alert, active, aggressive, a sure judge of men, and, being at the age when most men are beginning to be successful, it would be difficult to express, without superlatives, the opportunities and attainments that the future holds in store for him.

Herbert McLeod.

Gold Watch in Cow's Lung.

The following timely and veracious story of a calf came over the wire last week from Lexington, Ky., to an astonished world:

Dr. D. B. Bell, one of the best known veterinarians in this city, has been called in to vouch for the finding of a gold watch in the lung of a cow by E. Dryden, a butcher, and also appointed referee in a controversy over the claim to the watch made by the original owner, Israel Rudge.

Dr. Bell says that in the spring of 1901 Mr. Rudge was at work in his barnyard when a calf got hold of his waistcoat and chewed it up. He could not find his gold watch, but when he sold the cow a few months ago to Mr. Dryden he said he believed the animal had swallowed his gold watch six years before and jokingly told the butcher to look out for it.

Mr. Dryden found the watch in the left lung of the cow. He says the watch was running and recorded the correct time within ten minutes.

Dr. Bell says the only way he can account for the watch running is that the breathing of the animal kept it wound up, owing to the position it occupied in the lung. He holds that the watch belongs to the butcher. The farmer is not satisfied and may go to court.

His Neighbor's Cat.

A Lansing lawyer tells of a merchant living in that city whose sleep had been disturbed nightly by the howling, on his own back fence, of his neighbor's cat. At last, in despair, he consulted his lawyer.

"There sits the cat every night on our fence," explained the unhappy man, "and he yowls and yowls and yowls. Now, I don't want to have any trouble with this neighbor; but the thing has gone far enough, and I want you to suggest a remedy."

The lawyer looked solemn and said not a word.

"I am well within my rights if I shoot the cat, am I not?" asked the sufferer.

"I would hardly say that," replied the legal light. "The cat does not belong to you, as I understand it."

"No."

"And the fence does?"

"Yes."

"Then," concluded the lawyer, "I think it safe to say that you have a perfect right to tear down the fence."

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E. A. STOWE, Editor.

Wednesday, October 16, 1907

SOLO BY MR. UDELL.

No better evidence as to the lack of public interest in and sympathy for the excellent work done—necessarily limited—by the Charities Organization Society of this city could have been afforded than that which was offered Monday evening at the Ladies' Literary Club auditorium, the occasion being the annual meeting of the society in question.

Between 400 and 500 invitations to attend the meeting were sent out a fortnight in advance of the occasion and various reminders as to its approach were published in the daily papers; and yet there were but sixty-six persons present. And this number was made up of officers of the organization and members of their families, two or three clergymen, two representatives of the Salvation Army, one or two school teachers and perhaps twenty-five or thirty others who are members of the society. Aside from Messrs. Perkins, Udell, Wiley, Martin and Twamley, there was not a single member of the Board of Trade present, and yet at the last meeting of the directorate of that body a formal resolution was adopted commending the work of the C. O. S. and promising earnest co-operation.

The programme presented was interesting in itself, particularly the music given by Mrs. Victor Duncan, who sang two solos beautifully, and Mr. Wellenstein, accompanist; and the talk on Organized Charity by H. L. Udell, of the Chicago Bureau of Charities. Unfortunately Miss Clara E. Kummer, Assistant Secretary of the local Charities Society, was unable to be present because of illness, and so those who were there lost the opportunity of hearing of the purpose, the methods, the experiences and the results obtained by a young woman skilled in her work, enthusiastic as to its value and thoroughly alive as to the possibilities along such lines of effort.

There is no department of human endeavor more dependent upon absolute sincerity, tireless energy and enthusiasm over the purpose worked for than is the effort to ameliorate human suffering, and Mr. Udell, who presented an analysis of that work as it has been revealed to him, has, beyond all question, those qualities of sincerity, energy and enthusiasm. His

conception of the work he has been engaged in for so long is cosmopolitan in its breadth and utterly untrammelled by creed restrictions. Tersely did he classify the term "Scientific Charity" as the result of investigation, co-operation and regeneration for its basic essentials, and the reminiscences and arguments which he offered made out his case thoroughly and convincingly.

Aside from the music and Mr. Udell's address, the annual meeting of the C. O. S. was extremely depressing. Whether this was because of the small audience, or whether it was because of lack of enthusiasm on the part of those who were at the meeting is beside the question. Such an occasion, if it is to be simply a cold, hard presentation of facts, should be observed in the funeral quiet of the closet; if it is expected and planned that the event shall be inspiring and regenerating in its influence, it is the bounden duty of those having the affair in charge to show their own force, faith and enthusiasm and compel the atmosphere of exaltation, zeal and determination which is so necessary to the welfare of an organization entitled to the confidence, the sympathy and the support of the public. Statistics, didactics, homiletics and painful dignity are not calculated to animate and cheer a miscellaneous audience however small or large, except they are given zest by the ardent manner of those who are giving the instruction, those who are doing the preaching.

Mr. Udell performed his share of the work well, but one man alone is at a tremendous disadvantage when those who secure his services are content to remain complacently grave, complacently sincere, complacently faithful and complacently co-operative.

BOARD OF TRADE METHODS.

The Civic News editorially criticises the methods followed by the Grand Rapids Board of Trade in its creation of a committee to nominate officers and directors of that body, and in its form of a secret ballot. The methods thus criticised have been adopted as the result of a dozen or more years of various trials and experiments, and in the judgment of the sixty-five or seventy members of the directorate of that body they are best calculated to preserve harmony and secure the co-operation essential to the general welfare of the city and the usefulness of the organization.

This judgment is no hasty nor careless nor selfish conclusion. It is based upon most careful examination and analysis of all factors entering into the development of the policy of the Board; it has been most discreetly built up from experiences, from discussions and recommendations by representative business men who, beginning as merely supporting members of the organization, have, through constant, loyal and intimate acquaintance with the multitude of problems that have come up during the past ten or fifteen years, been selected by the general membership of the Board to guard, develop, perfect and perpetuate the institution.

Moreover, the plan in question is

entirely fair and entirely secret, as is demonstrable to any person who cares to make an impartial and thorough investigation of the matter. A public welfare organization, large or small, is necessarily made up of active business men who indulge in such membership as a matter of public spirit and loyalty to the best interests of the city where they live and where their interests are. This is quite as true of the membership of the Civic League as of the membership of the Board of Trade. Nine-tenths of the members of the Civic League or of the Board of Trade are men who can not give the time to the practical workings of the League (or the Board of Trade) that is given to those affairs by the remaining tenth of the members.

And so the men who dominate the affairs of the League (or the Board of Trade) are looked to to continue their efforts by those who do not feel that they can devote much time or thought to any cause outside of their own personal enterprises. Occasionally, for one cause or another, a new "worker" develops in the League (or the Board of Trade), and there is no fact that is more readily recognized or more promptly utilized. The new worker is at once given duties to perform in the League (or in the Board of Trade). He is most heartily welcomed by the management of either organization, and it is inconceivable that any reputable citizen should be rejected as a worker by either association in order to keep the management in the hands of a certain clique for their own personal interests.

The make-up of the Nominating Committee of the Board of Trade is quasi secret because experience has taught that defeated candidates who were named by a known Nominating Committee have felt their defeat and have shown their feeling by breaking long-established friendships with members of that Committee—a result most deplorable and to be avoided particularly, if possible, in a public welfare organization.

Any member of the Board of Trade who believes that the balloting for officers is not secret has only to present himself at the polls on election day and deposit his own ballot. Such members as can not give the time to visit the voting place can rest assured that the following plan is rigidly followed:

Each member is provided with a printed ballot, a blank envelope and an envelope addressed to the Election Board of the Board of Trade, with a request that he will mark a cross opposite the names of the men for whom he wishes to vote, place the ballot in the blank envelope, seal the same and write his name outside the envelope, which he places in the addressed envelope, seals and posts.

The Election Board consists of two members of the Board of Trade and the Secretary of the organization. As these votes by mail are received they are held unopened until the Election Board meets to conduct the voting. When the Board is in session the Secretary opens the addressed envelopes, takes out the enclosed envelope, calls off the name written thereon—said name being then checked off

from the membership list—and hands the ballot, sealed, to a member of the Board, who opens the envelope, takes out the ballot and without unfolding it deposits it in the ballot box.

As to the alphabetical arrangement of the ballot, the names of the candidates are set up in type, alphabetically, and made up into a form. Then 125 impressions are taken; then the form is transposed and 125 more impressions are taken; then the two columns are divided into halves and these halves are transposed six different times and 125 impressions are taken of each transposition so that among the 1,000 ballots printed there are eight separate arrangements of the names of the candidates and whatever value there is in having a name beginning with A or B is completely annihilated.

THE FAT COLONELS.

Not long ago President Roosevelt issued an order which carried dismay and astonishment to the hearts of the several score of superannuated staff officers located in Washington. The President commanded that in order to test their physical condition every staff officer detailed for duty at the War Department of the rank of Major and above, including Colonel, should be compelled to take a fifteen-mile ride on horseback, going through all the paces, from walk to gallop. The President, in his usual strenuous manner, made it clear that his purpose was to force into retirement field officers no longer able to stand the strain of mounted service in the field. It did not matter whether the field officers affected were commissaries, quartermasters or engineers, all must be able to ride and perform active field service, or they must go on the retired list.

While the general opinion as to the President's order is that it imposes some unnecessary rigors on quite a number of worthy officers, there can be no denying the wisdom of keeping all officers on the active list in good physical condition and able to perform such duties as may devolve upon them in the event of war. It was rather a hardship to compel a number of middle-aged officers to submit to a rather hard test without previous notice.

In pursuance of the President's orders the whole company of "fat Colonels," as the unfortunates have been facetiously dubbed, reported a few days ago at Fort Meyer, near Washington, for the fifteen-mile ride. Those who did not have mounts of their own were provided with troop horses. A physical examination prior to the ride showed that only two of the total number of officers were not in condition to risk the exercise. Apparently not a single one of the so-called fat Colonels failed to stand the test, as all made the fifteen miles without difficulty and without any apparent distress, hence if the President expected that a number would go on the retired list as a result of the test he is likely to be disappointed. Horsemanship will hereafter become more popular among the staff officers detailed at the War Department so as to keep in condition against the possibility of the President's ordering an even more severe test than a fifteen-mile ride.

COMPETITIVE SYSTEM.

Ethics Which Govern the World of Business.*

In a letter to a friend Huxley declares that moral duty consists in the observance of those rules of conduct which contribute to the welfare of society and, by implication, of the individuals who compose it. These rules, he thinks, are discoverable, like the other so-called laws of Nature, by observation and experiment, and only in that way.

The practical value of ethics consists in the discovery of these principles by the analysis and comparison of types and consequences of conduct. Thus the moral ideals which guide and inspire are disclosed to view.

Thousands of years of human experience have established many principles of conduct which may be accepted as the coined wisdom of the race. The nature and consequences of a great deal of behavior are so well known that practically positive conclusions may be reached and ethical principles applied with little difficulty. In the problem before us, however, the respective merits and disadvantages of combination and competition are still undetermined. Some kinds of combination and competition stand condemned at the bar, not only of public opinion, but of ethical wisdom. Other kinds are not easily adjudged because their nature and effects have not disclosed themselves with sufficient definiteness to warrant an intelligent opinion. We are now engaged in estimating the benefits and evils of vast combinations, observing their methods and results, and trying to eliminate evils upon which we have agreed by legislation and judicial procedure.

Shall we destroy the combinations, or trusts, as evil in root and branch, necessarily a positive injury to society, a menace to government and a detriment to trade? Or, is the principle of combination sound, the evil consisting not in the combination, per se, but in the methods used to promote and to maintain it? Is competition the life or the death of trade? What is the effect upon human character of the competitive system and what, so far as experience will warrant a prophecy, is likely to be the effect upon individuals and society of the present tendency toward combination?

Before attempting any answer to these questions, let us survey the scope of our problem and indicate a few of the important issues involved in it.

Herbert Spencer maintains that a regime of unrestricted competition—a struggle for the survival of the fittest—is necessary for and, in fact, does lead to the improvement of the species. The interest of the individual is subordinate to that of the species. He concludes that what is true of the sub-human species is equally true of human beings.

Mr. Huxley affirms that the cosmic process works through the lower nature of man, not for righteousness, but against it. The thief and the

murderer, therefore, follow Nature as much as the philanthropist. The cosmic process then has no relation to moral ends. Accepting this view, some tell us that Nature is a field where every creature struggles for itself alone, and this rule ought to be the rule for man, the weak going to the wall, where they belong.

Mr. Huxley, however, does not coincide with these deductions. "Ethical progress," he says, "depends not on imitating the cosmic process, still less in running away from it, but in combatting it. Social progress means a checking of the cosmic process at every step and a substitution for it of another, which may be called the ethical process, the end of which is not the survival of those who happen to be the fittest, in respect of the whole of the conditions which obtain, but of those who are ethically the best."

So, then, according to this view, all self-restraint, others-regarding motives, helping of one's fellows, although essential to ethical progress, are in violation of Nature's process. Can we resist and supplant the cosmic process by conduct directed toward moral ends? Mr. Huxley thinks so. "Man possesses," he says, "a fund of energy, competent to influence and to modify the cosmic process."

Assuming Mr. Huxley's description of sub-human nature as correct, is it logical to exclude from the cosmic process this fund of ethical energy which came from somewhere, and according to the evolutionist's theories could not have been injected into the world of man from without by some supernatural agency. It must have been evolved, then, as a result, a glorious fruitage, of the cosmic process. Does not Mr. Huxley oppose one part of the cosmic process to another, the world of the brute to the world of man?

The "economic man" of the earlier economists was surely a product of protracted contemplation of and admiration for the lower forms of the cosmic process. He was a creature who knew no motive but self. He was untrammelled by ties that might fetter the freest play of his self-seeking ambitions. No scruples of friendship, benevolence, sympathy or of any regard whatsoever for others impeded the free flow of his movements along the line of his personal gain.

In his "Political Economy" Francis A. Walker defines competition as the operation of individual self-interest among the buyers and sellers of any article in any market. It is opposed to combination and to sentiment. "Whenever any economic agent," says Walker, "does or forbears anything under the influence of any sentiment other than the desire of giving the least and gaining the most he can in exchange, be that sentiment patriotism, or gratitude, or charity, or vanity, leading him to do anything otherwise than as self-interest would prompt, in that case, also, the rule of competition is departed from."

The theory of economists who hold to this conception of competition is that an industrial society composed of such self-seekers will progress and

each individual will get what belongs to him in the long run, because such a strife between man and man will force land, capital and labor into the market where they will be utilized to the highest capacity of their productive power. Individual and social interests are harmonized, so it is claimed, by this struggle because it is impossible for the individual to advance his own interest without simultaneously promoting the general welfare.

This was the theory of the older economists, and with some modifications, this is still the theory of many modern economists who have tried to humanize the old economy by making allowances for the friction of such non-economic forces as friendship and sympathy, and by redefining wealth.

The practical business man and the academic economist have been trying to get away from that sort of competition. The political economist has come to feel that the "economic man," the mere covetous self-seeker, the money-getting and money-spending animal, does not exist. John Ruskin admits that a science based upon these assumptions as to the nature and aim of men might be consistent and logical in all its reasoning, as any conclusion might be sound if the premises were accepted. "But what becomes of such a science," Mr. Ruskin asks, "if man was endowed with a liking for good work and a capacity for self-sacrifice and was not controlled entirely by money?" "What is the use of a science which begins by assuming that man is what he is not?"

It is not to be denied that many men have tried to make of themselves mere money-getting animals and have endeavored faithfully to live up to the law of competition by giving the least and getting the most in exchange. There is no crime or oppression or vice that may not be plausibly defended by the plea that it is "perfectly natural." In a sense, as Mr. Huxley says, "The thief or the murderer follows Nature as much as the philanthropist." Defended by the plea of obedience to the natural law of competition, men have made money by adulteration, sweat-shops and child-labor. They have dragged whole industries down to the level of a brutal struggle for existence by forcing competition between hungry men looking for work, by undersell-

ing to crush rivals, by vicious methods in production and by lying advertisements. It does not seem true that self-seeking motives in the "economic man" will, of themselves, necessarily promote the general welfare. In some classes of goods "improvement in quality and true cheapness" do result from competition, but in others the quality deteriorates and people are deceived into buying them by misrepresentations and false cheapness.

If money, profit, pay, be the only personal loss to be avoided, and the only personal gain to be sought, then money becomes our master.

Many business men honestly believe that the attempt to introduce high ethical principles into business will lead to chimerical schemes and unsound practices. As one of them says, "The purposes of business, the sense of responsibility to others, the danger of personal loss and the hope of reward are the surest guarantees for the conduct of affairs in the mutual interests of employer and employed."

Edward Atkinson thinks social theorists better keep their hands off business, for, as a rule, they only expose their own ignorance of the true function and the interdependence of the merchant, the manufacturer, the workman and the laborer, by whom the modern conditions of society have been evolved. Commercialism this writer defines as "the pursuit of gain by service and fair methods in the conduct of business."

Undoubtedly a great many foolish things have been said about commercialism, without defining the term, as if commercialism and ruthless competition were identical. If "commercialism" simply means inordinate desire for wealth, and for the power it brings, irrespective of the means by which the wealth is gained or the uses of the power, then we have simply a new term for the very old sin of selfish ambition, unprincipled conduct and oppression.

Commercialism, however, in another sense, has been one of the mighty civilizing forces. Marvelous has been the progress of commerce in the utilization of Nature's resources, the development of new industries, the distribution of necessities, comforts and luxuries in the increasing ease of communication and transportation. True, also, it is, and we do not see how it could have

WHERE THE WIND, WATER AND WEATHER GET IN THEIR WORK

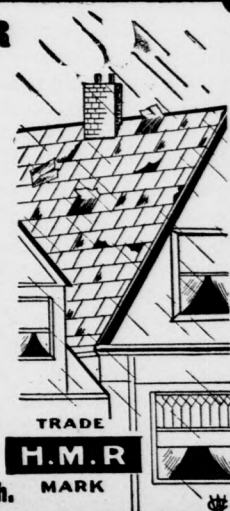
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*Paper by Dr. Alfred Wesley Wishart, Pastor Fountain St. Baptist Church, read at recent Unitarian Conference at Ann Arbor.

been avoided, that these changes, increasing the world's natural wealth and ministering to all sides of human progress, have not been unmixed blessings. Disasters have overtaken many by the necessary readjustments in industries, disorganized temporarily by inventions and discoveries.

True, also, it is that "there never was a time when business honor, generally speaking, was as high as it is now." As Professor J. J. Stevenson says: "Dishonesty exists as it always existed, and as it always will exist, until man's nature is changed." But the fact remains that the whole commercial fabric is based upon honesty. There are modifications to be made later to this statement, which may be accepted at present as relatively true.

Now there are two observations at this point which must be mentioned. It does not follow, because progress has been made, that the cause of such progress is the kind of competition described as "the desire to get the most and to give the least." Was it such competition that drove the sailing vessel off the sea by the steamship, the stage-coach off the land by the locomotive, and that invented the telescope, the telephone and wireless telegraphy? Is such competition responsible for the progress of ethical standards and popular education? Did such competition produce the masterpieces of music, painting, sculpture and architecture? Or are these achievements the product of a passion for knowledge, for self-expression, for discovery and invention? The men who have achieved these triumphs in the field of commerce, industry, art, education and religion were not dominated by "the desire to get the most and give the least."

On the other hand, commercialism, in so far as it is the desire for legitimate rewards for useful services rendered to society, is not to be charged with the crimes and sins of mankind. While honesty is unquestionably more common than some magazine writers would have us believe, yet there are many and serious evils in business not attributable to commercialism itself, but to that kind of competition in business which is carried on by men who make personal financial gain a primary end. To say that the pursuit of self-interest, properly conceived, promotes social interests is to beg the question. What we desire to know is, What is self-interest? What should be the primary motive in real morality? Should this motive prevail in the economic world? Can men who make financial gain a ruling consideration be, in a real sense, moral?

Experience proves that mere freedom from competition does not necessarily alter the ethical standards of business men or produce a higher type of character.

George W. Perkins, testifying in the insurance investigation in New York, declared that the era of competition was drawing to a close and must be succeeded by the era of combination.

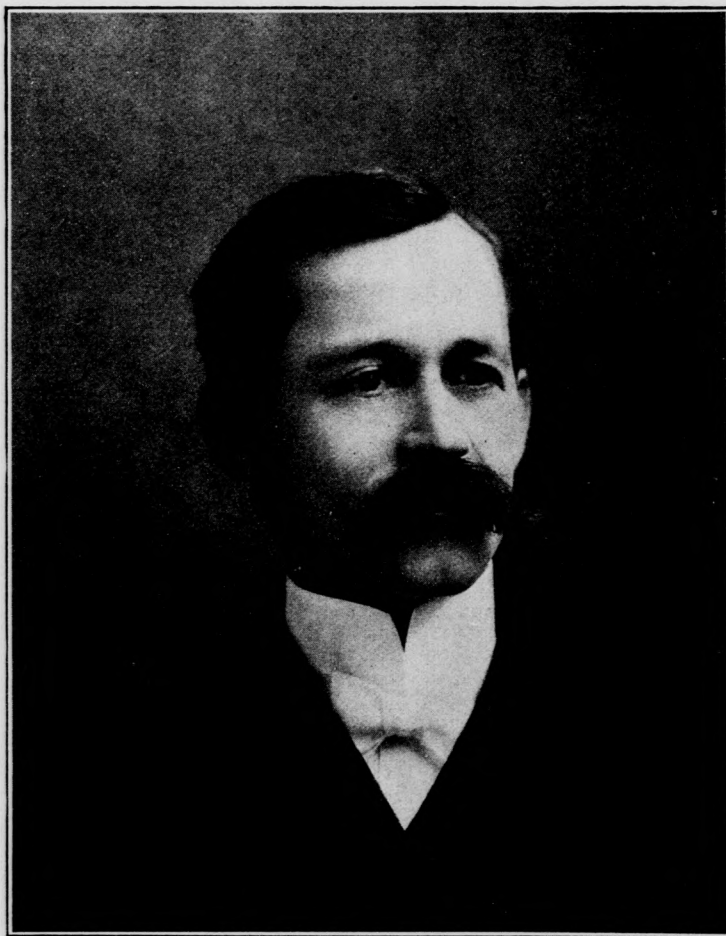
Competition is declared by trust magnates and socialists alike to be

the death, not the life, of trade. Unquestionably ruthless competition forced combination. It is declared that combinations have developed old markets and opened new ones, increased the saving and efficiency of manufacturing, utilized the waste products, reduced the cost of selling, saved cross-freight rates, steadied prices, regulated production to meet demand—thus reducing the likelihood of panics—and bettered the conditions of labor.

On the other hand, it is alleged that these benefits have been obtained by vicious methods, such as illegal rebates, the corruption of courts and legislatures, the debasement of political life, over-capitalization and stock-watering, and that they have been accompanied by a dangerous

As Lord Justice Bowen, of England, said, in a suit brought by certain ship owners against rivals who had driven them out of the tea trade, "To say that a man is to trade freely, but that he is to stop short at any act which is calculated to harm another tradesman, and which is designed to attract business to his own shop, would be a strange and impossible counsel of perfection." The legal view is that "all forms of competition which do not involve fraud, disparagement or coercion are lawful."

The legislative and judicial attacks upon trusts, now going on, are not intended to deny the right of combinations to conquer competitors by all lawful means. The mere "bigness" of the corporation or the size of its accumulations is not deemed, at pres-



Dr. Alfred Wesley Wishart

centralization of wealth and power in the hands of a few men. So it remains to be seen whether vast combinations must necessarily use vicious methods to stifle competition and to confer benefits upon society or whether these are temporary and by no means essential features of combinations of capital. It is doubtless true that if the current standards of political economy and legislation are sound, they do not change simply because business is conducted on a large instead of small scale, under-selling, cutting prices to get or keep a market, or to destroy rivals, joint agreements, gentlemanly understandings, buying in the cheapest market and selling in the dearest, if ethically defensible in the case of small business competitors, must be so in the case of trusts.

ent, unlawful or unethical. But the point I am insisting upon is that mere absence of competition does not abolish business iniquity or create a higher type of character than under the unrestricted competitive regime.

In the numerous cases of municipal monopolies, where from the nature of the business there is no competition, we find some of the worst evils of our business world. Public service corporations supplying gas, water, electricity, telephones and trolley cars are notorious corrupters of politics.

So it would seem that just as all the material benefits of commerce and industry are not to be ascribed to competition, so all the evils of business and politics are not due to that cause.

Let us then look elsewhere for the ethics of business. The Hon. James B. Dill, now a member of the Court of Errors and Appeals in New Jersey, and a corporation expert, says: "If the character of every prominent combination or dominant company expressed the real intent of the organization, instead of reading, 'To manufacture, transport and market' the particular product in question, it would state as the purpose of the company, 'To dominate in the manufacturing, to dominate in the transportation and, what is quite as important, to dominate in the market of the product.'"

On a small scale that is the purpose of thousands of retail dealers in their limited spheres of operation.

Is the mere aim "to dominate" irrespective of the character and purposes of the domination, or the methods by which domination is to be achieved, an ethical end?

Do men compete because it is wrong to combine, or combine because it is wrong to compete? Or are competition and combination merely the forms and instruments of a purpose which may or may not be really moral? Have we been blinded to the real issue by material benefits? Have we not assumed that the ethical problem of business will be disposed of when we demonstrate to our satisfaction whether competition or combination will produce the greater amount of material wealth, primarily for the competitors or combiners and, of course, incidentally for the public at large, because we can not benefit ourselves without serving the public to some extent?

"There is something half humorous, half pathetic," says J. A. Hobson, "in the efforts made by modern political economy to assume a refined and cultivated aspect, like the successful retired trader who buys pictures, grows orchids, subscribes to the hunt and does other polite and public-spirited things to make himself agreeable. * * * Half civilized, like the inhabitants of some remarkable island just known to foreign ships, it has stuck on bits of refinement and humanity and wears them like foreign ornaments, a mortal offense to true ethical taste. A science which still takes money as its standard of value is, in the nature of the case, incapable of facing the deep and complex human problems which compose the Social Question."

So, then, it would seem that so far as the ethics of business is concerned the vice is not that men compete or that they combine. Some kind of combination has always existed in civilized society and even amid savage conditions. And some sort of competition must exist under every conceivable form of social co-operation. The trouble is that we do not distinguish between false, conventional, legal morality and real morality. James M. Whiton, Ph. D., of The Outlook staff, in an article on "The Moral Crisis Confronting the Church," which deserves wide reading, declares that it is because of our unenlightened attitude toward moral conduct that we see such monstrous conduct lingering on side by side with the highest types. Dr. Whiton thinks the key to the situation is

the "upward look and struggle," which is the only abiding, essential element of morality. Stationary, conventional, legal morality is not Christian morality. It is the morality of Pagan Greece and Rome, whence come not only our words, "ethics" and "morals," but the very ideas attached to these words: Morality meant, for the Pagans, conformity to the popular code.

This is the first evil of business: The refusal to recognize any higher standard than that of current political economy or the conventional ideals of business. This leads men to resent what they call the intrusion of ethics into business and to characterize all efforts to advance the ethics of business as idealistic, visionary, sentimental and philanthropic. They are not in business "for fun" or "for their health" or "for philanthropy." So saying, they think they have disposed of ethics and social theorists.

As Dr. Josiah Strong says: "It has dawned on few, that production and distribution are necessary functions in the great social organization to which they owe the service of their lives, and that it is their special mission, by the best possible performance of these functions, to extend the kingdom of God upon the earth."

Now the fact that in the pursuit of gain these functions must to some extent be performed does not moralize the motive if it be wrong.

The second evil is not that men compete or combine, but that they compete or combine for inferior ends. "In our present social perils," says Dr. Whiton, "the teacher of morality would do well to strike at the great lie which blinds men's consciences—that morality unsocialized is morality; that self-interested virtue satisfies the moral demand; that a life planned more for acquisition than for distribution can be a moral life. The great lie is the tap-root of our social discords and dangers, in that it makes it possible for men steeped in anti-social principles and practices to enjoy social respectability, good standing in our churches and even honor as Christian philanthropists."

Do men compete or combine "to get" or "to give" benefits? Is the primary purpose individual self-interest or social-interest? It is an evasion of this issue to argue that the self-seeker incidentally serves society's interest because, although true, it does not transform a selfish purpose into a truly moral purpose. Nor does the social use of gains made by pursuit of an immoral end cleanse the process and purify the "getter." No reductions in price or economies in production and distribution, or improvements in manufacturing, or philanthropic gifts of any sort, have the power to transform the character of a man whose principles in business and primary aim in life are immoral.

It is the immorality in the underlying aim of so many business men that leads to vicious methods, that tempts them to measure business conduct by standards they would scorn in private life. It is immorality in primary purpose that allures from the path of strict honesty into the trackless swamps where the only guide is

the corporation lawyer, who knows how to evade the spirit of the law while keeping within the letter.

When once the nature of real, as distinguished from spurious or conventional, morality is recognized and a real moral purpose dominates financiers, employers and employed, then many of the subordinate economic problems will either vanish or be much simplified. For at heart many of our economic problems are moral problems, which no amount of legislation can reach, which are not caused wholly by industrial forms and organizations, which exist under either combination or competition, and which can only be solved by the substitution of "progressive" morality for "stationary" morality, of "social or real morality" for "individual or spurious" morality. Of the stationary or conventional moral man Jesus has said, "What do ye more than they? Do not even the publicans the same?" To the aspirant for progressive morality Jesus says, "Be ye perfect as your Heavenly Father is perfect."

Of the individualistic moral man Jesus says, "He that seeks to save his life shall lose it."

Of the socially moral man, the real, true moral man, Jesus says, "He that loses his life for my sake," that is, for the sake of those in whom Christ dwells, for others, he who sinks self out of sight and so loses it as he pursues the good of his fellowmen, "he shall find it."

Competition between individuals with the view of giving benefits instead of getting benefits will eliminate all the evils of competition and combination and conserve all its benefits.

The apparent conflict between the cosmic process and the ethical process, as stated by Huxley, is seen to be no real conflict. There is still the struggle, the subordination of the individual to Nature's purposes, the survival of the fittest. But the struggle ceases to be ruthless and cruel as it becomes more rational, producing less misery and more happiness as it becomes moralized.

The survival of the fit still goes on, but the fit are morally fit, adapted to moral conditions. The end is different because the kind of life to be preserved is different.

So also the individual is subordinated to the species, but in the moral world such sacrifice is the pathway to the highest self-development and self-realization.

All this is not in violation of the cosmic process. There is no substitution. It is the fruit of the evolutionary process.

Nordau puts the case none too strongly when he says, "The larger the number of beings who place their own interests higher than all the duties of solidarity and the ideals of the development of the species, the nearer is the species to the end of its vital career. While, on the other hand, the more individuals there are in a nation who have an instinct within them impelling them to deeds of heroism, self-abrogation and sacrifice for the community, the more potent are the vital energies of the race."

The Shepherd Carvers.

