

LEAVES WORLD OF JOY TO MANKIND

Several years ago Charles Lounsberry, a Chicago lawyer, who at one time ranked high in his profession, died an insane patient at the Cook County Asylum at Dunning. Although this man died absolutely destitute and penniless, he left the following "will:"

I, Charles Lounsberry, being of sound and disposing mind and memory, do hereby make and publish this, my last will and testament, in order, as justly as may be, to distribute my interest in the world among succeeding men.

I leave to children, inclusively, but only for the term of their childhood, all and every, the flowers of the fields and the blossoms of the woods, with the right to play among them freely according to the customs of children, warning them at the same time against thistles and thorns. And I devise to children the banks of the brooks and the golden sands beneath the waters thereof and the odors of the willows that dip therein and the white clouds that float high over the giant trees.

And I leave to children the long, long days to be merry in, in a thousand ways, and the night, and moon, and trail of the milky way to wonder at, but subject, nevertheless, to the rights hereinafter given to lovers.

I devise to boys, jointly, all the useful idle fields and commons where ball may be played; all pleasant waters where one may swim; all snow-clad hills where one may coast, and all streams and ponds where one may fish, or where, when grim winter comes, one may skate, to have and to hold these same for the period of their boyhood; all meadows with the clover blossoms and butterflies thereof; the woods with their appurtenances, the squirrels and the birds and echoes and strange noises, and all distant places which may be visited, together with the adventures there found.

To lovers I devise their imaginary world, with whatever they may need, as the stars of the sky, the red roses by the wall, the bloom of the hawthorn, the sweet strains of music and aught else they may desire to figure to each other the lastingness and the beauty of their love.

To young men, jointly, I devise and bequeath all boisterous inspiring sports of rivalry, and I give to them the disdain of weakness and undaunted confidence in their own strength. Though they are rude, I leave to them the power to make lasting friendships and of possessing companions, and to them exclusively I give all merry songs and brave choruses to sing with lusty voices.

To our loved ones with snowy crowns I bequeath the happiness of old age, the love and gratitude of their children until they fall asleep.



SYSTEM IN THE STORE

System does things on time and in good time.

System is the screw that never gets loose.

System does away with guesswork.

System makes a crooked way straight.

System, by its very presence, generates habits of industry and punctuality.

System stops the leaks and losses.

System is the lubricant that makes the store work go smoothly.

System sees that the windows are washed and trimmed at regular intervals.

System insures the stock being kept up and no losses from "Didn't know we were out" carelessness.

System finds every man in his place in the morning and at noontime.

System is but another name for prudent foresight, which looks far ahead, keeps an eye on the present and profits by the past.—System.



THINGS YOU CAN'T DO

You cannot cure hams with a hammer,

You can't weigh a gram with a grammar,

Mend socks with a socket,

Build docks with a docket,

Nor gather up clams with a clamor.

You can't pick locks with a pickle,

You can't cure the sick with a sickle,

Pluck fgs from a figment,

Drive pigs with a pigment,

Nor make your watch tick with a tickle.

You can't make a mate of your mater,

You can't make a crate with a crater,

Catch moles with a molar,

Bake rolls with a roller,

But you can get a wait from a waiter.

You cannot raise crops with a cropper,

You can't shave your chops with a chopper,

Break nags with a nagger,

Shoot stags with a stagger,

Nor pop to a girl with a popper.



Do not dare to live without some clear intention toward which your living shall be bent. Mean to be something with all your might.

Phillips Brooks.

DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts

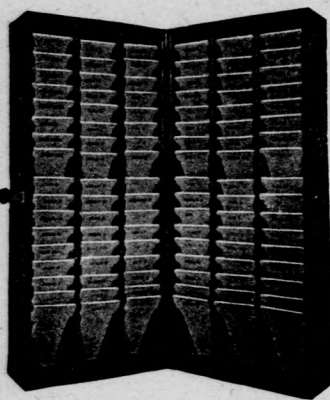
It earns you 525 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer.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

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



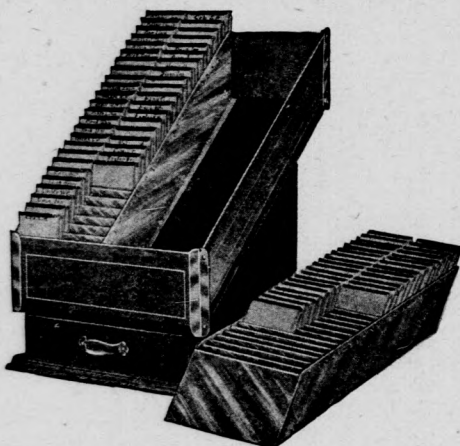
The Fleischmann Co.,

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



A Few
Reasons
Why Our
Keith System
Meets With
Approval



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

It is AN AUTOMATIC COLLECTOR of accounts.

It enables you to limit the amount of credit to be extended to any customer.

It reduces the possibility of errors to a minimum, on account of the consecutively numbered slips.

It has an INDIVIDUAL BOOK for each customer, instead of LOOSE SLIPS that are apt to be lost or destroyed.

IT COMPELS YOUR CLERKS TO BE CAREFUL AND HONEST.

It does all your book-keeping with ONE WRITING.

It ADVERTISES your business, pleases your customers and gives you time to devote to more pleasant and profitable avocations than the laborious and monotonous task of posting accounts and making out bills.

Let us explain fully.

The Simple Account Salesbook Co.

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Sole Manufacturers, also Manufacturers of Counter Pads for Store Use

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. * *

The Williams Bros. Co.

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 23, 1907

Number 1257

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

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

The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

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

3½ Per Cent.

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Resources Exceed 3 Million Dollars

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

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THE MCBAIN AGENCY

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Commercial Credit Co., Ltd.

Credit Advices and Collections

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Murray Building, Grand Rapids
Majestic Building, Detroit

FIRE AND BURGLAR PROOF

SAFES

Grand Rapids Safe Co.

Tradesman Building

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OUR OWN WATERWAY.

Those citizens of Grand Rapids who have devoted much time, personal effort and money during the past eighteen years to secure the improvement of Grand River as a navigable stream from our city to Lake Michigan will find reassuring facts in the history of the Hennepin Canal, Illinois, which is to be opened to commerce to-morrow with a celebration at Sterling and Rock Falls, cities 110 miles west of Chicago and located opposite each other on Rock River.

The canal, as at last perfected, extends from the Illinois River, near the city of Hennepin, in a direction slightly north of west, to the city of Rock Island on the Mississippi River, and in doing this Bureau Creek, Hickory Creek, Green River and Rock River are utilized. Supplementary to this is a navigable feeder canal extending from the cities of Sterling and Rock Falls, on the Rock River, due south to the city of Sheffield on the main canal, a distance of thirty-five miles, and utilizing on its way the upper waters of Rock River and Green River. In this way has been obtained a waterway 110 feet wide, 8 feet deep as a minimum and about 120 miles in length. In this way also is obtained a navigable channel from the Mississippi River at Davenport, Moline and Rock Island to Chicago and the Great Lakes.

This result, which is to be formally commemorated to-morrow, had its birth in 1864, when the Iowa Legislature memorialized Congress to construct a canal from Rock Island to Hennepin. Two years later the first survey was made by the State Engineers, of Illinois, and four years afterward (1870) the General Government made its first survey of the route. The same year the Iowa Legislature again memorialized Congress and again in 1874. Seven years later (1881) the Boards of Trade of Chicago, Duluth and Buffalo, the Produce Exchange of St. Paul, the Board of Transportation of the New York Produce Exchange and the Deep Waterways conventions at St.

Louis and Davenport united in memorials to Congress.

In 1882 Congressman Henderson, of Illinois, introduced a bill in Congress providing for the construction of the canal, and the next year this bill was passed. Seven years later (1890) Congress appropriated \$500,000 for the work. In 1892 another half million dollars was appropriated to the cause, and the first excavation of earth was made the same year from the canal at Milan, a southern suburb of Rock Island. During the fifteen years that has elapsed since the work began a total of \$3,962,260 has been appropriated, so that the aggregate cost of the improvement has been seven and a half million dollars.

So far as our own Grand River and Prof. Lyman E. Cooley's suggested ship canal from Grand Haven and Grand Rapids across the State to Saginaw and Bay City are concerned the foregoing rehearsal shows that united and harmonious co-operation by states, municipal governments and commercial organization can accomplish much at the hands of Congress and that almost an ordinary lifetime is none too much for the completion of such a project. Geographical considerations show that neither the terminals of or the territory through which the Hennepin Canal passes are at all comparable to those factors as they would exist with a canal across the State of Michigan. Industrially it is shown that various fine water powers and upward of 100 new manufacturing establishments have already come into existence along the line of the Hennepin Canal. Such a record could be triplicated in our own territory with a canal from the mouth of Grand River to the mouth of the Saginaw.

Neither the Rock River nor the Fox River in Illinois were, at the beginning, the equals of either Grand River or Saginaw River, Michigan, as navigable streams, while their tributaries are not for an instant as large or as reliable as are the tributaries of the Michigan rivers named. And yet, with the completion of the Hennepin Canal, Capt. N. E. Shontz—a cousin of Theodore Shontz, ex-Supervisor of the Panama Canal—who has been operating a line of packets on the Illinois River, has already organized a company to put a line of boats on the canal to run between Peoria and Hennepin on the one hand and between Hennepin and Dixon on the other. Truly the opening of the Hennepin Canal coincidentally with President's Roosevelt's enlistment for the preservation and improvement of our National waterways is a very potent fact in its relation to further consideration of our river problem.

A false prophet has his eye on the profits only.

BATTLE CREEK INTERURBAN.

Grand Rapids has reached a point where she must have interurban connection with Battle Creek in order to protect her jobbing trade. Under existing conditions it is impossible for Grand Rapids jobbers to get goods into Battle Creek in less than 72 hours and it frequently requires 144 hours. The usual method of shipments is by G. R. & I. to Kalamazoo, thence by Michigan Central. The delay appears to be mainly at the transfer point. Grand Rapids shipments have been held in the Michigan Central freight house at Kalamazoo three days at a time and, in some cases, it is claimed that the delay is due to orders from headquarters, the object being to make Battle Creek merchants sore on Grand Rapids and force them to buy their goods in Chicago and Detroit, thus giving the Michigan Central a longer haul than on goods purchased in Grand Rapids.

The necessity of the road being apparent, the question naturally arises, Which of the two or three routes already surveyed should be favored? The route surveyed by Grand Rapids people parallels the Michigan Central as far as Hastings and then strikes south to Battle Creek. The route selected by Battle Creek people makes the entire distance without paralleling any railroad. It runs about midway between the Michigan Central and the G. R. & I. Railroads, thus opening up a new section of country and a new set of towns which would be to the decided advantage of both terminals. The Tradesman feels no hesitation in commending the Battle Creek route because it believes it will ultimately bring more dollars into Grand Rapids and Battle Creek than the other route and also tend to develop a partially undeveloped country and add very materially to the value of the land and other property along the line. Furthermore, the Battle Creek route appears to be in the hands of experienced railroad builders who have been successful in promoting other enterprises of a similar character and who have the ear and backing of men of large means—men who have undertaken to put the project on its feet and will, undoubtedly, stay it until the line is completed and in operation.

Lots of men can outline a brilliant National policy who make a failure of ordinary parentage.

If you go to the church for the sake of your coat you are likely to leave your heart at home.

Some people never display their retiring disposition except in the face of an enemy.

ORGANIZED CHARITY.

How It Is Conducted in the Large Cities.*

Let me first of all express to you the genuine pleasure which I feel in being with you to-night. Let me thank you for the privilege, for to me it is a privilege to stand before an assembly of earnest, intelligent and sincere men and women drawn together by one of the noblest motives that can inspire the human soul, a common allegiance to a great idea. If this gathering had taken place a few years ago the first question to arise would have been, What is a Charity Organization Society?

But in the past quarter of a century the world has moved. Thank God, civilization is always advancing. To-day we do not have to answer it when someone puts the query—Why do we need the charity organization?—we reply that we need it for the same reason that creates our need of the oculist, the aurist, the alienist, the expert on tuberculosis and every other specialist whose skill the growing complications of the social organism have called into exercise; we need it because the voice of poverty is heard crying out in such myriad voices, with so poignant an appeal that only trained service, consecrated utterly to the task, can solve the problems it creates. The question is no longer, What is the theory under which you are working? Rather men ask, What are the results of your labor? What conclusion can we draw from the years of patient effort that have been expended in carrying out the theory of organized charity? We can not meet this query with a fireworks display of statistics to demonstrate that we have abolished the poverty existing in this United States. We can not even pretend that we have taken tremendous strides on the way to its abolition. But one of the first results of our work has been to place the responsibility where it belongs. It is not enough to examine the records of dependent cases in one of our great cities and tabulate the causes of poverty as intemperance, inefficiency, improvidence, shiftlessness, immorality, stupidity and ignorance. Surely this is an ugly brood and we want to eliminate it. But we are confronted by another query, Whence came this intemperance, this inefficiency, this immorality, etc.? Ask the oculist why so many patients come to ask his aid. Ask the alienist why the hospitals for the insane are filled to overflowing. These men will answer, "Because we are not living right." And when you and I look below the surface of things, deep down into the conditions of our own social life, are we not forced to echo the phrase of these specialists in eye and brain disease and say society is not living right? This intemperance of which we complain, this improvidence which we are seeking to cure this immorality which we deplore—these are not the monopoly of any one class nor of any special social state; and let me pause to add that the virtues of temperance, of ethical integrity, of provi-

*Address by Howard L. Udell at annual meeting of the Charity Organization Society of Grand Rapids.

sion against possible ill—yes, and of generosity, heroism and large minded compassion—are not the monopoly of any one class or social state. There are other vices than those commonly enumerated as the causes of poverty. Only they are not the vices of the applicants whose need we are called upon to relieve. There is greed which wrings profit out of the very life of women and girls as exemplified in our sweated industries. There is the lust of power which prompts the venal legislator to put forth his entire strength in opposing any and all humanitarian measures that conflict with the moneyed interests of his constituents. There is the cowardice which seals the lips of the average respectable citizen when confronted with social abuses lest his own standing in society or in business might suffer. In one word, the reason why a charity organization is made necessary goes back to society. Social conditions are fostering evils too great for isolated individuals to cope with, evils whose contamination must spread far beyond their immediate victims, hence as members of the body social it is for us to unite our forces for the bringing about of a better condition of things. That is why organized charity has come into the world. That is why you and I are here to-night.

If you have concurred with me in the course of analysis which I have tried to indicate you will see at once how idle is the old-time classification dividing the families who come to us for assistance into the categories of the worthy and the unworthy. You will say immediately that every individual is worthy of our sympathy and of so much actual help as we are capable of rendering. That help may not take the form of material relief. Its character must be determined by the nature of the case. If, for example, a woman's distress comes through a too passionate devotion to a worthless son; if that son's reputation proves impossible, we can at least provide employment for that mother and save her from starvation. If a tubercular patient refuses to enter a sanitarium and his family concur in that refusal, we may at least try to place them under such home conditions that the children shall not contract the disease.

In every case the doors of charity—and by that I only mean the doors of love—must be kept wide open and we must see to it that those who enter shall go out stronger men and stronger women. Every human soul can be helped and it is for us to find the way. I deplore the fact that there are many excellent persons who have been with me heart and soul in every proposition of this discussion who will pause when we come to examine the method of organized charity. I am confident that their dissent at this point can only arise out of a grave misunderstanding.

Scientific charity is not trying to determine whether a man be good or bad and to extend or refuse assistance according as the applicant falls into the one or the other classification. It is simply trying to find what kind of help is needed to place each individual on his own feet. Scientific

charity assumes that the best service you can render a man is in teaching him to rely upon himself. It proceeds on the assumption that there are in all men and women possibilities of higher development. It never counts its effort a success until those possibilities have at least the chance of being realized. The work with which the Charity Organization Society must concern itself may be classified under three departments: investigation, co-operation, regeneration.

I want first to say a few words about investigation, because this is the phase of our activity most commonly misunderstood. When a family applies to us for aid we want to know all about that family. We want the facts for the sake of such light as they are certain to throw upon the problem, not only in this individual instance, but in innumerable others. When we find an aged couple earning jointly an income of 30 cents a day by finishing trousers for a sweat shop, we are led to the knowledge that hundreds, perhaps thousands, of other unfortunate beings are living out their half-starved lives on a similar wage; when we discover that a boy of 14 years is being utterly demoralized by the use of cocaine sold to him on the streets by an innocent looking man who has been plying this trade unnoticed by the police, we know that the entire rising generation is in danger. By investigation I do not mean any mere enquiry into the earning capacity of a given family, the relatives' names, and so forth. I mean this and more than this. Our investigation must include not only the income at present earned by the working members, but also that income in its relation to the cost of living in that locality; whether the father is receiving in his present line of employment as much as he would be capable of earning in some other position; whether in such a case this other position might be obtained for him; what his relatives have to suggest in the emergency; whether with their aid or that of other charitably inclined persons he, with his wife and children, might profitably be sent to another city and given employment there. An illustration occurs to me at this moment of a man who came to me one morning requesting the loan of some money. The conversation and bearing of this man interested me at once. I felt that he had a history. He was attempting to sell portraits of the Queen of Holland, but lacked the means to purchase frames for the pictures. The man was a patriotic Hollander and seemed assured that his present venture would succeed through the loyalty of his countrymen for their Queen. I am aware that many well-disposed persons would have granted this man's request, since there was here no evidence of unworthiness. For myself I was convinced, as much as one can be at a first meeting, that this man was, in the accepted sense of the term, deserving. But I was by no means so certain of the quality of the portraits or his power of selling them. Yet something must be done and done on the instant for a delicate wife and nine children,

seven of whom were under working age, who were suffering for food and clothing, while eviction loomed up in the immediate future. On investigation we found that the man had been an ordained minister of the Lutheran denomination. His work in this field, however, had been checked by the discovery of his co-religionists that he was not quite orthodox. These he had antagonized still further by attempting an independent movement, in which he had failed. Other countrymen whom he had not alienated thus far were hardened into displeasure when, in 1900, he took an active part in the campaign of William Jennings Bryan for the presidency. To complete his discomfiture he had borrowed money which he had never been able to repay. Three days before their eviction took place I visited this family in their home and found the mother sick and helpless, with a young babe in her arms, surrounded by her clamoring brood of little children, while the husband and father, filled with a desire to save them from distress, was upstairs writing a play. You comprehend, do you not, what a flood of light was thrown upon the character and condition of these people by these facts, supplemented by this final picture? Here was a man of excellent intentions who had passed his entire life in misdirected effort. Without self knowledge or an accurate knowledge of other men he had continually undertaken tasks which he could not perform. His difficulties had become chronic, so that his children must inevitably have grown up in a state of semi-dependence, with every likelihood of its becoming permanent in later years. And here let me repeat, it was no question of improvidence or vice of any kind. Just at this time a Chicago firm was establishing a book binding industry in a village about a hundred miles distant. They required a janitor and could also employ those of his children who might be eligible for work. It seemed to us that this opportunity was a providential one for our unfortunate friend and his little flock. He accepted it gladly and we have never seen reason to change our opinion. What this man needed was the right kind of chance. The pity is that such intelligence as he possessed could not have been utilized. But, at least, there was the joy of retaining for himself and his little ones a place among the self-supporting, self-respecting members of society.

A rather humorous instance of the value of investigation is found in one case where a family applied to one of our district offices for immediate relief, stating that the father was dead. Our visitor, on calling at the house, found the body stretched out and covered with a sheet, apparently waiting for an undertaker. She visited them later, however, and discovered the supposed corpse in perfect health, seated by the fire enjoying a peaceful smoke.

Many a family has been lifted from a state of poignant distress and saved from its recurrence because the searching enquiry of the charity worker revealed some physical disability on the part of the bread win-

ner which could be and was removed. More than one city has its human monsters waiting for the opportunity to enrich themselves by the labors of young children and restrained only by the rigid investigations of the charity worker which would bring his nefarious practices into the light of day. I can not emphasize this point too strongly. A thorough knowledge of the facts is the first step toward the solution of any individual or social problem.

Consider, for a moment, a few of the results which this painstaking research has accomplished. It has been carried into the affairs of the debtor class and led straight to the office of the loan shark. I mean that social vampire who lends money to the poor at outrageous rates of interest which they could never hope to pay. Chicago has him in large numbers. Perhaps Grand Rapids may possess an occasional specimen. Let me give you one typical instance of their operation:

Chattel Mortgage.

No. 794. Six years ago Mrs. Clara D—, a washerwoman, supporting her invalid husband, borrowed \$25 on her household furniture for six months. At the end of that time she was obliged to renew the loan, which she has done ten times in the last six years, paying \$3 per month for the first year and \$2 per month for five years—a total of \$156. She still owed the principal, according to the figures of the mortgagee.

This woman is fairly representative of a large class and, upon these discoveries, the creation of a free legal aid society followed, through whose agency has been carried through the Legislature of Illinois a bill taking some of the poison out of the loan sharks' fangs.

Investigation of tuberculosis has brought to light some facts which I want to give you. Here is the death roll call for the year 1905:

19053,674 cases
19063,837 cases

Causes of Deaths in Chicago, 1905.

| | |
|------------------------------------|-----|
| (Statistics of Health Department.) | |
| Croup (not diphtheritic) | 16 |
| Peritonitis | 24 |
| Smallpox | 61 |
| Scarlet fever | 79 |
| Measles | 231 |
| Typhoid fever | 329 |
| Appendicitis | 339 |
| Whooping cough | 359 |
| Diphtheria | 426 |

Total, from the nine diseases most dreaded by the public...1,864

Tuberculosis alone3,674
(Not counting those who went to health resorts or to their former homes to die, nor those reported as dying from some other cause.)

This disease is preventable and curable under certain conditions which you can help to make possible.

Chicago Tuberculosis Institute,
51 LaSalle St., Chicago.

Thank God, this help is coming in the form of tuberculosis associations springing up in our cities, whose members are valiantly giving themselves in a warfare against the white plague of the land.

Investigations into the causes of juvenile delinquency have shown us that we had been all wrong in our treatment of these little people and that the most, if not all of them, might be preserved for a life of usefulness to the community by regarding them, not as hopeless little vagabonds, deserving only the kind of punishment that transforms the affections into gall and wormwood and turns the living heart of a boy or girl into a heart of stone, but as tender blossoms of humanity, needing only the sunshine and sweet air of love and sympathy to call forth all the beauty and the perfume of the higher possibility that is in them. All honor to such men as Judge Lindsay, of Colorado, and Judge Mack, of Chicago, to such women as Miss Jane Addams and Miss Julia Lathrop and their gallant army of co-workers who have transformed the attitude of the public mind toward these pathetic little waifs and taught us to govern ourselves toward them as toward our own little children. All praise to the Juvenile Court, which is spending its efforts in the attempt to guard for society its most precious heritage, the sweetness and the purity of the young. You may gain some idea of what this phase of charity work has accomplished by considering that in Chicago alone in the years between July 1, 1899, to Dec. 1, 1906, 22,089 new cases were brought before the Juvenile Court, and the grandest work of its agents, the work that statistics can never reveal, was that of its self-devoted probation officers in keeping the children out of court. Right here let me speak of a new investigation which is leading to definite results. In Chicago is now being formed a Juvenile Protective League, whose objects, briefly stated, are:

1. To organize auxiliary leagues within the boundaries of Cook county.
2. To suppress and prevent conditions and to prosecute persons contributing to the dependency and delinquency of children.
3. To co-operate with the Juvenile Court, Compulsory Education Department, State Factory Inspector and all other child-helping agencies.
4. To promote the study of child problems and by systematic agitation, through the press and otherwise, to create a permanent public sentiment for the establishment of wholesome uplifting agencies, such as parks, playgrounds, gymnasiums, free baths, vacation schools, communal social centers, and the like.

This league is still in its inception, yet already in one district it has succeeded in persuading the Liquor Dealers' Association to co-operate in putting down violations of the law against the selling of liquor to minors, agreeing to expel from its membership any one found guilty of violating that law. It has also stimulated the Police Department to a far greater vigilance in this direction.

Investigation of the vagrancy problem several years ago led in Chicago to the establishment of the Municipal Lodging House, where vagrants are given free lodgings, where they receive medical attendance when it is required, work if possible or are sent to jail if found incorrigible.

The following report was submitted by its superintendent last year:

John M. Collins, Esq.,

General Supt. of Police:

Dear Sir—I have the honor to submit herewith the fifth annual report of the Municipal Lodging House:

The effect on vagrancy of the five years' operation of the Municipal Lodging House is shown by the following facts:

During 1897-1901, the five years preceding the opening of the Municipal Lodging House, the total number of lodgings given to men and boys in the police stations was 677,301.

During 1902-1906 the total number of lodgings given to men and boys in the police stations and the Municipal Lodging Houses combined was 91,736. No record of the number of lodgings in police station for 1905 and 1906 has been kept by the department.

Total number of lodgings saved to the city under the Municipal Lodging House system, 585,565.

Investigation has brought about the placing upon our statute books of many laws, both state and municipal, designed to ameliorate the lot of the poor. It has called into being scores of societies, each devoted to a different phase of philanthropic effort. It has strengthened our public schools, reformed our charitable institutions, humanized our police regulations, exposed those pretenders who have sought to enrich themselves while posing as benefactors of the poor, who brought light into the dark places of our cities, and out of our despair has grown an abiding hope. It is the corner stone of every attempt toward the reconstruction of society.

But does someone ask, What has all this to do with the present discussion? What have all these organizations to do with organized charity? Why, my friends, they have everything to do with it. Their activity derives its whole strength and impetus from the spirit that is back of organized charity. Their power is its power. Its representatives bear the chief part in their councils. The leader of a Charity Organization Society in a small city may take the initiative in such movements as I have described. Where there are social settlements he may take up his residence in such a settlement. Where there is a Juvenile Court he may enroll himself as a voluntary probation officer. Where a Juvenile Protective League is required he may organize such a league. Where tuberculosis is prevalent he may make himself the chief promoter of the warfare against tuberculosis. In one word, there is not a single genuinely philanthropic enterprise in which he may not assume a foremost place. The worker in the larger cities is denied this privilege. His task is specialized. He must organize these several functions of society. He must weld them together in a common effort for the amelioration of the common lot and this brings us to the second point of our discussion. I mean co-operation. We can not get on without that. The necessity for it meets us at every step of our work. First, we must require the co-operation of those

whom we are trying to help. You can not place a family on its own feet when it refuses to stand. You can not look for the successful carrying out of any plan for the restoration of a sufferer to normal health unless his own heart is in that plan.

All that the most skilled physician can do in any given case is to prescribe the required remedy. The patient or his friends must do the rest. The other day we had a man arrested because he refused to support his wife and children. The Judge ordered him to pay to the court \$10 every week, which would be given to his wife. A few days later the wife appeared in court and pleaded that her husband should be allowed to pay the money directly to her. This request was granted, which means that it was never paid.

A probation officer told me last week of another man brought in for a similar charge. He handed in to the court each week the money ordered by the judge, but the probation officer discovered later that the wife borrowed the required sum every week from a friend, sent her husband with it to the court, after which she would appear at court, receive the money and return it to the accommodating lender. These women did not desire the prosecution of their husbands and every attempt in that direction was preordained to failure. Take an opposite illustration, that of a cripple who applied to us for assistance in behalf of his family. His friends said, "Be a beggar." We said, "Go to work and keep your self respect." He preferred our advice. We found for him a position for a small wage. We procured for his wife as much laundry work as she required. We paid a debt on their furniture of \$75, which left them with a free home. Result, a self-supporting, self-respecting family, because their hearts were in our plan.

Next we must co-operate with the relatives and friends of those whom we would assist. We must advise them and be advised by them on the wisest course to be pursued; where relief becomes necessary we must arrange that this relief be given in definite quantity and, if possible, through a common channel and the same measures must be taken with a church or other relief agency. In every instance we must know what is done in order that we may know the extent of the need. If the left hand does not know what the right hand is doing the left hand will try to do the same thing and do it wrong. It takes both hands working together; yes, and many hands co-operating at every point. By investigation we find out the need; by co-operation we relieve that need. And it is the business of the Charity Organization Society to discover and utilize all the machinery in existence for this beneficent purpose. The charity workers must see that every agency performs its part in the work of rehabilitation. He must see that no agency overlaps the others and attempts tasks for which it is not equipped. For example, where medical assistance is required, do not

(Continued on page six)



Movements of Merchants.

Zilwaukee—Wm. Griffor has engaged in general trade.

Vermontville—Thomas Barningham has opened a new meat market.

Lowell—Frank Taylor and Peter Zylstra have purchased the Doolittle meat market.

Rose City—Frank Ferguson has engaged in the fruit and confectionery business.

Kalkaska—Ray Barnard has purchased an interest in the hardware stock of G. E. Smith.

Hudson—The capital stock of the Dalberg Excelsior Co. has been increased from \$10,000 to \$25,000.

Imlay City—Guy H. Washer has purchased the harness stock of J. H. Waterland and consolidated it with his own.

Moline—J. M. Flanagan has sold his general stock to Haveman Bros., who will continue the business at the same location.

Kalkaska—Albert Wright has sold his grocery stock to Cole Bros. and L. R. Hughes, who absorbed it into their own stocks.