There are few lonelier lives in the world than those lived by shepherds in the high meadows of the California Sierras. All alone they follow their sheep, seeing no one for many months of the year but the sheep, their dogs and perhaps an occasional, a very occasional, traveler. Probably this solitude dries up the springs of speech, for they are said to be very silent when they do encounter any one.

One of these strange men is a Basque from the Pyrenees. A lean, dark-visaged, ragged fellow, he is now and then overtaken by some wanderer in the mountains. Along the trail before him his sheep feed; his mongrel collie hangs at his heels. He may raise his stick in mute salutation, he may slouch by without a sign. Yet

this uncouth being has one talent; he can carve. His amusement is carving quaint sheep buckles out of bone. Every herd has its bellwether, about whose neck hangs a bell. The bell depends from a leather collar, and it is the buckles of these collars that this old Basque shepherd and some of these other Sierra shepherds make in the course of their lonely days. Sometimes a buckle represents a summer's work, for some of them are very elaborate. Some are in the semblance of saints or angels, some have the monograms of the sheep owners or of the shepherds in curious designs. All are patiently cut, bit by bit, with the pocketknife of the shepherd.

The double mind never comes from an excess of brain.

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

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers



Solution of Surplus Summer Stock Problem.

One of the problems which confronts the shoe retailer is the disposal of non-moving styles, the odds and ends, after the season is over.

Shelf room is needed.

Apart from this fact, it would be foolish to carry over to next summer a lot of antique styles, which will be more difficult to sell than now.

But the question is, "How to sell them."

They have remained on the shelves either because the public did not like the style, or because the odd sizes were unmarketable.

There are two methods for disposing of this stock:

One is to hold special sales, mark the shoes down to figures that the public will find hard to resist, and have a general cleaning out at bargain prices.

The other method is to offer clerks a commission on the sale of these slow-sellers.

Special sales are fairly successful at doing the trick, but they are expensive.

The advertising bill alone is a very heavy item.

Then, they break up the regular lines, because in order to make the sale successful one or two of these must be marked at special prices to bring the crowd.

Many merchants have come to the conclusion that clearance sales do not pay.

They require the services of extra clerks—an extra expense.

They require an immense amount of labor.

They contribute wear and tear on the store furnishings.

They bring little or no profit, as the goods are sold at a reduction. What profit exists is almost eaten up by the cost of the advertising and additional expenses.

Finally, they hurt the reputation of the establishment in more ways than one.

A customer buys a pair of shoes at the special sale price, and upon returning to the store a few months later is charged 50 cents more for the same style.

He or she naturally expects to pay no more the second time than on the previous occasion.

The clerk may explain until he is blue in the face; it will not prevent that customer from leaving the store dissatisfied. In nine cases out of ten the patron will go to another store thereafter.

This occurs continually in establishments where clearance sales are held regularly.

Another injurious effect of the clearance sale is exercised upon the best class of trade.

These people are apt to shun anything that is cheap. They do not care to patronize stores that flaunt great posters, or that advertise sensational shoe bargains in the news-

papers. This class of trade worships "style," and style is a synonym for exclusiveness with them. There is nothing exclusive about marked down prices and sensational clearances.

Then how shall the broken sizes and odds and ends of summer stock be disposed of?

Simply by clever salesmanship on the part of the help.

Of course, the clerk will need an incentive.

It is easiest to sell from new stock, and the salesman, being human, will naturally do the thing that is easiest.

Therefore, the proprietor must give him a commission in order to secure the young man's energetic co-operation.

In the first place, the slow-moving stock must be gathered in one section of the shelves, where it can be easily reached.

Here it should be inventoried, so that each salesman will know what sizes and styles have to be sold.

What is equally important, he will know just where to locate them.

Having done this, inform the clerks that a commission of 10 cents, or 15 cents, will be paid on each pair of the most desirable goods disposed of, and 25 cents per pair for the slowest sellers.

Add the commissions to each clerk's salary at the end of the week. To stimulate competition among them post up a card in some conspicuous place, stating the commission paid to each man, and commending those who are making the most progress.

Encourage the young men by telling them that the science of salesmanship does not consist of selling goods which people want, but in selling stock that you want to dispose of.

As many men are stimulated by fear, drop a hint that you have adopted this means of disposing of the slow-movers in order to ascertain who are your best salesmen. Without your saying so, the inference will be that the fellows who lie back and take things easy may, at some future date, lose their jobs.

The effect of the commissions will be to make every clerk exert himself to sell the shoes that you want to get rid of. Of course, there will be some left-overs, but they will consist of odd sizes that would have remained after the most persistent clearance sale.

As to the additional expense created by the commission, it will be found that the shoe dealer has disposed of his surplus stock at a less expense than he would have found necessary had he conducted a well-advertised clearance sale.

Is it profitable to tell the truth in business?

Is it wise to advertise half-price sales, when they are not half-price sales?

Is it safe to practice fake bargains on the public?

Many merchants have conscientious scruples about using such methods, but practice them nevertheless as they believe that business demands it.

They don't pay.

As P. T. Barnum said, "You can fool all the world some of the time,

The Best Yet

Our

E=Z=Walk Shoe

Strictly Hand Welted

The Most Comfortable Shoe in the Market

A Shoe that Everybody Else

Doesn't Have

Get the Exclusive Agency in Your Town

Wayne Shoe Mfg. Co.

Fort Wayne, Ind.

Our salesman will be pleased to show you.

Everybody Wants The Best For His Money

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

Michigan
Agents



Not In Any
Trust

Grand Rapids Shoe & Rubber Co.

28-30 South Ionia St.

Grand Rapids, Michigan

and some of the world all the time; but you can't fool all of the world all the time." And Barnum was an authority on the question of faking. He coined the phrase: "The public likes to be fooled," and put his theory into practice by painting a "white" elephant and gathering thousands of dollars with the most outrageous fake in history.

But Barnum was a traveling showman.

He was not located in one store, as the shoe dealer is. He was drawing on a new public every week, and could fake with impunity as he was never long enough in one place to be detected and held responsible for the lies he perpetrated.

Very different is the case of the shoeman.

He can not get away from the reputation he makes for himself, even if he changes his location.

He can cheat the public for a time, but every man and woman cheated becomes a press agent to blacken his business character, and the amount of mischief they do as the months go by is simply incalculable.

Leaving aside all moral considerations, honesty is the best policy, from a standpoint of dollars and cents.

If you are holding a clearance sale—and hundreds of dealers will—try to arrange something novel in the window to draw a crowd.

A broom display is excellent.

For this purpose use a dozen or fifteen brooms, arranged in all manner of angles in the background.

In large letters across the middle of the rear partition have the words, "Making a Clean Sweep."

The window cards should suggest something about the great house cleaning effect of the sale, and its deep cut into prices.

Possibly the limit of sensational advertising was achieved by a New York dealer last year who held a "Job Lot Sale."

He filled his window with tall baskets containing indiscriminate lots of shoes. These were labeled Job Lot No. 1, Job Lot No. 2, etc.

Each job lot had a special bargain price, which interested the public.

As the season has arrived when rains are frequent, dealers will find it profitable to exploit rubbers.

It is not advisable to wait until the rain comes to advertise these goods. A better plan is to advertise them day by day.

A prominent shoe dealer of Lynn has adopted this method: Each day he has a new advertisement for rubbers posted up on his window pane. The advertisement consists of only five or six words, upon a narrow sheet of paper, but some suggestion is made that will impress the man on the street.

The advertisements are printed in green ink, upon white paper.

The effect of this system is to let everybody know that the merchant carries an unusually good line of rubbers. Therefore, when people want rubbers they go to his store.

Too many shoe dealers limit their advertising of rubbers to a small card marked "Rubbers," which is posted

on the window or door, on rainy days.

This publicity is not sufficient to attract a good trade, and such merchants are apt to have a surplus stock on hand at the end of the season.

A Buffalo firm last spring disposed of their surplus rubbers by giving the maway. A pair of rubbers was presented to every customer who purchased shoes valued at \$2.

This was a good advertisement for the store, but decidedly expensive.—A. B. Northfield in Boot and Shoe Recorder.

A Few Hints for the Notoriety-Seeker.

Not since Dr. Osler set the world by the ears with his remarks anent the age at which a man has outlived his usefulness has there been a more startling theory advanced than that of the gentleman who recently gave it as his opinion that the liver, and not the heart, was the real seat of the soul, and backed up his opinion with quotations showing that such an idea had been accepted by philosophers in past ages. Now, the fact is incontrovertible that when one's liver is deranged the entire system is affected—including the disposition—but nevertheless we are not prepared to admit that this hitherto humble and always useful organ is entitled to the place of honor in our interior department, so long occupied by the heart. Such a belief, should it become general, would virtually create a revolution in many ways. For instance, it would necessitate an entirely new school of poesy, for how would a ballad sound worded:

"Liver of my liver, I love you?"

And we never, never would agree to call the only girl we ever could love our sweetliver!

Not for worlds would we insinuate that this liver theorist was simply seeking self-advertising; but we can not help realizing what a sweetly simple way this is to secure it, and we wonder that more people have not in some such manner made their way into the public prints. For instance, why doesn't some one start a crusade against stomachs? There have been well authenticated cases where people have had this organ removed and have still lived. Why not call the stomach a relic of barbarism, and advocate its removal, especially in infants, just as some parents have their children's vermiform appendices removed, so as to avoid possible trouble in the future? There can be no doubt that the human stomach has been the cause of a great deal of the trouble, not to mention expense, in this world. Or, why doesn't some one point out how much better it would be for human beings to go on all-fours—and set the example in his own case? We venture to say that the newspapers would devote considerable space to him—at least, so long as he remained at large.

Another neat way would be to advocate a device something like a glove fastener, so that the ears could be buttoned over on the cheeks. It is well known that the ceaseless noise and bustle of a big city are likely to have a bad effect on the constitution,

and in this way they would be done away with. Of course, when one wished to hear, the ear would simply be unfastened. This idea has many good points.

They Were Really Agreed.

W. L. Brownell tells of his effort to arbitrate between a man and his wife who were airing their troubles on the sidewalk one Saturday evening.

"Look here, my fellow," exclaimed the Kalamazoo man, at once intervening in the altercation, which was growing more and more violent, "this won't do, you know!"

"What business is it of yours?" demanded the male combatant angrily.

"It's my business only so far as I may be of service in settling this dispute," answered the other mildly, "and I should like very much to do that."

"This ain't no dispute," sulkily returned the man.

"No dispute!" came in astonished

tones from the would-be peacemaker. "Why, you—"

"I tell you that it ain't no dispute," insisted the man. "She thinks she ain't goin' to get my week's wages, and I know she ain't! That ain't no dispute!"

Would Have Bossed the Job.

"I must confess," remarked Mrs. Crabbe, "I don't believe there ever was a really perfect man."

"Well," replied Mr. Crabbe, "Adam would have been perfect, I suppose, if Eve had only been made first."

"How do you mean?"

"Well, she would have bossed the job of making Adam."

A good hoe is a first class prayer against weeds.

MAYER Honorbilt
Shoes Are Popular



Safe Shoes of Proved Quality Are Best

To make a shoe sale satisfactory the shoes you sell must contain quality.

The style may be right and the fit perfect, but the fate of future sales to that individual and his friends rests upon the quality the shoes contain.

We have gained the good will of all our customers by a strict adherence to our rule which decrees **quality first, last and all the time;** and you can gain the good will of your patrons by selling these **safe shoes.**

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

"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.

ESSENTIALS TO SUCCESS.

Some Features the Business Beginner Must Master.

To the long list of causes responsible for the myriads of failures that clog the business world there must be added one which it seems seldom is taken into consideration. This is ignorance; not the ignorance that implies lack of education, but ignorance of plain, everyday business ways and means. No man expects to enter into any trade or profession as a full fledged member of the same; but every day men start in the merchandise business for themselves with absolutely no training in the matter of conducting a business of any sort. The result is, in ninety cases out of one hundred, failure.

While it is impossible to tell every individual who goes into business just what to do to avoid the chance of such disaster, it is possible to cite examples which will warn him what not to do. Here are a few instances of "horrible examples" which have come within my scope of observation recently:

B makes a comfortable living in the jewelry business by working for others. He saves a few hundred dollars, rents a small store in a small but lively country town, puts up his bench, hangs up a sign, and works in his trade. As he is a pleasant and hard working young man he soon has all the work he can do and is on the sure road to prosperity. Then comes his mistake.

Agents who notice his sign and his success offer to sell him goods, and as he has no capital they, of course, give him four months' credit, relying on the business which he is doing. He has remarkable success and sells out the first small bill in a few weeks. Then, instead of paying for the first bill, the time on which has not expired, he buys another larger bill from the next traveling man, this venture being followed by the same success. Another and another follow with the result that at the end of the four months B has bought and sold \$800 worth of fancy goods, realizing a large profit.

If this young man had had the least conception of business methods he would have confined himself to the first house in buying goods, at least until he had established his credit. He would have paid off the first bill as quickly as he sold the goods, and the firm would have been glad to fill his second order. By living economically he would have increased his stock slowly, soon would have been able to discount his bills, and now would have been as prosperous and wealthy as my friend D, who started out in business at the same time and under exactly the same circumstances.

But he did not follow this line of action. Instead, as soon as he commenced to sell goods he took the money with which he should have paid his bills and invested it in fitting up the store. He bought fine show cases, took down the small sign and replaced it with a large and expensive one, had letter-heads printed, bought his wife an expensive dress, and when the four months were up

and the first bill came due he had no money with which to pay it. His creditors became alarmed, sent a representative to investigate, and he, finding an almost empty store, closed up the shop.

B was thunderstruck. He was as honest as a gold dollar and would not have beaten any one out of a cent knowingly. But by his ignorance he found himself worse than penniless, for he was about \$700 in debt. His career in the town was ruined, his ambition gone and for the rest of his life he will have to work for others.

It seems to me that such a case should prove a lesson and a warning to every young man who thinks it such an easy matter to go into business; who is a good salesman for others, but who is utterly incompetent to manage a business for himself. Cases like this I have seen almost every year. Not many of them failed in four months through such extreme recklessness as B, but failure came to the majority of them within a year or two, and sometimes their liabilities were ten times as large as those in the instance which I have cited.

M has a general store in a lively country town. He is honest and sells many goods. The first two years he is prompt in his payments, but gradually finds that he is getting behind, and finally that he is receiving statement after statement with threats to remit at once or account will be placed in the hands of an attorney for collection.

This worries M terribly; he can't account for it. His business is as good as ever; in fact, he sells more goods than he ever did and yet, in spite of this, he runs deeper into debt every year. He is careful in buying and is not overstocked. What is the cause of these conditions? This question worries him night and day.

He consults his friend O, an experienced business man. O looks into the management of the business and there discovers the whole trouble. M does not keep account of his expenses and loss on goods. He sells his groceries at a certain percentage which he thinks will net him a fair profit. He has to deliver the goods to his customers, but he calculates "that doesn't cost me anything; I have two delivery wagons; they do the work."

The man does not figure the interest on the money which is invested in the horses and wagons, neither does he figure the repairs, the keeping of the horses, nor the salary of the delivery boys, one being his son, whose salary also should be added to the store expenses. He owns his store and dwelling house, so he calculates: "I have no rent to pay, consequently my expenses are low."

But he does not consider that the capital invested in stock, store and house would net him a nice income if invested in safe mortgages, and that this interest must be added to the cost of the goods. His two clerks are his daughters, therefore he thinks he has no clerk hire to pay. He does not know that what they earn should be added to the cost of the goods.

He pays insurance on stock, house and store, but does not charge this up to expense account, because he keeps no account of expenses. He does not add freight and express charges, nor loss on "shopkeepers" nor on bad accounts to the cost of goods. All these mistakes combined have been the cause of M losing money in his business instead of making it, and he did not know it.

Here is another mistake he made: In the first years of his business he always bought a bill of gloves and mittens amounting to \$200. He discounted the bill at 6 per cent., netting him \$12. But a few years later these goods advance in price and they are sold for "net," but M keeps on selling them at the old margin, not thinking that he loses the discount of \$12 on a \$200 bill. He should have added the lost discount on the price of the goods and advanced the price.

These and similar mistakes O pointed out to his friend. M was dumbfounded; he had no conception of such business methods. O made him keep a book of his expenses and sales. He stepped into the business as silent partner with \$3,000 capital. This took M out of the deep water, and, after following O's advice for two years, he now is on his feet again and is discounting his bills. Without the advice and help of his friend O he would have been a bankrupt in a year.

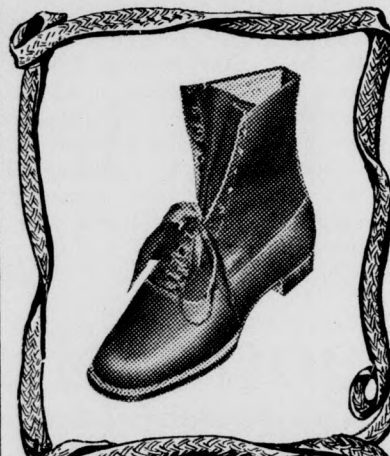
There are hundreds of merchants in the country, mostly small ones, who never take stock, never keep account of their expenses; they do not know their own standing; they think they are worth something, but are really bankrupts. If their stock were sold they could not pay 50 cents on the dollar. But they are honest, still have some credit and keep on doing business until the creditors lose patience and close up the shop. And no one to blame but the merchant himself for mismanaging his business.

A merchant must make a certain amount of yearly profit above his store and living expenses. If he does not the quicker he sells out the better for him and his creditors.

One thing I would say to all young men who intend to go into business for themselves: Business is a profession. It is more than a trade. It is something the mastering of which requires much more experience than is required in the ordinary trade, and fully as much training and education as are demanded by the average profession. To be successful in it you have got to study it. You have got to master its principles as well as the doctor masters the principles of medicine and surgery, as well as the attorney masters the principles of law. If more business men would realize this there would be fewer failures; and if the young man about to start into active business life will stop and soberly accept this doctrine as a solemn truth the chances for his failure will, at least, be cut in two.

Frank Stowell.

The deed is the only indorsement of a good sentiment recognized by heaven.



No. 920 H. B. Hard Pan

8 inches high, bellows tongue, heavy outside back stay. $\frac{1}{2}$ double sole. Channel Standard fastened. Carried in stock.

Folks Who Never Do More Than They Get Paid For

never get paid for more than they do, sure as two and two make four.

H. B. "Hard Pans" have increased in value out of all proportion to price. Couldn't crowd any more value into this line. So we put in, for extra good measure, prompt satisfactory service, goods right out of stock—shipped same day order is received. We are getting our pay in increased orders—new customers, too. A dozen new styles have been added to this line for this season, for men and boys. You never made a better investment than you have a chance to make now, if the line is not already placed in your town—good business to send a postal today and find out about the original H. B. Hard Pans. Address the makers

**Herold-Bertsch
Shoe Co.**

Grand Rapids, Mich.



LOVE HARD WORK.

All the Great Men Are Necessarily Drudges.

Nothing great ever has been accomplished in the world without hard work, and what people in their simplicity call genius merely is the knack of putting one's shoulder to the wheel of life and never taking it therefrom until inch by inch and step by step you have rolled it up the steep hill on whose crest is the mansion of success.

Genius is the capability to work, to work hard, unremittingly and unceasingly, until your object is attained.

We hear and read of intellectual giants, industrial giants, and giants in every field of action, but if we take time to analyze their lives and works, we will find that they were not giants at all, just ordinary individuals like ourselves, save that they so trained themselves and so dominated their wills that they availed themselves of every possible moment of time they could and put it to good use, while others were standing idly by letting the golden gems of time slip through their fingers, never realizing that once lost they were lost forever, and that no art or device could recover them.

If a man sets out on a journey with a certain objective point in view and at intervals sits down by the roadside to rest himself, or if he has a chat with every individual he meets, he can not expect to reach his destination anywhere near so quickly as the man who started for the same goal, but who did not tarry on the way or allow his neighbors to detain him. The most mediocre of men can attain great things and be looked upon as geniuses if they only try—it is the want of trying that keeps them behind when others push to the front and causes them to write their name on water when they might have carved it on porphyry.

What costs a man little usually is worth little. Examine into the great lives and you will find the amount of toil that lies behind them is immense and that every laurel in their crowns was placed there by downright, honest, hard work at the expense of body or brain.

Walter Raleigh was a man who gave the impression of achieving things with ease, yet it was of Raleigh that Queen Elizabeth said, "He could toil terribly." Much of the world's hard work has been done under the pressure of poverty. Dr. Johnson wrote "Rasselas" in order to raise money to bury his mother. Lee invented the spinning jenny to earn bread for his children.

Drudgery, that is, work in itself not pleasant, establishes the habit of work which alone can make high achievements possible. Carlyle was a good example of the pains and gains of drudgery; he always spoke of literature as an uncongenial trade, for he only obtained its prizes at the expense of almost inconceivable labor; his books literally were wrung out of him; he went twenty times over the confused records of the battle of Naseby to be quite sure as to the topography.

Dante wrote his great epic under intense strain; he could take no rest

from the time he conceived the work and every waking moment was devoted to evolving situations to suit his sublime conceptions, so that before the Divine Comedy was completed he had grown old and lean, a corporeal shadow amid the shadows of his brain.

Alfred the Great, the Saxon King of Britain, was a paragon of attainments for his time and shed as great a luster over the ninth century as Charlemagne did over the eighth. When asked how he found time to accomplish the multifarious tasks he set for himself, he answered: "I find time by never losing it." And this reply is also the answer to the riddle of success.

The successful men of the world found time by never losing it; at an early age they realized that the mill can not be turned with the water that is past. All the great men of our own day are hard workers. It was hard work that built a strong body for Theodore Roosevelt and so brought him to the presidential chair.

There may be such things in the world as luck and chance, but wise men never take a risk on them, they make their own luck and get their own chance. If you sit down and wait until something comes your way, it is probable that something will go the other way and you can sit there as long as you please.

You must be up and doing, utilizing every minute of your time if you would be successful. Never put off; procrastination is the thief of time, you have no lease on the future, to-morrow's sun never may dawn for you. Don't linger in the street of By and By, for if you do you will come by it to the town called "Never," and drop into the ocean of eternity as you cross its threshold, with your hopes unfulfilled, your ambitions unrealized, your life altogether negative.

Some may think that constant work will make a man a drudge, without any pleasure in the world at all. So it would if the man did not train himself to have an aptitude and a love for the work, which all can do, and then the drudgery in itself becomes a kind of pleasure. In the end we all may be divided into two classes, the drones and the drudges, or the idlers and the workers—the drudges or the workers "get there," the drones or the idlers are left behind in the race.

Constant dropping wears away the hardest stones, and constant drudging can accomplish wonders. Slow as is the pace at which a snail travels, in time it could reach Jerusalem. If you get tired at one thing take up something else equally as useful. Some men get relaxation from one labor by taking up another. Try to be so enamored of your work that you won't get tired; try to fall in love with your work and be an ardent wooer.

John Adams became tired of his Latin lessons and asked his father to excuse him from them. "Certainly, John," said the father, "instead you may dig some ditches—the bog needs draining." Digging was so productive of reflection by that first night that young John begged per-

mission to resume his Latin on the morrow. He became one of the pillars of the revolution and the successor of Washington as President.

Cyrus Field entered A. T. Stewart's store as an errand boy at \$50 a year; he said he was there before the partners came in the morning and did not leave until after they had gone in the evening. Then he spent every evening in the Mercantile library and joined a Saturday night debating society. He was rewarded for his faithfulness and his example is worthy of imitation. A. T. Stewart himself owed his success to downright drudgery. John Wanamaker walked four miles every day to Philadelphia and worked in a book store for \$1.25 a week.

It was to drudgery that the old masters owed their success and fame. Angelo studied anatomy twelve years, posting himself on every curve, and convolution, and angle, and elevation, and depression of the human body, and this drudgery determined his style. In painting he prepared his own colors; neither servants nor students dare mix them. Raphael, who died at the early age of 37, gained his success by keeping constantly at his chosen profession. "I've made it my principle," said he, "never to neglect anything." Da Vinci often went to work at daybreak and did not come down from the scaffolding to eat or drink until the light had left him. Millais said: "I work harder than any plowman; my advice to boys is, 'Work.'"

Charles Darwin collected his facts with almost incredible care and per-

severance. On one of his subjects—the action of the earth worm in the formation of the mold—he spent a period of forty-four years from its commencement to publication. Plato wrote the first sentence in his "Republic" nine times before he had it to suit him. Gibbon wrote the first chapter of "The Decline and Fall of the Roman Empire" ten times and spent twenty-five years on the whole work.

Rufus Choate declared that success was not an accident, "you might as well let drop a Greek alphabet and expect to pick up the Iliad."

Drudgery is the secret of success every time. The old German inscription on a key, "If I rest I rust," is as true of men as it is of the iron in the key. To be bright and shining, to be successful and consequently happy, we must keep ourselves polished with the oil of work.

One of the chief lessons young men must learn is the nobleness of drudgery, doing that which may not have any immediate effect in stimulating the best powers, and which but remotely may serve the purpose of general advancement. It is our business to contribute to the general wealth of life—others sacrificed for us—and the one who ignores his obligation to serve his generation is a traitor to the race. Madison C. Peters.

Some folks never appear to enjoy life's roses until they sit down among its thorns.

The man who stops for praises misses perfection.

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.

CORNERED THE MARKET.

Unfortunate Result of Accumulating Too Many Jokes.

Written for the Tradesman.

To begin with, Diogenes McGann was the possessor of \$10,000, left to him at the death of his male parent, Patrick McGann, better known in his lifetime as "Stubby" McGann and one of the best 'soap boilers' in all the country around. Of course, \$10,000 seemed a large sum to Diogenes, who had always been accustomed to run in debt for his cigarettes, peg top pants, flaring neckties and open-work socks, but he, being of a rather grasping disposition when it came to parting with his own money, felt that it wouldn't be at all bad to increase his legacy, providing he could do so without subjecting his cash to too much of a risk.

Being a steady reader of the Monthly Muck Raker, in which the lives of the present rich were bared, he felt that he had a cinch on high finance and that it was up to him to make his debut into the world of frenzied finance with a large noise.

After puzzling his brains for a method of getting rich and finding that all his schemes had been used up by the steel trust, the oil trust and a few others, Diogenes gave up in despair. During his early childhood he had been noted for the great workings of his brain, having at one time committed half a page of the Congressional Record to memory, but now he was stumped.

"This is worse than the 'How old is Ann' proposition," thought Diogenes, as he wandered sadly about the streets of the village in quest of an idea.

Then suddenly one struck him, the blow of a whole idea hitting at once almost making him stagger, but he bore bravely up. The idea was shot into his brain from a window display in the village drug store. Scores upon scores of comic post cards, most of them bearing a joke of some kind, met his happy gaze.

"Aha," said Diogenes aloud. "Why shouldn't I corner the joke market? The stock market has been cornered, the wheat market has been cornered and, in fact, almost every market has been cornered, but I never yet heard of anyone cornering the joke market."

He ran joyfully to his home and planned far into the night. Next day advertisements for jokes appeared in the village paper and on the day following copies of the advertisement were to be found in many metropolitan papers. The advertisements were alluring and offered a prize of \$5,000 for the funniest joke. A request was also made for all kinds of jokes, for which the best of prices were to be paid.

Then Diogenes hied himself to the village printery and ordered a million circulars. The printery, by working day and night for ten years, would be unable to furnish that amount, so Diogenes sent the largest part of his order to metropolitan print shops. Then he engaged two dozen young ladies as clerks.

Then the jokes began to arrive. Large and small, good and bad, old

and new they came. The house was too small to hold them all, so Diogenes rented an old grist mill and stored the overflow. Then the work of the two dozen young ladies began. They sent a circular to each aspiring joker, setting forth the fact that the joke or jokes were under consideration and a decision would be rendered in a month or two.

The village postoffice hummed with activity and extra clerks were added to its force to take care of the jokes. Special trains were run to accommodate the mail, for Diogenes and the town were forced to import wagons, carryalls, omnibuses, automobiles and wheelbarrows to cart the jokes to the old mill. This building finally refused to hold any more and Diogenes was forced to rent all the vacant buildings in the place. Still the advertisement was run and the mail increased.

About the time that speculators began to purchase land in the village, with a view to erecting storehouses for rent, the publishers of humorous magazines began to be alarmed over the scarcity of jokes. A council of editors was held and a committee was appointed to wait upon Diogenes. He calmly informed the committee that none of his jokes were for sale.

The editors advertised for jokes, offering large prices, but to no avail. Diogenes had all the jokes to be had. In the next issue the magazines contained very little outside the book reviews and a few breakfast food advertisements. Circulations fell off and the editors were in despair. They wrote to Diogenes, imploring him to let go of some of his jokes.

Diogenes, being aware that he had at last cornered the market, replied that the jokes were for sale, but when the editors saw the prices they were astonished. Diogenes asked a price over five times that which they had been accustomed to pay.

Then there was some profanity, but the editors were forced to accept the terms. They notified Diogenes that they would purchase all the jokes he had, but that he would be forced to classify them, so that each magazine might receive its own particular class.

Just about this time, however, Diogenes ran short of funds and was obliged to discharge his mail clerks. He started in to classify the jokes himself. He worked day and night in the attempt and finally became a nervous wreck. He pursued his employment, confident in the fact that the sale of the jokes would net him a profit of over five millions.

Then one sad day Diogenes was missing. No more were his wild peals of laughter heard from his storehouses. A search was instituted and he was found lying on the floor of the old mill. He was quite dead and the strange part of it was that his head lay several feet from his body. The coroner made an examination and, by his instructions, the jury rendered the following verdict:

"We, the jury, find that Diogenes McGann came to his death as the result of too much joking. The jar of laughing at jokes evidently softened his spine and eventually his head fell

off, the young man thus decapitating himself."

Following the inquest an administrator was appointed. The jokes were put up at auction and the editors secured them at their own prices. Barely enough money was received to pay the rent of the warehouses, and as Diogenes had used all his legacy in advertising and paying his clerks there was no money for a funeral.

The editors put up the cash for the funeral and also for a small monument, which stands to this day in the village cemetery. The inscription on the stone reads:

"He died laughing."

Charles R. Angell.

Success Just An Accident.

The way to success is a funny sort of road. You fly by junctions, twist round loops, tear through cuttings, ascend gradients of tortuous lengths, and rush down slopes of perilous declivity. Through scenes of all sorts, animation and desolation, life and strife, mirth and sorrow, you flash—then suddenly pull up.

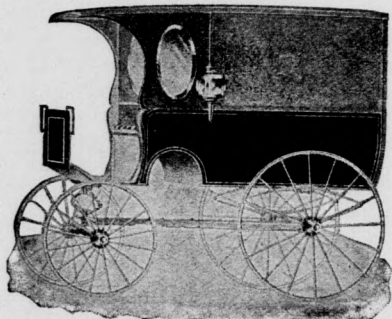
There's no station—there never was intended to be. You are shot out on the line. You are there. The sudden jerk has aroused you; you were nearly asleep. It's a rude awakening. There's nothing to see except a few persons hurrying toward you. "Are you hurt?" they enquire pathetically. They evidently were not expecting to see you. "No, I am not hurt," you say, "but I sooner would have stopped in the train." "Of course you would," say the folk around you; "nobody ever gets out here but what gets pitched out. It's an accident."

And upon going into facts and other cumbrous items, you soon begin to understand things. Of course it's an accident; but you don't say

so—you endeavor to persuade the bystanders it is where you wished to alight.

Sydney Johnson

The religion you can live by will do to die by.



No. 585 Fancy Delivery Wagon

WE BUILD RELIABLE WAGONS

of every description for delivery purposes. Material and workmanship the best in the world. We have so much confidence in the merits of our wagons that we guarantee every one. You can't buy a delivery wagon any place as good as ours for as small amount of money. You need a delivery wagon in your business, but don't buy one until you get our handsome 84 page catalog and price list. You will be the one to profit by it.

Ask us about "The Kiblinger" \$250 to \$450 Automobile.

AUBURN WAGON & BUGGY WORKS
Box No. 101 Auburn, Ind.

"DON'T FORGET IT."

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Box 277-L. PHOENIX, ARIZONA

References: Phoenix National Bank, Home Savings Bank.



A 5c Cigar in a Class by Itself

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

WILDCAT MONEY DAYS.

Business Hampered by Unstable System of Exchange.

Written for the Tradesman.

The Valley City was, in the old days, closely identified with her sister city of Muskegon, only neither was anything but a straggling village in those brave days of old.

It was in the forties sometime that politics ran hot in the village on the Grand. I can not recall the exact date of the election, but do know that Whigs and Democrats made a big fight and that the partisans of Henry Clay were snowed under too deep to be resuscitated until the advent of the new party under the oaks at Jackson.

One election, in particular, I call to mind, not from my own knowledge, but from hearing a relative, an actor in the drama, tell the story.

Who was the Democratic candidate for village President is not quite clear, but the Whig standard bearer bore the name of Pettibone, and his few followers made up in noise and strenuousity what they lacked in numbers.

Not all the graft and cheating are confined to the present generation. There was plenty of lowdown political trickery, and at the particular election in question the followers of Old Hickory got the credit for doing their full share. Isaac Millard was a lusty partisan of gallant Harry of the West. He put in the day electioneering for Pettibone. Hot words led often to blows, and much bad blood was engendered.

The Board was in the hands of the Democrats. The count revealed something like 300 votes cast, "of which," said the chairman in a drawling sneer, "there are 270 Democratic votes and thirteen Pettibones!"

The handful of Whigs were mad, but could do nothing. There was cheating done, they felt sure. This may have been true, since Isaac Millard declared he knew of no less than twenty men who vowed they voted the Whig ticket and he believed them.

That was the day of wildcat money, when a twenty dollar bill would not buy a meal of victuals. About this time Daniel Ball, of Grand Rapids, came to the rescue and saved the situation. Dan Ball money was all the go in the lumber woods and at Muskegon. His paper was for a long time as good as gold. It created confidence and helped to tide over one of the worst seasons of hard times and almost absolute panic.

The older citizens will remember that Mr. Ball finally went to the wall and his paper became worthless. That was an incident of the times. The war came on with its depreciated currency, yet backed by a Government fighting for existence. "Lincoln skins," "Old Abe's scabs," and the like, went into circulation and their real value depended on how the battle for the Union resulted.

Small change disappeared as by magic. One man buried upwards of \$5,000 rather than risk losing it. That money afterward became the subject of much conjecture. The man who buried it—gold fifty-dollar

pieces of California mint and others of lesser value—never recovered the treasure, and there is a belief strong in some minds that this treasure trove is still in hiding near the bank of the Muskegon River.

The writer would not advise a search for this gold at this late day, however. Undoubtedly it was unearthed and put in circulation long years ago by someone whom the dying man let into the secret of its place of hiding. Be that as it may, although the fact of its burial can not be disputed, there is no doubt but the finding of it now would prove as idle a task as the long years of search by credulous humans for the buried treasure of Captain Kidd.

The ups and downs of the banking system were of a somewhat risky and harrowing nature in those wildcat days. The war came, a black shadow cast upon the land, which, however, resulted in a stronger Union, a better feeling between the sections and a circulating medium the peer of any on the earth. In many respects that war was a god-send to the American people. It cost thousands of lives and millions of treasure, and in the time of its awful work seemed a most appalling calamity.

President Lincoln viewed the bloodshed and scattered treasure as a visitation from the Almighty in punishment of the nation for the sin of human slavery. Who is there to-day who will have the hardihood to stand up and declare that such was not the fact?

No one can read Abraham Lincoln's second inaugural message without a profound respect for the great man who uttered it. Without being a member of any church, the President was of a profoundly religious turn and his practical Christianity was something that no man can deny.

While we as a nation were in the throes of war there were those who cried out against the issue by the Government of "irredeemable paper." These critics stood for the good old money, the "dollar of the daddies," and professed to see only dire disaster in the inflated paper. A few years afterward these same men denounced the Government for a return to the solid basis of coin redemption and out-shouted their old selves in a demand for a continuance of irredeemable currency. Such is the inconsistency of the human animal.

Paper money was the staff on which the Government leaned in time of stress. When the trouble passed then that paper was made good as gold and time has demonstrated the wisdom of the fathers.

In the days of wildcat money business was sadly hampered for want of a stable system of exchange. A bank note detector was on every merchant's counter, and no bill was taken until this was consulted. There were absolutely no bank notes at par—from 2 to 20 per cent. discount on every paper dollar that flourished before the war. And from this sad state the laboring man suffered even more than the capitalist.

The great Civil War wrought a change. Besides wiping out the

stain of slavery it built up for the Nation the safest and most perfect money system ever enjoyed by man. The woodsman who toiled through a stormy winter was not fearful of losing his winter's wages when paid off in the spring. The employer of labor knew that when his lumber was sold and paid for the bank notes were as good as gold, not likely to "bust" before he could get to the bank and exchange for coin. The good old times were all right, but in most respects the present times beat them all hollow. Old Timer.

Where Folly Beats Wisdom.

Dr. Emil Reich, the famous lecturer and historian, was once discussing marriage at a dinner in New York.

"That was a wise saying of the old Greek philosopher," murmured an electrician—"Whether you marry her or not, you will regret it."

"I knew an old maid in my native Eperjes," said Dr. Reich, "who once got off a saying almost as good as the immortal Greek one."

"Auntie," said her little niece to her, "what would you do if you had your life to live over again?"

"The lonely spinster, with a sour smile, answered:

"Get married before I had sense enough to decide to be an old maid."

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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

Successful Progressive Strong



No. 1 Canal St.

Capital Surplus
\$1,200,000.00

Assets
\$7,000,000.00

Commercial and Savings
Departments



Status of the Hat and Cap Trade.

The fall styles of stiff hats show no marked changes in shapes from the styles of last season. The crowns have been heightened slightly and brims show a trifle more dip in front and rear than did last spring's shapes. The changes, although few, mark an improvement in the general effect of men's headwear. The majority of stiff hat styles are conservative in shape, and will doubtless be popular for that reason. As is usual, a few extreme novelties are offered, but as they have few features worthy of consideration the sales will be very limited.

The much-mooted question of whether brown stiff hats will be worn this fall is being answered in a most satisfactory and practical manner. The answer is to be noted on highways and byways, and at every hat store and hat department in nearly every city and town in the land. Brown derbies are selling, most certainly. The earnest endeavors of the many hat manufacturers, assisted by the numerous and varied means of publicity, have at last secured a response from a none too fickle public, and many men who for years have clung to their black hats are now wearing a brown derby. It is to be hoped no one has imagined that brown hats would supersede black ones. Such a thing never has been and never will be. But the brown derbies are very much in evidence everywhere, and in comparison with the number of them worn in recent seasons, they are now extremely popular. Never has there been a time more opportune than the present fall season for the popularizing of brown stiff hats. First of all, the time of year itself is most appropriate; and next, the brown derby looks well with the popular fall suitings, and maintains the harmony of color tone that marks the appearance of every well-dressed man. One of those "opportunities" of which so much is talked and written is at hand. Every retail hat department should grasp the opportunity and "push" brown hats. If brown derbies are not sold and worn this fall in every town in the country, then some one has missed his opportunity.

Soft hat productions for fall offer a most extensive variety. Colors, trimmings and various shapes in crowns and brims all lend their assistance in producing the novel styles to be seen in every sample line. Because of the wide variety of shapes, no one style may be said to be most popular. The majority of soft hats now being shown have crowns that may be worn creased, dented or telescoped, and all of these effects are popular. The brims are medium width. The treatment of the brims increases the variety of effects, which includes the flat set, rolled, curled and flanged. Some of the latest productions have the brim rolled at the sides and in the rear, with the front

dipped considerably, affording protection to the eyes. The effect is natty, although somewhat "rakish." Fancy bands are receiving more and more attention. The color range in soft hats is wide, and includes all shades of fawn, nutria and brown from light to dark, and shades of pearl and grey as well. It is difficult to go amiss on soft hats this season.

The straw hat season of 1907 is being rapidly forgotten and the attention of the retail trade has been called to next summer through the persistent efforts of the traveling salesmen, whose efforts have been successful. Straw hat styles for next season have been more those of dimensions than of varieties of braid, for there is every indication that the yacht shape straw hats of split or sennit braid will continue in popularity. There is no indication at present that fancy and rough braids will receive more than a modicum of attention.

Panama hats of the better grades will continue in popularity next season. Many orders have already been taken for these popular hats, and the firms making a specialty of dealing in them have prepared for a good season. The demand for Java, Manila and palm hats, which are varieties of tropical headwear, seems to be increasing, the sales so far made being almost exclusively for the real Panama article. Retailers should not fail to investigate this department of their straw hat business. Panamas appeal to the better trade, which, it is assumed, every retailer desires, and consequently every retailer should be prepared to meet the demand, if indeed he does not create one by reason of displaying them.

Now is the time to begin preparations for correcting a great and glaring evil that exists in the hat trade—the early cutting of prices on straw hats. The past season saw less of this evil than usual, because of the backward summer season and the scarcity of merchandise—so much the better as the habit will be a trifle broken. Every retailer knows that straw hats can be made to yield a profit, and yet nearly every retailer lessens or loses altogether the profit he should have made, and all because of his cutting the prices early in the season. The practice is a custom only, and no good reason exists for a reduction on any straw before either August first or fifteenth. Customs have been changed and can be again changed, and now is the time to begin the work of changing this one. It can be accomplished far more easily than one would at first imagine. What is necessary to bring about the good results desired is a little unanimity of thought and action. First of all, the straw hat manufacturers and dealers should "get together," and, after having decided that early price-cutting is a nuisance and a detriment to all business interests, to prepare a circular-letter to that effect which should be sent to every retailer in the country. The circular ought also to contain a request that each retailer should refrain from reducing his prices on straw hats until a certain date—to be mentioned in the circular-letter—also that the retailer will

acknowledge receipt of the request and agree to abide by the provisions contained in it. Furthermore, there should be provided a penalty of some sort for the retailer who works against his own interests, as well as the interests of others, by "chopping the price on the first warm day." There is no doubt whatever but that the matter can be worked out successfully, and with results most gratifying to retailer and maker as well. Many persons do not purchase their straw hats until late in the season for the sole reason that a considerable saving can be made by waiting until the prices have dropped. Every retailer knows of a dozen such cases in his own town. Should it once become known that the prices will not change until August first to August fifteenth, the tardy customer would buy his hat early, and the retailer would profit thereby. Something should be done, and at once, in order that the retailer may get his just profit.—Clothier and Furnisher.

Corrected.

A commercial traveler who makes frequent trips to the West from New York is on friendly terms with the porter of the sleeping car, who rejoices in the name of Lawrence Lee.

"Well, Lawrence," announced the salesman, gleefully, "I have good news for you. We've had a birth in our family—twins, by George."

"Dat am no birth, sir," said Lawrence; "dat's a section."

The handsomest people are those who let happiness get into their faces.



The "Ideal" Girl in Uniform Overalls

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IDEAL CLOTHING CO.
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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.

HEADED FOR FAILURE

If You Do Not Thoroughly Like Your Job.

Don't ever stick to any business you don't like. Be happy in your work if you would be successful. They used to say that "a rolling stone gathers no moss" and people believed it. But it is not true. Some of our most successful men to-day are men who always were changing around, trying new lines of work until at last they found just what they were fitted for and stayed there, and that is why they are successful.

A man never knows just what he wants until he gets it. When most of us started to work our minds were not yet formed. We had not decided fully what kind of work we liked best; we took the first opportunity that came to hand, and if we liked it we stuck and were successful. Some of us who didn't like it are still sticking because we were not born quitters.

We take a certain pride in sticking to a task no matter how distasteful it is. It is a wrong idea; we should look around and try out businesses which we think we would like. There is something intended for each of us and if we find it and are reasonably industrious we win and merit the title of success.

A man must be happy in his work; that is essential. If you spend leisure hours making the house look prettier, devising little home-made artistic things for it, why don't you turn decorator? You'll make more money out of it than by manufacturing cheese if you do not like the smell of it.

If you spend your spare time digging in the garden and like it, like the feel of the outdoors, buy or rent a farm, turn farmer, and the chances are 1,000 to one that you'll be twice as successful.

One of the best photographers in the United States to-day started out in the real estate business and stuck to it for twenty years, not that he liked it, but he was in a rut. He got out of the rut suddenly.

One day he realized that he spent most of his time taking pictures and fooling around the dark room. His work was good, and he decided that as he was letting his pastime interfere with his business he might as well make a business of his pastime. He did and his success has been phenomenal.

There is a young man in one of the large cities, not yet 30, whose father owns one of the largest wholesale grocery businesses in the city. For five years his son was with him, but the business proved distasteful. There was something that the young fellow was always itching to do, and that was to make furniture. He left his father, where his prospects were good, and went into the business of making artistic furniture, with no prospects at all, but a great love for his work. Inside of a year he had made good at his new business.

He would have been a rich man if he had stayed in the grocery business, but his ambition was to be more than rich in money, and he

will realize it, because he has found himself and found his work.

A big insurance company recently received a shaking up and as a result their Western manager was out of work. Even after all his years of experience in the insurance business he decided to leave it and do what he wanted to do; that was, to go into the manufacturing business. He always had a love for tinkering with machines and had taken great enjoyment in it. When he had an opportunity he changed his business completely and now is much more successful than he ever was in the insurance business.

The real father of the automobile business in the United States used to work in his father's carriage factory. He didn't like carriages; he liked machines. After work every night he used to go home and work down in the cellar with engines and things that he was perfecting.

He decided that he would leave his father and branch out for himself in the business he liked and, accordingly, started up a little machine shop in his home city. He was not successful at first, because he was working, on a great thing which took time. He achieved it; he made a good automobile, and now he is making more than he can count and is hiring thousands of men. He is rich, successful and happy.

Jack London used to shovel coal because he couldn't sell stories; finally he decided he would rather starve than do work he didn't want to do. He did almost starve for awhile, but when he got the work going at which he used to play, he lost himself in it and made money and progress.

He who plays at drawing pictures is an artist; he who plays at building mud houses and things is an artisan; he who plays at keeping store is a born merchant; and he who plays at telling stories is either a liar or a writer, and there is but little choice.

If your business makes your head ache it is a bad business and not the one in which you can do your best. If you hate the sound of the word "work" you are not doing the right

kind. No man is born with a loathing for work. We all want occupation and we all want the right kind.

You can't afford to waste your life if you don't like your work. There is a certain exhilaration of spirit, the accompaniment of success, which is one of the greatest things in this life. You can't afford to miss it. Be happy in your work, get into the work in which you can be happy and make sure of success.

Wisdom From Babes.

In a recent examination in one of the schools of Baltimore a teacher asked this question: "Name three classes of people?" One of the answers was, "Men, women and babies."

In answer to "Name one animal which provides you with food and clothing," one boy said, "My mother."



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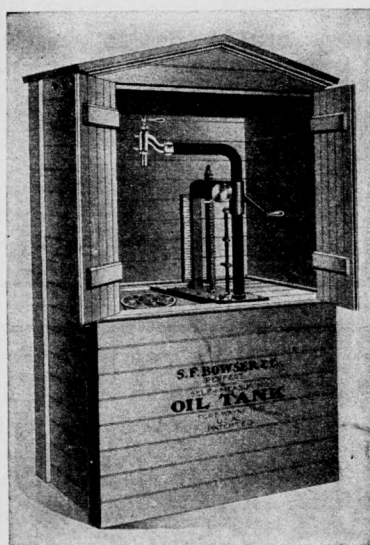
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WHOLESALE ONLY



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Outdoor Cabinet

Why a Gasolene Stove Smokes

Have you ever been told by a customer that the gasolene she bought of you doesn't burn with a clear blue flame, but has a yellow streak and flickers, blackening the pots and pans? It's very annoying to her and if not remedied will cause her to buy elsewhere, taking the rest of her trade to the new store.

This smoky gasolene is caused by dirt and water getting into the gasolene. It cannot be prevented with the old style tank. It cannot happen with a Bowser.

The Bowser Self-Measuring Gasolene Tank keeps the gasolene as pure and clean as when it left the refinery. It means satisfied customers, the backbone of a successful business.

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S. F. Bowser & Co., Inc.
Fort Wayne, Indiana

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

THE STOLEN CERTIFICATES.

How the Kleptomaniac Purloined the Marriage Papers.

William Knickerbocker was as communicative as a fairly healthy clam on subjects which he deemed it necessary to keep silent. It had taken him about a dozen words to tell me that his son Gregory was a kleptomaniac and that he wanted to engage me to cover up his son's thefts. I had accepted his proposition in half of that number. That was one of the reasons why Knickerbocker and myself got along well together.

"Jewels?" I continued, quite as loquacious as my employer.

"No. Not jewels this time. He's shifted. This is his loot this time."

He picked up two papers lying on the blotter before him and tossed them across the desk to me.

It needed only a glance for me to make out the nature of the larger of the papers. It was folded, but on the outside of the center fold was written: "Marriage Certificate." I opened it and read the names of the contracting parties. "Martha L. Washburn and Samuel K. Coolidge." I turned to the second paper. It was of the same date as that which appeared at the top of the certificate of marriage, and it read simply: "This is to certify that I, Samuel K. Coolidge, being of sound mind and conscious of what I do, do hereby affirm that I have this day made Martha L. Washburn my legal wife. Signed, Samuel K. Coolidge."

I dropped the papers back on the desk and stared over at Knickerbocker.

I can count on my fingers the times that I have been startled in the last five years. I can enumerate the number of times that I have been surprised to a degree that approached being shocked on the fingers of one hand. But this was one of the occasions when I had both sensations handed to me in one jolt.

"The Coolidge certificate!" I cried, when I could speak coherently. "This isn't—you don't mean to say that this is what you sent for me about?"

"It is."

"Gregory hasn't stolen these?"

"Hasn't he!" Knickerbocker had gotten over his shock at finding these papers in his son's possession, and he had little sympathy for a man who was in the stage of first surprise. "Hasn't he!" he repeated. "Oh, no, of course not. These papers aren't worth anything; nobody would take the trouble to guard them. They just left 'em lying around loose and the wind picked them up and blew them about two miles across town through a locked window into Gregory's closet. Oh, no, of course he didn't steal them!"

I let him have his fume out.

"Mr. Knickerbocker," I said, "I merely asked a question prompted by a most natural surprise. Unless I am mistaken, these papers are the certificates of the marriage of Millionaire Coolidge to his housekeeper, Miss Washburn, which the old man's children are trying to prove never existed, and which Miss Washburn calmly announces that she holds

over the estate as a club. If they are—"

"They are, they are."

"Then they are the most sought after papers in the world to-day, and—"

"They are, they are."

"Then, good heavens, man, do you realize the possibilities that are involved in the possession of them?"

"Do I? Do I realize the possibilities?" Knickerbocker arose and paced up and down before his desk. "Do I realize the possibilities that lie in their possession? Yes, I do. Further, I realize fully the possibilities that lie in their absence from the possession of the parties to whom they rightfully belong. That is why—Baldwin, he's done his worst this time; those papers are worth \$2,000,000."

"Two million. Yes, sir," I said, "and that's something to make surprise pardonable—even in a man who works occasionally for you."

Knickerbocker laughed.

"All right, Baldwin, all right. Fact is, this thing has put me way up in the air. Don't know when I ever was up against anything that upset me like this. He's as irresponsible as a monkey, that boy. He doesn't care what he steals, except that he will steal things that are hard to get away with. The effect of his work is nothing to him. Here he's gone ahead and placed Sam Coolidge's last wife in a position to lose her dower right to Sam's estate. Two million, and he throws it away like a yesterday's paper, the fool!"

"No-o, not a fool, exactly," I demurred. "I don't know how he got these papers, but any man who can steal things that are watched as closely as these have been isn't even within speaking distance of being a fool. He may be distorted—but a fool? No."

"A fine way for a detective to talk," laughed Knickerbocker, derisively.

"On the contrary," said I, "it is only a detective of wide and varied experience who has a right to talk this way. He and he alone knows what difficulties the successful thief encounters and overcomes, and while of course he can not hold any brief for them or their ways he must, if he is fair, take off his hat and give them credit for their cleverness. And as for Gregory, Gregory isn't a common talented thief. Gregory is a genius at stealing, I am sorry to say."

"I wish he was a genius at something honest," grumbled the old man.

"Well, Gregory isn't maliciously dishonest, anyhow," I said. "Look at this case. Here's he's stolen some papers which you say are worth \$2,000,000 to the right parties. And yet he hasn't made any move to realize a cent on them. That alone ought to admit him to the Society of Geniuses."

"He doesn't have to make any move to make these papers worth two million to one of the parties concerned. You've probably read something about this case in the papers, but here's the real situation: Sam Coolidge married Miss Washburn against the wishes of his children. But he married her, just the

same, as these papers show, and that gives her a right to the widow's part of the estate. There are three children. They never forgave their step-mother. Now they are taking advantage of the fact that Coolidge died without making a will to fight her. They claim that no marriage ever took place between their father and Miss Washburn. They don't know that Miss Washburn was an astute business woman as well as a charmer of the old man. She's been saying nothing, relying on this certificate and Sam's letter to knock 'em cold when the thing comes to a focus. The children have been doing the talking. And here Gregory comes along and steals the proofs of the marriage, putting Miss Washburn—Mrs. Coolidge, that is—out of the running and giving the children a chance to win their case. All he had to do was to leave the papers where he threw them, in his closet at home, and Mrs. Coolidge would have lost and the children would have won \$2,000,000."

"Exactly," said I. "And you're quite sure that these are the genuine papers?"

"What?"

"You know Samuel Coolidge's signature, don't you?"

"Ought to. Sam and I were associates in several enterprises."

"I thought so. Then you can say positively whether or not these papers bear his true signature?"

Knickerbocker looked at me in puzzled fashion, then reached for the papers, which he scrutinized careful-

ly. After a most careful examination he handed them back.

"These papers bear the true signature of Samuel K. Coolidge," he said formally. "Now, why did you ask?"

"Because, if these are the true papers, then my theory at present is that Mrs. Coolidge has in her possession forged copies of the same."

"You—"

"Wait a minute! Here are two papers which give the widow her rights to her share of the dead Coolidge's

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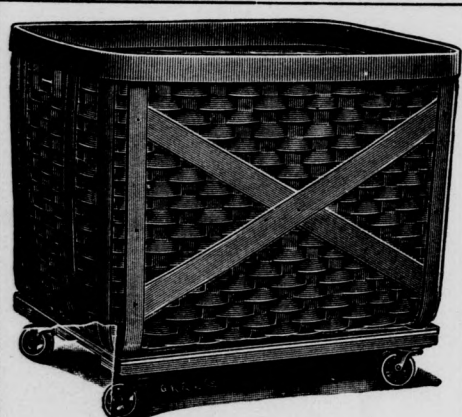
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estate. They're all she's got to base her claims on. She knows this. The papers are all that she has in the world. With them she is a millionairess; without them she is an aged, penniless housekeeper. Consequently she would guard them better than her life itself. She would be in constant fear of their being stolen by agents of her opponents in the fight for the estate. She would keep them about her all the time, hiding them somewhere near so that she could see them and assure herself of their security whenever prompted by her fears to do so. Once let her see them missing and—whew!—the hue and cry of her accusations against the Coolidge children would ring in every newspaper office in the country. Possibly she would cause arrests. Certainly she would cause a stir. And you may have noticed that not a whisper of any sort relating to these papers has entered the discussion of the Coolidge estate affair."

"Right," said Knickerbocker. "And they were stolen at least thirty-six hours ago. Then you think that Gregory—but how could he make a copy of them? To copy them in a way to deceive would require many hours of expert work. You see—"

"How did you find the papers?"

"The same as ever; looked in his closet, and there they were under a rug."

"I mean in what condition."

"Oh, come to think of it, they were inclosed in an envelope. I have it here, in the waste basket, where I threw it. Here it is; just a plain white envelope marked, 'Dec. 23, 1899,' in a woman's handwriting, isn't it?"

"Yes. Mrs. Coolidge's, probably. And when were Miss Washburn and Mr. Coolidge married?"

"Why, come to think of it, that's the date of their marriage on the envelope."

"To be sure, and this envelope was sealed. Probably sealed and put away somewhere on the date of their marriage. So you see all that Gregory really had to copy was that date."

"And then what?"

"After that it simply was—"

"Simply nothing! I tell you this is the worst case ever. There is nothing simple about it. You take papers like that and people don't leave 'em around in a way to make their theft a simple matter. Not by a long shot. They hide 'em too well. There will be more trouble getting them back, if we do it, than we've had with him yet. And the first hearing of the case comes up in a week and there Mrs. Coolidge will walk into court carrying an envelope containing, probably, a couple of entirely blank papers."

"On the contrary, she will, of course, bear these papers into court," I hurried to say. "Whatever way we do it, we must get the things back to her before she has need to use them. But as for this being the worst case that we've had Gregory mixed up in, I can't agree with you. It's comparatively simple. I'm satisfied that my theory of substitution is correct. After that it's merely a matter of finding where Mrs. Cool-

idge keeps her papers, and of making another trade with her. I want you now to copy that date on to another plain envelope, like the other one. Being Gregory's father you'll do it better than I could. That's right. Now I'll put the papers in it, so, seal it, so, and now I'm off to see if I can't repeat Gregory's trade."

"If he did trade," added Knickerbocker. But I was on my way out and did not stop to answer. As I closed the door I heard him say: "Besides, Mrs. Coolidge is in hiding."

Which was quite right, but I felt that she couldn't be quite as well hidden as she might have been. My reason for thinking this was the exclusive news story which one of the evening papers had published the day before regarding her attitude and plans in the legal fight. It wasn't an authorized story and it contained no interviews with the woman herself, but it contained information and displayed a familiarity with her affairs which nobody could have possessed without having seen and talked with her. Charlie Glade, I knew, had written the story. It was the kind of news that he handled, and I had been fortunate enough to earn his gratitude a couple of years before when I turned over to him information which enabled him to scoop the town on a big story. He always had been willing to reciprocate, and to him I went as fast as a hansom could take me.

"Mrs. Coolidge," I said when I found him. "Which hotel is she stopping at and under what name?"

"Whoa, back up, boy!" he cried. "Aren't you going a little too swift for the circumstances? Who said I knew where Mrs. Coolidge was, who said she was stopping at any hotel, and who said she was under an assumed name?"

"Nobody. It's common sense to deduce all three. Don't beat around the bush; I know you saw her before you wrote that big story."

"You know a lot, all right," he grumbled, but nevertheless he sat down and wrote with a pencil on a card: "Mrs. Evan Townsend and daughter, Gramont Apartments," and handed it to me.

"That's right," I said. "And now, have you entree to the woman's rooms? If so, you're to take me there."

"Mrs. C. is living there with her maid," he said. "Even her lawyers don't go there to see her. They gave me the story, but I wouldn't print it unless they let me personally ask the woman if it was right. I saw her—for ten minutes. It's a fine place to hide in that she picked out. I know of just one other man besides her lawyers who knows where she is."

"Who's the man?" I asked.

"Young Gregory Knickerbocker," replied Glade. "He and Mrs. Coolidge have been great friends ever since she used to be the old man's housekeeper and Gregory was the kid visitor." George Adair.

A frown on the face does not insure a crown on the head.

No man happens to stub his toe on the nugget of character.

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?

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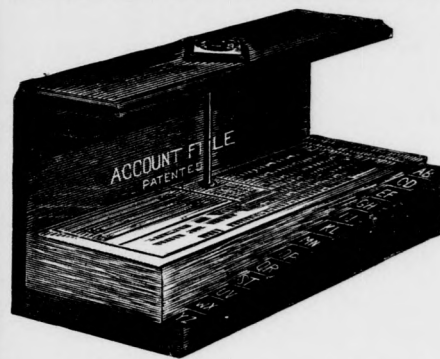
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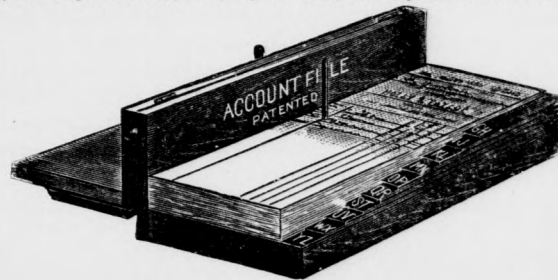


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ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not

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TRADESMAN COMPANY, Grand Rapids



Husband Masquerading as a Star Boarder.

Cincinnati has a judge who is, in good truth, a second Daniel come to judgment. The other day he was called to pass upon the marital woes of a young couple who testified that they led a cat and dog life together and that they could only agree to disagree. The case was complicated, as divorce cases are apt to be, by the fact that there were children, whom both parents desired to keep and whom the father must support. In this dilemma the wise judge advised that instead of separating, the warring parties go back home and see if they could not get along more peaceably with the man occupying the altered status of star boarder, instead of husband.

The idea is one so luminous with good, hard common sense that it suggests its extension, with modifications and alterations to fit the case, into other households which are still a long ways on the sunny side of the divorce court, but whose bickerings are sufficiently frequent to keep them perpetual storm centers. The greatest charm, as well as the greatest misfortune, of family life is its continual association, its intimacy and lack of reserve. When this means a love and sympathy so acute that it divines, as if by instinct, our every thought and feeling; when it means a comradeship so true and so congenial that it doubles every pleasure and halves our pains, heaven has given us its best gift, and we may well be thankful for it. When it simply means that because a person is kin to us, or married to us, they feel that it gives them liberty to offer us insulting criticisms and tell us unpleasant truths, as they would not dream of doing to a stranger, it can make the family circle as good an imitation of an unmentionable place as anyone need desire to see. There are many people who reserve their bad manners, as they do their old clothes, for home wear, and there is no doubt that in many families an element of formality could be introduced as a peace measure with beneficial results.

From the woman's side of the subject there are various things to recommend a husband in the role of star boarder. For one thing, it offers a satisfactory way of laying that spectre that haunts so much domestic life—the financial problem. Sordid as it seems, it is nevertheless true that the money question is just as disturbing in the home and just as provocative of a row as it is in national politics. It is Mrs. Benedict's persistent and continual demands for money for the butcher and baker and candlestickmaker, and Mr. Benedict's tart replies in consequence, that precipitate nine-tenths of the arguments that end by Mr. B. jamming his hat on his head and slamming the front door behind him, and Mrs. B. sobbing

out that she wishes she had never left her mo-mo-mother!