Mancelona—J. W. Willie has purchased an interest in the grocery stock of G. W. Crapo. The new firm will be known as Crapo & Willie.

Gladwin—W. B. Tubbs has sold his interest in the hardware stock of Fraser & Tubbs to E. A. Coon. The new firm will be known as Fraser & Coon.

Milan—Willis Case has sold his interest in the grocery stock of Case Bros. to his brother, who will continue the business under the style of Ervin Case.

Charlotte—D. G. DeFoe has merged his house furnishing goods business into a stock company under the style of the Home Furnishing Co. The authorized capital stock is \$10,000.

Kalamazoo—The Detroit Trust Co. has been appointed trustee of the bankrupt stock of Herman Fishel, who has conducted a department store at 216 and 218 North Burdick street.

Lowell—G. V. McConnell will close out his stock of furniture and racket goods to accept a position with the Edwards Thrif Co., dealer in furniture and caskets, which has sent him his grip and \$100 for expenses.

Detroit—The American Coal & Coke Co. has been merged into a stock company under the same style. The authorized capital stock of the corporation is \$10,000, all of which has been subscribed and paid in in cash.

Prescott—The Prescott Elevator Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed and paid in. The corporation will buy and sell grain, beans, peas, hay, etc.

Detroit—A corporation has been formed under the style of the F. B. Neuhooff Co., which will deal in grocers' specialties and supplies, with

an authorized capital stock of \$10,000, all of which has been subscribed and paid in.

Grand Ledge—Wm. Niles, who has been a partner with S. L. Hagerman in the grocery and meat business, has sold out his interest in the store to C. M. Hagerman, who will be in business with his father, the firm name to be S. L. Hagerman & Son.

Muskegon—Charles Munyon will open a new grocery store at 161 West Western avenue in the near future. Mr. Munyon until recently was proprietor of the Detroit cafe, having started it about a year ago. Two months ago he sold the restaurant and went on a prospecting trip.

Akron—The Hess Co. has merged its business into a stock company under the style of the Hess Elevator Co., which will carry on a general elevator business, buying and selling grain, with an authorized capital stock of \$15,000, of which amount \$9,000 has been subscribed and paid in in cash.

Grandville—John L. Raterink, who about six weeks ago bought the shoe stock of F. M. Byers, has bought the grocery stock of the Grandville Grocery Co., which had been managed by William Lowing for several years. Mr. Raterink came here from Zeeland, where he had long been engaged in the boot and shoe business.

Petoskey—Louis Suggitt has sold his cigar stock and fixtures to Lou Fochtman. The cigar factory conducted by Mr. Suggitt is still in his hands. As soon as he can get his business affairs wound up Mr. Suggitt will leave for Grand Rapids and may locate there, although definite plans for the future have not yet been decided upon.

Carson City—John A. Gardner, of Chicago, has sold three of the five brick stores on the north side of Main street. They were bought by the dealers who have been renting them: F. A. Wright, hardware; M. A. Stephens, bazaar; P. J. McKenna, general store. Two days after the result of election was known in November, 1896, Mr. Gardner broke ground for these buildings and completed them that fall. He still owns the remaining two.

Plainwell—Our merchants will hold their third annual country street fair Saturday, October 26, and plans are being made to make it the most successful held. Valuable prizes are offered by the individual merchants for exhibits of farm produce, fruit, live stock, baked goods and canned fruit. The exhibits are made in front of the various stores. In the amusement line a long program of sports and races will be offered, while the afternoon will conclude with a barbecue. Because of the unique nature of the affair hundreds are attracted from miles around, the fair rivaling the annual spring opening given by the merchants.

Manufacturing Matters.

Pontiac—The Busha Cereal Coffee Co. has changed its name to the Busha Cereal Co.

Lansing—W. K. Prudden & Co. have increased their capital stock from \$100,000 to \$150,000.

Lansing—The capital stock of the

Lansing Brewing Co. has been increased from \$25,000 to \$100,000.

Augusta—The Flour Mill Machinery Co., formerly operating at Battle Creek, has removed its plant to this place.

Lansing—The Michigan Screw Co. has recently been compelled to double its capacity and although in operation only one year, this week paid a 6 per cent. dividend.

Holland—The Holland Veneer Co. is now putting up the third large addition to its factory this year, the rapidly increasing business demanding additional capacity.

Lansing—The Capital Furniture Co., formerly the Holly Cabinet Co., manufacturer of high grade tables exclusively, is building a large three-story addition to its plant and is far behind its orders.

Detroit—The Detroit Candy Co. has been merged into a stock company under same style with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and paid in in cash.

Lansing—The output of the Oldsmobile Co. will be almost entirely confined to four-cylinder machines the coming year, but several hundred six-cylinder cars will be manufactured, nearly all of which have thus early been sold.

Shepherd—The canning factory, at this place, which has failed in the past to net its stockholders any substantial dividends, has been leased to the United States Canning company, which will shortly begin canning corn and apples.

Menominee—The Fisher-Hutchinson Co., manufacturer of packing boxes, wrappers, baskets, etc., has merged its business into a stock company, with an authorized capital stock of \$10,000, all of which has been subscribed, \$1,000 being paid in in cash.

Greenville—A corporation has been formed under the style of the Greenville Machinery & Manufacturing Co., which will manufacture, buy, sell and exchange machinery. The new company has been capitalized at \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

Tustin—The Indiana Cooperage Co., which will engage in a general cooperage business, has been incorporated with an authorized capital stock of \$15,000, of which amount \$7,500 has been subscribed and paid in. The new company will operate at Dighton and at this place.

Traverse City—The Gifford Electric Manufacturing Co., which will manufacture electric appliances and supplies, has been incorporated with an authorized capital stock of \$16,000, of which amount \$12,200 has been subscribed, and \$1,400 paid in in cash and \$6,400 paid in in property.

Detroit—A corporation has been formed under the style of the Favorite Cigar Co., which will manufacture cigars and will also retail cigars, tobacco and other smokers' articles. The company has an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$200 being paid in in cash and \$800 paid in in property.

West Detroit—A corporation has been formed under the style of the Esper-Ford Lumber Co. to manufacture, buy and sell lumber, timber and coal. The company has been capitalized at \$15,000, of which amount \$10,000 has been subscribed, \$6,025 being paid in in cash and \$3,975 in property.

Muskegon Heights—The Booth Manufacturing Co., manufacturer of office furniture and fixtures, has merged its business into a stock company. The corporation has an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed, \$500 being paid in in cash and \$12,000 in property.

Cadillac—The Cadillac Handle Co. is making some extensive repairs. A. W. Newark, the executive head of the company, has been named as one of the committee on permanent organization for the proposed new Handle Manufacturers' Association, which will meet in Indianapolis next month to complete the details of association. He has not decided to accept.

Holland—The Holland Sugar Co. has begun slicing beets. Farmers delivered sugar beets in large quantities at the factory last week. The beets are of a high grade this year, giving a good percentage sugar test. On account of the cold and unusually wet season it was feared the crop would be a failure, but instead it will be as good or better than during former seasons.

Cadillac—The Cadillac Manufacturing Co. has just completed its new dry kilns to replace those destroyed by fire in July. The mill is running full blast now, and a large quantity of heading is being turned out. The firm is seriously considering the feasibility of manufacturing the Dolph folding crate, a recent invention, in which case Cadillac will get another factory.

Ann Arbor—Starting in 1866 as a small cabinet making shop, the Michigan Furniture Co. has steadily grown until now it is just completing a large addition to its plant, so that it occupies nearly a block. Associated closely with its progress are General Manager Paul Snauble, who has been a factor in the concern for twenty-nine years, and John Mayer, the present foreman, whose term of service extends over thirty-five years.

Detroit—That the Michigan sugar industry is steadily expanding and that it is as yet only in its infancy are evidenced by the removal of the sales department of the Michigan Sugar Co. from Saginaw to Detroit. Secretary F. R. Hathaway is now located in the Union Trust building. The object is to get into closer touch with the leading sugar brokers, who are now showing a more favorable attitude toward beet sugar. Several of the big brokerage houses of the East now have representatives at Detroit and the Michigan Sugar Co. will now be in much warmer touch with these interests. In making the change Mr. Hathaway still retains his position as Secretary of the Michigan Sugar Co., which owns a number of the largest beet sugar factories in the State.



The Produce Market.

Apples—The market is active on the basis of \$3@3.50 per bbl. for best fall and winter varieties.

Beets—50c per bu.

Butter—The market has declined 1c on all grades during the past week. The cause was the decline of consumption due to the extremely high prices. The make is about normal and the quality is running very good. The market is barely steady at present prices, and if the coming week brings any change it will probably be a further slight decline. Creamery is held at 30c for tubs and 31c for prints. Dairy grades command 25c 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—\$5 per bag of 90.

Cranberries—Early Blacks from Cape Cod command \$8.50 per bbl. Shipments of Bell and Cherry are on their way from Wisconsin. They will open at \$10 per bbl.

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

Cucumbers—75c per doz. for hot house.

Eggs—The market is up 1c from last week. Fresh new laid eggs continue very scarce, but prices show no change. The market for storage eggs remains about unchanged. Stocks are decreasing satisfactorily and no special change is looked for during the next few days. The demand for eggs holds up very well. Dealers pay 22c for case count, holding candled at 24c. Storage stock 22c.

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.

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

Lemons—Californias command \$6 per box. Verdillas fetch \$5 per box. Messinas command \$4.50 per box.

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

Oranges—Valencias command \$7 per box and Jamaicas fetch \$4 per box.

Parsley—20c per doz. bunches.

Parsnips—80c per bu.

Pears—Kieffers fetch \$1.25 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 45@55c per bu., according to quality. The market is strengthening in all directions and the crop is being taken in very rapidly all over the State.

Poultry—Local dealers pay 8c for live hens and 12c 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.

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—\$2.50 per bbl. for Virginias and \$3.50 per bbl. for Jerseys.

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

The Grain Market.

The last ten days have seen a gradual decline in wheat prices from \$1.11½ for May wheat in Chicago to about \$1.06, with practically the same fluctuation in cash grain. There has been an increase in the visible supply of wheat for the week of 608,000 bushels, making the present total visible 42,000,000 bushels, compared with 36,000,000 bushels one year ago, with May wheat selling at that time at 77½c per bushel. This comparison in prices need not frighten the buyer, when we take into consideration the exceedingly high prices of all other grains and food products, for wheat to-day is as cheap, if not lower, than anything else along the line of feed or food products.

Both corn and oats have declined in sympathy with wheat. Cash corn is to-day selling at 4@5c off from top notch, with oats about 3c cheaper.

Feeds, bran, middlings, molasses feeds, gluten feeds, oil meal, etc., are high, selling near the \$30 per ton mark, and the demand is good, fully equal to the supply.

Buckwheat grain is beginning to move quite freely and prices are high in comparison. Buckwheat flour is selling at from \$5.40@5.75 per barrel. The early trade has been very good as buckwheat flour is selling cheap compared with wheat flours, and the consumption will undoubtedly be larger than usual.

L. Fred Peabody.

The Wolverine Shirt Co. has been organized to manufacture shirts, waists, etc. The corporation has an authorized capital stock of \$3,500, of which amount \$1,850 has been subscribed, \$450 being paid in in cash and \$1,400 in property.

A corporation has been formed under the style of the General Gas Appliance Co. for the manufacture of gas appliances. The new company has been capitalized at \$15,000, all of which has been subscribed, \$1,500 being paid in in cash.

The Progressive Mercantile Co. has engaged in general trade at Shepherd. The Worden Grocer Co. furnished the grocery stock.

Lewis Gorham has opened a grocery store at Grand Haven. The stock was furnished by the Worden Grocer Co.

Wm. H. Downs (Star Knitting Works) left Monday for a six months' trip to Colorado and the Pacific Coast.

The Grocery Market.

Sugar—Raws have been fairly steady, although some sales are reported at a slight decline. Refined sugar is unchanged and gives no immediate prospect of any change. The demand is fair.

Tea—The week has brought no changes and no developments of any character. It is expected that the active demand will continue until toward the close of November, when the usual holiday dullness will set in.

Coffee—There have been some fluctuations in Brazilian grades of a few points both up and down. Mild coffees are steady to firm. Java firm. Mocha steady. General demand for coffee moderate.

Canned Goods—The packing of tomatoes is about finished. Market is easier and outlook is uncertain. Corn is firm. Pears are almost entirely of first hands. Most western packers of peas have their 1908 pack sold up. Beans of all kinds are firm, with upward tendency. Asparagus continues high. The market on California fruits is firm. Demand for gallon apples has halted owing to high prices. All other gallon fruits are tending up, with little stock available. All small fruits are strong. Spot stocks of everything are badly broken. All grades of salmon are strong. Packers of domestic sardines advanced prices October 15th. Imported sardines are in small and constantly diminishing supply owing to failure of packs in all foreign countries. Lobster is very closely cleaned up. Cove oysters are scarce with market strong.

Dried Fruits—Apricots are dull and unchanged. Currants are in excellent shape and strong. The demand from first hands is slow, as deliveries of new goods are now beginning. The market is really a trifle higher. The market for loose California raisins is being greatly interfered with by imported raisins. The latter were delivered some time and have been readily selling at somewhat below the California price. In consequence California loose raisins can be bought to-day below the opening price. Apples are firm and in fair demand. Prunes are still easy, but the market is about unchanged from last week. New fruit of all sizes is now in market, but the demand is light, largely on account of the sulphur agitation. Peaches are the dearest line of all, as the sulphur campaign centres there, and the trade are chary of buying despite the official statement that no further prosecutions will for the present be brought. Prices of peaches are unchanged and stocks are still light.

Cereals—Bulk rolled oats continue scarce and strong. Rice is steady and selling freely. Other lines of cereals are steady.

Syrups and Molasses—Compound syrup is in fair demand at ruling prices. Sugar syrup is steady to firm and in excellent demand. Molasses is quiet and unchanged. New crop goods have not yet become available in any serious quantity.

Fish—Cod, hake and haddock are all comparatively slow and unchanged in price. The advance of 15c per

case on domestic sardines became operative last Tuesday, but caused no ripple in the trade. The demand is light. Foreign sardines are dull and unchanged at firm prices. Salmon is steady to firm and in moderate demand. The mackerel market continues very strong, with great scarcity and constantly advancing prices as the features. Norway fat mackerel are still very scarce, and prices are so uncertain and uneasy as to be hardly quotable. The effort on the part of buyers is to get the goods at almost any price in reason. The demand for shore mackerel as a substitute for Norways has shown an increase, on account of the scarcity of the latter. Prices show no advance as yet, but will if the demand continues. Irish mackerel are scarce also and bring high prices. New fish are particularly scarce.