In no other thing are men so illogical and unreasonable as in the way they treat their wives about money. Every man worthy of the name expects to support his family when he gets married. In reality, he probably does not object to doing it. He is perfectly well aware that servants must be paid, supplies for the table purchased, clothes bought, and that children are apparently born for the sole purpose of enriching the shoemaker and the school book publisher. Yet, knowing all this, about half the men you know seem to take it as a personal injury and grievance when their wives come to them for money for the common family needs. "Great snakes, you want wash money again?" they cry. "What, the flour out again! You need a half dollar to pay for getting Johnny's shoes mended! By George, I believe you think I am made of money!" and alas for human frailty, the woman is more than apt not to return the humble answer that extracts money and turns away wrath, but to remark, instead, that if she were a miracle worker and could run a house without money, she wouldn't be working for any man for her board and clothes—she would be Secretary of the Treasury.

There are plenty of such homes—and the men in them are not necessarily mean, only thoughtless and inconsiderate—where every single item of expense is argued out at as much length as if it were a Mississippi River improvement appropriation bill, and where a pair of shoes can't be bought for the baby or a calico frock for the wife without a debate that is hot enough to leave a blister. The inevitable result is continual friction that spells disaster to the family, and the very best thing any woman under such circumstances can do is to take her husband as a boarder, charge him enough to run the house on and spend the money in peace and as she pleases. As long as she makes him comfortable he has no more right to interfere in her management than he would with any other landlady's methods. Women confide too much, anyway. There is no earthly use in telling beforehand everything one thinks she is going to do, particularly if it is liable to be objected to. Do it first and discuss it afterwards. Saw wood and say nothing is a wise motto for wives as well as politicians.

Another advantage that many women would gain if they could induce their husbands to regard themselves more in the light of a boarder, and less in the light of a boss, would be a very superior article of manners to that to which they are now accustomed. No man would think, for a minute, that because he paid his board it gave him a right to sneer at his landlady's opinions, deride her views, ridicule her sentiments. These are privileges that matrimony alone bestows upon a man and many a woman's fondest dream of happiness is to wish that her husband was as polite to her as he is to other ladies. He will listen with apparently absorbed attention while another woman airs her views

on the South African war; he is quick enough to respond to another woman's witticism, but let his wife undertake to expound the political situation or tell a story and he has not the slightest hesitation in shutting her up by telling her that she does not know what she is talking about and that he read that joke in Punch during the deluge.

Likewise, as a boarder, he might even be aroused to express some gratitude and appreciation for the tireless devotion to his interest, the

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PEANUT ROASTERS and CORN POPPERS.

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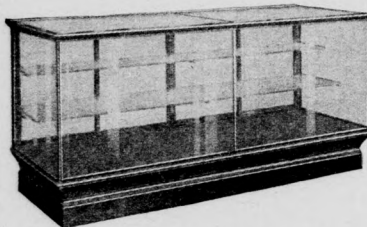
Estimates and Samples Cheerfully Furnished.

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

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GRAND RAPIDS SHOW CASE CO. GRAND RAPIDS, MICH.

The Largest Show Case Plant in the World

Flint's Star Blends



COFFEE

is sometimes called the national drink because it is to be found in every home.

People drink it on the average of twice a day, therefore it has a great deal to do with the digestion.

It should be good coffee, all the greenness must be taken out in the roasting, all the unripe beans should be cast aside. These are the qualifications of

FLINT'S STAR BLENDS

They will please your customers—they will make new customers. Write us today for samples; tell what class of coffee you sell.

WE WILL SUIT YOU

THE J. G. FLINT COMPANY

6-8-10-12 Clybourne St.

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MILWAUKEE, WISCONSIN

unceasing study of his pleasure and comfort, the love that never fails, that now, as a husband, he takes for granted, and doesn't even think worth mentioning. So, too, when he is sick. He feels that he is at perfect liberty to reward his wife's sleepless nights, her worry and care, with grumbles and growls and ill temper, but he would never dare to treat an angelic landlady, who was nursing him, that way. He would feel that he never could repay such self-sacrificing goodness, and besides he would be afraid that if he didn't behave himself she would turn him over to a hired nurse and go off and leave him.

Nor would all the advantages be on the side of the woman. Many a man would have everything to gain in being promoted from the rank of the husband to that of the star boarder. It can not be denied that if there are cantankerous husbands—and I am talking now not of the happily married, but of the disgruntled of both sexes, to whom matrimony has brought more kicks than ha' pence—there are also neglectful wives. There are women, good women, in whom the mother kills the wife, and who after the coming of the first baby simply exist for their children.

Such a woman goes dowdy in her clothes, because baby hands pull so at frills. She puts away all the pretty things in the house because she does not like to interfere with the children's enjoyment of playing train with the parlor chairs. Nobody dares laugh aloud for fear of waking the baby. She considers it of infinitely more importance to hold a spoiled child's hand while it goes to sleep in the evening than to try to cheer and entertain a tired and worried husband, and in one case which I knew she kept the table down to an almost sterilized baby food standard because it was so hard for the precious little darlings to see rich and highly-seasoned food that they were not permitted to eat.

In such a family, and there are plenty of them, the husband merely exists as a kind of animated cash register. He is of no consequence in the home. None is so poor as to do him reverence and he is right to strike for the position of star boarder—the gentleman who pays the rent and who is entitled, on that account, if no other, to the best of everything. "Ah, Colonel," says the lady in one of Maurier's cleverest cartoons, "after all, the liver wing is the choicest bit of the fowl, isn't it?" "I don't know," replies the poor Colonel. "I have never tasted it. In my youth they gave it to the old people and now the children get it all." The liver wing and other perquisites, like the best of his wife's society, her prettiest manners and prettiest looks, the Colonel might claim as no more than the star boarder has a right to expect.

A small matter, but still worth mentioning in this connection, is the fact that the landlady does not feel free to lecture the star boarder. That way lies peace. She may perceive his faults, but she does not consider it her duty to call his attention to them. She notices his mistakes, but refrains from saying, "I told you so." She

has heard his old stories time and again, but it is her business to laugh at them and she does it. She defers to his tastes, she studies his whims, and the star boarder stays on, and the establishment prospers. The moral of all of which seems to be the rather cynical one, that in order to get along harmoniously and peacefully with one's family it is only necessary to treat them with the same courtesy, consideration and deference that we show to strangers. Dorothy Dix.

Putting His Logic To Practical Test.

The old couple were eating their first meal with their son after his return from college.

"Tell us, John," said the father, "what have you learned at college?"

"Oh, lots of things," said the son, as he recited his course of studies. "Then," he concluded, "I also studied logic."

"Logic," said the old man; "what is that?"

"It's the art of reasoning," said the son.

"The art of reasoning?" said the father. "What is that, my boy?"

"Well," replied the son, "let me give you a demonstration. How many chickens are on that dish, father?"

"Two," said the old man.

"Well," said John, "I can prove there are three." Then he stuck his fork in one and said, "That is one, isn't it?"

"Yes," said the father.

"And this is two?" sticking his fork in the second.

"Yes," replied the father again.

"Well, don't one and two make three?" replied John triumphantly.

"Well, I declare," said the father; "you have learned things at college. Well, mother," continued the old man to his wife, "I will give you one of the chickens to eat and I'll take the other, and John can have the third. How is that, John?"

The Way the Czar Proposed.

It is a pretty story which surrounds the betrothal of the present Czar Nicholas and the Czarina, for, although the great question had been planned and thought out for them by their respective parents, they both were determined to have a say in the matter.

That they were in love with each other every one knew, and between themselves a mutual understanding had been arrived at in the summer-house of York cottage; but as Czarewitch the future Czar had to make the formal and old fashioned offer of his hand.

"The Emperor, my father," he said, addressing the blushing bride to be, "has commanded me to make you the offer of my hand and heart."

"My grandmother, the Queen," replied the present Czarina, "has commanded me to accept the offer of your hand"—she broke into a rippling laugh—"and your heart I take of my own free will."

The devil can beat any of us at the business of making fine sentiments.

It takes more than sentiment to make a saint.

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

THE PURE FOOD STUNT.

Where Some Effective Work Might Be Done.

Written for the Tradesman.

"This pure food law," said the grocer, "tends to oratory."

The customer looked the question he did not ask.

"It takes half my time explaining," continued the grocer.

"Wherefore?" asked the customer.

"Because the new food product does not look like the old, does not smell like the old, does not taste like the old, and the consumer wants to know all about it. Hence the oratory."

"But the newspapers have printed whole pages about the new law and the change in foods."

"Me son," said the grocer, "the people do not read articles of that class. If there is a sensational murder story, or an account of a runaway bank cashier, people can tell you all about the details, but they do not read articles about pure food."

"Then, of course, you have to explain that pure foods do not always look like the stuff that a strictly commercial packing industry has been serving up for so many years. That must take time."

"And patience, too. You may well imagine what the prudent and suspicious housewife will say when she orders catsup and finds it green instead of the deep red known to other days. You've got to explain to her that it is tomatoes and not dye stuff that she is getting."

"Can you make her believe it?"

"Usually, but there are some tough cases. One woman said her husband wouldn't use the green kind. Said it was made of immature fruit. She brought the bottle back and lugged home some of the old red kind."

"It is the same in other lines. I presume?"

"Indeed it is. There are the canned peas. Formerly they were nicely greened with sulphate of copper. Now they look bleached out, but they are richer to the taste and more nutritious. Women kick on serving them as they come now. There is little use in trying to talk them into liking the new style."

"Barnum was right. People like to be humbugged."

"Now, there are the dried fruits. I couldn't sell them at all at first. They look withered and dried up as compared with the old swelled up kind. But they are richer in flavor and are more nutritious than formerly. We get the real fruit now, unimpaired with strong doses of sulphur."

"Don't the consumers soon see the difference?"

"Some do, but, as I said before, the new pure food laws require plenty of oratory. Suppose I bring out canned corn. Now it is a delicate yellow instead of a ghastly white, but it has the flavor of the field, and the sweetening and bleaching processes of the packer are seen no more, but many want the old white kind—the kind all bleached away and sweetened to give the stuff some sort of taste. And we are watched by these pure food experts, too. We dare not fill orders for the old stuff, even if we have it, which we do. Why can't

those fellows turn their attention to some other branch of business for a time? The groceries are not the only ones."

"For instance?"

"Yes, for instance, why don't the pure food and health authorities take a poke at the promiscuous soda fountains and hokey-pokey carts which thrive in all the large cities? There is a chance for missionary work."

"Perhaps they do."

"If they do the news has not yet been given out. There are thousands of these soda fountains in the large cities where one can buy disease and death for a cent. I have yet to hear of an inspector getting next to one of them. They are too busy making trouble for the grocers. I am not kicking on the pure food laws, mind you, but I am kicking on the way they are being enforced."

"Perhaps they will get to the others in time."

"Yes, after a few hundred children are buried as the result of the stuff sold at these fountains. The stuff dealt out not only destroys the stomach, but it plants in the human body the germs of innumerable diseases. The glasses in which these villainous compounds are served are unsanitary, in many cases they are filthy."

"What is this alleged soda made of?"

"It is a cheap mixture of saccharine and a carbonate of some unknown ingredients. The lemonade is composed of water, coloring matter and saccharine. The root beer is made of tar dye, benzoic acid and water. Nice dose, that, to put in the stomach. But, as I remarked before, the inspectors are too busy watching the grocers to find out about the poison which is being fed to the children of the large cities."

"And this stuff is sold at a cent a glass? How can it be done?"

"Me son," replied the grocer, "I have been looking into this thing, and I'm going to tell you how it can be done. I sent a man to one of the poisoners, pretending that he wanted to get into the soft drink business, and did not care to manufacture. He was offered four dozen bottles of assorted drinks for seventy-five cents. Sold by the drink, each bottle brings ten cents, sometimes more. There you get a profit of \$4.05 on an investment of seventy-five cents. Pretty good, that, eh? When you consider that a stand will sell ten dozen a day, you see that the profit beats anything else in the commercial world. And the dealer this man of mine talked with offered to supply a cheaper grade at less cost. There you are! Why don't the pure food men get after them? I'll tell you why: It is easier to go after the grocers, and they get more credit for going after an established dealer than they would if they went after a common street fakir."

"They can't do everything at once," suggested the customer.

"No, but they can get out a posse of twenty men to chase down a dealer who sells oleo contrary to law. The inspectors make a hit with the farmers when they do that. The farmers got that law passed. I'll gamble

that the oleo in use in this State is purer and of better flavor than half the butter the farmers bring to market. We buy the butter the farmers bring to us, but more than half of it goes through the creamery process before it is sold."

"I know how they make butter," said the customer. "I was once a hired boy on a farm. The good wife used to hide her butter under the bed until she got enough to take to town. Nine old place, that, to keep butter."

"Well, they got Congress to pass the law, and they got the other laws passed, too. I am glad of the legislation so far as the goods I handle are concerned, but I don't like to see the fight made on the grocers all the time. It looks one-sided. I wonder how it would answer for them to go after the men who sell us 'pure' buckwheat flour?"

"Or 'pure' maple sugar?"

"Or 'pure' candy? Oh, well, there is no use in kicking. I broke loose this morning just because I felt like it. In time we will hear fewer kicks, and then we won't have goods returned by the bushel basket. It has been pretty discouraging lately with the tinned goods trade. If the pure food laws enable us to sell really good goods we shall be satisfied. It is not pleasant to have a bad smelling can of corn or peas set before you by an angry woman when the store is full of customers. But the point of this lecture is that the grocers are not the only ones. Again, if the inspectors would haunt the factories where these goods are put up they would save both time and work. It is easier to stop a batch of bad food at the factory than it is to follow that same shipment to a dozen retail stores and stop the sale there."

The door opened while the grocer talked and a girl with a white wrap thrown over her head came in with an open bottle of catsup in her hand. The catsup must have conformed strictly to the new law, for it was green and not red. The girl set the bottle down on the counter and threw back her wrap.

"Mother says for you to take this back," she said.

"What is the matter with it?" asked the grocer.

"It is too cheap."

"Costs the same as the other."

"Well, we don't want it. We want the red kind."

The grocer fished out a dusty bottle of the old red variety, wiped off the grime, and passed it over. The girl smiled knowingly, as if saying to herself, "You can't cheat my ma," and left the store.

"Why didn't you explain?" asked the customer.

"What's the use?" said the grocer. "That is an illustration of what we get every day. That's what I've been telling you about. I won't talk to a girl. My oratory is of adult size. All changes for the good bring both toil and pain. This pure food law ought to work wonders, considering the trouble it is making grocers."

Alfred B. Tozer.

It will take more than the small change in your Sunday pocket to work any great change in this world.

Maxims Which Many Housekeepers Observe.

With so much battling with the servant problem there has sprung up a little code of servant superstitions which many housekeepers observe.

"I always shiver when a new cook burns a hole in her apron," says one woman, "for it means that she will not stay with me long. I don't like to have my girls come to me dressed in black, either, for it is as if they won't stay the year out."

Questioned as to some of the other superstitions which influence a housekeeper in dealing with her servants, she said:

"Don't allow your new servant to come just as the old one is departing; it's very unlucky."

"It is unlucky for a maid to reach her place of service so long as there is light enough for her to see to hang up her wraps."

"If you hire a maid on Friday you may expect smashed china."

"A girl hired on Monday gives the best satisfaction."

"It is unlucky to forbid a servant eating hearty meals the first day she is with you, for, if not permitted, her appetite will never be satisfied and she will eat you out of house and home."

"If you praise your servant before breakfast you will have occasion to scold her before dinner."

"If your new servant has many scars from burns on her hands it is a sign she will be a good cook. Look for them if you are hiring a cook."

"If a maid has short, stubby fingers it is a sign she is wasteful and extravagant in the extreme."

"Do not hire a maid with hair of the tight curling variety, for it's a sign she will not be neat in her work."

"If a servant calls you 'lady' frequently in conversation beware of her, for she is probably dishonest."

Characteristic Story of Bob Evans.

There are not many religious stories told about Rear Admiral Bob Evans, but now they say on the best authority that recently Admiral Fighting Bob was the cause of some unpleasantness in a certain very aristocratic Episcopal church in New York. When the Admiral arrived in the church a bit early on Sunday forenoon he found only two or three worshipers ahead of him scattered about the dim interior, and so he picked a good, comfortably cushioned pew a few rows from the chancel. Scarcely had he sunk against the cushions when the banker who owns the pew bustled up the aisle, but halted with chagrin when he saw the interloper. The pew owner stamped to the rear of the church and, after scribbling on his card, sent an usher with a note that said:

"Do you realize sir, that you are occupying a pew for which I pay \$1,500 a year?"

The Admiral fingered the card with a smile of amazement. Then he pulled out his own card and wrote:

"Well, it's an excellent pew, but you're paying too — much for it."

And all alone throughout the subsequent service he sat and sat and sat.

You can Push with Confidence



Just Push and Profit.

You'll have wheat cereal calls, so anticipate your needs and profit by so doing. Our Order-ahead-Plan is profitable—you get a cereal you can readily sell your customers and get something for nothing as well as obtain a cereal you can with confidence give them—send them—or just tell them to test.

Order from Your Jobber

2 Cases to be delivered in October, 2 Cases in November and 1 Case in December and get with the December delivery

$\frac{1}{2}$ Case Free.

This will mean you only pay \$2.52 net per Case, yet you don't invest more money than you ordinarily would—just order ahead and save 33c a Case—yet get the goods when you want them and get them fresh.

If 5 Cases are too much order 3 and get 11 packages **Free**

“ 2 “ “ 7 “ “
“ 1 “ “ 3 “ “

Jobbers will bill you for the full cases less the free packages.

This Deal is on only till November 1st, so you'd better order Now--today.

MALTA VITA PURE FOOD CO., BATTLE CREEK, MICH.

Malta-Vita

THE OTHER SIDE.

Three Cases Where Bartenders Were Clever.

I am an average young man. My home is in Iowa and that is where my parents live. Like thousands of other young men who are not satisfied with the chances for advancement in a small town, I went to Chicago to seek my fortune. I did not have much money when I got there and was a stranger in the city. As far as I know I had no friends in Chicago, nor did I know where I was going to live, or what I was going to do for a living. I had the consolation of knowing, however, that I could rely on my father for help if I ever got as badly up against it as some of the young men of whom I had heard.

I was resolved to make my own way and as one means to this end I determined to use discretion in my selection of friends. Other young men, so I had heard, had ruined their chances for success by drifting into the companionship of gamblers and saloonkeepers and other men of questionable occupations. These I made up my mind to shun, for I wanted every step to be one of progress. No false move should hinder my chances. My career was to be honorable and above board.

It was with a sense of disappointment, then, that I met, a few days after I got there, a young fellow whom I had known in my home town. I knew of my own knowledge that he had been a frequenter of saloons before he left home, and I had heard that he had not changed his ways after going to Chicago. Of course, I realized that I would be able to avoid any temptation that he might put in my way, but at the same time I did not want to offend him. His family was a good one; one of the best, in fact, in our home city, and his parents, both excellent people, were friends of mine.

He, being one of my old schoolmates, greeted me cordially. He asked me when I came to the city, how long I was going to stay, where I lived and what I was doing. I answered his questions as pleasantly as I could, and admitted to him that, as yet, I had failed to secure a position.

"Are you looking for a job?" he asked.

I assured him that nothing was closer to my wishes than a job. At that time, in fact, I was debating the wisdom of relaxing a bit in my former determination to get along without father's aid.

"Easy money," he said, clutching me by the arm. "Come with me, I'll get you a dozen jobs."

We walked briskly down the street, while he kept up a running fire of questions about the folks at home and the events that had happened there since he left. During a lull in his interrogative cannonading I asked him what sort of a job he was going to get me. He brushed the question aside.

"Anything," he said carelessly. "Any old kind of a job you want. If you are a stenographer I can place you easily. If you prefer a place as book-keeper, clerk, salesman, or in a

good first-class office of any kind, just say the word. I can get you anything you want. I know a man that can push a button at his desk and bingo, you are nailed to a job. Fine business. It's a cinch."

While I was basking in the thought that my days of hopeless job hunting and disappointment were at an end and while I was conscious of a growing admiration for my friend, he, in a single instant, brought me face to face with a larger problem than I ever before had been called upon to meet. We were passing a saloon at 14 State street when suddenly, and as a mere matter of course, my friend took hold of my arm, turned abruptly, and started to lead me into the saloon.

Here was a situation for your life and my brain fairly whirled as I tried to grasp it. Never, in all my twenty-four years of life, had I been on the inside of a saloon. My father, who also is my chum and confidant, had warned me against such places when I was still young, and later, as I grew up, I developed a religious turn of mind, which, of course, made any further paternal injunctions unnecessary. To me a saloon was a sort of earthly inferno. A saloonkeeper, to my mind, always took the shape of a semi-barbarous creature with a red neck, small, beady eyes, bristly hair and mustache, and a thick, brutal face. Bartenders I thought of as only slightly dissimilar to their employers. Their necks were not quite so red, nor their mustaches so bristly, perhaps, but in all other respects they were much the same.

These thoughts and a thousand others were whirling rapidly through my head as my companion, scarcely noting my hesitancy, pushed open the door of the saloon before I could reach any definite conclusions in the matter, and almost before I knew it I was standing by the bar, my foot on the railing, my heart in my mouth and my eyes riveted on the bartender.

He was a revelation. I noticed, first of all, that his neck was as white as any girl's I ever had seen, and that his face was the clear, healthy face of a trained athlete. His hair was not bristly, but soft, and inclined to curl about the temples. His eyes were mild and blue, more like a woman's than a man's, and were so friendly and smiling that I warmed to him instinctively. In the meantime my friend, with some remark about the extreme heat, had ordered a glass of beer and was waiting for me to make known my choice of the many liquids, in bottles of shimmering neatness, that were ranged along on the counter behind the bar.

In some way I managed to stammer that I couldn't—that I didn't like beer and was about to add that I was not thirsty anyway. But the bartender, noting my embarrassment, came to my rescue at once.

"You don't like beer?" he enquired, laughing. "You're a queer chap. Perhaps you'd like a glass of lemonade or something of that sort?"

Until then I did not know that lemonade could be purchased in a saloon. I half way thought the bartender was making fun of me from the way he smiled at my eagerness

to accept the lemonade as a substitute for beer, and it was with no slight interest, and relief, that I watched him prepare the beverage. That lemonade certainly helped me out of a perplexing situation.

His smile was so kindly and his interest in me so evident that I was on the point of replying myself when my friend, with a wink, assured him that I was a "rube" and that I had drifted in to the city to look for a job.

Turning to me, the bartender asked me what kind of work I was looking for, and when I told him that I had had a long experience as a stenographer and would like to engage in that work he slapped his fist down on the bar with a bang and exclaimed enthusiastically that he knew just where I could land. Less than an hour before, he said, a patron of the place and a friend of his had come in to buy a drink and had complained because his stenographer had quit him.

"You just wait here an instant," he said, "and I will call him up."

While he was in the telephone booth I asked my friend if he had referred to the bartender when he

had spoken of finding a job for me, and was surprised when he told me that he hadn't.

"The man I had in mind has his office in the Monadnock building," he said, "but, then, perhaps this block has something just as good as anything my man could get for you. We will wait and see."

In a minute or so the bartender returned from the booth, and I knew by the smile on his face that he had arranged for an interview between his friend and me. My surmise was correct. The bartender said his friend had asked him to have me come over at once, and from what he said I gathered that the vacated position must be an extremely good one. My friend, who had ordered another glass of beer in the meantime, thanked the bartender, jokingly, for having "saved him a long walk."

The bartender poured out a glass of beer for my friend, mixed another glass of the most delightful lemonade I ever tasted, and forgot to fix anything for himself. I reminded him of his oversight and in so doing I got another jolt.

"Thank you," he said, pleasantly, "I never drink."

President, Geo. J. Heinzelman

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Grand Rapids Paper Co.

Representatives of Manufacturers and Wholesale Dealers in

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

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

It didn't take me three minutes to enter on terms of employment with the bartender's friend. The position he had open was a good one; far better, in fact, than I ever had held before, and the salary that went with it was double what I had expected to receive. The man who employed me, and for whom I now am working, is a lawyer of the better class, and as I am thinking of studying law myself, I don't think there is a position in all Chicago that I would rather have than the one I got through the aid of that bartender at 14 State street.

After I became settled in my new position I began to wonder if my bartender friend at 14 State street was not an exception to the general rule of bartenders.

And so, one night after supper, I walked down Dearborn street until I came to a saloon not far from the corner of Madison. Without hesitating I pushed open the door and stepped inside. I had resolved previously that I would do or say nothing to attract the bartender's attention and that I would note carefully any effort that he made to win my confidence and friendship.

After entering the place I stood in a sort of secluded nook at one end of the bar, plainly within sight of the bartender, but not in the way of the other customers. The bartender's name was Andy. He was a pleasant mannered Irishman with blue eyes and a kindly, sympathetic face. After a few minutes he noticed me and came down to take my order. I shook my head negatively.

"Waiting for some one, are you?" he enquired, with a smile.

I told him that I had made an appointment to meet a young man who had promised to show me a room. I said I did not know the young man in question personally, but that I had met him in my work. He had told me, I said, that I could catch him almost any evening in the saloon.

Andy asked me what he looked like and a few other questions, to all of which I gave unsatisfactory answers. I wanted to antagonize him slightly, if I could.

After he had waited on a few more customers Andy came back again. This time he opened conversation by asking me if I was thinking of moving.

"You mentioned a room," he began, tentatively. "Are you thinking of moving?"

I told him that I was not well satisfied with the room in which I then was living and that I wanted to change.

"What part of the city do you live in?"

I told him I lived on the North Side and that I was thinking of moving out south.

"Speaking of rooms," Andy continued, "if you want a good room on the South Side I think I can direct you to as good a place as you would find anywhere. I have a friend living out that way, a fine, clean cut fellow, and I heard him say the other day that he would like to rent one of his rooms."

With that Andy offered to telephone the man in question, but I requested him to wait. I said I would

see what my friend had in view before making any other arrangement. Andy agreed to this, and as he went away to wait on a new customer he invited me to sit down in one of the chairs that were in the rear of the place. I thanked him for his courtesy, and told him that I guessed I wouldn't wait any longer. He offered me a fine cigar, which I accepted.

Leaving Andy's place, I walked down toward Monroe street and stopped in front of a saloon in the Majestic Theater building. After making sure that no one whom I knew was on the street, I entered this saloon and took a station at one end of the bar.

Both bartenders were busy at the time, and I began to study a baseball and racing chart that was lying on the bar. Presently one of the bartenders, a young, light haired fellow, walked down my way and stopped near me. In a minute or so I looked up from the chart to see what would happen. He asked me if I had been waited upon, and I told him that I didn't want anything. To that he smiled slightly and began to clean some glasses.

"Well," he said, "Chicago is not a hard place to get acquainted in. There are lots of people here and some of them are good and some of them are bad. A young fellow like you ought to be careful about making acquaintances. If a guy gets started right in this town it's easy sailing for him, but if he gets off on the wrong foot it's all day with him. He's a down and outer in no time."

I concluded after these experiences that it would be useless for me to continue the search for a red necked and thick faced bartender. In the three saloons I had visited I had secured a good job, a good cigar, an offer for a good room, and some good advice. In each of the three places I

visited I am sure I could have got, free of charge, enough food from the free lunch counter to last me a day.

Sometimes I feel a desire to know more of the philosophy of life that is held by that young fellow in the Majestic bar and I wouldn't be human if I didn't feel grateful toward that white necked young man at 14 State street, who got me a job and who can mix lemonades fit for a queen.

James Brown.

Appetites of Strangers.

A waiter who always endeavored to give the best possible service to his customers supplemented an order to the kitchen attendants with the request for "a little extra" in each dish.

"They didn't ask me for an extra allowance," he said, "in fact, they did not know enough to ask for it, but I could see that their appetites would be equal to the supply. That is because they are strangers here. New-comers in any restaurant or boarding house always eat more than the old-timers. Everything has a new flavor and whets their appetites. It is nothing new for customers who are just getting acquainted with a place to eat as if they had been starved for a month. As a matter of fact, they have fared quite well; it's the change that makes them so voracious."

Her Recipe.

A lady famed for her skill in cooking was entertaining a number of her friends at tea. Everything on the table was much admired, but the excellence of the sponge cake was especially the subject of remark.

"Oh!" exclaimed one of the guests, "it is so beautifully soft and light! Do tell me where you got the recipe."

"I am very glad," replied the hostess, "that you find it so soft and light. I made it out of my own head."

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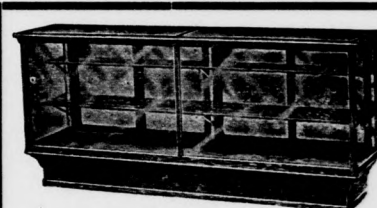
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AMUSING GAME.

What Dupes Our Shrewdest Men May Be Made.

The grimy little laboratory of Ignatius Black, F. A. S., M. B., and several other things, and an experimenting chemist of such high repute that the Metropolitan University had seen fit to endow him and his assistant with an annual salary of \$1,500 each, in order that the results of the researches of Black in the hitherto unexplored realms of inorganic chemistry might accrue to that institution, was located in one of the few grimy little buildings which have withstood the onslaught of the modern skyscraper craze, and which stand like sailing schooners in a fleet of liners as reminders of what twenty years ago were regarded as marvels in their class.

The Fosburg block—it was a joke to call it a "block"—squatted grimly down in the center of great Wall street, hemmed in on every side by great twenty story structures which dwarfed its own eight to insignificance, and which, with their varnished elegance, rendered almost contemptible the antiquated little building which time had failed either to improve or efface. Around it the hurry, and pomp, and power of the money kings of the world, exercising their strength, rolled and thundered in a roar which lasted from one end of the business day to the other; within the Fosburg block the echo of it all was the only sign of the greatness about it.

Across the street a corporation whose millions constantly were a source of state and national investigation had its office. Men whose names scarcely ever were out of the daily prints, and whose signatures were more powerful than those of the governors of states, came and went hourly in their colossal automobiles. The stir, the hue, the rush, the shock of finance at its white heat struggle were visible, almost touchable, to the tenants of the Fosburg block, and none of them had any part or share in it.

In the main the tenants were quiet little business men with legitimate connections. They and Wall street were miles apart so far as dealings were concerned, and so far as the laboratory of Ignatius Black, experimenting chemist, was concerned, it might have been in some quiet little European university city for all the connection it had with the powerful worldly monster outside. For the laboratory of Ignatius Black was not of the modern, hurry up, hurry up world. It was a thing apart, buried rather in results of the past and in theories formulated on these results than in the active practices of modern-day life. Its activities—if the carefully reckoned movements of Ignatius Black and his young assistant might be accounted as such—had nothing to do with the moneymaking of the outside world. Despite its location, it was as a cloister, immured from the outer world, consumed in itself with the speculative work which it had in hand.

Millions might be made every hour in the street outside; the laboratory

knew nothing of it. A clerk might rise from his shabby desk and coat to the power of a magnate in a day; the two in the laboratory bowed over their crucibles and their books and had nothing to do with it. Outside was the power of the world, moving on recklessly, impatient of trifles, all powerful; inside was the minute, methodical movement of two men doing what they could in quite another realm—the realm of experimental chemistry.

"Confound it all!" said young David Campbell, as he looked out of the laboratory window at the pageant of prosperity and power that moved outside, "I don't believe the game is worth the candle. I believe I'll drop it and get into a game where I'll deal with men and present-day realities, not with dead formulas and hidden forces. I believe I'll chuck this—and be somebody."

Beyond the window whence the young assistant looked the spectacle of Wall street beginning the day's feverish activity was being unrolled. Clerks—but not poorly paid and ill dressed clerks—were stepping from street cars and walking briskly towards their various offices, serene in the consciousness of the knowledge that, while they themselves might not be powerful factors in the world of which they were a minute part, they and their destinies were united with the careers and destinies of men of whom the tongues of the nation spoke in awe—and sometimes anger. Officers of corporations, such corporations as only modern America can show, rolled up in fine cabs; magnates, such magnates as only Wall street would own, honk honked up in their big cars.

"Huh!" said David Campbell, striking the table before him, "and here I am at \$1,500 a year, and just as strong, intelligent and aggressive as any of that bunch of men who are doing things to-day. Blame it, I believe I'll chuck this and get into the game."

He closed the formula book before him and sat on the table, looking dismally out of the window, while at the entrance of the building opposite, Willie Gerald, one time left fielder on the college ball team where David himself had played second base, drove up and entered the office of the electrical company of which he was Vice-President.

It was some minutes afterward that the door of the laboratory squeaked slowly.

"Good morning, David, good morning, my boy."

The voice was as slow and painstaking as the opening of the door. A thin, little man, long haired and gray, wide across the brow and thin in the lower part of the face, and dressed in the most old fashioned of black clothes, came in, carefully closed the door behind him and stood smiling upon his assistant.

"Good morning, Ignatius," said David, without withdrawing his gaze from the scene that held him entranced.

Despite the discrepancy in their ages, their experience and their positions as chief and assistant the two were such close friends that any

thought of addressing the other save by his Christian name would have been repulsive.

"A fine morning," continued Black, rubbing his hands and standing near the door, "a fine morning, David. I think I have solved the secret of the last grouping of chlorides. Yes, indeed, I do, David; I do, indeed."

Without removing his hat or coat the little man moved slowly toward a combined work table and desk that stood in one corner of the room and stood looking at the instruments thereon with eyes that were looking far beyond.

"David, my boy," he said, dreamily, "I believe the thing is done at last. I have discovered the idea—this morning. A fine morning it was. Few people on the car. In another month we ought to have the task well started."

It was the final straw on the camel's back; the last drop in the bucket. David Campbell could stand it no longer. Heaving himself up from his seat near the window he crossed the room determinedly.

"Ignatius," he said, dropping his hand on the old man's shoulder, "listen to me. I've got something to tell you; I intend to leave you. Look out there." He flung his hand with an impatient gesture toward the great street. "Look at that, Ignatius; look at it. Out there is where things are being done to-day, out there among men. There is where young men are working and becoming something. Ignatius, that's the game that's worth while, and—and—I'm going to play it."

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Ignatius Black turned around and blinked behind his spectacles.

"What did you say, David, my boy; what did you say?" he said, gently.

"I'm going to get out of this. It isn't a man's game. I'm going to get into a man's game, and that's the game out there."

Campbell dropped his gaze under the other's gentle scrutiny, but his words and his air were full of determination.

"What do you mean, David?"

"Ignatius, I mean this: I am not satisfied with myself here. It seems child's play, this pottering around crucibles, and books, and inorganic things. It seems so useless. And out there, out there in the street, there are things to be done that pulsate with real vital importance. I'm going to give this thing up—this dreaming—and go in for the other thing—the real thing."

Ignatius Black came toward his pupil and assistant, faltering but smiling.

"It's the money, David?"

Campbell hung his head.

"So that's it. Well, David, with the work of the last three months to our credit, I've no doubt the University will advance your allowance to \$2,000 a year. I am—"

"Oh, \$2,000! Bosh!" Campbell turned petulantly away and strode to the window. "Two thousand dollars a year! What do you suppose that is in this day of big things? Nothing at all. No, Ignatius, you don't even think in the same line that I do. It isn't so much the money, old friend; it's the game, the sense of being in something worth while, of doing something that is worth a man's time and energy and soul to do."

Black took off his spectacles, rubbed them carefully, put them on again as if the better to hear what had been spoken, and regarded David in puzzled fashion.

"It isn't that you think the other is more a man's game, as you call it, lad?" he said, with a new note in his voice.

"That's it, exactly," said David, doggedly.

He was standing looking out of the window again; Black was regarding him quizzically; a tiny clock ticked monotonously on the mantel, otherwise the office was still.

Suddenly the silence was broken by a harsh laugh, and Campbell swung around to find Black regarding him with a look of amusement tinged with a little contempt. Again the great little chemist laughed. He was amused and sorry.

"So that's it," he said sternly. "You think the other is a man's game, that the mere gathering of money is a vocation more worthy of a man's time and efforts and intelligence than this? Foolish boy! You still have a lot to learn. Why, that, David, that is the child's play. This—is this the game where the man, the real man with a brain and a heart and a feeling for work must be the player. That, money gathering, is nothing compared to it."

"Nonsense, Ignatius," cried Campbell. "You know better than that. Any of those fellows over there—the big fellows, I mean—might work

out our formulas. How many of us do you suppose could go over there and get the money they have got?"

"Any of us!" Black's voice was as curt as it was loud. Usually he spoke slowly and gently. Now he spoke with the air of an autocrat driving home his own opinions. "Any of us who really wanted to do it—and not one of them could do what we are doing."

Campbell sneered. "Any of us," laughed he. "Why, man, if we could we'd all be in that game."

Black came nearer.

"David," he said, "David, I, even I, could beat them at their own game if I wanted to."

"What?"

"David, I could go over there and get a million for my own within, say, three months. I could beat them at their game. Their game is mostly swindling. I could go them one better; I could go among them and become an open swindler, a man confessedly outside the pale of the law, and I could come away a millionaire in the time I have stipulated. It is nothing. Just primitive wit against primitive wit; animal cunning against animal cunning. It is the old, old fight over there, the fight that people fought when they dressed in skins and used stones lashed in a stick for weapons, nothing else; one strong animal pitting his instinctive cunning—that's the cunning of how to get and hide, David—against another."

"The most cunning—the one with the most thoroughly developed primitive cunning, David—is the one that wins. Not the one with the best mind, mind you, lad, but the one with the most of this cunning in his system. Why, David, a truck driver, given a certain combination of circumstances and advantages, a certain amount of power and prestige, would be on an equal footing with any of them. Yes, he would be in a position to fight on equal terms with these money kings whom you so admire; yes, he would beat them probably, because he is the better animal, the better man, considered from their cheap little standpoint."

"Rot! Ignatius, you know I can't argue with you. But look here now. Regard the number of people who have left this sort of work and gone into business. Good people, big people. I could mention a dozen names. Look at what they've got now; and doesn't it stand to reason that the thing that draws everybody is the line that everybody wants to follow? I am young. I want to get into the big game. And your statement of beating these big fellows at their own game, of taking their money away from them, of a million in three months—Ignatius, as good friends as we are, I am afraid that I've got to say that I don't think you know what you are talking about."

The little man smiled.

"You don't believe me, then, David?"

"Believe nothing! Ignatius, you know what I think of your opinion in chemistry; it's everything. But this is different—you—you don't understand."

Again Black smiled. It was a

small smile, but it had mountains of confidence behind it.

"And suppose, David, suppose I should make a demonstration for your exclusive benefit," he said abruptly.

"What do you mean?"

"I mean: Suppose I should demonstrate to you—as if I were demonstrating the fusibility of two elements in metals—how easy it is to do what I claimed, what then?"

"You mean: If you actually went and took this money from these big fellows?"

"Yes." Black looked up at his assistant hungrily. "Yes, if I went and showed how simple it was to make money: how easy it was to take money from the men who are accepted all over the world as marvels because of their shrewdness in money getting, then what would you say, David?"

"I would—I would say I was a fool."

"A fool for thinking of quitting this—for the other?"

"Of course, but—"

"And you'd stay here with me, David?"

"Why, yes, but—"

"Then," said David Black, F. A. S., etc., "I will do it."

Twenty minutes later the door of Ignatius Black's private room opened and out stepped a dapper little man wearing gold spectacles and an air of general self-satisfaction and consciousness of power. The clothes were the same black, carefully worn clothes which Black had worn twenty minutes before when he stepped

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into the room, but the appearance of the man was so changed that David Campbell could only stand and stare and gasp.

"Well," said Black, "what do I look like now?"

His tones were sharp, rasping, emphatic, and authoritative.

"You look like a banker—if you'll pardon my saying so," replied Campbell, when his surprise permitted him to speak. "Ignatius—if it is really yourself, which seems impossible—what have you been doing to yourself? You look fifty pounds heavier, and you've changed the line of your hips from the indulgent to the imperious. What is it—have you been a detective once upon a time?"

"Nothing of the sort, David. I have been, as you ought to know, nothing more or less than a chemist and a student all the active years of my life. A detective? No, no; far from it. Neither an actor nor a criminal. Just a chemist, David, that is all, just a chemist. A little knowledge of a certain composition which will swell the human flesh to any desired degree at one harmless application; familiarity with something that only an experimenting chemist could hope to be familiar with: a liquid which actually changes the color of the eyes, and such simple things as skin and hair coloring, and you have before you the result: a man who can change himself, not merely disguise himself, exactly as he wishes. You see, even for a criminal there are advantages in being a chemist, David—yes, big advantages, my boy."

"But your voice, Ignatius," said David. "How in heaven's name have you been able to give it that volume? Your customary tone is—well, it's almost squeaky, you know."

"I know. But a certain astringent exists, which, while too powerful for regular use, is not harmful for one application, and which combined with another drug produces a hoarseness which may be controlled in a way to resemble power of tone, even as I am doing as I speak these words. Do you see, David, how a chemist—a drugging, self-buried chemist, David—may have advantages along these lines which no other class of men may possess?"

"Ye-es. That is, I see how nobody could hope to equal you in the matter of disguise. But that is only a mere incident to what you have promised to do. Making yourself up to look like a senior president of some bank—like a retired capitalist, rather—doesn't necessarily argue that you are going to get the capitalist's capital. It is only a beginning."

"On the contrary, it's the whole thing, David. At least in this case. Boy, look at me carefully and see if you don't recognize me as somebody else."

Campbell scrutinized his old teacher for a minute and turned and made his way to a book shelf. The volume which he selected was an expensively bound "show book," titled in gold letters, "Prominent Financiers." How the book made its way into Black's laboratory was a mystery to David. Certainly it was the last sort of a

book that he would expect Ignatius to buy.

On page 235 David found what he sought. It was a half tone cut.

"Parkins!" he cried, pointing one finger at Black and the other at the cut. "C. W. Parkins!" he repeated. "President Interborough Trust Company. Ignatius, you're Parkins to the last line in your face. How in the world did you do it?"

"Would anybody knowing Parkins slightly recognize me as him?" asked Black, ignoring the question.

"Surely," replied David with conviction. "But, I—"

"Never mind, then," Black waved his hand easily. "Wait a week. I will see you before the end of that time. Then I will show you proof of how easy it is to rob the great robbers of the country."

"A week?" cried David. "You do not mean to have anything to show in a week."

"In less than a week I will come into this office with—well, how much do you want me to get, David? Will a hundred thousand do?"

"A hundred thousand? Why, man—"

"Then let it go at that. Call me a cab, David, a cab for C. W. Parkins, the millionaire banker, and let me go without further questions."

Four days later Campbell opened the dusty little laboratory door and stepped back with an exclamation of surprise on his lips. In front of him, seated in the well worn chair that had known him for so long, was Ignatius Black, Black in his real personality, not the Black who had been Parkins, the millionaire.

He was sitting with his long, thin fingers idly drumming upon the table beside him, a contented smile upon his lips and a twinkle in his eyes that betokened possession of an exclusive bit of humor. As Campbell entered the smile grew into a grin, and he arose and shook hands with an enthusiasm that was unmistakable.

"Good morning, my boy," he said, heartily, in his old tones. "A fine, fine morning."

Before David could do more than acknowledge the greeting Black had drawn from his pocket a slip of paper and was holding it out toward the younger man.

"You said you wanted the money, David," he said. "There's a beginning. Take it, keep it if you want to, or give it back to me to tear up."

Campbell looked at the check and staggered.

"One hundred thousand dollars to bearer," he read. "Signed by George P. Murphy. Black, what does this mean?"

"It's plain enough, isn't it? The check is certified, isn't it?" Black was smiling easily, as only a winner can hope to smile. "It means just what it says, and I mean just what I say: \$100,000 to have and to hold."

Campbell looked again at the check and handed it back.

"It's all right," he said, weakly. "It is a hundred thousand all right. But you've knocked the wind out of me; I don't understand. Sit down and tell me how it happened."

"There's not much to tell," said the

other cheerily. "I told you it was the easiest thing in the world to get money. Nothing is so easy, if you go at it the way the average business man goes at it, unscrupulously and with no other aim. That is what I did now, David. And I got it. The story of how is the simplest thing in the world, as simple, my boy, as getting the money."

"You saw me disguised or changed, to look like C. W. Parkins. Well, do you think for a minute that C. W. Parkins' face and name isn't worth 100,000 any day in the week in Wall street? Of course it is. Oh, no; I didn't go and ask for a loan, David. Everybody who is in the street knows that Parkins doesn't need to ask for loans from anybody. There was a chance for doubt, there, David; the way I took had no doubt, considering the character of Mr. George P. Murphy's son, Patrick."

"As you know, Patrick recently opened his own brokerage office in the street. Patrick is the typical young American of Wall street progenitors. He is the kind of a young man you might be, David, if you had been born by his mother and trained by his father. Patrick's one aim in life up to two years ago, when he was 20 years old, was to spend money; now it is to make it. He couldn't make it fast enough to suit him in his father's bank, so he started an office of his own. And the old gentleman, the original Murphy himself, has been paying his debts ever since."

"How did I know all this? Easy enough, David, easy enough. Mur-

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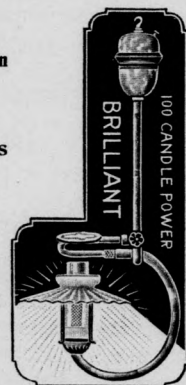
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phy is one of the supporters of the Metropolitan University School of Social Economy, and Barker, who is in that school, tells me the most amusing experiences which he has with Murphy. Such acquaintance is useful, even to a chemist, you see, David. So I knew in the beginning that Patrick Murphy was in the custom of doing things which cost his father large sums of money to keep him out of serious trouble; and I was in the character of C. W. Parkins, dealer in money and money papers.

"I committed forgery at the outset, a new kind of forgery, David. Being only an experimental chemist I long ago had discovered a solution which will transfer writing, even a year old, from one sheet of paper to the other. I wrote a personal letter to old Murphy, and received a personal letter from him in return. The same with young Murphy.

"I didn't care for the letters. I wanted the signature; that was all. I then made out an order upon C. W. Parkins for 1,000 shares of Monongahela gas stock, and at the bottom of the order I put Murphy's signature—fresh from the letter I had received from him—with just enough of the young Murphy characteristics introduced into it to show that he had forged his father's name.

"I had them at once, don't you see, David, for Parkins deals in Monongahela gas stock, and old Murphy's account with him is good for a million. I could have gotten the stocks and marketed them, David; I had no more to do. But I did nothing of the sort. I wanted the money without the trouble of selling anything. So, with the order in my pocket, I waited until a day when I heard that young Murphy had gone up to the Maine shore in his yacht. That was all I had to wait for. Then I went straight to the office of old Murphy in the guise of Parkins. Parkins himself, David, was out at his Long Island farm; there was no danger that I should meet him in Murphy's office; even an old fogey of a chemist knew enough to provide against that.

"Murphy knew me—knew Parkins—just enough to recognize me, I should say him, when he saw me. I was severe with him from the outset. I had to be; I—Parkins—had been made the victim of scurrilous business conduct on the part of young Murphy.

"What's he done now?" asked the old man, nervously.

"Without a word I thrust out the order.

"Our Vice-President honored that order before I saw it, and saw that it was not your genuine signature, Murphy," I said. "The order came from your boy, Patrick."

"Patrick's got the stock," he said, reaching for his check book. Think of it, David, how simple!

"I nodded grimly and said: 'He has, and I find that we have in our possession a forged order for the same.'

"Forged nonsense," said the old man. "The boy simply forgot to have me O. K. the order."

"Monongahela's cash, Murphy," I said.

"David, he was writing the check, even then. 'Of course,' he said; 'of course it is; and here's a check for \$100,000—it was at par when the boy ordered it, Parkins—and you'll find the check not irregular.'

"And that was all, my boy. There is the check. It's as good as so much Government money. You wanted money; take it and be happy."

Campbell looked at the check foolishly.

"You had lots of luck, Ignatius," he said. "You couldn't do it again."

"As many times as you please, David," was the reply. "As many times as you please, as you shall see in the near future. I find the game amusing, after all. It's really laughable when you think of what dupes our shrewdest men may be made."

"And what are you going to do with the loot?" asked Campbell, regarding his teacher dubiously.

"This," said Black, tearing the check in four pieces and searching his pockets for a match.

Lee MacQuoddy.

Sunbeams Converted Into Power.

Can we make a power plant out of the sunbeams? The only solar engine which has yet been made successful is the waterfall. A fraction of the solar radiation energy reaching the surface of the earth is expended in converting surface ocean water into steam or water vapor, and in raising that steam to an elevation among the clouds. Part of this energy is released in rainfall, but only an insignificantly small fraction of the rainfall occurs on elevated land in such a manner that a waterfall can be made available. There is at least one other type of solar engine possible, and that is a surface of chemical substance exposed to solar radiation and capable of being chemically transformed to a stable substance which subsequently will give up its energy for consumption. A grass meadow supporting horses is a crude form of such a machine. A small fraction of the incident solar energy is usefully absorbed by the chlorophyll in the grasses, permitting them to build up a hydro-carbon structure from an environment of gaseous water and carbondioxide. The horses consume and assimilate the grass, and each is capable of delivering a few kilowatt hours a day of solar energy—an infinitesimal fraction of the total solar energy incident on the meadow. It might be possible, some one proposes, to find a chemical substance much superior to chlorophyll as a recipient or storage material and capable of releasing its energy in an electrical way.

Air Famine Threatens Great Cities.

Atmosphere famine is the colossal catastrophe that civilization must avert. Dr. H. Henriet, of Paris, sounds the warning note. With the development of city systems, of water supplies and transportation facilities, the atmosphere of the metropolis has been converted into a deleterious vapor—the unheeded warning of social peril yet to be manifest, although it is already effective. In a poisoned atmosphere we can not digest our food, nor sleep with refreshment. Certain organic diseases, es-

pecially those affecting the lungs, the kidneys and the stomach, show a remarkable increase with the progressive deterioration of atmosphere in large centers of population. In a word, the race is facing an atmospheric crisis of such severity that all the resources of chemistry may be inadequate to cope with it. Dr. Henriet has made profuse experiments and formulated laws regarding the atmosphere of cities. In a large city he finds that the lower layers of the atmosphere are stirred by the winds, but are not renewed as rapidly as they are polluted. The air of the country and the sea always possesses strong oxidizing properties, but the air of large cities always exerts a deoxidizing action.

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

Geo. P. Bent, Manufacturer
Chicago



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

Viletta Chocolates

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

STRAUB BROS. & AMIOTTE Traverse City, Mich.

TRADESMAN

COMPANY

ENGRAVERS

PRINTERS

FURNITURE CATALOGUES

COMPLETE

STEEL STAMPING

FOR STATIONERY

TRADESMAN BUILDING

GRAND RAPIDS MICHIGAN

WOMEN WHO SUCCEED.

They Must Possess the Requisite Qualities.

There are many women in Chicago who in a small way are captains of industry—widows, deserted wives, women whose husbands have been crippled, or for other reasons are unable to work. The business of these women does not go into thousands, in some cases not even into hundreds of dollars, but is enough to keep them and their children fed and clothed.

The amount of work, patience and perseverance put in by such women in their business in some cases would rival that of any other captain of industry, whose profits go up into the thousands or even millions.

A typical case of such a woman captain of industry, whose profit is counted not in dollars but in food and clothing for her seven children, was found in the person of a widow having a small grocery store, located on a quiet avenue on the northwest side of Chicago. Immediately back of the store were three small rooms, in which the woman storekeeper was living with her seven children.

At the counter the proprietress of the store, a neat Dutch woman of 38 or 40 years, with a face which one often sees in Dutch paintings of fisherman's wives awaiting their husbands at the edge of the sea, was wrapping up butter and other articles for a customer who was waiting for them.

"Really, there is nothing to say about me," she began. "I have only done my duty and people have been kind to me and have given me a chance to make a living and to support my children. I started in business at the settlement with \$75 which my friends lent me.

"I began with that money five years ago and paid out the \$75 little by little every year, the last \$10 having been paid out only two months ago. Now all this stock that you see is my own. My oldest son is 17 and is earning a little. So we can hope for better times."

The story of the woman's life was gleaned partly from a settlement worker and partly from the woman herself.

She came to America from Holland fourteen years ago, after her husband had found work here and sent for her and their two children.

The woman was a milliner in Holland, but had no occasion to work at her trade in Chicago, as her husband was making a good living. As he learned more of the English language he earned more at his trade—he was in the printing business. By the time he was nine years in this country he was earning from \$80 to \$100 a month. Both husband and wife were beginning to enjoy their new home in a new country when pneumonia came and in three days laid the man in the coffin and prostrated the wife with grief.

The tragedy was not without its irony. Just before the man was taken sick he was negotiating with an insurance agent for a policy of \$3,000. The agent brought the papers to be signed. They were filled out and just when the man was ready to sign

them it was discovered that there was some slight technicality which had to be corrected before they could be signed. The agent then said that he would come three days later. When he came to the house on the third evening the man was dying.

The grief stricken woman received a little over \$100 from the union in which her husband was a member, but before she had time to map out her course for the future she herself was taken sick and when she got well again she was penniless.

"It was hard for me then," the woman began, and her fair eyes seemed to dip into a sea of memories, "and as I lay on my bed, recovering from my illness I often thought, like Naomi, to return to the land of my fathers. But Naomi had no children and I had seven. And if Holland was my country, America belonged to five. So I stayed here. Then came my friends from the settlement, for I was a member of the Settlement Women's Club, and they were kind to me and offered me their assistance. They rented this place for me, got in a stock of goods and in the first few months assisted me in every way possible.

"I don't know how much I earn or what I make. I know we take everything we need to live on from the store, and in all the five years my children have known no want. I have managed to take out a dollar, occasionally, to get dresses for the girls and buy a suit or a pair of overalls for the boys.

"But now it is better. My oldest son is beginning to earn some mon-

ey and it comes in just in time, for my two girls, one of 13 and one 15, need dresses—decent and neat dresses have a great deal to do with the building of the character of a girl.

"Then, too, money is needed to provide my girls with an education so that they can earn a decent and honest living. When I was a girl I insisted upon learning a trade, and I learned the millinery business in spite of the opposition of my parents, who thought I was wrong to learn a trade. But I was not. It helped me over there while I was a girl. It helped me marry the man I wanted, and not the man I had to. It helped me in this country after my husband died. If I had not had the experience in the millinery business in Holland I could not have carried on the grocery business in this country.

"Yes, I shall send my girls to business college; and the boys, well, they can shift for themselves. A man always has more of a chance than a woman anyhow. I will see that my girls profit by my experience.

"In the five years that I have been in business now not a single customer had a complaint to make that he did not get the right change or that he was overcharged, or that his bill was incorrect—for you see I do a little business on credit, too."

"But it is a slavish life. I am on my feet from 5 o'clock in the morning until 10 or a little after in the evening, six days in the week. There are innumerable small things one has to look after, and many large things, like washing, scrubbing and scouring, to do. But, still it is better

now than it was before. The children are growing up; the girls help me with the housework, a boy can run out on errands. It was much worse five years ago, when I had to do everything myself and take care of a baby not three months old besides.

"I have no complaint to make. My friends have been generous to me, my neighbors have been kind, and all the people of the neighborhood—and it is a mixed neighborhood—have treated me with consideration and kindness.

"There are a number of such women captains of industry," a settlement worker said, "who support their families one way or another. Not all of course succeed like the woman you just saw. A good deal depends upon the woman herself, upon her quickness and ability, as well as her former experience.

"We have attempted to establish possibly 100 women, widows or those who have been deserted by their husbands, in business. But this is one of the few cases where we actually succeeded in establishing the woman in business permanently. Most women lack one quality or another, and no matter how honest they may be in their endeavor, they fail, nevertheless. It is with women captains of industry of that type or of any other type the same as with men. Only those succeed who have the qualities in them for success."

Elias Tobenkin.

A little care for others is worth a lot of prayer for them.



Joy over KAR-A-VAN

"The cup that cheers, but not inebriates."

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

Every Ounce Guaranteed to Comply with State and National Food Laws

KAR-A-VAN

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

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

Imported, Selected, Roasted and Packed by
The Gasser Coffee Company

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

DETROIT BRANCH, 48 Jefferson Ave.

CINCINNATI BRANCH, 11 East 3rd St.

CLEVELAND BRANCH, 425 Woodland Rd., S. E.

JEWELRY SHYSTERS.

Why Dealers Should Fight Clear of Them.

Bath, Oct. 15—Having noticed in the Tradesman recently something about jewelry shysters, I wish to give my experience in this line for the benefit of others.

In March, 1906, a Mr. Brooks, representing the American Standard Jewelry Co., of Detroit, called upon me, showed a pretty good looking line of jewelry, explained that it was only to be paid for when sold, that the sale of a certain amount was guaranteed, etc., and finally persuaded me to sign an order for an assortment of the goods.

Many years of good luck had made me careless. While some salesmen are apt to exaggerate the merits of their goods, they do not generally place themselves on a level with confidence men and those who secure signatures to contracts which afterwards turn out to be promissory notes, but in a few weeks I received a bill of the jewelry and four "acceptances," or, in other words, promises to pay the full amount of the bill, which I was informed the contract that I had signed provided must be signed on arrival of the goods, and the four equal quarterly payments made in full, regardless of the amount of sales made. The company's guarantee as to sales, etc., was a separate matter and not to be considered until the end of the year.

I wrote the company at once, protesting that their agent had misrepresented the terms of sale, that I would not have bought the goods upon such terms and that I did not want them except on the terms promised by Mr. Brooks. They replied, with nauseating expressions of good will, regrets for misunderstanding, etc., that I was bound by the contract which I had signed. I had already discovered that while Mr. Brooks made out the order in duplicate, I never saw a copy after he left the store, so I had no proof as to whether I actually signed such a contract. I have concluded that salesmen of the Brooks variety should spell their names with a C. After considerable correspondence and getting legal advice I concluded that a verbal agreement with Mr. B. was of no value, if a written contract was signed, so I accepted the jewelry, signed the acceptances, put the goods on sale, and prepared to live up to my part of the agreement at least.

Now, the A. S. J. Co. guaranteed that sales in one year would equal one and one-half times the amount of the original bill. If less than that, they agreed to buy back at the end of the year all goods on hand, provided I sent them every two months—between the 1st and the 5th—a list of goods on hand.

At the end of the year, finding that the sales were nearer 15 per cent. than 150 per cent., I notified them that I wished to return the goods on hand. I received no reply. Writing again and again, I was finally told that I had failed to comply with the requirements of the contract. After putting the case in an attorney's hands, I finally succeeded in getting

their exact grounds for refusing to live up to the agreement. These were, in short, first, that the first list was sent in a month too late; second, that another list was sent in a week or two too late; third, that other lists were a day or two too late. Now, through my attorney, I showed that the first list was exactly on time; that while the contract was signed in March and the goods shipped in April, the acceptances were not signed until May 9, after they had in writing definitely extended the time of the contract. Therefore, July 1 to 5 was the proper time for sending the first list. Second, I was away from home during one period for sending in the list, and while the list was practically completed ready for sending, it was overlooked and not sent for a week or more after my return. The company made no complaint, did not notify me that my list was overdue, and, in fact, at no time made any acknowledgment of receipt of any of the lists.

The third excuse was too trivial to consider, as any delays in receiving the lists, except on the one occasion mentioned, were something of which I had no knowledge, and possibly the result of delays in the mails.

So it was clear that there was but one possible breach of the contract, and that only a technical one, which would be noticed only by a firm looking for technicalities.

The company still claimed to be free from obligation to repurchase the goods, but finally agreed to take half of them (not because they must, but simply out of the kindness of their hearts). My legal adviser said the case was doubtful, that while it seemed probable that if the case came to trial it would be held that the requirement for sending in the lists exactly on time was not an essential part of the contract, still there was some doubt about it; and, on account of the expense of litigation, etc., I at last decided to accept their offer.

I now have an assortment of jewelry (the best half of the original lot) to dispose of cheap. I don't warrant it. I have not enough confidence in the firm's warranty for that.

In conclusion, let me warn the dealers of Michigan against having anything to do with jewelry concerns of this kind, and the A. S. J. Co., of Detroit, in particular. I presume neither the company nor its agents did anything to make them liable to the penalties of the law, but I had rather meet three highwaymen with loaded revolvers on a dark night than buy any more goods of such a house. Ray Robson.

Had a Tender Heart.

A young man had worked up quite a trade in dressed chickens. One of his customers, a tender-hearted woman, said to him: "I should think that you would hate to cut off the heads of those poor chickens."

"I do," said the young man, "but I manage to get around that pretty well."

"How is that?"
"Why, I just chop off the chickens."

Jennings' Extracts

Are you supplying your customers with Jennings Flavoring Extracts?

These are guaranteed to comply with the food laws and to give satisfaction in their use.

Jennings Extract of Vanilla Jennings Terpeneless Lemon

None better, and they have proved themselves to be exactly as we claim.

Jennings Flavoring Extract Co.

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

ESTABLISHED 1872



The Old Fashioned Way

Of doing things has in many ways never been improved.

Lots said these days about artificial blends and new ways of improving tobacco flavor looks more like a cover for doping cheap stuff so that the natural poor flavor will be covered up by an artificial substitute.

Ben-Hurs are made today in the same dependable way as back through more than a score of years' history; they are hand-made by skilled workmen, in perfectly sanitary surroundings, from natural tobaccos blended in the natural way, and through all their more than two score years of history they have not varied a hair's

breadth in the quality which has made them the most famous 5c goods ever placed before smokers.

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

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

WHITE-COTTON GOODS.

Best Way To Increase Sales in This Department.

Written for the Tradesman.

"They say a good deal nowadays about 'not letting a customer escape,'" remarked the clerk at one of the local white-cotton-goods counters.

"That may be all very well, so far as some other departments are concerned, but when it comes to the goods I'm hired to dispose of there is not much chance of persuading people beyond their inclination on entering the store.