Provisions—Pure lard is very scarce and has advanced ¼c. The scarcity is likely to last until colder weather, when the local butchers will begin to make lard. Compound lard is unchanged and in good demand. New crop cotton oil will be available soon, and this will steady the price of compound lard. Barrel pork is firm and has an upward tendency. Canned meats and dried beef are both firm and unchanged. There is a good demand for the season.

Some Recent Changes in Wisconsin.

Kenosha — Local manufacturers, employing in the aggregate 6,500 workmen, have formed an association to protect members in the matter of employing men. It is said that it practically means the declaration of the open shop in this city.

Appleton—It is reported that the Kimberly-Clark Co.'s mill at Niagara, the largest print paper mill in the State, will be included in the print paper mill merger.

Alto—The Alto Cheese Co. has been incorporated, with an authorized capital of \$1,400.

Wausau—The Citizens State Bank has been organized here, with a capital of \$50,000.

Marinette—Warren J. Davis, Cashier of the First National Bank, and at present Mayor of this city, is said to have resigned both positions and will remove to Racine, where he will become Cashier of the Manufacturers Bank.

M. Veenstra & Sons, who have recently occupied their new store at the corner of West Leonard and Jettette streets, have added a line of crockery, hardware and bazaar goods to their stock of paints, wall paper, etc. The stock was furnished by the Leonard Crockery Co.

On the 28th of October the price of American Reds and Wines will change to 7 cents. Until then we offer our entire stock of these goods at the old price of 6½ cents. Send in your orders early to insure good styles.

P. Steketee & Sons.

R. W. Eitel has engaged in the grocery business at Lacota. The Worden Grocer Co. furnished the stock.

ORGANIZED CHARITY.

(Concluded from page three)

burden the hospital visiting nurse or physician with the economic problems involved. Such co-operation must lead to the discouragement of such so-called charitable agencies or institutions as perform no useful function and must agitate for the creation of those agencies or institutions for which experience has demonstrated that there is an imperative necessity. This leads us directly into the domain of city, country and state law, for no lasting good can be effected by the charity worker until the ordinances of his city, the statutes of his state, the laws of his nation, regard a man as a man and place the interests of the human race above the interests of small or big business.

And now we are brought to the third point of our discussion—the thing which a charity organization stands for, if it stands for anything, the goal toward which every human soul is consciously or unconsciously reaching, regeneration. The purpose of organized charity is not, as some would have us believe, the saving of money to the community. If that were all, we might better close our offices, burn our records and allow the citizens to take care of their own bank accounts. The purpose of organized charity is not primarily the exposure of frauds. That kind of work must be done and we must do it just as we must do a thousand things that are painful in the extreme, because our obligation to the community requires it. But it were indeed a thankless task to look forever toward the darkest side of human character; never beholding the sublime flashes of heroism that glorify the deepest suffering and demonstrate the eternal kinship of humanity with God; never pausing to take account of the sweetness and the beauty that are in the lives and hearts of little children, bursting forth in their peals of joyous laughter, in their merry songs as they play upon the city streets; never seeing the patience of the aged who must fight the ills of poverty and disease before they are called to their great rest. No, ten thousand times, no. The purpose of all charity that is worthy of the name, organized or unorganized, scientific or unscientific, associated or individual, is the making of strong and happy men and women. We build charitable institutions, but only to the end that some day such institutions may be made unnecessary. We employ the greatest care in the giving of relief simply that the sufferer may be strengthened to the point where he needs and asks no relief. Scientific charity seems severe, at times, only that the ultimate well being of its objects may be made the more secure. The West Side office of the Chicago Bureau of Charities is helping from 100 to 200 families a month, but its reward is not found in the salaries of its workers. It is not to be sought in the approval of this or that wealthy patron, welcome as that approval may be. It is the gratitude of the widow saved from eviction, it is the manly confession of the man

lifted from the degradation of pauperism that is worse than death, it is the evening prayer of the little child who has been sent from the fever and the din of the great city to enjoy a brief period of summer rest out in God's green country amid the birds and the flowers. It is these things that make the charity workers' toil worth while. The spirit behind the labor is everything. That spirit does not call upon us to regard our routine work as a cure for all the ills from which society is suffering. Rather, as we said at the outset, it leads us up from charity to justice, up from the relief of individual poverty to a removal of the causes of that poverty; up from the treatment of disease to the banishment of those unsanitary conditions which are the source of disease; up from the redemption of a man or woman from vice to such a reconstruction of society as will make of vice a thing to be remembered as a hideous dream of some long-past time.

The happy faces in the home circle where dependence has been transformed into independence, destitution replaced by comfort; the sweet womanly greeting from the young girl who has been turned from a path of ruin and given a new hold on life; the joy of the invalid restored to health and strength—it is these evidences of good achieved that give to the charity worker each day renewed courage in the face of the disappointments that assail him, strengthening his feet in their advance toward future achievement; nerving his hand to the removal of the barriers in his path, awakening in his soul a deathless song of thanksgiving to the God who has placed within his reach the opportunity to aid his fellow men.

Too Much Dignity.

Some advertisers use so much care to avoid anything in their advertising that would appear undignified that they go to the other extreme. To read their advertisements one would judge that the writer had swallowed a ramrod, sat on an uncomfortable chair at a severely plain desk and wielded a stiff pen. There is a difference between dignity and ponderosity—between dignified copy and an unbending stiffness. Whether an advertisement should be dignified, confidential, intimate or even semi-humorous depends on the people to whom it is directed. An advertising man should know his public. To say that no humor should ever enter an advertisement, that no light touches should be given, that no pleasantries should ever be attempted, is to say that a salesperson should never indulge in a remark that would provoke a pleasant smile—that the American public has no sense of humor. Pure diction does not always catch the multitude; correct grammar is not the invariable method for attracting attention; even the use of slang may not be tabooed on every occasion. Nor should an advertising writer be so dignified that his readers think that he considers them a collection of mummies. Dignity has its place, but to unbend often accomplishes what dignity will not.—Dry Goods Reporter.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Oct. 19—It is reported that sales of close to 25,000 bags of Santos coffee, graded as 4s and 5s, were sold this week, the latter grade at 8.45c and the 4s for 8½c. About 10,000 bags were sold here and the remainder will continue the journey to the interior. Aside from this, business has been of an uninteresting character and jobbers are seemingly simply waiting for something to turn up. At the close Rio No. 7 is quotable at 6½c. In store and afloat there are 4,046,125 bags, against 3,652,582 bags at the same time last year. Mild coffees continue in comparatively active demand and quotations are well sustained. Quite a trade has been reported in Mocha for future shipment on private terms.

No new business has been reported in refined sugar and only a moderate volume in the way of withdrawals under previous contract. The rate is unchanged at 4.70@4.80c, as to refiner, less 1 per cent. cash.

Buyers of teas from the interior have sent in a few orders, but the volume has not been large enough to call forth any comment. The best that can be said is that the market is firmly sustained, low grades being especially well supported, owing to limited supplies in sight.

Rice is well held. The supply is not overabundant and, with good request, the general situation is in favor of the seller. Prime to choice domestic, 5½@6¼c.

The molasses market naturally shows improvement with the cooler weather. Sales, however, are of jobbing quantities and the volume of trade is not very large. Supplies seem sufficient to meet requirements, but there is certainly no excess. Rates are unchanged, with good to prime centrifugal 22@35c. An active demand exists for syrups and the market is very firmly sustained.

In canned goods there is no excitement. Everything continues strongly held, although there is some falling off in the interest that has been felt in tomatoes. Packers are showing some inclination to shade rates, it is claimed by some, but they will not admit the truth of the report themselves, and the general quotation for standard 3s remains 87½c. Corn has had an active week and the article tends steadily upward; in fact, there are those who think they see a big dollar for corn before another season, if not before another year begins. Peas are doing well for brands which have an established reputation and full rates are sustained.

Butter seems to have reached the top notch and begins to recede. The receipts have been heavy and, with some accumulation, there is nothing to do but to make some concession. At the close creamery specials are worth 28½c; extras, 28c; firsts, 27@27¼c; held stock, specials, 28½c; ex-@24c; seconds, 22@23c; process, 23@24c; seconds, 22@23c; process, 23@25½c.

Cheese is still firmly held, but prices are at a point which do not encourage consumption and no great

surprise will be occasioned if some reduction is made before long. Small size, full cream, is still quoted at 16c and large size about ¼c lower.

For "fresh picked" eggs 34@36c seems to be the general range, but this represents only a small part of the business. The market for the usual sorts is somewhat irregular and all sorts of prices are named, but 24@26c is about the range for Western extra firsts, and 21½@23c for firsts. Canned stock from the country, 16@17c. Holders who have refrigerator stock are striving to dispose of their holdings and quotations work out at about 18@21c.

Women's Kinks Show Themselves at Glove Counter.

Written for the Tradesman.

No, I don't like the glove department. I'm in it now and have been for three years, but I'd rather clerk at almost any other counter.

In the first place, I have to deal exclusively with women. I can tell you more about the kinks of the sex than perhaps any one in any other department. It crops out wonderfully here.

Enter woman who states precisely what she wants in hand-coverings. You look minutely over your stock and lay before her exactly what she requested. It proves that she wants something entirely different from what she asked for. She may intimate that she will have brown gloves and it turns out that what she really desired was slate color. She'll enquire for pink suedes and if you put before her pale blue dressed kids she's more than likely to take 'em. She demands wine-colored gloves and ends by walking off with corn-colored ones. She would like to see black gloves and is suited with white.

And when you've said this last you have the matter in a nutshell: She doesn't know her own mind and is swayed by cunning circumstance, subtle suggestion, foolish fancy. Small difference to her which of the three it be. It isn't so much the question of suiting a woman on her arrival as suiting her on her departure.

In regard to numbers, it's much the same as in the selection of shoes: A woman is always inclined to give the too-small size the benefit of the doubt and deals accordingly.

Color and size disposed of, still there remains the subject of price in both gloves and hats. On approaching the counter a woman will make the statement that she can not—or will not, a different matter—pay more for a particular pair of gloves or shoes than thus and so much. What she carries away will perhaps exceed her proscribed limit by at least 50 or 75 cents—frequently by even more. So you see the sex can not be trusted. They say one thing and do another. I suppose that this is merely an ensample of the Eternal Feminine changing its mind.

Josephine Tarbox.

You may know by its warmth and cheer whether a man's light comes from heaven.

Happiness never is found by running after pleasure.



Shoe Windowman Introduces Two Fencers.

Last week I spoke of some handsome buckles for pumps that I had the prospect of viewing in the near future, in a local store.

When I visited the store in question I was treated to a pleasure. There, for my inspection, were laid out some four or five dozen of as charming fancy buckles for pumps as you might see in a month of Sundays.

They were all put together with the utmost of neatness and were intended for high grade footwear.

Some were of leather only: patent, tan or black calf or black enamel. Those composed only of leather, having no buckle, relied for their attractiveness on their shape.

One of those in patent leather had the corners of the bow very sharp, and it was pinched tightly at the center, giving a "pert" appearance.

Two, in tan and black calf, were built on less "perky" lines, the centerpiece being almost the width of the bow. I did not like this half so well as the "pert" bow.

One bow was simply a knot of patent leather with the ends cut on a sharp bias.

Most of the samples were of leather combined with metal and rhinestones. Some of these were so brilliant as to glitter almost like the real gems, and their price was so much as would cause those who should wear them to tremble lest one or both be lost while dancing.

I will not attempt to describe anywhere near all of these costly buckles, but here are a few of those I enjoyed seeing. They were, for the most part, very small affairs, for pumps call for tiny trimmings, relying more on expense of material employed and beauty of shape of bow or buckle:

One of the prettiest buckles was of cut steel, with a conventionalized leaf design at the sides and top and bottom. There was leather only in the center. The steel was of very nice quality, riveted, and sparkled almost equal to rhinestones.

A bright gold buckle had a filigree pattern and was to have simply leather in the center or be worn on a bow of leather folded across each of the four corners so as to look as if the bow were notched.

There were buckles of shiny gold and also of dull gold and green gold; of brass, both bright and satin finish, and of gun metal.

The buckle of green gold, which was the largest of the collection, had a wavy design around the outside edge, and the corners were cut angling.

A dull gold embossed buckle, with three little shiny dots at each side, had the leather centerpiece extended just a trifle at each side, where it was cut into a V, with the middle of the V pointing outward.

Kidney-shape describes some of

the brass buckles I saw, with black and tan leather centers. These had the brass of the buckles mostly flat, there being no ornamentation to these surfaces as there was to the gold, and they were more appropriate than if made "fussy."

Very narrow leather folded at one side and V'd at the other had an oval gun metal buckle with a tongue.

This and three others were all I noticed with tongues. All the rest had the leather simply run over the centerrod. Only one of the rhinestone buckles had a tongue, in all the rest of them it being omitted.

The leather of the glittering rhinestone buckles projected perhaps three-eighths of an inch at either side, some of the sides being folded over and others being cut V-shape. The rhinestone buckles generally had their corners square—one or two were rounded.

But, to my mind, the very prettiest of all this aggregation of loveliness was a plain, rather large bow of soft white dressed leather that had a plain-cut buckle (no tongue) of mother-of-pearl of extraordinary iridescent beauty.

These descriptions apply to types. Of course, there were many modifications of these.

* * *

I notice more shoe stores than formerly are placing, in and out among the shoes in their windows, lasts, also arch supports, one make of which are advertised as a "positive boon to aching feet, supplying a spring and support for the instep." Other manufacturers of arch supports have this to say of their product:

"They positively relieve and with proper care eventually cure all instep, arch and foot troubles."

"They are a perfect support for weak insteps and a cure for rheumatism in the feet. Take up no room in the shoe. Customers can wear the same size with them in."

Well, well, if they'll cure rheumatism they should "meet up" with a steady call, for no one wants to hobble around with Old Rheum twinging him at every step or two, to remind him of his existence, if Hope hangs out a sign of relief.

* * *

Shoe findings, too, have for too long played an unimportant part in the store's front, but every day sees shoe windowmen getting more and more alive to the possibilities of these accessories to help swell the establishments exchequer. They can not be displayed any too often for the good of the store.

* * *

A shoe dealer with an eye to the main chance hired two athletic young fellows to give an exhibition of fencing in his big store front. The combatants were not sufficiently aggressive to be in danger of breaking the glass; but still they saved their reputations for prowess—and at the same time advertised the shoe man's

PROPER
SHOES
FOR
FENCING
AND ALL OTHER
ATHLETIC SPORTS

The fencers contested every other half hour, beginning at 10 in the morning, with an hour and a half out in the middle of the day. While there was "nothin' doing" in the window a white canvas was drawn around the space and at each end (the store stands on a corner and has the entrance at the right hand side), and in the middle was the announcement of the time throughout the day when the public might enjoy the spectacle—unusual in any store and unheard of in a shoe emporium, which is customarily conservative of the conservative.