"Take embroideries, for instance. In those goods there are all kinds of opportunities to induce a lady to change her mind. With hundreds of different patterns and numerous qualities from which to choose, she is apt to get fairly bewildered and to walk out of the place with something radically at variance with her ideas on leaving home. The probabilities are always in favor of a woman's buying more and better trimmings than she had any mind to purchase at the start. Why, many a time have I seen a poorly dressed person (and what can a stranger judge by excepting the raiment?) invest in an amount and sort of embroidery that one would have no idea she could afford nor would be likely to admire. Then, again, I've observed quite rich people selecting cheap stuff in the embroidery section that a washerwoman 'wouldn't be seen dead in.' Of course, I didn't know for whom they were getting it; but it was too shabby looking for themselves or immediate family to wear and, as for a gift to any one outside of it, you could scarce imagine their even presenting it to the indigent. What on earth they could do with it I could not fathom. And, besides, they would haggle over the price in a way that was belittling to their dignity and their station in life.

"Quite frequently we hear it said of such, 'Well, maybe that's the way they got their riches: pinching the American vogel until he hollers.' If so I'd rather be clerking for my living than reside on Easy Street and do as they do in shopping.

"That makes me think of a little circumstance I heard of, the other day, about one of Grand Rapids' wealthy Four Hundred:

"Mater Familias was buying ribbon for her child's plain little hat, and she asked the clerk who was waiting on her if it would wear! On being told by the clerk that she couldn't recommend it very highly the rich lady asked to see 'something better.' The clerk put out five more bolts of ribbon on the counter for the affluent patron's inspection. Fancy the former's surprise—and disgust at not making a bigger sale—when the customer picked out from the lot the next priced ribbon, which was only 5 cents more a yard!

"Here I'm talking to you about embroideries and ribbons when I meant to keep to my own department. Well, well!

"No, there isn't much chance to exercise cajolery or advance arguments to induce customers to buy

cottons. They usually conclude beforehand just about what they want and how much they are willing to pay for it. There is nothing especially attractive about plain white-cotton goods, I mean no luring prettiness. Quality is about all one can talk about, and with quite a good many buyers that doesn't count. Sometimes I happen to have in my stock several pieces of cotton at the same price, bought under varying conditions, and there will perhaps be as much as 2 or 3 cents a yard difference in the value, and even when I explain this these indiscriminating buyers fail to detect it; they 'all look alike' to them. So, when I find I have an ignorant customer, I merely quote prices and let it go at that.

"I have found, in a long run of merchandising, that in the white-cotton-goods line the best thing to do, generally speaking, is to lay out the goods, try to interest patrons in a little talk on weaving and other work done at the mills (with which processes the clerk ought by all means be familiar) and, what is of great importance, try to impress your personality on them in such a pleasant, cordial—never a 'mashy' or 'fresh'—way that they will like to be waited on by you and will enquire for you if you are not Johnny-on-the-spot when they want something in your department; in other words, cultivate a strong personal following. Be so genuine and agreeable that people can not help but like you. That's about the best way you can increase sales in the white-cotton-goods department.

"There's one other way to help sales here, and that is to thoroughly co-operate with the window trimmer in getting up good displays from your particular line. Let there be no 'hitches' with him. By 'co-operate' I don't mean to 'have a stand-in' with him, for that's a tricky way of doing business, but I mean that there should be no working at cross purposes; both should have the best interests of the store at heart."

A. M. M.

Thought He Saw Double.

A wealthy professor was invited to dine at the house of a lady of fashion.

The day was hot, the wine cool, the professor's thirst great, and the fair neighbor with whom the professor was engaged in a lively conversation filled his glass as often as it was emptied.

When the company rose from the table, the professor noticed to his great consternation that he was unsteady on his feet.

In his anxiety to save appearances, he repaired to the drawing room, where the lady of the house yielded to the wishes of her lady friends and ordered the nurse to bring in the baby twins.

The pair were lying together on a pillow, and the nurse presented them for inspection to the person nearest the door, who happened to be the professor.

The latter gazed intently at them for a while, as if deciding whether or not they were two or one, and then said, somewhat huskily:

"Really, what a bonny little child!"

Edson,
Moore & Co.

Wholesale Dry Goods

DETROIT

Tam
O'Shanters

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.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Oct. 12—This week we are rejoicing over the placing of a ball on top of the flagstaff on the new Singer building at a height of 703 feet above the sidewalk. How is that for high? Elevated as it is, it is exceeded in height by the "high" finance that is being explored through its intricate mazes by Mr. Ivins, of the Public Utilities. These revelations pertain to our traction system and, perhaps, do not touch quite so wide a field as did the insurance investigations of two years ago; but they are simply amazing and next week promise to get near to the secret of the whole thing. A man sells a road that does not exist for \$250,000. He is paid something like \$965,000, and then he divides up this surplus among some of our eminent financiers. He acknowledges that he does not know why he was paid this amount, and the explanation furnished by the others is awaiting further explanation. It makes the grocery trade seem mighty insignificant and unprofitable in comparison.

Coffee has moved along in a fairly steady way, but, as a rule, the demand has been comparatively slow among jobbers. Buyers are taking small quantities and seem to be perfectly willing to let the other fellow do the holding. Rio No. 7 closed at 6¼c in an invoice way. In store and afloat there are 4,046,448 bags, against 3,610,705 bags at the same date a year ago. Within a short time a very active demand has sprung up for certain mild coffees and the market is closely sold up, while quotations show some advance.

There is no new business in sugar and there is simply an average trade in the way of withdrawals on previous contracts. Granulated, 4.70@4.80c, less 1 per cent. cash.

Teas are generally well sustained, although most of the business is coming from out of town. Supplies are not overabundant, but there seem to be enough to meet requirements.

Rice is firm, but the demand is only moderate, sales, as a rule, being confined to small lots to repair broken assortments. Good to prime, 5@5¼c.

Some disappointment is felt in the spice trade at the small amount of business thus far developed. While the supplies of stock are not large and a good brisk demand would soon clean up the market, the fact is that buyers are simply taking such supplies as they need from day to day. As a result, there is a downward tendency, although quotations as yet show no alteration.

Molasses shows little, if any, change. Sales are of rather small lots, as dealers in the interior are fairly well stocked, and no great activity may be looked for until we have colder weather. Syrups are steady and without change.

Canned goods are humming, but

the week has hardly been so exciting as some previous ones. It is quite evident that no corn is to be obtained from Maine or New York State packers, nor is there much to be had from jobbers. The retailer, in fact, is the boss in a number of lines and jobbers will soon be taking off their hats to him. Maryland corn, Maine style, has been quoted at 75c f. o. b. factory. For tomatoes 87½c is the asking price by packers there for reliable 3s. f. o. b. cannery. At this figure buyers hesitate and the week has been guiltless of any great amount of business. Some Jerseys—not many—have been offered at \$1@1.05 for 5-inch and \$3 for gallons. Sellers of peas are not disposed to part with holdings of standard grades for less than \$1.10 and buyers are loath to purchase ahead of current wants. Other goods are selling well and at prices showing no weakness in any line.

Except for the finest grades of butter there is not so firm a feeling as existed last week, although quotations do not seem appreciably lower. Special creamery is worth 30½c and extras, 30c; firsts, 28@29c; held stock works out at 28@30c, the latter for special; Western factory firsts, 23@24½c; process works out at 23@26½c, the latter, of course, for desirable stock.

Cheese continues its upward course and full cream is quoted at 16c, a figure that one will have to go back a long time to find equaled. Large sizes, ¼c less. Buyers feel that these prices represent about the very extreme that can be paid and some reaction may set in.

Eggs are firm and extra firsts, Western, are worth 24@26c; firsts, 22@23c; seconds, 19@21c; refrigerator stock, 18@21½c.

Advantages of New Method of Quoting Butter.

The lists of butter scores that have lately been coming from the state fairs and educational contests have been studied carefully by those who are competent to judge such matters to see if they indicate any change for the better in our butter product. For several years there was a steady lowering of the grade of what were considered the best creameries until last season when the turn seemed to be perceptible, the average being a trifle higher. Those who have handled the big lines of stock this season think that there has been some further improvement in the body and flavor, although the proportion of strictly fancy quality may not have been any larger.

An instance of the marked falling off in the grade from four or five years ago was brought to my attention the other day when I asked a salesman what had become of a certain well known creamery his house handled at one time and which I once saw scored 98 points. He replied that the old whole milk factory was now getting mostly hand separator cream and that the owners had so much trouble that he doubted if the butter would score over 91 to 92 points at the present time. "We are, however, getting a few creameries that have partially survived the change and that will now go 95 to 96 points,

and I tell you it is a pleasure to handle that class of stuff. If I were to give my candid opinion of the goods we are handling at the present time I should say that the bulk of the fine marks would come within the range of 90 to 93 points."

Last Friday a number of the butter merchants were discussing the question as to what class of butter should be entitled to the grade "specials" and what "extras." As qualities are now running it was generally thought that 91 to 92 points is still about the right standard, with all above the latter to go as specials. At first thought this would seem to make so wide a range in the latter grade as to necessitate quite a range in quotations to cover all qualities. But in the practical working out of market values 93 to 94 points actually includes a very large share of the specials, and when something finer is found it usually secures a place with some special trade at a premium above any quoted rate. The advantage of the rules under which the trade are now working is that when occasion requires it the Butter Committee of the Exchange can raise or lower the score. A flexible standard will be found beneficial when we get into the season that is most trying for butter production. In this connection, however, it may be well to state that the Butter Committee determined in their own minds that the minimum score of extras should never go below 90 points, and that in June when the quality is at its finest 93 would probably be used as a maximum. It has been erroneously reported that the standard at times would be lowered to 88 or 89 points, but that does not seem to be at all likely.

I am convinced by close observation that the new method of quoting the market, i. e., giving as nearly as

possible actual selling values, will eventually lead to a closer discrimination of quality and a higher price for fancy goods in comparison with other grades. It is the intention of the market reporters to establish a quotation for strictly high class stock, not a fictitious or over-reached value, but a price that can be realized openly from buyers who appreciate quality and will pay for it. If that plan is carried out fully it will certainly make a wider range of quotations than we have had of recent years, and it will encourage the making of the highest possible quality. Anything that will bring about that result or tends in that direction should be encouraged by all.—N. Y. Produce Review.

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

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

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. Stekete & 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.



Making Steel Direct from Iron Ore.

In a dingy laboratory in the yard of a steel-working company at Los Angeles, California, lies a 380-pound ingot of pure steel. It is the most remarkable piece of steel in the world, for it never saw coke or coal; never went through a Bessemer converter or open hearth process; in fact, its production quite upset all the established methods of making the most-used metal of the present century.

Behind the ingot is the mysterious furnace in which it was made, and the story of the making of the ingot reads like a romance—a romance of iron and oil and lime and firebrick, with the persistent student of steel as its hero, the elusive spirit of discovery its heroine.

All his life long John Potter has been connected with steel in some one of its many forms. Finally, when he came to Los Angeles fresh from an Eastern blast furnace, he had so clear an idea of the new method that he succeeded in impressing its worth on three or four men of means on the Coast, and was told by them to go ahead; if he made good there would be plenty of money to finance his discovery. He went ahead, he made good, and now he has backing running into the millions; the company is a close corporation, and the building of a large furnace at either San Pedro or San Francisco is promised at an early date.

Potter's idea was that of an oil blast furnace; his finished apparatus is an oil-blast furnace, and this is the way he has worked it up to success:

He began with a little two-by-four bake oven, down in the laboratory, and immediately succeeded in making small pieces of steel of the size of a fifty-cent piece. He has some of them now, lying beside his 380-pound ingot, just to show that his idea has been right all the time.

But the little furnace could do nothing practical. Then he erected a big, upright affair, out of brick and steel rails, lined with firebrick. Into it he turned his jet of oil and produced a chunk of steel so refractory that he had to take down every brick in the new furnace to get it out. This would not do, so the inventor picked over the slag and the waste, studied the piece of steel he had made and built another furnace.

This one was not so satisfactory as the other two, so he tore it down, studied a bit more—and built still another furnace.

This was bigger and hotter than any of the others. So simple it was that one could look through a chink in the bricks and see the liquid metal, white hot, sweating out of the iron ore and trickling down to the lake at the bottom of the furnace, incidentally knocking the old blast furnace idea all to flinders in a minute.

In the center of Potter's furnace,

when he is ready to make a "run" of steel, he piles the crude iron ore, and a mixture of lime and asphaltum. The proportions of this mixture are the whole secret, and it is guarded well, for no man but John Potter, he who discovered it, knows the formula, and he is not telling it, not even to the men who are backing him in the great game for millions.

When this composite mass is all piled up, a jet of crude oil is turned on and lighted. With a terrific heat—up to 3,200 degrees and farther if possible—the whole is fluxed, and the resultant steel flows down into a lake in the bottom of the furnace, thence to be drawn off into puddles, outside the brick wall.

With this last furnace, when the ore was all smelted and the furnace had cooled off, there was an 1,100 pound chunk of pure steel in the bottom. The inventor did not have to study this; he had found that for which he had been seeking for half his life, and he had but one more step to take in the perfection of the new steel. He had demonstrated that he could produce the steel; next he puddled a bit and put it through the rolls of the miniature steel works where he is employed, and found it came out in good shape.

But his main idea, and the thing for which he was working most assiduously, was to get the steel so hot in its liquid form that it would run out of the furnace into molds. The main trouble he found was with his oil burners. Their heat was variable; sometimes it varied so much that the whole mass of flux and ore would solidify on him when almost at the melting point. He ran up and down the gamut of oil burners, East and West—and at last did the only thing left to him—made his own.

With a burner capable of generating the terrific heat to which this mixture of ores had to be exposed to get the desired results, the fire brick melted, and he had to go to work to find brick which would resist the heat the burner threw upon them. After much searching, after trying practically every known fire brick, he found one that suited his needs, and he started in on his last furnace. This was built, not by him, but to his order, for those who stood behind holding the purse strings were convinced that he had won the great fight, had uncovered a secret such as had not been found in a decade.

Into this new furnace, built almost entirely of firebrick, so great was the volume of heat to which resistance must be offered, was put the mixture of iron ore, asphaltum and lime, the proportions of which Potter alone knows. The oil was turned into the blast and lighted, and then, as evening fell, the inventor went home, leaving the plant in charge of a workman who had been employed around the steel plants of the East. To him he gave the final admonition that if he got a lump of steel by morning he would also get a new suit of clothes.

Some time during the small hours, along toward the dawn of a new day, the heat became intense enough to do its own work. The steel began to trickle down the bed of the furnace, together with the slag. When the

bath became large enough the man knocked out a plug and let the white-hot liquid run into a mold which had been arranged for it. It seemed so much like slag, and had been so easily obtained, that he did not bother to look at it closely; in fact, he already thought he had lost the suit of clothes.

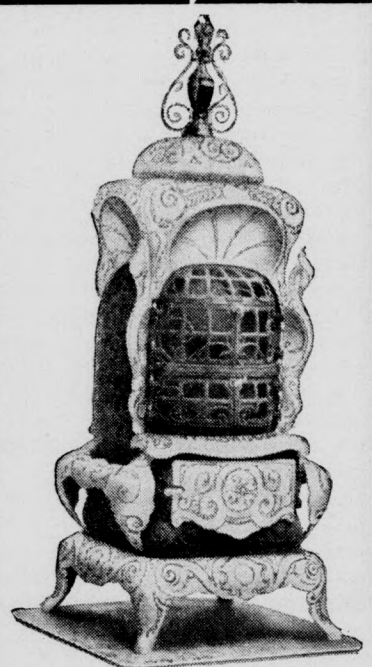
Then, in the morning, back came the inventor, John Potter. By the time he arrived the mold was cool enough to be opened, and when he was told that it was full of slag, he struck it with a hammer to see. Instead of the soft, crunching sound the waste matter would have made, he got the clear ring of steel. Without opening the mold the inventor drew from his pocket a check book, signed a thin blue slip of paper and handed it to the workman. It was for a suit of clothes.

After a while another ingot was run out, then another and another, until there were four all told. After this first run the furnace was shut down. The experiment, outgrowth of years of trial, was a success. Steel had been made without the double process, a thing unheard of in one of the greatest industries of the New World. A tremendous saving in time and cost had been accomplished at a stroke.

Three of the big ingots were rolled into bars and cut up. Some pieces were hammered into points; others stood most successfully all physical and chemical tests. They were as good steel as ever came through Bessemer process from Eastern mills. They are not pig, such as has to be run into a converter and turned into steel, but the real article, made at one process from iron ore which is among the lower grades, and not comparable to that from which the steel workers of Pennsylvania and Ohio draw their supplies.

Potter's idea is not new. It has been tried time and time again before by men who know steel, but they one and all have foundered on

one great obstacle. They produced the steel, but the loss was so great during the process—as high as 40 per cent. in some cases—that they gave it up. The loss in the present methods of making steel is from 8 to 10 per cent. The loss in the Potter process is, on the average, about 6 per cent. With better ore than has been used in the working of his furnaces Mr. Potter expects to be able to reduce even this low average; in any event the knocking off of 4 per cent. in the cost of production of steel in the furnace alone is a matter of millions in the course of a single year.



ART MONOGRAM

You should know all about this wonderful stove. The latest and best of all hard coal base burners. A letter from you will bring circular giving all the details.

Wormnest Stove & Range Co.
Grand Rapids, Mich.

Fishing Tackle

**Meek
Reels**

**Blue Grass
Reels**

**Talbot
Reels**

**Hendryx
Reels**

Complete stock of up-to-date
Fishing Tackle

Spaulding & Victor
Base Ball Goods
Athletic Goods

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

The inventor is now at work on plans for a plant of furnaces which may be worked singly or as a battery, from each of which when in operation there will flow a continuous stream of molten steel, ready to be sent to the rolling mills. A new industry thus will be born for the Pacific coast, where, although there are large tracts of low-grade iron ore, there has never been a concerted attempt at the establishment of a plant for its utility.

Like the mixture of asphaltum and lime and iron ore with which he fluxes this new furnace, Potter's burner also is a secret. It is a blast, of course, blown in by steam at a high pressure, but blown through a larger hole than the ordinary burners used under boilers for the generation of steam. John Potter is the only man who knows how this burner is made—for he made it himself—and he is not talking about it to his dearest friends.

But there, mute witness to the efficacy of those burners and of the flux, that 380 pound ingot of steel lies in the yard of the little steel works, just beside the ruins of the furnace which gave birth to its predecessors, and which rings like an anvil head when struck with a hammer. It is large and heavy, oblong and rough; it looks like any chunk of pig metal, and those who pass it by each day seldom pause to think that it represents one of the greatest discoveries of this generation, or that it really amounts to anything at all more than the run of scrap iron and brass and steel which cumbers the waste places of every iron-working plant.

The walls of the furnace which Potter built were not thicker than those of the average blast furnace, for at first it seems he did not know how great a heat he was going to be able to generate with his new burners. Afterwards he was compelled to build them considerably thicker, and introduce the jets of burning oil closer to the bottom of the great melting pot than is customary with ordinary oil heaters.

For out and out picturesqueness Mr. Potter's career, which is largely identified with smelting other than by blast furnaces, rivals that of any of the men who have ridden to prosperity on the crest of the steel wave. He began as a greaser boy in a steel plant at Johnstown. From there he went up and up until he became general manager and superintendent of the Carnegie plant at Homestead, Pennsylvania. For fourteen months he worked in the shipyards near London, England. He helped build, as mechanical engineer, some of the plants of the present steel trust. He assisted in perfecting the first rail table in the United States at Chicago.

Then Mr. Potter went to work for John D. Rockefeller, at Cleveland. While in the employ of the oil king he had more time to devote to his studies, and there first saw the distant glimmerings which have resulted in his present success. Later he went to California, and there, with a little more leisure time on his hands, has found the golden fleece he sought.—Harry H. Dunn in Technical World Magazine.

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.				
New Rival—For Shotguns.				
No.	Powder	Shot	Gauge	Per 100
120	4	1 1/2	10	\$2 90
129	4	1 1/2	9	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	6	2 90
135	4 1/4	1 1/2	5	2 95
154	4 1/2	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/4	1 1/2	6	2 65
265	3 1/2	1 1/2	5	2 70
264	3 1/2	1 1/2	4	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded.				
No. 10, pasteboard boxes 100, per 100	72			
No. 12, pasteboard boxes 100, per 100	64			
Gunpowder.				
Kegs, 25 lbs., per keg	4 75			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 75			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 50			
Shot.				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B	2 10			
AUGERS AND BITS				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
AXES				
First Quality, S. B. Bronze	6 00			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS				
Railroad	16 00			
Garden	33 00			
BOLTS				
Stove	80			
Carriage, new list	70			
Plow	50			
BUCKETS				
Well, plain	4 50			
BUTTS, CAST				
Cast Loose, Pin, figured	70			
Wrought, narrow	75			
CHAIN				
Common	1/4 in. 5-16 in. 3/4 in. 1/2 in.			
BB.	7 1/2 c. 6 1/4 c. 5 3/4 c. 5 3/4 c.			
BBB.	8 1/2 c. 7 1/2 c. 7 c. 6 1/2 c.			
BBB.	9 c. 8 c. 7 1/2 c. 7 c.			
CROWBARS				
Cast Steel, per 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&10			
EXPANSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70&10			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED IRON				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List	12 13 14 15 15 17			
Discount, 70.				
GAUGES				
Stanley Rule and Level Co.'s	60&10			
GLASS				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40&10			
Mason's Solid Cast Steel	30c list 70			
HINGES				
Gate, Clark's 1, 2, 3	dis. 60&10			
Pots	50			
Kettles	50			
Spiders	50			
HOLLOW WARE				
Common	dis. 50			
HORSE NAILS				
Au Sable	dis. 40&10			
HOUSE FURNISHING GOODS				
Stamped Tinware, new list	70			
Japanese Tinware	50&10			

IRON		rate
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	
Castors, Red and Plate	50&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	
8 advance	10	
6 advance	20	
4 advance	30	
3 advance	45	
2 advance	70	
Fine 3 advance	50	
Casing 10 advance	15	
Casing 8 advance	25	
Casing 6 advance	35	
Finish 10 advance	25	
Finish 8 advance	35	
Finish 6 advance	45	
Barrell 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	80-1	
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 30	
30 gal. meat tubs, each	2 85	
Churns		
2 to 6 gal. per gal.	1 1/2	
Churn Dashers, per doz.	84	
Milkpans		
1/2 gal. flat or round bottom, per doz.	52	
1 gal. flat or round bottom each	6 1/2	
Fine Glazed Milkpans		
1/2 gal. flat or round bottom, per doz.	60	
1 gal. flat or round bottom, each	7	
Stewpans		
1/2 gal. fireproof, ball, per doz.	86	
1 gal. fireproof, ball, per doz.	1 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		
Per gross		
Pints	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 00	
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		
Per doz.		
No. 1, wrapped and labeled	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	

BUTTER AND EGGS

Suggestions Relative To Creamery Butter.

There has been such irregularity in the quality of the butter received here the past week that I have sought for some explanation of the trouble, and a dealer who was once a buttermaker and knows the conditions prevailing in most sections of the West ventured the opinion that it was due mainly to the irregular deliveries of milk and cream at the creameries. "Changes are taking place in the deliveries that always cause trouble," he remarked. "The whole milk plants that were getting milk every day are now beginning to get every other day deliveries, and the gathered cream factories that received cream daily or others that got it four times a week are already changing to every second or third day delivery. As a rule the trouble is with the small patron located off the route. The hauler knows there is only a little mess of cream out there and he skips him to-day, bringing in twice the quantity to-morrow, but of a quality that affects the whole output. It gives the butter an old smell and an old taste. The fellow has got so little cream he doesn't take care of it, and unconsciously to himself he furnishes the creamery with the wrong kind of a starter. Until the weather gets cold enough to insure sweet cream we shall expect defects of this kind, but the buttermaker should do all that he can to guard against it."

This is the time of year when the buttermaker needs help from the owner or manager of the creamery. During the busy summer season a lot of things get out of repair or the factory is half filled up with old tin, pipes or other stuff that ought all be cleaned out. The floors often get in bad shape, boards are broken off the outside and especially from the engine room where they are often taken for use in hauling coal. Window panes are broken out, and before one knows it a cold storm sweeps down and it is difficult to control the temperature of the room. Too often the manager does not wake up to these little things until winter is upon us. Not only should everything within the plant be repaired and put in good shape, but it pays to go outside and clean up in the best possible manner. The weeds should be cut down so that snow will not lodge there and make heavy driving for the milk teams. All the apparatus needs to be overhauled and made ready for the changed conditions that come with the fall.

The milk heaters, for instance, are not much used in summer. They should now be gotten out and made ready for use. The time has come when the buttermaker has got to change the temperature of ripening the milk or cream, the temperature of the wash water, etc., which if not attended to properly will cause seri-

ous trouble with mottles or give him a lot of otherwise defective butter.

Within another week the great dairy conventions begin and they will come along rapidly during the next three or four months. The importance of these as an educational agency has never been overestimated, and I feel like pleading again for the buttermakers that they may spend a few days at their State meeting. It does a fellow a whole lot of good to brush up against the other fellow, and to talk over what is going on at the other creameries beside his own. He gets a larger view of the occupation that he has chosen, and with that view comes a determination that if he can not climb to the top of the ladder he will at least strive to show improvement. A buttermaker may feel that his savings hardly warrant the expenditure for carfares, hotel accommodations, etc., but in nine cases out of ten it is the best investment that he can make. It seems to me that the Manager or Board of Directors ought to arrange to have the buttermaker attend the convention and learn all that he can about the business, and then expect better work from him afterwards.—N. Y. Produce Review.

Deacon Forgets Himself.

At a prayer meeting in Fair Haven, Conn., last Tuesday night, the leader, a worthy deacon, who is the enthusiastic owner of a motor boat, astonished all present in the church by asking a member to lead in prayer. "Brother Jones," he said, "will you start the power?"



Dairy Feeds

are wanted by dairy-men and stockfeeders because of their milk producing value. We make these a specialty:

Cotton Seed Meal
O. P. Linseed Meal
Gluten Feed
Dried Brewers' Grains
Malt Sprouts Molasses Feed
Dried Beef Pulp

(See quotations on page 44 of this paper)

Straight car loads;
mixed cars with flour
and feed, or local
shipments. Samples
if you want them.

Don't forget
We Are Quick Shippers

Established 1883

WYKES & CO.

FEED MILLERS

Wealthy Ave. and Ionia St.
GRAND RAPIDS, MICH

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.

BEANS

We are in the market for all kinds. When any to offer either for prompt or future shipment, write us.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.
OTTAWA AND LOUIS STREETS

How Cheese Is Paraffined at New York.

During the past few years paraffining has come to be so generally adopted by dealers and storers of cheese and the chief advantages of the practice are so well understood that they are now considered as ancient history by the trade. There are, however, a good many of our readers who are probably not acquainted with the effect which the wide application of paraffining has had upon the cheese industry, nor how the practice is viewed by the large dealers at our principal distributing centers. In order to gather this information a reporter called upon a number of the largest handlers of American cheese on this market, and the opinions expressed may prove interesting:

Practically all cheese to be held for any length of time in cold storage are now paraffined as soon as received on this market. The paraffining is done either by the large receivers or the cold storage houses at a cost of $\frac{1}{8}$ c per pound, half for wax and half for labor. Steam heated tanks large enough to permit the dipping of several cheese at the same time are used, the temperature of the wax being kept between 200 and 210 degrees. The cheese are allowed to remain in the paraffine only a few seconds and are left on the rack after dipping until the coating has hardened. The majority color the wax a light straw shade, a few apply it uncolored, while one is now using a new preparation already colored, which costs considerably more than the refined paraffine.

As is generally known the chief advantages of the process lie in the prevention of mold development and a saving in shrinkage due to evaporation. Before the days of paraffining, spring cheese held in storage throughout the summer came out in the fall showing loss in weight and generally covered with a thick coat of mold. But all this is now changed and the paraffined spring cheese are taken out, even after a year's holding, practically unaltered as far as appearance and weight are concerned. This improvement in condition has tended to increase the value of spring and early summer cheese and has permitted them to be sold somewhat closer to the fall make in consequence. Thus the practice of paraffining, as well as cold storage, has been a factor in securing a more uniform price for cheese throughout the year, the benefits being felt not only by the dealer who carries the cheese in store for a higher market, but by the producer as well.

There is some difference of opinion among the trade as to the effect of paraffining upon the flavor and curing of the cheese. Many claim that the wax retards the curing and prevents the development of a sharp flavor, and they attribute the scarcity of sharp cheese at the present time to the prevalence of paraffining. Others take the view that neither the flavor nor rate of curing is affected by the wax coating, the retention of the moisture and the softer body being the only noticeable effects upon the internal character of the cheese. The scarcity of sharp

cheese they explain by the shorter time the make is held outside of cold storage, buyers now taking the cheese from the factories nearer the hoops than in former years. They contend that the exclusion of air and the prevention of mold development on the rind have little influence upon the curing of the cheese while in cold storage. A series of experiments to determine this point would be of interest. Since paraffining is generally only practiced when the cheese are held in cold storage the effects of the two processes have become somewhat confused.

Although the paraffining of cheese for storage has generally been found of decided advantage, cases where it has had the opposite effect are by no means unknown to the trade. It has been proved inadvisable to paraffine cheese of high moisture content, such being inclined to mold and rot under the wax no matter how carefully the operation is done.

Only one of the dealers interviewed favored the paraffining of cheese at the factory, and one house claimed that it would accept no cheese so treated owing to the likelihood of imperfect work and a tendency to apply the wax when the cheese were too young in order to take advantage of the extra weight. Experience has proved to the satisfaction of all that well made cheese can be paraffined at the age of a week or ten days, but no earlier if the best results are to be insured.

Less complaint from retailers has followed the introduction of paraffining in this country than in England where there are still many storekeepers who claim that the shrinkage of the waxed cheese after cutting is much heavier. As far as the consumer is concerned, he, as a rule, prefers the waxed cheese, the rind being thinner and the waste less.—N. Y. Produce Review.

Wisconsin Cheesemakers Form a Union.

Some of the cheesemakers of Wisconsin have organized a labor union, in consequence of which they have formulated the following demands for the season of 1908:

Five hundred dollars cash per year.
Free house rent.
Free fuel.
Free milk.
Free cheese.
Free beer, not to exceed one keg per week.

No deduction on account of sickness.

No work Saturday afternoon.

Use of patrons' horses and buggies one evening a week and one Sunday a month.

Free pew in church.

Free schooling for children.

It is understood that the keg of beer is for the man—because beer and unionism are one and inseparable—and the church pew for the woman and children.

Women Nearly Freeze Man.

John Elliot, employed in a Foundryville, Pa., slaughter house, was stripped to the skin and just about to take a bath in a pool in the place recently when several women suddenly entered intent on weighing

themselves. They did not notice Elliot, who promptly ducked into a cooler, not even having time to secure his clothes. Not knowing anyone was around, the women took their time, and at last Elliot, blue with the cold and almost frost bitten, had to cry for help. One of the women looked into the refrigerator, and finally Elliot's clothes were procured and he came out, cool, but still "hot" at the intruders.

**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.

ESTABLISHED 1876

FIELD SEEDS

Clover and Timothy Seeds. All Kinds Grass Seeds.
Orders will have prompt attention.

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS
Office and Warehouse Second Ave. and Railroad.

BOTH PHONES 1217

GRAND RAPIDS, MICH.