Crowds stood all the day long, for six days blocking the sidewalk, maintaining their vantage ground against all odds so as not to lose a mite of the free show.

Present something out of the familiar in window dressing if you want your store talked about.

The Salesman Should Overcome the Strident Voice.

Written for the Tradesman.

How many of us have run across it. It jars on unwilling ears in the store, the office, the street car—even in the private home, where everything should be softened and made into one agreeable, harmonious whole where the amenities of life are practiced—the raucous voice is far too often in conspicuous evidence. We all can not sing as beautifully as a nightingale, we all have not a beautiful "speaking voice," but certainly it remains with our own selves whether we may improve the voice, in talking, with which Nature has endowed us.

How often do we hear it said of a clerk who else is everything desirable:

"Yes, I like her personality greatly, but oh, how rasping her voice is! She sets me all on edge the minute she begins to speak. That spoils all the good impression she might otherwise make on a stranger—the moment she opens her mouth she herself destroys the liking her pretty manners and pretty face created for her ahead. It's too bad that she does not—apparently—make an effort to remedy matters in this regard. I have known her to make people in conversation with her so nervous that they would invent some specious excuse to leave her presence and go outside the pale of her voice—just to get away from its harsh, penetrating quality."

But, in trying to get rid of the exasperating habit—if you have it—don't commit the other bad error of dropping the voice so low that it is impossible to distinguish your words.

I know one such girl. It is out of the question to keep up any talk with her because you can not catch what she is saying. She softens her voice so that it is all muffled up. She wants so much to be "ladylike," and tries so hard to come up to her own ideal of what constitutes that admirable characteristic, that she makes it very hard for people who are compelled to converse with her. All they can do in her case is to watch out—pay the strictest of attention when her lips move, catch a word here and another there, give close heed to her

facial expression, answer as nearly as they can to what they surmise she is driving at—and trust to luck that their replies don't fall too wide of the mark.

Really, one would think the girl would sometimes tumble to the fact that people can not discern what she is saying; that she would try and not be so "tarnation ladylike" that she couldn't unbend enough to consider the inconvenience she occasions other people.

When one encounters these two types he is almost at a loss to know which gets on his nerves the more—the strident voice that nearly breaks his ear-drum or the low one that loses itself in the mysteries of the throat.

Julia Burton.

Extracting the Smoke from Coal.

Coalite is newer than coal, and it is said to be better. When coal is burned in the ordinary domestic furnace a considerable amount of smoke is produced, owing to incomplete combustion. This smoke, instead of being wasted, might be made to yield gas suitable for lighting or power, tar, with the various oils which may be made from it, and sulphate of ammonia. The makers of coalite claim to effect these results by abstracting the smoke from the coal before it is supplied for domestic purposes, the residue being a fuel which is easily lighted, gives out no smoke, and burns with a certain amount of cheerful flame. These claims have been substantiated by practical experiments and large factories are being prepared to cope with the demand which is expected to arise for the new fuel when its advantages become known. Further tests of coalite with steam boilers have proved satisfactory as far as they have gone, and it seems possible that the production of smoke in large towns eventually may be prevented by the use of the new coal.

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C. C. Follmer, Secretary Boyne City Electric Co., Grand Rapids, Mich.



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E. A. STOWE, Editor.

Wednesday, October 23, 1907

THE TRADE EXCURSION.

The hand-shaking and acquaintance-making trip undertaken last week by fifty representatives of Grand Rapids wholesale and banking houses proved to be an exceptionally enjoyable affair from start to finish. No accident occurred to mar the pleasure of the excursionists and the schedule was carried out practically as planned. Hearty receptions were accorded the party at St. Joseph, Elkhart and Battle Creek, where night stands were made, and other receptions of a less pretentious character were in evidence at several places along the line. No doubt much good will result to those who took part in the excursion, both individually and collectively.

This is the second trip of the kind undertaken by the Wholesale Dealers' Committee of the Grand Rapids Board of Trade and it is not unlikely that another year a third excursion will be made to Central Michigan towns, ranging from Jackson on the south to Alma and Mt. Pleasant on the north. The experience of the past two years naturally suggests some ideas in this connection which should be carried into execution another season.

In the first place, the trip should not exceed three days in length. Four days is too long a time to take fifty business men away from their desks, especially when they return home Friday night with the traveling men and the accumulated correspondence to attend to the last day of the week.

In no case should more than ten towns a day be visited. On the first day out this year, stops were made at seventeen towns and in the nature of things, many of the places were simply skimmed. It is beyond human endurance to attempt to do more than ten towns a day.

There should be no stops after darkness sets in and, in order that daylight may be utilized so far as possible, it would be well to give the excursion a month earlier. This would enable the party to advertise the West Michigan State Fair as they go along.

The railroads showed the cloven hoof this year by compelling those

who went on the trip to pay 3 cents a mile, although they were carrying regular passengers at the same time at the rate of 2 cents a mile and excursionists at less than 1 cent a mile. The reason for this discrimination was resentment on the part of the railroads against the members of the Board of Trade for advocating the 2 cent law and also the State Railroad Commission law. Official representatives of the railroad stated repeatedly in Lansing last winter that they would be satisfied to run trains at \$1 a mile, but the Grand Rapids Board of Trade was given to understand that, in this case, a special rate would be made for the purpose of satisfying old scores and punishing ancient enemies.

Care should be taken another season to secure better rolling stock than was furnished by the Pere Marquette. The passenger coach furnished the excursionists was not properly cleaned when it started out and fresh towels and soap were furnished only under pressure during the trip. It was probably not the fault of the Pere Marquette because it is understood that its supplies on first-class coaches are limited.

GOOD FOUR YEARS' EFFORT.

During the next few months seven and a half miles of good roads are to be built in the townships of Walker, Grand Rapids, Paris and Wyoming—the new good roads district created by vote of the citizens of those townships at the last election—according to plans and specifications provided by the State Highway Commissioner, and the work is to be performed under the supervision of the local Good Roads Commission.

It is noticeable that the highways chosen by the Commission for immediate improvement are not only chief thoroughfares, but that four of them lead to city, county or State public institutions and will, as examples of the value of the good roads system, furnish entrances to our city from the most thickly populated portions of our country. In this way the economy to those who are required to haul produce of all kinds from their farms to our market will have ample and early demonstration. The advocates of good roads will not be required to argue. All necessary discussion in that direction will be placed in evidence every time a farmer finds he can haul two or three tons' weight at a single load instead of one ton; additional force will be given to the movement all over the county when those who travel over the good roads in springtime or fall fail to discover the long, deep stretches of sand, the mire holes, the ruts, poor bridges and steep grades as of old.

The selections of roads to be improved made by the Commission of this district; the promptness with which they organized and began their duties; the loyalty exhibited when they voted themselves a salary of one dollar a year each, and the very large majority vote by the Board of Supervisors, appropriating the necessary funds—all go to show that the good roads proposition in Kent county has located here permanently.

Therefore it is that a brief synopsis of the efforts preliminary to these results will prove of interest: Four years ago State Highway Commissioner Earle was invited by the Grand Rapids Board of Trade to visit this city and talk on good roads. Mr. Earle accepted the invitation and addressed the organization. The following year the Board again invited him to come and address an audience made up of Board of Trade members and members of the Board of Supervisors. Again he came and he talked to an audience of, perhaps, thirty gentlemen in the Council chamber—a majority of these being Supervisors who were skeptical or lukewarm on the subject.

Meanwhile the Board of Trade had created a Good Roads Committee as one of its standing committees and pioneer work was unostentatiously begun. The following year Commissioner Earle visited Grand Rapids on his own motion and addressed meetings of Township Highway Commissioners and Supervisors afternoon and evening the same day, and at the Merchants' Week dinner at Reed's Lake last June, as the guest of the Board of Trade, Mr. Earle delivered three good roads speeches. Thus the matter was slowly ripened and at the last election the Good Roads Commission of the Board of Trade completed its four years' campaign by securing the signatures to the necessary good roads petitions, which resulted in the submission of the question to the voters of the four townships and so won the long coveted victory.

DEMAGOGUES BALKED.

Somewhat recently a suggestion was offered in this city that an organized effort be made to attract desirable immigrants from European countries to Michigan, and almost instantly there came a cowardly, impudent and misspelled wail from the labor organizations against the proposition.

Now, in spite of the fears of the incompetents who demand wages equal to those which are received by the skilled workers; in spite of the unscrupulous and mouthy leeches who fasten themselves upon the vitals of laboring men, and in spite of the demagogues who fatten on class hatred, the United States Government has provided means and a method whereby any district in the country or any individual may exert an influence toward securing immigrants to locate in any neighborhood where intelligent, competent workers are needed.

It is now purely a question of providing the Government authorities—the Bureau of Immigration—with accurate and reliable information as to what is needed. The need must be actual, and whatever representations are made as to that need must be correct beyond any question. Moreover, any promises made in support of the claims set forth must be carried out to the letter.

Various desirable results are anticipated through the workings of the new system. First, it is believed that a better class all around of immigrants will come to this country;

next, a greater percentage of those who come will travel to the Central States, the Southern States and the Western States than formerly, so that a much smaller number will be found filling the large cities and more densely populated districts in the East. Another most desirable result will be a more equitable distribution of those who come, so that all neighborhoods will get their fair proportion of the available workers.

But the Bureau of Immigration can not do this work unaided, and if assisted it can not do it satisfactorily unless the information sent in and the promises made are sincerely offered and based upon actual conditions. As an example, should any individual or organization put in a request for ten, fifty or a hundred workers in any particular line to be sent to any point in Michigan, it must be shown that the opportunity for employing such people exists and in all likelihood will prove permanent; that the rate of wages and the cost of living are in the proper proportion; that there is no thought of lowering wages by overstocking the labor market, and, in fact, that the welfare of the particular section specified will be unfairly affected if the request is not granted.

No patriotic, fair-minded citizen can find anything in these stipulations to complain against, and what may be thought of them by those who are afraid of competition on a fair, manly basis is unimportant. Fair and honorable methods are bound to win in every instance and, like the present poverty stricken condition in Wall street, when elsewhere throughout the land all industrial, commercial and financial interests are safely conservative and progressive, so will it be in the labor market. Good, reliable and competent workers will find an abundance of work everywhere at fair wages—fair alike to workers and employers—and the sneaking, cowardly, law-breaking, bullying and incompetent kind will be eternally in trouble.

There are several species of fish, reptiles and insects which never sleep in the whole of their existence. Among fish it is positively known that pike, salmon and goldfish never sleep at all, also that there are several others in the fish family that sleep never more than a few minutes a month. There are dozens of species of flies which never indulge in slumber.

The Supreme Court of Missouri has decided that a physician's fee can not be based upon the wealth of the patient; in other words, that, for instance, a surgeon may not charge a very poor man \$10 for an operation for appendicitis and a very rich man \$500, or even \$50, for the same operation, simply because he is rich.

The Sunday regulations recently enacted in an Arkansas town, according to the interpretation insisted on by the Mayor, prohibit the sale of ice on that day, unless on the order of a physician, who is required to write a formal prescription for the commodity.

DIRIGIBLE BALLOONS.

While our military authorities are worrying over problems of pay and the retirement of the older officers and the Navy is preparing to make a grand naval parade around Cape Horn with all the battleship fleet the military officials of Europe are experimenting with dirigible airships designed for war purposes. Great success has attended some of the more recent experiments until it is now generally believed that most of the military powers will soon be equipped with a number of efficient airships adapted to observation and sustained flight in time of war.

France has experimented considerably with airships of various types, and now has two war balloons in service, equipped for military purposes, which are capable of being maneuvered with accuracy and are of sustained flight. Germany also has acquired a make of war balloon or airship which promises entirely practical results.

The most remarkable airship designed for war purposes yet operated is one recently owned by the British War Office. This balloon, which is equipped with powerful machinery, was able to make twenty miles an hour against a strong breeze and maneuvered with accuracy and ease. The British war balloon is capable of being taken apart and shipped by rail or sea to any part of the world without injury.

While the rest of the world has been experimenting with dirigible balloons equipped for war purposes this country has done but little in that direction. The sooner that our military authorities inaugurate experiments and provide some form of dirigible military balloon the better, otherwise we will drop hopelessly behind other countries in this newest phase of war preparation.

AMERICAN DIPLOMATS.

The life of the American diplomatic agents abroad, whether they be ambassadors, ministers, plenipotentiaries or consuls general with quasi diplomatic duties, is not a particularly agreeable one. Owing to the small stipends paid to such representatives, they are unable, unless they have large private incomes, to maintain the social position which their offices and the customs of the capitals to which they are accredited demand. Where very rich men are named as ambassadors they are apt to secure all the purely social advantages out of their official positions which diplomatic posts commonly offer. This constant seeking after social honors stands in the way of true diplomatic efficiency.

Another burden of the American Ambassador or Minister abroad is the importunity of his fellow-countrymen for social favors, such as presentation at court, introduction to persons of mark and the like. Every American traveler seems to feel that the American Minister is in duty bound to look after him, introduce him into the best society and make him feel at home. It is naturally something of a task to avoid these importunities without making powerful enemies, who, however insignificant abroad, yet wield great influence at home.

While American diplomats are under no obligation to extend social courtesies to their countrymen, it is undoubtedly a fact that they are charged with the protection of their material interests while traveling in foreign countries. Some ministers and ambassadors hold themselves too much aloof and thereby justly incur censure for neglecting the interests of their countrymen. The fact that Americans are over-exacting does not warrant the complete neglect of their presence and interests.

The continued attacks upon the Jews in Russia and repeated outrages, while in line with what has happened before, are none the less reprehensible. There is no reason, warrant or apology for them. The Jews thus outraged have done nothing to deserve the hardships to which they are subjected and there ought to be somewhere and somehow a way of not only stopping the offense but of reaching and punishing the offenders. The Jews are a harmless people and very slow to anger or resentment. It can be depended upon that they have done nothing to merit the assault and in most cases have been unable to put up any resistance worthy of the name. They are simply a persecuted people in Russia. That Russia enjoys about the poorest reputation of any nation in the world and is generally distrusted, not to say despised, does not in any way help the Jews who are cruelly assailed.

T. H. Morton, United States Consul at Chemnitz, has made an interesting report on the waterproof paper industry, which has become of some commercial importance in Germany. They have several methods of making paper waterproof, but the one in general use is to soak the paper in a solution of resin soap, and then immerse in a hot bath of zinc chloride, passed between rollers, after which it is well washed, dried in a hot room, treated with paraffin oil and then run through a calender. The resultant product is strong, tough and pliable. A waterproof pasteboard is secured by immersing sheets of ordinary paper in a bath of nitric acid or the solution of a nitrate, placing the sheets one on top of another and submitting them to heavy pressure.