Highest Price Paid for Eggs

We buy them **case count**, f. o. b. your station.
Today we are paying 22c.

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.

Two Classes of Egg Shippers

Class 1 buys anything with a shell on—old and rotten eggs, packed and pickled eggs, small and dirty eggs, incubator and nest eggs that will not hatch—all at the same price. He holds them on a rising market in damp basements till all are stale and musty. This class can get best price by shipping to firms offering to buy eggs case count.

Class 2 carefully inspects eggs as to size, cleanliness and freshness. He pays a good price to farmers who will market their eggs while fresh. He refuses to buy rotten eggs, and buys old and dirty eggs at a discount.

Mr. Egg Shipper, if you belong to the second class I want to make you a proposition:

I am paying **22½c for fresh eggs** today (Oct. 16) and more soon as market goes higher. 13 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



Modern Problems Confronted in Selling Goods.

A salesman who handles a general line is usually accompanied by a great number of trunks containing anywhere from fifty to several hundred samples of the different articles which his house has to sell.

The task of looking out for all this baggage is more or less impedimental and it also involves the expenditure of a good deal of money in the way of excess baggage, drayage, etc.

But it is a very necessary task, and one which will never be slighted by a salesman who knows his business.

If quantities of samples are to be regarded to some extent as a nuisance they are still more to be respected as aids to making money. How to get the greatest possible benefit from his samples, with the minimum of inconvenience, is one of the most important problems to which a salesman must give his attention.

The subject is worth a careful study, especially to beginners, who have evolved no system of their own as a result of experience in handling samples, and who perhaps have been scantily instructed in the matter before starting out.

As a general proposition, it is more difficult now-a-days than formerly to get customers to leave their stores and accompany you to the hotel sample room. Unless the dealer whom you wish to sell is very friendly with you, or unless you have some startling inducement to offer him, you will find that it is a more precarious undertaking to get him to interrupt his day's work and go with you to the hotel than it is to close a sale when once you have him there.

This is because the average dealer, even in a small town, is so constantly petitioned by salesmen to inspect their samples that he has become blasé.

Formerly the visit of a salesman was an event to be looked forward to with some degree of curiosity; the storekeeper was eager to inspect new styles and hear the news of the trade.

A trip, even to the other end of town, in the interest of a possible bargain seemed to the dealer but little trouble compared to the older method of making a yearly pilgrimage to some city market with the intent of purchasing new stock.

The growth of industry in the last twenty years has made things a great deal easier for the dealer; he has become mightily independent in view of the fact that, where once he looked to one house to supply him, there are now tens of houses to choose from, all of them clamoring for his trade. Also, his own store is a busier place than it used to be and the demands on his time more exacting. He does not care to spend much time with

salesmen. He has formed a habit of getting rid of them in a cavalier manner if he does not want to buy; or if he is persuaded into taking an interest he gets through transactions with the least expenditure of time and effort.

It takes a clear brain and a determined will on the part of the salesman to lure this autocrat into a hotel sample room and to keep him there until his interest is fully awakened and the deal well under way.

Before the salesman actually sees the customer there are some arrangements he can make with a view to getting the greatest benefit from his samples.

If the town which you intend to make next is a thriving one which is likely to be visited by many salesmen, it is often a good plan to engage a sample room in advance by letter or telegram. Then you run no danger of finding, on your arrival in the town, that all the decent accommodations have been snapped up by fellows who have got ahead of you.

Good light, cleanliness and a central location for a sample room are most important considerations.

In selling shoes, as in selling many other lines, it is customary for the salesman to select "leaders" from their samples and convey these, in a couple of telescopes, directly to the customer's place of business. Great care should be taken in the selection of these "leaders," not only to choose the ones which will make a favorable impression upon the customer and appeal to him as being best adapted to the requirements of his trade, but to leave him something to anticipate as being still more attractive in the remainder of the stock.

If he gets a notion that the best and most appropriate things are contained in the telescope which you have brought to his store he may order from this allotment and afterward refuse to examine the other items in the line. For this reason it is desirable not to talk to him of buying at this stage of the proceedings, but to put all your effort into interesting him in the line in general in order to secure his promise to examine it at the sample room.

If he shows interest in some special item which you have brought to the store, and proposes to give you an order for it then and there, you can possibly display some reluctance to book the order, on the grounds that some other item which you have at the sample room might be perhaps better suited for his trade. The fact that you have deferred taking his order solely in his interest as it appears can not help but make a favorable impression, and his curiosity with regard to the balance of your line is also stimulated.

Most salesmen make it a rule never to call on a customer without having something to show him. No matter how long a customer has been dealing with the house—or how thoroughly he has been instructed with catalogue and advertising matter—it is poor salesmanship to enter his place of business and try to interest him and get his order without having something to show him. It is

not safe to rely on what he remembers about your line or has been taught about it through your catalogues and advertisements even although he might tell you that there could be no new item in your line with which he was unfamiliar. A look at the goods themselves refreshes his memory and stimulates a desire immediately, while it would take you many minutes to accomplish the same result by even the most graphic description and enthusiastic selling talk.

When the "leaders" have won the attention of your customer you should try at once to secure his consent to go with you to the sample room and view the complete line. Any experienced salesman will, of course, have arranged the samples to the best advantage. All the samples of one style or class should be together so as to give a definite impression at the first glance—an effect which can not be secured if the different styles and classes of goods are promiscuously mixed on the exhibition table.

A most important thing is for the salesmen to be able to quote prices without having to consult a price book or the tag attached to the different articles, for that purpose. A salesman who talks fluently about a certain article, giving the impression that he knows it so well in every particular that his judgment as to its superiority in one point or another may be relied upon ruins the whole effect of his work if, when he is asked the price, he hesitates and finally resorts to looking it up. So trifling an act as this is enough to shake any customer's confidence in all that the salesman has previously said. The customer will argue that any salesman's enthusiasm about his goods is only sanctioned by a thorough and intimate knowledge of them. A salesman would not be likely to have such knowledge and remain in ignorance of their price. Therefore, what he has been saying about the workmanship, superior material and other advantages before the question of price was brought up has been in all probability a mere flow of fancy and not of fact.

Nothing kills a customer's interest so quickly as such evidence that the salesman who has fascinated, enthused and almost convinced him is, after all, practically a stranger to the line which he has seemed to believe in, and that the salesman's faith in the goods is a matter of self-interest, not a conviction based on thorough knowledge.

In this connection it might be remarked that the most clever and forceful selling talk falls absolutely flat unless it conveys the impression that the salesman knows what he is talking about and believes it; that he would be just as enthusiastic in extolling the goods even if he had no personal end to serve in doing so.

A firm with which I have been for many years connected has experimented in various ways in order to determine the best way of obtaining efficient salesmen.

A description of our method may be of more immediate interest to sales managers, but may also serve

to suggest to salesmen some important considerations about securing a place.

We have obtained good results by advertising for men. Letters that were received in reply to advertisements were judged largely by the conciseness and clearness with which the writer stated his case. Occasionally such letters show that the writer considers himself the victim of hard luck, whose abilities have been unappreciated and who seems to think that he ought to be given the place as a sort of compensation for previous misfortune. This sort of a letter produces a very bad impression. Other writers claim to be worthy of the place on account of their previous connections with well known houses, and the greater the number of such houses to which they can refer in this connection, the more substantial they seem to consider their claim. This is not always good reasoning, since it implies that the salesman has been in the habit of changing from one place to another and did not succeed in any place well enough to make it worth his employer's while to induce him to stay.

A letter that sets forth a man's capabilities and refers only in a casual way to the houses for which he has worked—without trying to establish that their greatness argues a corresponding degree of fitness on his part—makes the best impression.

If the letter is followed by a personal call from the salesman or by a second letter in case he is at too great a distance to call, the firm realizes that the applicant is in earnest about securing a position and has the push and stick-to-it-iveness which ought to guarantee his success in selling goods.

All the members of the firm are in the habit of keeping their eyes open and watching for a chance to avail themselves of bright selling talent. Perhaps some well-known house may go out of business, in which case its salesmen will probably be looking for an opening. If it is a house of any distinction there will be members of its selling force who are known by reputation and to whom the fact that their employer has had to close his doors can not be attributed as a reflection on their selling ability.

Such men are always in demand and we try to be first and most liberal in making our proposals.

The recent earthquake disaster in California afforded an opportunity for Eastern firms to secure an abundance of good selling talent. We were at once in communication with some of the salesmen who had made records for themselves on the Coast and who were in need of a new connection owing to the wreck of the house for which they had worked.

We are usually willing to give a young and inexperienced man a trial if he comes to us well recommended and shows adaptability for the work. One can tell at a glance when such an applicant has good sense, honesty and determination—but one can not tell without a fair trial whether he can sell goods or not.—R. J. Whalen in Salesmanship.

EMBEZZLERS ARE GAMBLERS.

The recent large embezzlement of public money by public officials and other custodians of trust funds has suggested some interesting enquiries.

Naturally, when such men steal it is for the sake of getting money for some special purpose. They are either gamblers or they desire to indulge in some sort of debauchery. Embezzlers do not, as a rule, rob their employers in order to lay up money and thereby become wealthy.

They want to enjoy their wealth as soon as possible, and they commonly make way with their stealings in speculations or other forms of gambling in the hope that they will by some lucky turn win a great deal of money, thereby not only suddenly acquiring wealth, but being enabled to restore the money they have stolen and quiet their consciences by putting their peculations on the basis of a loan, for doubtless every embezzler's idea in the beginning of his criminal operations is to restore the money he takes. The opportunity to replace the clandestine loan never comes.

The embezzler who speculates on stolen money is, as a rule, known as such to the parties whom he employs to make his deals and, holding him completely in their power, they see to it that he never wins, and they rely upon their power over him to be secure against any possible action he might take against them in case he should consider himself swindled. He could not make any open complaint for fear of exposing himself. For that reason it is difficult to get information of the peculations of unfaithful custodians of trust funds, but where amounts are large it may be assumed with confidence that they have been lost in speculations and gambling operations.

As to claims that large amounts of stolen money are thrown away in debauchery, such statements are seldom to be credited. Only in a case of hypnotism would any individual be foolish enough, through a long course of years, to pour out floods of money upon some unworthy woman. The charm which infatuates soon becomes stale, particularly where there are so many candidates for a spendthrift's favor. When a person is extremely sensitive and needs to carefully protect his reputation, or when a crime is to be concealed, the blackmailer is often able to swallow up a large share of the stealings. A miserable drunkard or drug fiend would so soon betray himself to his employer that he could not long carry on a course of successful raids upon funds committed to his care.

It may therefore be considered as established that where large amounts of trust funds are made away with by their official or other custodians, the greatest part of them has been gambled away. Of all the ordinary vices gambling is the most absorbing, engrossing and soul-killing, because it is wholly and absolutely selfish. The excitements and sensations are not shared by any other person. They are all confined to the wretch who is staking money on games and devices that are managed by others and

are absolutely beyond his control. In the fury of his passion to wrestle with the fate which is always against the desperate gambler he will stop at no crime to get money to stake on the game.

Of course, the confirmed desperate gambler is like the hopeless drunkard. Not every man who bets or speculates is an evil-doer any more than is he who may take a glass of liquor. It is the wretch whose life seems to be staked on the die or the drink. Men take risks in buying and selling merchandise. They back up their opinions by a bet, and this is done without any special evil results, but it is reliance upon any sort of speculation for the chief business of life that is perilous in the extreme.

An English writer quoted in a recent magazine states that an unofficial record, which is incomplete and therefore understated, shows that in Great Britain alone, "in five and one-half years no less than eighty cases of suicide, 321 embezzlements and 191 bankruptcies had appeared on the records of the courts owing to professional betting, and it must be pointed out that probably not nearly all of the embezzlements resulted in prosecution." That writer recently heard of a respected citizen, ex-mayor of his city, a prominent church member, who was brought to penury through speculation in bucket shops, and afterwards confessed that speculation had such a fascination for him that he could not resist it.

The passion, then, is seen to have a force comparable to the delusions or fixed ideas of the insane and to entail a similar disorganization of the mind. The person under the control of the gambling mania loses the ability to reason correctly from the facts, the interpretation of which is tinged by his dominant desire. This intellectual breakdown is shown by the common belief in luck among gamblers, and in the tendency to form systems with which to break the machine. The decay of the moral nature is even more terrible. Made cold to all feelings of generosity, the gambler in whom the habit has taken deep root is given up to the selfish indulgence of his private desires, the gratification of which is based on the ruin of his fellow-beings. Worse yet, the effect is not limited to the individual, but "causes the neglect of wife and children, disregard for parents, and carelessness and indifference in his occupation." This is but a natural result of the fact that gambling is a wholly selfish process and so unfits a man for his duties as a member of society or of the State.

Persons who conduct any sort of gambling games do so in order to win. Those persons who stake money on those games are largely seeking to win, and while it is possible that there may be exceptions, it may be laid down as a rule that the person who is managing the game has it so arranged that he is sure to win. Whether the proprietor is a saloon-keeper, a bookmaker, a nation, or a church, the principle is the same. By arousing the gambling spirit, the desire for gain at the expense of somebody else, or regardless

of loss to somebody else, the institution which is maintaining the game derives its profits.

Speculations in merchandise, where the buying and selling go on in good faith, with the expectation of profiting by the rise or fall in the price as it may be affected by the conditions of trade, are legitimate, because there is no effort to get something for nothing. There is always the merchandise itself to stand for the transaction, and the only risk that is taken is based on conditions of weather or business that may raise or lower the price. That is a factor in all commerce, and it can not be classed as gambling, but the buying and selling of margins or chances on imaginary merchandise, on pork and grain when no such articles exist or are intended to pass in the transaction, is gambling pure and simple, and is the sort of speculation in which so much of the money stolen from trust funds is made away with.

The embezzler who is a robber is more certain to be a gambler than a devotee of any other sort of vice.

How the Railroads Do Things.

Menominee, Oct. 15—The shippers of freight in Menominee and the merchants and manufacturers who receive considerable freight over the Chicago & Northwestern are indignant over a procedure which has milked them of a few dollars during the last ten days.

A new freight tariff increasing the minimum from 25 cents to 40 cents went into effect on all the railroads and steamboat lines in September. This increase, in view of the congested freight conditions and slow delivery, did not please the shippers.

But the last straw came when the Chicago & Northwestern local freight offices, not having received their tariff sheets on the actual day when the new schedule went into effect, commenced on Oct. 1 to send out additional bills to shippers who had already paid in full for goods received late in September.

Many business men kicked upon being presented with additional charges for bills already settled in full, so far as they knew. The railroad sent no word out but simply went back over its receipts since the new schedule went into effect, and assessed each minimum charge of 25 cents an additional charge of 15 cents. These additional charges, being for small amounts, were paid by most of the shippers without examination.

With a minimum charge of 40 cents, and the extra expense of delivery for drayage, it is now fully as cheap and many times as quick to send small package freight by express. In the meantime the public will watch the express barons, to see whether they will be content with their present charges or will take advantage of the general disposition to soar and join the procession of hungry trusts.

Will Organize Under U. C. T. Banner.

Muskegon, Oct. 15—A movement is on foot among the commercial traveling men of Muskegon, of which there are about fifty, to organize a local lodge of the United Commercial Travelers. I. F. Hopkins is one

of the most active in working up interest in the movement and he is meeting with success in his attempt to get the drummers interested in the project. Three of the Muskegon travelers whose homes are in this city, Fred Castenholz, J. A. Miller and E. L. Estes already belong to the order, and are co-operating in the work of pushing the organization.

Charles W. Rice, Supreme Traveling Representative and Frank S. Gainard, who heads the Michigan organization, and Grand Secretary Cook, of Jackson, will be here to assist the local men in perfecting their organization Friday and Saturday.

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

Buffalo, Oct. 16—Creamery, fresh, 25@30½c; 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.

The California Agricultural Experiment Station has made a test to determine whether there is any superiority of brown shelled eggs over white shelled eggs as to quality. The test shows that the shells and their color have but slight effect on the food value of the eggs. The minute differences that are found between the two groups are exceeded by variation between varieties within the same group. It may be stated that there are practically no differences, so far as the food value is concerned, between white shelled and brown shelled eggs.

Pure Buckwheat Flour

Car lots or less. Write for prices and sample.

Traverse City Milling Co.
Traverse City, Mich.

When you see a traveler hustling extra hard make up your mind his object is to reach Grand Rapids by Saturday night. Sunday passes quickly at

Hotel Livingston



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Some Advantages of the Winter Season.

That summer is over is a thought that is oppressing every one but the fur men and the coal dealer. The soda water dispenser is wondering, "Shall I or shall I not keep my fountain open this winter?" Why close it up when you are sure of greater profits than have ever been known of before along this line? Keep your summer trade by serving them with hot beverages on a cold day as well and better than you did with cold drinks during the summer. In keeping this trade you not only make money on your fountain but you will retain all your customers year in and year out.

If your town has never before been favored with hot soda service, it has missed much of the winter's advantages. You can set the example. Do it now. The power of your influence will soon be felt and you will wonder why you never did it before. Humanity is ever waiting to be led and the idea of hot beverages being served them on cold days will appeal to every man, woman and child in your town. The quantity sold will depend upon your own business ability to create a desire for these delightful winter warmers. You can lead your customers by correct thought process executed in a practical manner through your soda fountain plant to believe whatever you wish and to want whatever you have to sell. It is impossible to believe that any soda fountain owner has any other aim than that his plant be good, therefore he must serve the best soda in order to satisfy his trade.

Create in the minds of your patron the thought that you are active, enterprising, solicitous of his health, anxious to please him, and that your main desire in serving these hot beverages during the winter is for the convenience and pleasure of his family as well as for your own profit.

You can not expect to make your fountain popular by serving plain coffee or chocolate and looking wise. That will not go with the public of to-day. They know too well what is served elsewhere and if you would have your place of business the one most patronized you must be "up to snuff."

Another helpful thing not to be overlooked will be the amount of in-

crease in the trade throughout your store. A box of candy, cigars, books, numerous other things which you have for sale will not be overlooked.

You can not afford to let your store which was the rendezvous for the young people of your town become the plain drug or confectionery store again until next spring. It will mean a loss of business to you. The transition will surely take place unless you make the same effort to keep them coming during the chilly months just as they did during the hot months. The cold beverages will stand quite as much show as the hot ones, as you will see when you are started on your winter departure. The increase of this year's sales of apparatus over those of last year is most satisfactory and shows a marked inclination to keep up the good work. More ice cream was sold this past summer up to date than in any preceding year and there are evidences that it is determined to continue. Both retail and wholesale trade show a pleasing improvement.

Put forth every effort to get people into your store. You can also display your confectionery goods advantageously, your perfumes and other attractive articles in such a way as to attract attention and you will draw many a quarter or half dollar out of an unsuspecting pocket. The dispenser who ties up his fountain this month is just as much behind the times as the man who insists upon driving old Dobbin to the antiquated buggy because it belonged to his father instead of riding behind fleet-footed Star because it belongs to his progressive son.

Keep your soda fountain going all winter and make it pay the rent of your store, if you don't own it yourself.

Good Method for Cleaning Oily Bottles.

Introduce two heaped tablespoonfuls (for every quart of capacity) of fine sawdust or wheat bran, and shake well to cover the interior surface thoroughly; let stand a few minutes and then add about three ounces of cold water. If the bottle be then rotated in a horizontal position it will usually be found clean after a single treatment. In the case of drying oils, specially when old, the bottles should be moistened inside with a little ether, and left standing a few hours before the introduction of sawdust. This method is claimed to be more rapid and convenient than to use strips of paper, soap solution, etc.

P. W. Lendower.

Clothing Cleansed by Fire.

The Russians manufacture a fabric from the fiber of a filamentous stone from the Siberian mines which is said to be of so durable a nature that it is practically everlasting. The material is soft to the touch and pliable in the extreme, and has only to be thrown into a fire when dirty to be made absolutely clean.

You are wasting affection if you are pining for angels before you have learned to love folks.

Folks who expect failure seldom are disappointed.

Poor Kind of Store Front Advertising.

About as poor a bit of store front advertising as could well be imagined was seen recently in a Pennsylvania establishment in the shape of the following notice, posted near the door:

"The recent advance in prices was made necessary by the higher cost of material and labor. We are sorry, but it can't be helped."

In effect the visitor was told at the threshold, before he had a chance to become interested in the goods on sale:

"We know our prices are too high and are ashamed of them. We are making every effort to throw the blame upon some one else. Now is a poor time to buy."

Only one effect was possible with such an advertisement. Few would waste their time looking at an article that they were told in advance was too high-priced unless compelled by force of necessity; even then the attention would be grudgingly given as it might be to some usurious money-lender.

People like to be fairly dealt with and appreciate frankness; still they hardly expect a merchant to stand at his door and advise them not to enter until prices drop a little. That would not be good business sense and one of the commercial ingredients that inspires the greatest confidence with the public is the business judgment of the merchant. If the goods are really priced so much beyond their true value that no reasonable condition will justify their purchase the time for a sensible dealer to find it out is before he invests his own capital in them and not afterwards; if there is a possibility that the need of the articles may warrant their purchase, better show the goods up for what they are and let the purchaser decide whether he can afford to buy them or not. So long as the advance merely involves the probable protest of the customer and not the honor of the dealer, let it be met as all other individual complaints are met, with individual explanations when the point arises. This really treats the customer more fairly than to frighten him away at the door without his having a chance to find out for himself either the price or the quality of the goods.

No merchant should forget that value is after all only a relative term, determined by the benefit to the purchaser, and not by what the article sold for at some previous time. So long as goods of merit are sold upon their merit there is no call for any dealer to make public apology for his prices. The articles are worth what they are selling for to the public or else the public would not buy them. It is the province of the merchant to show up the use, the value, the merit of his stock; the customer looks after the price. He knows what 50c is and what \$1 is and can best judge for himself whether he can afford to pay the latter price for what once cost the former or not.

No merchant, whatever price the market has forced upon him, has

any cause to be ashamed of the advance, if it is an honest one, and no occasion to apologize for it. Many of his customers so thoroughly understand the market conditions that the advance is no surprise to them. For those who complain he must be prepared with the explanation, which should be given truthfully and as a straight business matter, without any suggestion of humility. Then, having previously shown up the quality of the article, it rests with the customer whether it would be of sufficient value to him to justify the purchase.

In any event the visitor leaves the store with the impression that he has been treated fairly, and has been interested in some of the stock there before the question of price came up at all. If he buys it is because the use to which he will put the article makes it worth the price to him. If he does not buy he at least retires with the feeling that the place is neither without tact in its business management nor merit in its stock.

Xeno W. Putnam.

Cleaning Toothbrushes.

Toothbrushes that have been soiled by handling may be cleaned by immersing in a mixture of alcohol 4 parts and ammonia water 1 part, and when clean washing with alcohol slightly acidulated with tartaric acid, and then drying.

Talking about the road to Heaven is not the same as walking in it.

Patience with lesser lives is born of the larger life.



YOUNG MEN WANTED—To learn the Veterinary Profession. Catalogue sent free. Address VETERINARY COLLEGE, Grand Rapids, Mich. L. L. Conkey, Prin.

THE Keeley Cure **LIQUOR MORPHINE**
 27 Years Success
 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

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

Aceticum	60@	8	Copaiba	70@	80	Scilla Co.	50@	Magnesia, Sulph.	1 1/2@	5	Sanguis Drac's	40@	50	Whale, winter	70@	70				
Benzolcum, Ger.	70@	75	Cubebae	1 35@	1 40	Tolutan	50@	Magnesia, Sulph. bbl	1 1/2@	50	Sapo, W	13 1/2@	16	Lard, extra	85@	90				
Boracic	17@	17	Erigeron	2 395@	2 50	Prunus virg.	50@	Mannia, S. F.	45@	50	Sapo, M	10@	12	Lard, No. 1	60@	65				
Carbolicum	26@	29	Evechthitos	1 00@	1 10						Sapo, G	10@	12	Linseed pure raw	44@	47				
Citricum	63@	68	Gaultheria	2 50@	4 00	Tinctures												Linseed, boiled	45@	48
Hydrochlor	3@	5	Geranium	02 70@	75	Anconitum Nap'sR	60	Menthol	2 75@	3 00	Seidlitz Mixture	20@	22	Neat's-foot, w str	65@	70				
Nitrocum	8@	10	Gossypii Sem gal	70@	75	Anconitum Nap'sF	50	Morphia, SP&W 3	45@	3 70	Sinapis	@	18	Spts. Turpentine	Market					
Oxalicum	14@	15	Hedeoma	3 00@	3 50	Aloes	50	Morphia, SNYQ 3	45@	3 70	Sinapis, opt	@	30							
Phosphorium, dil.	@	15	Junipera	40@	1 20	Arnica	50	Morphia, Mal....	3 45@	3 70	Snuff, Maccaboy.	@	51							
Salicylicum	44@	47	Lavendula	90@	3 00	Aloes & Myrrh	50	Moschus Canton	@	40	DeVoes	@	51	Red Venetian	1 1/2@	2 30				
Sulphuricum	1 1/2@	5	Limon	2 75@	3 00	Asafoetida	50	Myristica, No. 1	25@		Snuff, S'h DeVoe's	@	51	Ochre, yel Mars	1 1/2@	2 40				
Tannicum	75@	85	Mentha Piper	1 90@	2 10	Atrope Belladonna	60	Nux Vomica po 15	@	10	Soda, Boras	8@	10	Ochre, yel Ber	1 1/2@	2 40				
Tartaricum	38@	40	Mentha Verid.	3 25@	3 35	Aurant Cortex	50	Os Sepia	35@	40	Soda, Boras, po..	8@	10	Putty, comm'r'l	2 1/2@	2 30				
			Morrhuae gal	1 60@	1 85	Benzoin	50	Pepsin Saac, H &	@	1 00	Soda et Pot's Tart	25@	28	Putty, strictly pr	2 1/2@	2 30				
			Myrica	3 00@	3 50	Benzoin Co.	50	P D Co	@	1 00	Soda, Carb.	1 1/2@	2	Vermillion, Prime						
			Olive	1 00@	2 30	Barosma	50	Picis Liq N N 1/2	@	2 00	Soda, Bi-Carb	3@	5	American	13@	15				
			Picis Liquida	10@	12	Cantharides	75	Picis Liq qts	@	1 00	Soda, Ash	3 1/2@	4	Vermillion, Eng.	75@	80				
			Picis Liquida gal.	@	40	Capsicum	50	Picis Liq pints.	@	60	Soda, Sulphas	3@	4	Green, Paris	29 1/2@	33 1/2				
			Ricina	1 06@	1 10	Cardamon	75	Pil Hydrarg po 80	@	50	Soda, Sulphas	3@	4	Green, Peninsular	13@	16				
			Rosmarini	@	01	Cardamon Co.	75	Piper Nigra po 22	@	18	Spts, Ether Co.	50@	55	Lead, red	7 1/2@	8				
			Rosae oz.	6 50@	7 00	Castor	1 00	Piper Alba po 35	@	30	Spts, Myrcia Dom	2 00		Lead, White	7 1/2@	8				
			Succini	40@	45	Catechu	50	Pix Burgum	@	8	Spts, Vini Rect bbl	@		Whiting, white S'n	@	90				
			Sabina	90@	1 00	Cinchona	50	Plumbi Acet	12@	15	Spts, Vi'i Rect 1/2 b	@		Whiting, Gilders'	@	95				
			Santal	@	4 50	Cinchona Co.	60	Pulvis Ip'cet Opil	30@	1 50	Spts, Vi'i R't 10 gl	@		White, Paris Am'r	@	1 25				
			Sassafras	90@	95	Columbia	50	Pyrethrum, bxs H	@	75	Spts, Vi'i R't 5 gal	@		Whit'g Paris Eng.						
			Sinapis, ess. oz.	@	65	Cubebae	50	& P D Co. doz.	@	75	Strychnia, Crvst'l	1 05@	1 25	cliff	@	1 40				
			Tigil	10@	1 20	Cassia Acutifol	50	Pyrethrum, pv...	20@	25	Sulphur Subl.	2 1/2@	3 1/2	Shaker Prep'd	1 25@	1 35				
			Thyme	40@	50	Cassia Acutifol Co	50	Quassia	8@	10	Sulphur, Roll	2 1/2@	3 1/2							
			Thyme, opt	@	1 60	Digitalis	50	Quina, S P & W	18@	20	Tamarinds	8@	10							
			Theobromas	15@	20	Ergot	35	Quina, S Ger.	18@	28	Terebenth Venice	28@	30							
						Ferri Chloridum	50	Quina, N. Y.	18@	28	Thebromae	60@	75							
						Gentian	50													
						Gentian Co	60													
						Guaiaca	50													
						Guaiaca ammon	60													
						Hyoscyamus	50													
						Iodine	75													
						Iodine, colorless	75													
						Kino	50													
						Lobelia	50													
						Myrrh	50													
						Nux Vomica	50													
						Opil	1 25													
						Opil, camphorated	1 00													
						Opil, deodorized	2 00													
						Quassia	50													
						Rhatany	50													
						Rhel	50													
						Sanguinaria	50													
						Serpentaria	50													
						Stromonium	60													
						Tolutan	60													
						Valerian	50													
						Veratrum Verde	50													
						Zingiber	60													

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

Col		
A	Ammonia	1
A	Axle Grease	1
B	Baked Beans	1
B	Bath Brick	1
B	Bluing	1
B	Brooms	1
B	Brushes	1
B	Butter Color	1
C	Candies	1
C	Canned Goods	1
C	Carbon Oils	1
C	Catsup	1
C	Cereals	1
C	Cheese	1
C	Chewing Gum	1
C	Chicory	1
C	Chocolate	1
C	Clothes Lines	1
C	Cocoa	1
C	Cocanut	1
C	Cocoa Shells	1
C	Coffee	1
C	Confections	1
C	Crackers	1
C	Cream Tartar	1
D	Dried Fruits	1
F	Farinaceous Goods	1
F	Fish and Oysters	1
F	Fishing Tackle	1
F	Flavoring Extracts	1
F	Fresh Meats	1
G	Gelatine	1
G	Grain Bags	1
G	Grains and Flour	1
H	Herbs	1
H	Hides and Pelts	1
I	Jelly	1
L	Licorice	1
M	Matches	1
M	Meat Extracts	1
M	Mince Meat	1
M	Molasses	1
M	Mustard	1
N	Nuts	1
O	Olives	1
P	Pipes	1
P	Pickles	1
P	Playing Cards	1
P	Potash	1
P	Provisions	1
R	Rice	1
S	Salad Dressing	1
S	Saleratus	1
S	Sal Soda	1
S	Salt	1
S	Salt Fish	1
S	Seeds	1
S	Shoe Blacking	1
S	Snuff	1
S	Soap	1
S	Soda	1
S	Soups	1
S	Spices	1
S	Starch	1
S	Syrups	1
T	Tobacco	1
T	Twine	1
V	Vinegar	1
W	Wick	1
W	Woodenware	1
W	Wrapping Paper	1
Y	Yeast Cake	1

1	2
ARCTIC AMMONIA	Oysters
12 oz. ovals 2 doz. box. 75	Cove, 1lb. @1 05
AXLE GREASE	Cove, 2lb. @1 85
Fraser's	Cove, 1lb. Oval @1 20
1lb. wood boxes, 4 dz. 3 00	Plums
1lb. tin boxes, 3 doz. 2 35	Peas
3 1/2 lb. tin boxes, 2 dz. 4 25	Marrowfat 90@1 3
10lb. pails, per doz. 6 00	Early June 90@1 60
15lb. pails, per doz. 7 20	Early June Sifted 1 15@1 80
25lb. pails, per doz. 12 00	Peaches
BAKED BEANS	Pie
1lb. can, per doz. 90	Yellow 2 25@2 75
2lb. can, per doz. 1 40	Pineapple
3lb. can, per doz. 1 80	Grated @2 50
BATH BRICK	Sliced @2 40
American 75	Pumpkin
English 85	Fair 80
BLUING	Good 90
Arctic	Fancy 1 00
6 oz. ovals 3 doz. box 40	Gallon 2 60
16 oz. round 2 doz. box 75	Raspberries
Sawyer's Pepper Box	Standard @
No. 3, 3 doz. wood bxs 4 00	Russian Caviar
No. 5, 3 doz. wood bxs 7 00	1/4 lb. cans 3 75
BROOMS	1/2 lb. cans 7 00
No. 1 Carpet, 4 sew. 2 75	1lb. cans 12 00
No. 2 Carpet, 4 sew. 2 40	Salmon
No. 3 Carpet, 3 sew. 2 25	Col'a River, talls 1 95@2 0
No. 4 Carpet, 3 sew. 2 10	Col'a River, flats 2 15@2 25
Parlor Gem 2 40	Red Alaska 1 35@1 45
Common Whisk 90	Pink Alaska 1 00@1 10
Fancy Whisk 1 25	Sardines
Warehouse 3 00	Domestic, 1/4s 3 34@4
BRUSHES	Domestic, 1/2s @5
Scrub	Domestic, Must'd 6 1/2@9
Solid Back 8 in. 75	California, 1/2s 11 @14
Solid Back 11 in. 95	California, 1/4s 17 @24
Pointed Ends 85	French, 1/2s 7 @14
Stove	French, 1/4s 18 @28
No. 3 90	Shrimps
No. 2 1 25	Standard 1 20@1 40
No. 1 1 75	Succotash
Shoe	Fair 85
No. 8 1 00	Good 1 00
No. 7 1 30	Fancy 1 25@1 40
No. 4 1 70	Strawberries
No. 3 1 90	Standard
BUTTER COLOR	Fancy
W. R. & Co.'s, 15c size 1 25	Tomatoes
W. R. & Co.'s, 25c size 2 00	Fair @1 05
CANDLES	Good @1 10
Paraffine, 6s. 10	Fancy @1 40
Paraffine, 12s. 10	Gallons @3 5
Wicking 20	CARBON OILS
CANNED GOODS	Barrels
Apples	Perfection @10 1/2
3lb. Standards 1 2	Water White @10
Gallon 4 00	D. S. Gasoline @17
Blackberries	Gas Machine @24
2lb. 90@1 75	Deodor'd Nap'a. @14
Standards gallons 6 5	Cylinder 29 @34 1/2
Beans	Engine 16 @22
Baked 80@1 30	Black, winter 8 1/4@10
Red Kidney 85@95	CEREALS
String 70@1 15	Breakfast Foods
Wax 75@1 25	Bordeau Flakes, 36 1lb. 2 50
Blueberries	Cream of Wheat 36 2lb 4 50
Standard 1 25	Egg-O-See, 36 pkgs. 2 85
Gallon 7 00	Excella Flakes, 36 1lb. 4 50
Brook Trout	Excella, large pkgs. 4 50
2lb. cans, spiced. 1 90	Force, 36 2 lb. 4 50
Clams	Grape Nuts, 2 doz. 2 70
Little Neck, 1lb. 1 00@1 25	Malta Ceres, 24 1lb. 2 40
Little Neck, 2lb. @1 50	Malta Vita, 36 1lb. 2 85
Clam Bouillon	Maple-Flake, 36 1lb. 4 05
Burnham's 1/2 pt. 1 90	Pillsbury's Vitos, 3 doz 4 25
Burnham's pts. 3 60	Ralston, 36 2lb. 4 50
Burnham's qts. 7 20	Sunlight Flakes, 36 1lb. 2 85
Cherries	Sunlight Flakes, 20 lbs 4 00
Red Standards 1 30@1 50	Vigor, 36 pkgs. 2 75
White	Voigt Cream Flakes. 4 50
Corn	Zest, 20 2lb. 4 10
Fair 65@75	Zest, 36 small pkgs. 2 75
Good 85@90	CRESCENT FLAKES
Fancy 1 10	One case 2 50
French Peas	Five cases 2 40
Sur Extra Fine 22	One case free with ten cases.
Extra Fine 19	One-half case free with 5 1/2 cases.
Fine 15	One-fourth case free with 2 3/4 cases.
Moyen 11	Freight allowed.
Gooseberries	ROLLED OATS
Standard	Rolled Avena bbl. 7 25
Hominy	Steel Cut, 100 lb. sks. 3 60
Standard 85	Monarch, bbl. 7 00
Lobster	Monarch, 90 lb. sacks 3 45
1/2 lb. 2 25	Quaker, 18-2 1 55
1 lb. 4 25	Quaker, 20-5 4 50
Picnic Tails 2 75	CRACKED WHEAT
Mackerel	Bulk 3 34
Mustard, 1lb. 1 80	24 2 lb. packages 2 50
Mustard, 2lb. 2 80	CATSUP
Soused, 1 1/2 lb. 1 80	Columbia, 25 pts. 4 15
Soused, 2lb. 2 80	Snider's pints 2 25
Tomato, 1lb. 1 80	Snider's 1/2 pints 1 35
Tomato, 2lb. 2 80	CHEESE
Mushrooms	Acme @15 1/2
Hotels 19@20	Climax @15 1/2
Buttons 24@25	Elsie @16

Brick @16	Cocoanut Macaroons .18	Loose Muscatels, 4 cr. 10
Leiden @15	Dandelion .18	L. M. Seeded 1 lb. 16 1/2
Limburger @15	Dixie Cookie .9	Sultanas, bulk
Pineapple .40 @60	Frosted Cream .8	Sultanas, package ..
Sap Sago @22	Frosted Honey Cake 12	
Swiss, domestic @16	Fluted Cocanut .10	FARINAQUEOUS GOODS
Swiss, imported @20	Fruit Tarts .12	Beans
CHEWING GUM	Ginger Gems .8	Dried Lima .7
American Flag Spruce 55	Graham Crackers .8	Med. Hd. Pk'd. 2 45
Keeman's Pepsin .55	Ginger Nuts .10	Brown Holland ..
Adams Pepsin .55	Ginger Snaps, N. B. C. 7	Farina
Best Pepsin .45	Hippodrome .10	24 1lb. packages. 1 75
Best Pepsin, 5 boxes 2 00	Honey Cake, N. B. C. 12	Bulk, per 100 lbs. 8 00
Black Jack .55	Honey Fingers, As. Ice 12	Hominy
Largest Gum Made .55	Honey Jumbles .12	Flake, 50lb. sack. 1 00
Sen Sen .55	Household Cookies .8	Pearl, 200lb. sack. 3 70
Sen Sen Breath Perf 1 00	Household Cookies Iced 8	Pearl, 100lb. sack. 1 85
Sugar Loaf .55	Iced Honey Crumpets 10	Maccaroni and Vermicelli
Yucatan .55	Imperial .8	Domestic, 10lb. box. 60
	Iced Honey Flake .12 1/2	Imported, 25lb. box. 2 50
	Iced Honey Jumbles .12	Pearl Barley
	Island Picnic .11	Common .4
	Jersey Lunch .8	Chester .4 43
	Kream Klips .20	Empire .5 00
	Lem Yem .11	Peas
	Lemon Gems .10	Green, Wisconsin, bu. 2 15
	Lemon Biscuit, Square 8	Green, Scotch, bu. 2 25
	Lemon Wafer .16	Split, lb. .04
	Lemon Cookie .8	Sago
	Mary Ann .8	East India .6 1/2
	Marshmallow Walnuts 16	German, sacks .7
	Mariner .11	German, broken pkg. .
	Molasses Cakes .8	Tapioca
	Mohican .11	Flake, 110 lb. sacks .7
	Mixed Picnic .11 1/2	Pearl, 130 lb. sacks .6 1/2
	Nabob Jumble .14	Pearl, 24 lb. pkgs. .7 1/2
	Newton .12	FLAVORING EXTRACTS
	Nic Nacs .8	Foot & Jenks
	Oatmeal Crackers .8	Coleman's Van. Lem. .
	Orange Gems .8	2 oz. Panel .1 20 75
	Oval Sugar Cakes .8	3 oz. Taper .2 00 1 60
	Penny Cakes, Assorted 8	No. 4 Rich. Blake 2 00 1 50
	Pretzels, Hand Md. .8	Jennings D. C. Brand.
	Pretzelettes, Hand Md. 8	Terpeness Ext. Lemon .
	Pretzelettes, Mac. Md. 7 1/2	
	Raisin Cookies .8	
	Revere, Assorted .14	
	Rube .8	
	Scotch Style Cookies 10	
	Snow Creams .16	
	Sugar Fingers .12	
	Sugar Gems .08	
	Sultana Fruit Biscuit 16	
	Spiced Gingers .9	
	Spiced Gingers Iced .10	
	Sugar Cakes .8	
	Sugar Squares, large or small .8	
	Superba .8	
	Sponge Lady Fingers 25	
	Sugar Crimp .8	
	Vanilla Wafers .16	
	Waverly .8	
	Zanzibar .9	
	In-er Seal Goods	
	Albert Biscuit .1 00	
	Animals .1 00	
	Butter Thin Biscuit. 1 00	
	Butter Wafers .1 00	
	Cheese Sandwich .1 00	
	Cocanut Dainties .1 00	
	Faust Oyster .1 00	
	Fig Newton .1 00	
	Five O'clock Tea .1 00	
	Fortana .1 00	
	Ginger Snaps, N. B. C. 1 00	
	Graham Crackers .1 00	
	Lemon Snap .1 00	
	Oatmeal Crackers .1 00	
	Oysterettes .50	
	Old Time Sugar Cook. 1 00	
	Pretzelettes, Hd Md. 1 00	
	Royal Toast .1 00	
	Saltine .1 00	
	Saratoga Flakes .1 50	
	Social Tea Biscuit. 1 00	
	Soda, N. B. C. .1 00	
	Soda, Select .1 00	
	Sultana Fruit Biscuit 1 50	
	Unedda Biscuit .50	
	Unedda Jifin Wayfer 1 00	
	Unedda Milk Biscuit. 50	
	Vanilla Wafers .1 00	
	Water Thin .1 00	
	Zu Zu Ginger Snaps 50	
	Zwieback .1 00	
	CREAM TARTAR	
	Barrels or drums .29	
	Boxes .30	
	Square cans .32	
	Fancy caddies .35	
	DRIED FRUITS	
	Apples	
	Sundried .	
	Evaporated @11	
	Apricots	
	California .22@24	
	California Prunes	
	100-125 25lb. boxes. @ 6	
	90-100 25lb. boxes. @ 6 1/2	
	80-90 25lb. boxes. @ 7	
	70-80 25lb. boxes. @ 7 1/2	
	60-70 25lb. boxes. @ 8	
	50-60 25lb. boxes. @ 8 1/2	
	40-50 25lb. boxes. @ 9	
	30-40 25lb. boxes. @ 9 1/2	
	1/2c less in 50lb. cases	
	Citron	
	Coriscan @20	
	Currents	
	Imp'd 1 lb. pkg. @ 9 1/2	
	Imported bulk @ 9 1/2	
	Peel	
	Lemon American .13	
	Orange American .14	
	Extract	
	Holland, 1/2 gro boxes 95	
	Felix, 1/2 gross .1 15	
	Hummel's foil, 1/2 gro. 85	
	Hummel's tin, 1/2 gro. 1 43	
	CRACKERS	
	National Biscuit Company	
	Brand	
	Butter	
	Seymour, Round .6	
	N. B. C. Square .6	
	Soda	
	Select Soda .8	
	Saratoga Flakes .13	
	Zephyrette .13	
	Oyster	
	N. B. C. Round .6	
	Gem .06	
	Faust, Shell 7 1/2	
	Sweet Goods.	
	Boxes and cans	
	Animals .10	
	Atlantic, Assorted .10	
	Brittle .11	
	Cartwheels .8	
	Currant Fruit Biscuit 10	

6	7	8	9	10	11
Meal Bolted 3 40 Golden Granulated 3 50 St. Car Feed screened 28 50 No. 1 Corn and Oats 28 50 Corn, cracked, 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 57 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 doz. 2 35 30 lb. pails, per doz. 2 35 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. 4 50 Liebig's Imported, 2 oz. 4 50 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 25 Good 22 Half barrels 2c extra MINCE MEAT Per case 2 90 MUSTARD Horse Radish, 1 oz. 1 75 Horse Radish, 2 oz. 3 00 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 00 Bulk, 5 gal. kegs 1 00 Manzanilla, 3 oz. 2 50 Queen, pints 2 50 Queen, 12 oz. 4 50 Queen, 28 oz. 7 00 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 9 00 Half bbls., 600 count 5 00 Small Half bbls., 1,200 count 6 00 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 25 No. 20 Rover enameled 1 75 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 4 00 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 1/2 Bellies 11 1/2 Extra Shorts 11 Smoked Meats Hams, 12 lb. average 13 Hams, 14 lb. average 13 Hams, 16 lb. average 13 Hams, 18 lb. average 13 Skinned Hams 15 Ham, dried beef sets 15 California Hams 9 Picnic Boiled Hams 15 Boiled Ham 19 Berlin Ham, pressed 10 Mince Ham 10 Lard Compound 9 Pure in tiers 10 1/2 80 lb. tubs, advance 1/2 60 lb. tubs, advance 1/2 50 lb. tins, advance 1/2 20 lb. pails, advance 1/2 10 lb. pails, advance 1/2 5 lb. pails, advance 1 8 lb. pails, advance 1	Sausages Bologna 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 1/4 bbls. 1 10 1/2 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, 1/4 s 45 Potted ham, 1/2 s 85 Deviled ham, 1/4 s 45 Deviled ham, 1/2 s 85 Potted tongue, 1/4 s 45 Potted tongue, 1/2 s 85 RICE Fancy 7 @ 7 1/2 Japan 5 1/2 @ 6 1/2 Broken 4 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. 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 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole 7 Small whole 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock 5 Halibut Strips 13 Chunks 13 1/2 Holland Herring White Hoop, bbls. 11 00 White Hoop, 1/2 bbls. 6 00 White Hoop, keg 65 @ 75 White Hoop mchs. 85 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 75 Scaled 12 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 75 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 36 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 10 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 10 Poppy 9 Rape 6 SHOE BLACKING Handy Box, large, 3 dz 50 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 80 Dusky Diamond, 100 6 oz 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 00 Marseilles, 100 ck toilet 4 00 A. B. Wisley 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 Kirkline, 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 & Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyona 25 Cloves, Zanzibar 20 Mace 20 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singp. white. 17 Pepper, shot 15 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochim 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 1/2 @ 5 3lb. packages 8 1/2 @ 5 1/2 6lb. packages 12 1/2 @ 5 1/2 40 and 50lb. boxes 3 1/2 @ 3 3/4 Barrels 3 3/4 Common Corn 20lb. packages 5 40lb. packages 4 1/2 @ 7 SYRUPS Corn Barrels 29 Half Barrels 31 20lb. cans 1/2 dz. in cs 2 00 10lb. cans 1/2 dz. in cs 95 5lb. cans 1/2 dz. in cs 2 10 2 1/2 lb. cans 2 dz. in cs 2 10 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sndried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14	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 50 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 32 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 26 Cotton, 4 ply 26 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N. 24 Wool, 1 lb. balls 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, me'm 7 25 Willow, Clothes, small 6 25 Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70	Clothes Pins Round head, 5 gross bx 55 Round head, cartons 70 Egg Crates and Fillers. Humpty Dumpty, 12 doz. 20 No. 1 complete 28 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, au red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable No. 1 9 25 18-in. Cable No. 2 8 25 16-in. Cable No. 3 7 25 No. 1 Fibre 11 75 No. 2 Fibre 10 25 No. 3 Fibre 9 50 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 1 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 50 Double Duplex 3 00 Good Luck 2 75 Universal 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 13 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 4 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 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 1/2 Trout 10 Halibut 10 Ciscos or Herring 8 Bluefish 15 Live Lobster 30 Boiled Lobster 30 Cod 10 1/2 Haddock 7 Pickrel 13 Pike 10 Perch, dressed 10 Smoked, White 13 1/2 Red Snapper 10 Chinook Salmon 16 Mackerel 20 HIDES AND PELTS Hides Green No. 1 8 Green No. 2 7 Cured, No. 1 9 1/2 Cured, No. 2 8 1/2 Calfskin, green, No. 1 12 Calfskins, 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 9 Standard H H 8 1/2 Standard Twist 9 Jumbo, 32 lb. Cases 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 60 G. M. Peanut Bar 60 Hand Made Cr's 80 @ 90 Cream Wafers 60 String Rock 60 Wintergreen Berries 60 Up-to-date Assorted 2 75 Buster Brown Goodies 3 50 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Ass't. 18 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg case 3 50 Pop Corn Balls, 200s 1 35 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 18 Almonds, Avica 18 Almonds, California sft. shell 7 Brazilis 15 @ 17 Filberts 13 Cal. No. 1 10 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 Alcanta Almonds 42 Jordan Almonds 47 Peanuts Fancy H. P. Suns 7 1/4 @ 7 3/4 Fancy, H. P. Suns, Roasted 8 1/4 @ 8 3/4 Choice, H. P. Jumbo 9 1/4 Choice, H. P. Jumbo Roasted @ 10 1/4

Special Price Current

AXLE GREASE



Mica, tin boxes...75 9 00
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



C. P. Bluing

Doz
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS

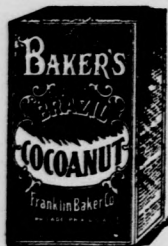
G J Johnson Cigar Co.'s bd.



Any quantity31
El Portana33
Evening Press32
Exemplar22
Worden Grocer Co. brand
Ben Har
Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritinos35
Panatellas, Finas25
Panatellas, Bock35
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, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 3 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
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 35

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—Cheap, \$90 jewelry assortment from American Standard Jewelry Co., Detroit, which claiming technical breach of contract, refuses to repurchase. Investigate. Ray Robson, Bath, Mich. 265

To Exchange—640 acres Wilkin County, Minnesota, level black prairie land, encumbrance \$10,000 five years at 5 per cent. interest. Owner will exchange for a good stock of merchandise. Address No. 264, care Michigan Tradesman. 264

Two fine homes for sale cheap in most beautiful city on the Sunny Ozarks. Box 104, Mountain Grove, Mo. 263

The entire business stock and fixtures of the Bailey & Ford Dry Goods Co., Galva, Henry Co., Ill., inventorying about \$17,000, is offered for sale. Splendid opportunity. Established trade. Clean stock, only two stores; 3,000 local population. Best farming center in the State. Has always made good money. The stock is being gradually reduced. Good reasons for selling. 262

To exchange for stock of merchandise, 371 acre farm, well improved and in high state of cultivation. Nearly all level black with clay subsoil near market in Barry Co., Michigan. Send for full description. R. A. Leavitt, Irving, Mich. 261

For Sale—My stock of groceries, drugs and crockery at a discount. Goods No. 1. Best stand in town. Will rent or sell building. German population. J. H. Hodges, Utica, Mich. 259

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—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—Well paying drug business in Ailey, 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, Ailey, 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

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

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—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

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

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

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

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

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

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—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

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 basswood and poplar excelsior bolts, green or dry. Highest market price paid, cash. Excelsior Wrapper Co., Grand Rapids, Mich. 859

HELP WANTED.

Wanted—Young man with one or two years' experience in drug store. G. Van Arkel, Muskegon Heights, Mich. 265

Wanted—First-class clothing and dry goods salesman for general store. Good wages, single man preferred. Cobbs & Mitchell, Inc., Springvale, Mich. 268

Large clothing factory wants managers for branch stores. Salary \$1,300. Investment \$1,200. Permanent position. Address Galbreath, Youngstown, Ohio. 210

SITUATIONS WANTED.

Wanted—A young man of good morals and ability, with twelve years' hardware experience, desires either an inside or a road position with a hardware or house furnishing goods house. Address No. 267, care Michigan Tradesman. 267

Experienced traveling salesman wants position. Best references. Address Y., care Michigan Tradesman. 260

Want Ads. continued on next page.

If you want to sell your business.

If you want to buy a business.

If you want a partner.

If you want a situation.

If you want a good clerk.

If you want a tenant for your empty store-room.

If you want to trade your stock for real estate.

If you want at any time to reach merchants, clerks, traveling salesmen, brokers, traders—business men generally—

Try a
Michigan
Tradesman
Business
Want Ad.

AN OBNOXIOUS FEE.

That a fee of 25 cents is charged for admission to the grounds and view of the house in which Washington lived and died, and the tomb which holds his dust, is an injustice to the American people and a reproach to their Government. It is an injustice in that the privilege of supplying means for the care and maintenance of Mount Vernon is confined to the comparatively few who find it possible to visit that shrine of patriotism, whereas the millions gladly would share in it. It is a reproach in that the admission fee, small as it is, possibly bars from Mount Vernon some who long to visit it. Be that as it may, there is something that grates on the finer sensibilities of men in the charge for looking at the tomb of the "Father of His Country," for rendering homage to a character and services which exalt patriotism and better mankind.

The home and tomb of Washington are in the custody of the Mount Vernon Ladies' Association of the Union, and nothing here said is in criticism of that Association or its administration. It has, and deserves, the heartiest commendation, not only of American citizens, but of admirers everywhere of what is typified by the life and services of Washington. Mount Vernon was his home from 1757 until his death in 1799, save while in the field and at the head of the Government. The house was built by his half-brother. In 1855 the estate was offered for sale by John A. Washington on account of his inability to maintain it. To South Carolina, which soon after led the secession march of Southern States, through one of its patriotic daughters, Miss Ann Pamela Cunningham, belongs the honor of the movement to save Washington's home as "a permanent shrine of patriotism." Under the leadership of Miss Cunningham the Mount Vernon Ladies' Association of the Union was organized in 1858, and in less than two years the \$200,000 necessary to purchase the estate was raised. To the fund which preserved Mount Vernon thousands of school children contributed five cents each. The purchase was "popular" in the best and broadest sense of the word.

It would have been well then, and eminently proper, if Congress had provided for the perpetual care and maintenance of Mount Vernon, constituting the Ladies' Association its custodian. It did not and the Association resorted to the method yet in vogue of raising the money necessary to restore, care for and maintain the home and tomb. Hence the admission fee, which is collected at the entrance of the grounds, at the wharf of those who come by boat and on the land side at the gate. The sum thus realized is augmented by the sale of milk, souvenir articles and wharf privileges, and proves sufficient to maintain the place in modest form. The Ladies' Association controls the one wharf at which boats can land. It contracts the privilege with a single steamboat company, which makes the visitors to Mount Vernon pay for its monopoly. While Mount Vernon is sixteen miles from Washington, there

are popular resorts on the Maryland side of the Potomac some miles farther down. The boat company having the exclusive privilege of landing passengers at Mount Vernon charges 50 cents for the round trip from Washington. This does not include the admission fee. By the same boat and trip 25 cents pays for a round trip to Marshall Hall, or Indian Head, two or four miles farther on. As these landings are in Maryland and the boat starts from the District of Columbia, is not the smaller fare for the longer trip a violation of the "long and short haul" principle of inter-state commerce? It at any rate makes monopoly hay in the sunshine of patriotism and is an additional reason for abolishing the admission fee to Mount Vernon. With that would go all special privileges. How abolish the admission fee? By congressional action. Let Congress appropriate annually, forever, a sum of money amply sufficient to supply every need in the care and maintenance of Mount Vernon and constitute the Mount Vernon Ladies' Association of the Union perpetual custodian and administrator of the same, with the sole conditions that admission to the grounds and home shall be free, and the Mount Vernon wharf open to all vessels carrying orderly people desirous of visiting the tomb of Washington. It can not be doubted that the Ladies' Association would welcome a change of revenue source from admission fees, paid by the few, to drafts on the Treasury belonging to all the people of the United States. Nor can it be doubted that action by Congress on the line here indicated would meet the cordial approval and applause of mankind.

THE DYING EMPEROR.

For a decade past the world has looked forward with more or less anxiety to the passing of that picturesque and pathetic figure among the crowned heads of the Old World, Francis Joseph, Emperor of Austria and King of Hungary. It has been the general belief that his powerful personality alone held together the various races composing the dual Empire, and that on his demise disintegration and probably revolution would ensue, possibly disturbing the peace of Europe and creating new condition that would involve all of the Continental Powers in trouble.

That long-dreaded event seems now to be close at hand, as the aged Emperor has within the past few days shown alarming signs of approaching dissolution, yet the catastrophe which his death was confidently believed to presage now seems less imminent than it did a few years ago. The good management and powerful will of the old Emperor-King have brought to a head most of the difficulties that it was believed only his death would evolve, and with a masterful hand he has solved many of them, or, at any rate, robbed them of their greatest dangers.

Despite the sorrows and dangers that have accompanied his long reign, the aged Emperor has presented a fine example of calm courage and determination. While he has ruled with a firm hand, he has at the same time been diplomatic and conciliatory and

has held together discordant elements, and even succeeded in having them work together for the general good to a degree that has earned for him the reputation of being the shrewdest and ablest of contemporary rulers. Not the least of his successes has been the admirable manner in which he has met the crisis in Hungary over the army problem, and the Nationalist aspirations of the dominant Magyar element in that ancient monarchy. Equally successful has been his handling of the universal suffrage propaganda in Austria.

The greatest of the Emperor's recent triumphs has been the bringing about of a favorable change in the popular feeling towards his successor, Archduke Francis Ferdinand, who, at one time intensely unpopular, has in recent years acquired greater regard with his future subjects through the diplomatic management of the old Emperor, so that the prospect for the stability of the throne of the Hapsburgs is now brighter than it has been for a long time past.

Francis Joseph has been for so many years a most attractive and pathetic personality so that the whole world will watch his passing away with genuine regret and sorrow. He has always been a kindly and able ruler, and although maintaining the most exclusive and medieval of all the courts of Europe, he has kept fully abreast of the times in his administrative career, and has always enjoyed the confidence and respect of his subjects.

QUEEN OF THE SEAS.

When the great turbine-driven Cunard steamship *Lusitania* arrived at the entrance to New York harbor last Friday morning, on her second westward voyage between Liverpool and New York, all previous ocean records were smashed, and it was shown that the day of the four-day ship on the ocean express route had come.

There is no doubt that on this second voyage of the *Lusitania* an effort was made to establish a record. Carefully selected Welsh coal was used and the stokers were worked to their utmost capacity. Had the weather been more favorable it is probable that even faster time would have been made, and it is apparent that after the machinery has been thoroughly shaken down, and the crew becomes used to their ship the 24½ knots sustained speed required by the British Admiralty will be steadily maintained and probably exceeded under favorable circumstances.

The great feat accomplished by the *Lusitania* is a triumph for the steam turbine, fully establishing its superiority over the reciprocating engine where high speeds are desired. Whether the record, when worked up, will show that such high speed is economical remains to be seen. The *Lusitania* consumed between 950 and 1,000 tons of fine Welsh coal per day. That alone represents a very heavy expense, and such ships must carry an enormous force of stokers and engine-room workers. The persistency with which the German lines have held on to the record for fast ships would seem to indicate that such vessels pay, but the policy

adopted by the White Star Line and other companies of building big but comparatively slow ships would seem to point to the fact that in the opinion of many smart business men the greyhounds of the sea do not pay.

The Cunard Company did not build the *Lusitania* and her sister ship *Mauretania* merely on the assurance of the revenue from passenger traffic. The company is to be paid a subsidy by the British Admiralty of \$750,000 per annum for a series of years. This subsidy will go far towards compensating the company for the great expense of running such great ships between England and the United States at such top notch speed. It is believed that the *Mauretania* will easily distance her sister, the *Lusitania*. At an official builders' trial trip the ship is reported to have made in the neighborhood of 29 knots. If she develops anything like that speed on her regular trips across the Atlantic the *Lusitania* will not hold the blue ribbon of the seas any great length of time.

It is understood that the German lines dislike very much to see the speed laurels wrested from them and are contemplating the building of big ships, both in German and in British yards, which are expected to win back the speed record. It is reported that the Germans are loath to accept the turbine, feeling that the new type of marine engines has not yet stood the test of wear and tear. It is believed by them also that the cost of operating a turbine ship will be very much heavier than a ship of the same tonnage and speed equipped with a reciprocating engine.

Prof. J. A. Holmes, of the United States Geological Survey, has issued a warning to the American people that the enormous waste of natural resources must be stopped at once if prosperity is to continue. He says that in the mining operations of the present time nearly one-half of the total coal supply is being left under ground; that water as a source of power is being wasted day after day, and year after year, to the extent of millions of horse power; and that forest fires have burned more lumber than has been used in the building of homes or in the industries. Every possible means should be adopted, he says, for reducing the waste of coal to an absolute minimum, in order that our fuel resources may suffice for the future as well as for the present needs of the Nation. "At the present rate of increase in consumption," says Mr. Holmes, "the better part of the fuel supply of the country will be gone by the end of the present century, unless the proper steps are taken."

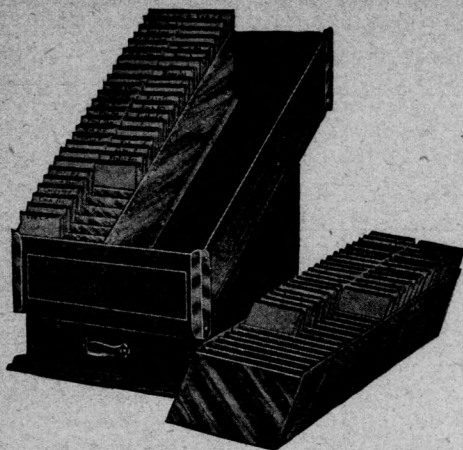
There is a lot of difference between saving money and hoping to be saved by it.

BUSINESS CHANCES.

Retail bakery and property. All store trade. D. Gisler, 1194 Southport Ave., Chicago, Ill. 271

Wanted—Position in general store, by man with ten years' experience. Good references. Address No. 270, care Tradesman. 270

Position Wanted—By an experienced book-keeper. One that is first-class in every respect. Best of references. Age 25. Address No. 269, care Tradesman. 269



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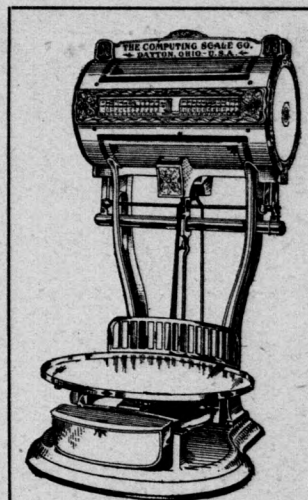
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