Mayor Bennett, of Fort Dodge, Ia., recently issued an order commanding all bachelors within the city limits to take a wife within a year, under penalty of a fine for failure to comply. He had secured the passage of an ordinance by the Common Council, authorizing such action. The order brought Fort Dodge and its Mayor into prominence all over the country, and the outcome was looked for with interest. Now people are wondering how the Mayor will take the first fruit of his celebrated ukase. A few days since Nolan Snow, a chauffeur, eloped with the Mayor's daughter, and the couple were married at Des Moines. They now await the Mayor's approval of his own order, which he can not consistently refuse.

You never will have the privilege of sympathy without the price of suffering.

Let the Customer Be Pleased.

Study your customer. You cannot pose him in an armchair and use a microscope—he's there to buy goods; but as soon as he comes in the door you can size him up and learn how to approach him to make a pleasing impression. If the customer's first impression of the salesman is not good, Mr. Customer is going to another man's store to make his final selection unless he finds such a great bargain that he knows he can not afford to pass it by. Not many salesmen have any such bargains. There is nothing for sale that a shrewd competitor can not almost duplicate. The buyer knows this.

If a man is from the same city in which your store is located—and you can tell by his air of confidence, his clothes, and general conduct whether he is or is not a stranger—do not greet him with a warming smile and outstretched arms with the words:

"How d'y do, neighbor; we've just what you want here."

You do not know whether you have what the man wants or not. Let him look around. Make trifling suggestions without forcing yourself upon him until he unburdens himself. Treat him as he should be treated and you will "sell him." He knows what he wants and wants you to let him find it. Try to force something on a man who probably knows more about the article he seeks than all the clerks in the department, and he will go somewhere else and get it. In any large city he can get it elsewhere.

These deductions are made from the standpoint of a buyer who always puts himself in the place of the salesman and thinks how he would approach a man coming into the store, looking not at the faces of the clerks but at the display of merchandise. This man wanted a go-cart the other day and walked into a store where go-carts are for sale. He was going to buy one. He has not bought it yet. This is why:

The man after a go-cart would, in any kind of a crowd, in any kind of a store, by a clerk with the slightest knowledge of human nature, be taken as a man of the city, a man who knows what he wants and where to get it. When he entered the store he merely asked to be directed to the department in which go-carts were sold. Reaching that department the man whose baby wants an airing was accosted by a neatly attired clerk

with an officious manner. The clerk grasped both the customer's hands and exclaimed in a Mulberry Sellers voice and manner:

"Go-carts? Why, neighbor, we've got the best go-carts in the United States. They're cheap to-day, too—"

Mr. Customer interrupted him with: "No, I have changed my mind. I do not want a go-cart to-day." The customer thought he did not look like Rube Green and resented being mistaken for him. His baby won't get a ride in any new go-cart until he gets time another day to buy one where they will let him find what he wants and ask a clerk to demonstrate its advantages to him.

It is likely that the clerk who lost that sale of a go-cart was a new man. He probably had been told to be cordial to all visitors. That's a good admonition. But cordiality means different things when applied to different people. No rule can be made as to the different shades of meaning. Every man wants the same thing that every other man wants, but he thinks he wants something different.

Let the Customer be Pleased has become an axiom in the business world and competition has somewhat tended to make a dead letter of the legal axiom, Caveat Emptor, which means, Let the Buyer Beware. To please your customer you must study him. Your common sense will, at the first glance, put him into a mental classification that will tell you how to greet him. If you greet him right you have him half won.

Warren Ware.

Definition of the Spine.

A class of boys in a West Philadelphia school has been studying physiology with remarkable results. The teacher illustrates her lectures on the subject with a skeleton, and the interested youngsters are seen every day at recess feeling one another's ribs and skulls and pointing out the bones. When the time came for a composition to be written the subject was "the spine." Many interesting papers were turned in on this subject, but there was one that was a gem. The boy wrote: "The spine is a bunch of bones that runs up and down the back and holds the ribs. The skull sits on one end and I sit on the other."

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





Weekly Market Review of the Principal Staples.

Domestics—Although, comparatively speaking, the trading is slight in domestics, the market on this class of goods is strong and firm with few evidences of weakness. The position of gingham is as strong as ever. Prices on prominent lines are yet to be made, and, as is always the case, there is more or less calculation as to what they are going to be and what effect they will have on the market. The experience of previous seasons proves that the demand for these goods is at least equal to the supply if it does not by a small percentage exceed it. Last year the prices made met the hopes of competition and made a permanent settlement of the question for that season. Conditions are identical this season, unless perhaps it be that they are a trifle more acute. Colored goods are also strong and scarce, their position in this respect being proof against any reversal of form for some months to come. Cutters are eager for goods and keep the market reasonably well cleared up of available supplies. Quiltings are also increasing in strength, some lines being in excellent positions. The recent advances made by prominent factors in this class of merchandise prove no detriment to the volume of business.

Bleached Goods—Last week it was noted that houses were charging up goods a trifle faster than orders were coming in, but this indicates nothing, as it is not the first time it has been done, nor will it be the last. Few accumulations are noticeable, and for the next six months this condition will continue. Bleachers find it just as hard to get gray goods as they have found in the past. Some goods can be secured from second hands, but these in five hundred and one thousand piece lots only.

Sheetings—Locally, the buying of these goods is exceedingly small, the same being true of other classes of goods. Throughout the different sections of the country, however, there is a normal demand, and some houses state that the week's business has been very satisfactory, it having in one or two instances exceeded in volume that of the corresponding week one year ago. On heavy goods the market is not particularly active, the same being true of medium weights. Factors in this department of the market report favorably on the outlook, expressing satisfaction at the strength shown and at the attitude in general of this section.

Gray Goods—There is, perhaps, less selling by second hands and it is thought probable that there will be a diminishing of this disposition on the part of holders of contracts. Prices remain as they were a week ago, influenced somewhat perhaps by the better percentage of collections that came in. Sentimentally, this may be considered an improvement over conditions that have prevailed

heretofore, although actually showing no change.

Prints—The demand for these goods is practically the same as last week, a reasonably good volume of business coming from all quarters. Turkey reds and clarets have not yet been advanced to a parity with kindred fabrics and consequently are selling well. From this, however, it must not be inferred that the advance in other lines has been a detriment, for such is not the case. The Central West is a large consumer of these goods and it is stated that some exceedingly loud patterns are being sold in this quarter that would not go elsewhere. The advance of a prominent line of twilled draperies was anticipated. Printed flannelettes have perhaps been more largely sought for this week than anything else, the orders for these being very encouraging. Shirtings have also been in big demand. It is stated that one of the best known shirt makers in the country is almost completely bought up for the spring season of the year 1909.

Dress Goods—The statement by a prominent factor that the line which the buyer draws between what he wants and what he does not want has never been more pronounced than it is this season is true and is eminently characteristic of the position in which the market finds itself. It may be a matter of weight or color or construction, the difference being only trifling. However, the buyer decrees that he wants one and does not want the other, and to quote another seller, his attitude toward the latter is very much such an attitude as he might assume were it a piece of wood. The seller fortunate enough to have the particular goods which the buyer wants finds business to be in excellent shape. However, if he is not thus fortunate he finds it dull indeed. The call for broadcloths is quite as strong as formerly, blues being predominant. Browns are also well sought and between these two the largest proportion of the business is being done.

Underwear—The situation of the knit goods market at the present time thoroughly justifies the opinions which have been expressed in regard to an ultimate lowering of prices, or at least the keeping of prices down nearer to their proper level. Already the manufacturers of underwear are beginning to feel the effects of the recent recession in the prices of yarns. On lines for the fall of 1908 the situation is particularly interesting, and a good fight between sellers and buyers may be looked for before this business is wholly transacted. The large jobbers are holding off to quite a noticeable extent, and it is very evident that they intend to make a thorough study of the present situation with a view to making up their minds as to what future developments are likely to be before they place any orders. This state of affairs by no means applies to any particular market, since the same tendency is noticeable in jobbers throughout the country. It is very evident from this that the buyers are preparing for an extended campaign for lower prices, basing their action

Mr. Retail Dealer:

Have you ever used a piano for increasing cash business?
Would you be interested in a plan and piano to be given away absolutely free that will increase your cash business anywhere from 20 per cent. to 75 per cent.?
Our plan and this high grade, standard piano unsurpassed for cash-bringing results.



Our way the new way, the only way to increase cash business without expense to merchants.

We have just such a plan and proposition, including piano, for one retail merchant only in a town. Our plan requires no investment or ready cash.

We can serve only one merchant in a town. Send today for particulars and ask for letters from dealers who have tried giving away a piano to their patrons, for cash trade, with very profitable results.

AMERICAN JOBBING ASSOCIATION

Iowa City, Iowa

40 Dearborn St., Chicago, Ill.

Trousers, Mackinaws

Covert, Duck, Kersey Leather and Sheep Lined Coats

Let us compare and convince you that we are offering some exceptionally good values. We offer the following range of prices:

Cottonade, Cassimere, Kersey or Worsted Trousers at \$9 to \$42 per dozen.

Duck, Covert, Kersey, Leather, Corduroy and Sheep Lined Coats at \$18 to \$54 per dozen.

Mackinaws at \$20 to \$42 per dozen.

Ask our salesmen or write us if interested.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.

on the situation in the yarn market. They have complained enough in regard to present prices of underwear to make it sure that they will do their utmost for price concessions before buying any goods.

Hosiery—This market by no means presents as strong a front as it did, since already the fact comes to light that business on low-grade lines has let up considerably. As far as high-priced goods are concerned, there has been little change, and although it is now difficult to tell what the future will bring, for the present at least the outlook for this class of goods is very good. The current demand for goods of medium grade is still very satisfactory to the sellers, and considerable business is being put through, especially on lines of men's black half hose. For the cheaper lines of fancy half hose there are still the demand and still the scarcity of supply that has been noted for some weeks past.

A Young Man Should Know His Strength.

Too many young men making a start in life wreck their opportunities in unwise, futile protest against conditions which, in the nature of things, their first duty is to accept. Often, too, it is the young man of the highest promise, who thus becomes a victim to his own intemperance. This type of man naturally is of the nervous temperament. He knows his qualifications for his work. He is conscious of at least a thorough grounding in the basic principles of his specialty. He enters business life prepared to do his best along the line of his ideals.

But suddenly he finds that business is not idealism. Its ultimate object is the attainment of results. If by chance idealism attains this objective end, so good; if idealism will not do so, however, materialism must. "Drive a nail where it will go" is the philosophy of the employer. This is the hard condition against which so many young men find themselves at war. There are young men protesting against the inevitable in their business atmosphere, taking intemperately to fellow employees and perhaps spreading their dissatisfaction where it might otherwise never have cropped out, who, if invited by a department head to express in private what their feelings are regarding their work, would shirk the opportunity. Thousands of these young men as likely would consider thrusting a hand in the fire as voluntarily to offer a suggestion to a chief as to better ways and better means in business conduct.

What is it, unless cowardice, which accounts for the position? There is another phase of the situation. The impulsive one may be so little regardless of his place as to say, bluntly, "I won't do this in that way." Perhaps the young man has made himself personally so well liked by his employer as to escape discharge on the spot. The employer may not even press him for the reason why he refuses. But at least he is entitled to an answer to his question, "Well, how would you do it and accomplish the desired end?" Can that young man answer the question in-

telligently and satisfactorily? Has he ever considered the same possibility of doing it another way? It is something to be done. He has been chosen to do it and can not explain why he fails of the duty.

Especially that young man who has had idealism preached to him as a fundamental doctrine finds in entering business life that he is much in the same condition as is the crab which has dropped its shell. There is no sheltering stone under which he may hide while a new armor grows. He must accept conditions and go to work under them. Not realizing his own untried and untrained ideas, his first impulse is to protest against something which may have been the evolving growth of a generation or more. His dissatisfaction grows upon his dissatisfaction, until likely he will say to himself: "Well, I guess I can get a place somewhere else." But under what conditions? He does not know. If he seeks advice at all it is likely to be the advice of those who he knows will sympathize with him without knowing the conditions. Careful judgment might show him that in his first venture he has the best of opportunities, which in such a move he is throwing away for life. The whole trouble may be within himself.

If you, young man, are kicking against the pricks, find out authoritatively whether or not you are in the "soft shell" state.

John A. Howland.

Ballooning Has Become a Science.

Darius Green and his flying machine have founded clubs in Paris, ballooning clubs for the theoretical and practical study of various modes of aerial locomotion and the science which pertains thereto. They propose to make the greatest practical number of ascensions and experiments in such manner as to popularize most effectively ballooning as a sport; to facilitate for young men who have not yet rendered their military service admission to the balloon corps, and to give certificates of aptitude which will enable its members to reach the grade of corporal after four months of service; to promote the breeding and training of carrier pigeons. During autumn, winter and spring the meetings are devoted to study of maps and topography, practical exercises with a school balloon in a net, study of atmosphere and air currents, aeronautic apparatus, lessons in tying knots in cordage, in starting balloons and other details of ballooning. The months of July and August go to outdoor work, including numerous balloon ascensions. There is some difference of opinion as to the value of the instruction furnished by these clubs in preparing men for practical service in the balloon corps of the army, but there is no doubt of their important influence in popularizing ballooning as a sport and a science. The rank and file of one of the clubs are workingmen. Another is composed of the well to do, educated Parisians.

It's a poor plan to advertise the sweets of religion with a sour face.

Edson,
Moore & Co.
Wholesale Dry Goods
DETROIT

A Warm Proposition

Our line of Men's and Boys' Underwear, Mittens, Gloves, Socks, Lumbermen's Sox, Sweaters, Duck, Corduroy and Leather Coats, Mackinaws, Caps, etc., in fact, everything to keep warm from head to foot. Order now while lines are complete.

P. Steketee & Sons
Wholesale Dry Goods Grand Rapids, Mich.

WORDEN GROCER COMPANY
Grand Rapids, Mich.

The Prompt Shippers



Making the Most of the Autumnal Season.

Although we are just now in the midst of the fag-end of a summer temperature, fall has come. The nights are growing perceptibly cooler. The foliage is taking on its autumnal glory. How rich and fortifying are those inimitable splashes of color which Nature flings out against a dark green background.

It is as if Mother Nature had completed her strenuous tasks of summer and now proposed to give herself over to the festivities of a holiday. At all events there is some suggestion of the holiday spirit in the gay and festive colors in which she now decks herself. Maybe that is one reason why we go back to the grind with such reluctance—we can not escape the suspicion that Nature is out on a lark.

But the assumption is that we are by this time all back to our places of business. Some shoe dealers, perhaps, have not been far away from their shops the livelong summer. I extend my sympathy to all such. You really deserve a rest semi-occasionally, and if I had my way about it you should have it. But this isn't an auspicious past-time for the alert shoe dealer; there is too much to be done getting ready for the fall trade. If Nature wants to get gay and festive and paint the forest with yellow and crimson streaks, that's Nature's lookout; but your gay and festive proclivities had better take a more practical turn.

Not to the shoe dealer who is sensible of the possibilities afforded by the shifting seasons do these autumnal days appear "melancholy," as the poet declares. On the contrary, these autumnal days, cool nights, chilling rains and east winds are quite acceptable. They are prophetic of sales. They suggest divers and sundry shoe needs which must before long be provided for. They are prophetic of discarded summer footgear soon to be replaced by more substantial shoes for fall and winter wear. All of this means activity in our trade and a-c-t-i-v-i-t-y spells prosperity.

The forthcoming demand for fall and winter footwear suggests the propriety of exhibiting the goods. Many alert dealers are now doing this in a commendable way. The windows are now replete with many new and fetching creations in the way of heavy shoes for men and women. In addition to staple fall and winter lasts one may see in almost every representative window specimens of the heavy soled winter oxfords in tans, dull finish and demi-glazed leathers. Already the conventional high top, heavy soled winter shoe is in evidence, together with pumps and slippers for evening wear indoors what time the night winds are moaning without. With such an attractive and varied assortment of footgear to chose from verily he who chooses not

at all is well nigh inexcusable. But the non-choosers will be in a decided minority this fall.

Many will, as a matter of course, defer the day of choosing as far as possible. "It is characteristic of men," said a certain observing shoe dealer, "to put off the day of shoe investment for winter wear as far as possible. The old summer shoes have grown to be so comfortable with them. Somehow the leather has adjusted itself so snugly to the little peculiarities of the feet that there is no longer any protest between the shoes and the feet. The original shapeliness and beauty of the shoe are things of the past, but there is still a modicum of leather between the sole of the foot and Mother Earth; and as long as this is the case—and weather conditions are at all favorable—new shoes will be thought about and admired from a distance—men are inclined to buy tardily."

And all this is doubtless true in the main. Many men who are not overly particular as to the appearance of their feet will often procrastinate the purchase of new shoes. For many reasons such a course may be poor economy, but man is generally inconsistent at some point in his anatomy, and right here is where much inconsistency crops out. But the weather has a way of boosting the business and stirring up buying activity. It will not be long until those proverbial November rains will be on the schedule. And everybody knows that a cold, soaking, sloppy, nasty rain is the nicest thing in the calendar for the shoe merchant. When these rains come men begin to wake up to the fact that they must have shoes, and have 'em at once.

In view of this demand which will shortly become insistent, the shoe dealer is wise in displaying in the most tempting manner his fall and winter shoes. Be prepared for the rush season when it comes, and it may come sooner this year than you anticipate.

It is not enough to exhibit fall and winter shoes in your windows at this season. This is well enough as far as it goes, but it does not go far enough. Add something suggestive and typical of the season.

The possibilities of getting up something novel and attractive to help your shoes elicit the public's attention are many and various. I recall a most interesting window before which I lingered with appreciation last fall. On the floor of the window there was a large collection of autumn leaves, chiefly oak, and maple and sycamore, if I remember aright—russet, lemon, yellow and crimson. In addition to the autumn leaves there was a massive bunch of choice goldenrod in a huge cut-glass vase in the center of the window. There was nothing gaudy, nor expensive, nor inappropriate about the effect; but it had the double merit of simplicity and attractiveness.

Branches of trees with clusters of well-colored leaves, especially oak, beech and sugar tree, can easily be secured. In some sections of the country black haws and sumac can be found. Something in the way of fruit or melons—as a huge yellow

Everybody Wants The Best For His Money

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

Michigan
Agents



Not In Any
Trust

Grand Rapids Shoe & Rubber Co.

28-30 South Ionia St.

Grand Rapids, Michigan

The Best Yet Our Holdfast Shoes

Strong and as solid as a rock

These shoes are made expressly for Hard Wear and
will stand the test

If you are open for a good reliable line of strong work-
shoes it will pay you to put them in

Wayne Shoe Mfg. Co.

Fort Wayne, Ind.

Our salesman will be pleased to show you

pumpkin or a few specimen ears or stalks of corn—possess an interest always, more especially in the larger cities. As symbolizing the harvest season there is nothing more effective than the ancient cornucopia with its fruits and clusters bountifully and temptingly pouring forth. Cornucopias in papier-mache and wicker-work can doubtless be secured in most of the larger towns. If not they can be had in the cities.

You can build up a good trade among college boys on the merits of a good line, provided it is a pace-setter in the matter of style; but when you go out after the trade of school children you will have to resort to a good many outside tactics if you make any decided success of the effort. I know a certain shoe dealer whose trade with little folks is truly phenomenal. The secret of his popularity lies in the fact that he has adapted himself to the child life. He has learned what has been called "the point of contact." He never makes what Kipling has called "the mistake of talking down to his superiors." He is bright, cheerful, companionable and resourceful—always ready with a joke or a story at the psychological moment. In dealing with boys from 12 to 17 years of age he treats them as men—and you know boys of that age want to be men with every atom of their contradictory being.

Contests, prizes, souvenirs, and the like, are well enough to secure the attention and interest of young people, but this initial interest must be followed up by judicious salesmanship.

And the advertising should be seasonable. The subject of advertising is veritably inexhaustible. In spite of all that has been said and written on this topic—and the literature of modern advertising is one of the movements of our age—much remains to be said thereupon.

Good advertising is always in order, but with the incoming of a new season with its multiplied demand for our wares, an effort should be made to make the advertising more irresistibly attractive than it has ever been.

I am always interested in the things retail shoe merchants are saying about their goods. Recently I saw a street car advertisement that had an unusually bright thing in it. It was a parody on the proverb, "Great oaks from little acorns grow." It read, "Great aches from little toe-corns grow." The dealer whose genius originated that idea, or caused it to sprout into another, went on to talk about the comfort-producing features of his shoes. In view of the fact that nine people out of ten know something out of their own experience of these aforesaid aches which grow out of toe-corns, it goes without saying that this proposition had its effect on every one who read it.

Seasonable advertising is advertising that not merely seeks to focus attention upon wares that are now in demand, but seeks to do it in a way that harmonizes with the spirit of the season.—Cid McKay in *Boot and Shoe Recorder*.

Little Chats With Live Shoe Dealers.

If I were a shoe merchant—and if ever I do take a fling at the retailing end of the trade, it's shoe retailing for me—I would sit down and say to myself something like this:

"Cid, you are in the biggest business in the world. You have fellowship with the brightest, the finest and the most aggressive set of hustlers the world ever produced. It is royal company you are in. For the sake of the profits, get busy. Don't sit down and get stiff. Get up. Keep up. Remain supple and productive. If you want to sell shoes, you've simply got to hustle and cut the caper. If you are beaten out in the end by superior brains and better equipment on the part of your competitor, you'll still have the satisfaction of saying, 'I did my poor best,' but if you just sit down and let the fellow run over you without a protest on your part, you'll end up with nothing more substantial to your credit than the psychological outlook of a whipped dog. Prolong your youth. Postpone indefinitely the day of fossilization. Put off by vigorous exercise the day of commercial rheumatics."

Assuming that you are interested in the retailing end of the shoe business, there are some pertinent and pointed questions that ought to be (and doubtless are) claiming a large portion of your thought. These questions run something like this: Is my business growing? Is it growing as rapidly as it should? Am I transforming casual visitors and occasional customers into staunch and loyal friends of the store? In all seriousness, doesn't my business need a boost? What can I do to inaugurate this boost? How can I secure two customers where I now have one? And how can I sell an old customer six pairs of shoes per annum where I am now selling three pairs? How can I sell a \$3 pair of shoes where I am at present selling a \$2.50 pair? How can I focus a little more attention upon my store and its wares? In other words, how can I get it borne in upon the dear public that I am assuredly in the shoe business—and in it with a vim and a determination that can not be gainsaid or bluffed?

Have you ever asked yourself such questions as these in the quiet night watches when the children were fast asleep, and your mind was clear to grapple with the problems and possibilities of your business? We are told by our philosophical friends that we ought not to worry. Good advice, doubtless, as far as it goes. It is certainly never in order to butt one's brains out—either figuratively or literally—against an imaginary or a material brick wall. And yet most of us never get really keyed up to the do-itable pitch until we are compelled to swallow a big dose of worry. If worry leads to expansion of the business, it's worry worth while. And if the business is not expanding, you ought to be worrying—or hire some good man to do your worrying for you.

Discontent is ever the psychological background of revolution, reformation and progress. People who do things are always people who sweat

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.



Easagos

Easagos are the most comfortable knock-about shoes in Michigan. They are made in blucher or bal cut in black or tan.

They are that perfect and ideal combination of flexible glove-like softness and extra hard wear in such great demand by the people who do lots of walking in our fields and factories.

Our trade mark on the sole guarantees the wearer just this sort of comfortable shoe satisfaction.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

and stew and raise all manner of Cain because things are not being done. It is better to sweat blood for a season, if, in the end, the business is made to grow and expand and take on new life, than it is to take things easy and ultimately wind up flunked and petered out.

When a man gets to broadsiding himself with serious, leading questions such as the above, he is pretty apt to detect himself in the act of confusing the issue with apologies of one kind or another. He is tempted to think within himself: Conditions in my town are peculiar; the shoe trade in my community is so thoroughly worked; my competitor is more fortunately located—always was a better stand for business than mine—people somehow just seem to go there for no apparent reason; I do not seem ever to have a fair show; somehow people in this community do not seem to appreciate real shoe value—they confirm the Barnum hypothesis in wanting to be humbugged; and I guess, on the whole, I'm doing about as well as any other man in my position could hope to do.

Now, when a man apologizes—either audibly or silently down in his thought-precinct—for not doing something that he really knows he could do, and ought to do, he is playing false to himself and his own interests. It would be better for that man if he were strictly honest with himself, and frankly admitted that he either wasn't making good because he couldn't or because he wouldn't. At all events, he ought to face the issue squarely. He ought to be courageous enough to look facts squarely in the face. And he ought to be willing to take the bitterest pill a man ever took—namely, to recognize, without apology, his shortcomings.

Facing the issue squarely is preliminary to all forward movement. If your store isn't popular nobody's to blame for it but yourself. If you are not selling enough shoes to make the business a paying proposition, it is your own fault. If people leave your store without buying, it's up to you to remove the cause. If people are not buying as many shoes as they might, it lies with you to increase the sales and elevate the local taste in footgear. The situation is yours—if you will master it. You are the center of the circle. You are the head of the fountain. You are the dynamo of the plant. You are the spider on the web, and by your spinneret the web was spun. If you don't like the prospect—change the prospect. If you need more customers—produce them. The sooner you come to realize that you are the whole push, the better it will be both for yourself and the business.

When a man gets to thinking along the line of possibilities implicit in the retail shoe trade, he ought to set himself some sort of a goal or clear-cut plain as a pike-staff. And bear this in mind: it's easier to work for a big thing than it is to work for something small. You can enlist ten people in a big proposition where you can interest one in some petty enterprise. And you can persuade a man to put a whole lot of enthusiasm into the big proposition where you

couldn't, for the life of you, get him at all excited in a trivial enterprise. Big things are fascinating. There is nothing interesting or spectacular in a carload of clay and rock, but let it be a big mountain and people will cross continents to see it, and climb up on top of it, and take views of it, and wax eloquent in descriptions of it.

It is a good plan, then, in outlining your future business to outline it on a large scale. Bid for more customers than you really have a moral right to. Plan bigger sales than your most enthusiastic supporter ever dreamed of. Project bigger schemes for building up the trade than your sales people ever heard of. Hitch your automobile to the fastest thing in the solar system. Take all of the clerks into your confidence and inoculate them with the virus of your own prodigious enthusiasm. When the time is ripe, tell the public what you propose to do—and why. The very largeness and dashness of your vision will help to bring about its fulfillment.

Having set your mark—and set it high—sound out a slogan for more trade, order a boost wagon, float flaming banners, shed your country's ink, and make the welkin ring with your appeals for business.

It is one thing to outline an important task; to do the thing outlined is another proposition. Some shoe merchants see large visions of future trade semi-occasionally—especially after a good dinner—but the vision vanishes with the cigar that helped to inspire it. A vision profits little unless there is a persistent, continued and adequate effort put forth to realize the same. Mere pipe-dreams do not materially enhance the profits of the business.

Forget the successes and failures of the past. Forget the white canvas shoes and the color novelties that the public wouldn't deprive you of. Forget the advertisements that didn't pull and the pulls that didn't add. Forget the whole damp family of Hopes Deferred, and focus your optics on the new high water mark of the sales that are to be.

And organize. Map out your selling campaign. Lay siege to the prospective business of your community. Enlist everybody in the store from the office boy up. Assign each person in your employ a definite task to do—and stay behind him with a sharp stick until the thing is done. Pull together. Do team work. Let your campaign be a simultaneous one.

And this reminds me of a joke. Ephraim was an important witness in a murder trial. Ephraim was an

American citizen of decided African descent.

"And you say, Ephraim," said the prosecuting attorney, "the shots rang out simultaneously?"

"Yessah! Yessah! Simultaneously—fust one, den de udder!"

By keeping your eye resolutely upon the goal of bigger and better things in the shoe retailing line, by working systematically and continuously for it, and by enlisting the hearty and enthusiastic co-operation of your people, there's no earthly reason why you shouldn't enlarge your business.—Cid McKay in *Boot and Shoe Recorder*.

He Knew Her.

The conductor looked at the thin man.

"Do you see that stout woman at the other end of the car—the one with the monkey hat?" he asked.

"I think I see the one you mean," the thin man responded.

"There, she's looking this way," said the conductor. "Well, sir, I admire that woman."

"You do?"

"Yes, I do. She may have a squint, and wear bad-fitting clothes and big shoes, yet I admire her."

"Why?"

"She knows how to get off a car the right way, that's why. She's too stout, and her hair is ratty and she hasn't any taste, but when she steps down from the back platform I never worry. I know she'll land all right. I'm dead sure she isn't going to sit down in the mud and ask me for my number. That's why I admire her. Here she comes now. Watch her when she gets off."

The stout woman came down the aisle and briskly descended to the street. And the conductor, with his hand on the bell-rope, winked approvingly at the slim man.

Then the stout woman looked around.

"Come, George," she called, and the slim man meekly followed her.

HATS At Wholesale

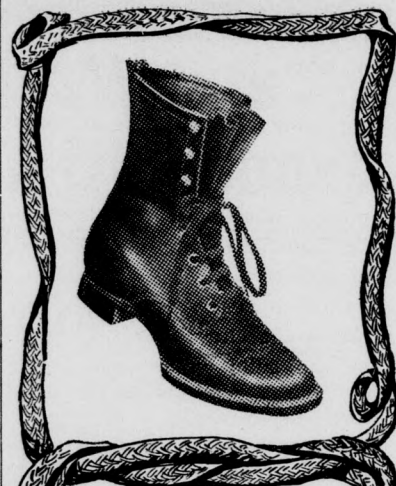
For Ladies, Misses and Children
Corl, Knott & Co., Ltd.
20, 22, 24, 26 N. Div. St., Grand Rapids.

MAYER Martha Washington
Comfort Shoes hold the trade

"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.



No. 887 H. B. Hard Pan

8 inches high, Blucher cut, Klondike Hooks and Eyelets, Double Sole Standard Screw. Carried in stock.

Success Seems to Follow the Shoe Men Who Buy H. B. Hard Pans

"A good line to push hard." They avoid job lots by buying fewer lines because H. B. Hard Pans sell to the average man who wants a cracking good value in a medium priced shoe.

Extra good values in boys' line—just as good in the men's. Profit enough in the line so that the dealer can afford to be liberal with the customer.

Indications point to a greater selling on this line for fall.

It's your move. A postal will bring you samples.

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

Herold-Bertsch Shoe Co.
Grand Rapids, Mich.



The Other Side of the Mail Order Problem.

Written for the Tradesman.

"There are two sides to every question, don't you know it, Benson?"

Farmer Trufast seated himself on a stool and filled his pipe.

"Most questions there are," admitted Steve Benson, who had opened his daybook and was jotting down the bill of groceries he had just sold to the farmer.

"Name one that hasn't, Steve."

"I might do so if I should think a while. But what have you on your mind now, Jake?"

The merchant closed the book with a bang and came out from his desk and leaned against the counter in front of his customer.

"There's a lot of gas about the mail order fellows."

"Admitted, and shouldn't there be? I tell you, Jake, you farmers are making a mistake and a blamed big one."

"Some of us are, that's a fact. We oughtn't to trade where we can get our goods the cheapest, of course not. That hurts home dealers and serves to injure local towns. Of course, if I can buy a good vehicle in Chicago for two-thirds what the local chap asks I have no moral right to do it. Of course, by sending away I shall be able to get a brand new, easy-riding rig for my invalid wife to ride in, but what of that? The old open buggy must serve another year unless I conclude to go in debt on a high priced rig that Mr. Local Dealer has in stock—"

"But see here, Jake."

"Well, Mr. Benson?"

Farmer Trufast removed his pipe and gravely spat in the cuspidor.

"Why not buy a cheaper rig of the man at home?"

A faint smile dawned on the face of the other.

"I reckoned you'd ask that question, Steve. I can answer that too quick. Mr. Local Dealer will have only the best. Nothing less than sixty dollar buggies will he sell. The best is always the cheapest, you know. He says so and, of course, he knows."

"You aim to be sarcastic, Jake, but after all there's a good deal of truth in that saying. I believe in buying good things—"

"So do I if you have the money, but I am of the opinion that the originator of that saying was either a bloated plutocrat or a fellow who earned a big salary and spent it as fast as he got it. Now, it is nonsense to tell me, who has only a little money, to always buy the best of everything. I can't do it. That's the afct of it, Steve."

"Well, wait until you do have the price, is my motto."

"A good one, too, providing it will work," agreed Trufast. "But, see here, I can't buy that rig at sixty dollars of the local man. I've got exactly forty dollars to spare, and because I haven't the price must I go without a new buggy? Your local dealer will say—"

"But, pshaw!" ejaculated Benson impatiently; "you know you can get time on buggies, while the Chicago

fellows exact spot cash. There's a difference."

"Yes, in favor of the other fellow. I don't like to run in debt for a pleasure boat. No, Steve, I mean to have the rig, and I can't see why I may not have a moral right to send my forty to the outside man since the local chap won't sell for what I can afford to pay. Another thing, talking about cheapness, I can buy a buggy of a mail order concern, just as good as the village man sells, for two-thirds his price. Now, why in the name of common sense shouldn't I do it?"

"Perhaps you should if what you say is true."

"Then you think I am lying?"

"Not exactly that, Jake. You imagine—"

"Imagine nothing!" snapped Trufast. "Tom Stanger, my neighbor, bought a buggy of a Chicago house three years ago which cost him a little less than forty dollars. He has used it a lot and over some of the worst roads in Michigan, and it has stood the racket better than has the seventy dollar rig that Bill Watkins got of the local man two years ago. You can examine both rigs any time if you want to and you'll say the same. Now, my neighbor Tom is well satisfied with his purchase and he wouldn't have had a buggy to this day if he hadn't bought of the outside man—he couldn't have afforded it."

A customer came in just here and the conversation ceased. After the woman, who wanted only a bar of soap, had gone Trufast resumed:

"I'm not defending mail order fellows entirely, nor the farmers who patronize them. It's this way: There should be reason used. When the local man sells anywhere near as cheap as the mail order chap, why, patronize him, of course."

"And not otherwise? You would, of course, allow the purchaser to be the judge as to about what difference in price was allowable. It seems to me the local man knows best what he can afford to sell his goods for. He must make a reasonable profit or go out of business."

"Well, and how about the farmer? You fix the price you pay for his product and set the price also on what he buys; or, at least, you did until the mail order men came to the rescue, since which time the game of trade hasn't been quite so one sided," and Trufast laughed grimly.

"There's neither rhyme nor reason in what you say, Jake Trufast," retorted Benson. "That yarn about the merchant fixing prices has been exploded a thousand times. At any rate the retailer can not fix prices; he has to sell frequently at or below cost in order to get out of a hole."

"A hole of his own digging, you mean. Well, we won't discuss that part of the game. Human nature is the same yesterday, to-day and forever. You merchants take advantage of every drop in prices to stock up so that when a rise comes you can make an enlarged profit. I'm not complaining of that. It is what I would do myself."

"Then what are you growling about?"

"Nothing at all, my dear man," chuckled Trufast. "I'm only stating a few facts and showing you how you local dealers stand in your own light. Now, for instance, suppose I should come to you with a load of clover seed and ask you \$10 per bushel for the same. Would you smile and say, 'Come in, I'll take the seed, although I can buy it cheaper in Grand Rapids; I believe in patronizing the home man every time?' Would you say that? Well, not as anybody knows of. 'Why, I can buy clover seed for \$9 in Grand Rapids. Can't pay you any more than that.' That's what you would say and you know it. Now, hold on one minute, Steve, here's another instance: How much patronage would Grand Rapids wholesale dealers get from the village merchant providing the local fellows could buy in Chicago cheaper? Would you fellows say, 'We want to build up our own city here in Western Michigan; we are good loyal Michiganders and won't patronize Chicago dealers, even although it means hundreds of dollars to our profit in the course of the year?' How many local merchants would make the sacrifice, Steve—would you? I tell you this thing is as broad as it is long and you can not blame us farmers for doing just what you do yourselves."

"There are a good many things to take into consideration, Jake—"

"I know; I know," getting upon his feet and dusting his pipe. "I've got to go now, Steve, but I'll see you again some day and talk about the other side of the question. Good day to you," and Farmer Trufast went through the door and away.

J. M. Merrill.

His Remarkable Timepiece.

A man halted in front of a jeweler's store where there is a clock regulated hourly from the Washington Observatory, drew his watch halfway out of his fob pocket, glanced from it to the store clock, replaced it and started on with a stride almost cheery.

"Going all right?" asked his companion.

"On the second," said the man.

"You seem to take pride in your timepiece."

"So I do."

"Costly watch?"

"Present to me."

"Good timer?"

"Well, I couldn't set her more accurately unless I used a microscope."

"How long since it has been set?"

"It's going on a year now."

"You don't say so! And hasn't been regulated or reset?"

"Nope."

"I suppose you like to compare it with a clock you know is showing true time?"

"Yes; I haven't got over that habit."

"Suppose it needed regulating?"

"I don't know anyone who would undertake the job."

"Such intricate works?"

"Well, to have it done by a man who would undertake it would cost almost as much as the original price."

"Well, well! But, fortunately you don't have to have anything done to it often—I think you said it was going on a year since you had any work done on it?"

"Yes."

"Just for curiosity, about how long has it been since it was set?"

The owner of the watch took another sly glance at it and said:

"It is now just 11:32 a. m. At 10:48 I set it by the clock we just passed. My wife gave 98 cents for it the day before yesterday at a department store and yesterday I dropped it off from an elevated railroad station. I thought the fall might put it out of commission, but it seems to be going all right."

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References: Phoenix National Bank, Home Savings Bank.

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SECOND MARRIAGES.

Instances Where They Are Sometimes Wise.

A shrewd old lawyer, whose clever and caustic speeches were remembered long after his death by those who heard them, used to quote the saying: "Advice is the worst vice there is;" and he added: "Few people ask advice because they want counsel." Generally they hope to be confirmed in the course upon which they have already decided; when the contrary happens they rarely take the advice, and in any case they resent it, so it is wise to be chary of your opinion concerning other people's affairs.

Especially is this true with regard to love affairs. In this land of liberty and era of personal freedom most persons are at liberty to marry as they choose, provided that both Barkis and Peggotty are willing, and excepting when parents and guardians feel themselves in duty bound to interfere, the best course is to let them alone. Strangers above all have no right to make or to meddle.

As to second marriages, there is nothing to differentiate them in this respect from first marriages. Indeed, since the persons concerned usually are older, and presumably wiser, they have still greater claim to be permitted to "gang their own gait" without hindrance. True, some men and women come to years of discretion at 17, and other fail to arrive at 70, but that has nothing to do with the case. The marriage bond is "till death do ye part," and the man or woman who has buried one spouse is at full liberty to take another if he or she is so disposed. "The law allows it, and the court awards." The question is one which each individual must decide for oneself.

Nowadays experience goes to prove that people who have been unfortunate in their first choice are more likely to marry again than those who have been fortunate. There is a bit of the gambler in the nature of most of us, and the man whose pockets are full is more willing to quit the tables than he who is losing; one seems always to hope that the luck will turn.

Dr. Johnson pronounced a second marriage to be "the triumph of hope over experience." Others, who are less epigrammatic, affirm that to take a second partner is the highest compliment which can be paid to the departed first. In some cases the real romance of marriage only awakes with the second wooing. It by no means follows that it must be a prosaic, practical transaction. Mature love will naturally lack some of the undisciplined fervor of younger days, but it will probably go deeper and last longer. It should be controlled but not cooled by experience. Prudence and foresight must not be confounded with cold blooded calculation. An important consideration in the remarriage of parents with children under age is, or ought to be, the welfare of those children.

The widow who writes, evidently hoping to be told that it is her duty

to her two boys, aged respectively 15 and 13, to give them a stepfather is advised to read David Copperfield. She says that she is unable to control the lads, who need a stronger, firmer hand than hers. This may be, but it is well to be sure that the hand is gentle and tender as well as strong and firm. Plenty of excellent fathers and mothers testify that it is not always easy to be patient with one's own children; it is infinitely harder to be so with the children of another. A stepfather is a dangerous experiment, unless he be a man of uncommon fiber; and he and the boys ought, if possible, to be chums before the remarriage.

The man whose wife dies, leaving him with small children, is in a most pathetic position, and if he loves a good woman who loves him, and who for the sake of that love will mother the little ones, the best thing he can do is to marry her. Let him be sure he is right and then go ahead; the fact that his deceased wife's relatives object to his remarriage does not entitle them to forbid the banns.

One bit of advice may be safely given: No man or woman who is of a strongly jealous disposition ought ever to undertake to play the role of No. 2. It is inevitable that they will be compared, in thought if not in word, with No. 1, nor need the comparison necessarily be painful. It is not generous of No. 2 to try to banish all traces of the predecessor. The man or woman who lightly can abandon all memories of the partner of youth is not so likely to be an ideal companion for middle age as the one who cherishes a tender regard for the dead, side by side with an honest love for the living.

Helen Oldfield.

The Old Dash Churn.

I stood in the shade near the cellar door,
At the foot of the stairs on the cool damp floor;
And I worked so hard that it would seem
That to butter I never could change that cream,
And my eyes to the bulkhead would longingly turn
As I pounded away at the old dash churn.
Sometimes I have stood for an hour or more
On the cool damp clay of the cellar floor
And pounded away with my might and main
Till my arms would ache and sorely pain,
And I've thought 'twas hard my butter to earn
As I pounded away at the old dash churn.

I saw the men going out to mow
As the dasher I plied, now fast, now slow,
Till mother came down and made it hum
And quickly then did the butter come,
And she said, "I wish I could make you learn
The short quick stroke of the old dash churn."

But times have changed—I stand no more
On the cool damp clay of the cellar floor.
In a factory I work, in a city grand;
On a hard wood floor all day I stand
And my feet at night, they ache and burn
And I wish myself back by the old dash churn.
J. W. Follett.

A Good Guide.

Governor Vardaman, of Mississippi, in the course of an address in Jackson, repeated a pithy saying of the famous Bishop Wilberforce.

"Bishop Wilberforce," he said, "was out driving one day when a man on horseback stopped him, and, thinking to have a joke, asked:

"Excuse me, Bishop, but could you tell me the road to Heaven?"

"Certainly, sir," the Bishop answered, "turn to the right, and keep straight on."

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THE LIFE WORK.

It Should Be Found Along the Line of Natural Abilities.

Written for the Tradesman.

Eli Whitney invented the cotton gin. It was not a get-rich-quick enterprise for Eli. Others profited financially and humanity in general from his day until the present have been benefited by that invention. To Eli, however, it brought much trouble and disappointment. He was robbed of his rights as inventor of the cotton gin, and but for some minor invention from which he realized a few thousand dollars late in life he would have passed all his years in poverty.

His misfortune in not realizing any financial remuneration from his invention is but a sample of the lot of many others who devote themselves to the work of studying out and perfecting devices for the good of the people. The knowledge that such all-absorbing devotion to a chosen field, such struggle, such self-denial, such endurance of hardship and even contempt from one's fellowmen is seldom adequately rewarded, together with the ever-present, insistent, never-to-be-postponed bread and butter problem, has no doubt deterred many another inventive genius from a career as an inventor.

Believing himself endowed with rich inventive faculties he has often been inclined to construct certain devices to facilitate work which he sees being done by hard, disagreeable or unsatisfactory methods. He has perceived the need of improvements in connection with the development of present day mechanisms. Many things which are designed to be of great service to the public fail to give entire satisfaction simply for a lack in some particular. These minor defects are often noted and the way to overcome them seems very simple. With practical mechanics to work out the suggestions and capitalists to finance the undertaking grand results for humanity and fortunes for the promoters might be realized.

"Great minds run in the same channels." Meantime, those mysterious currents of thought which envelop humanity, which seem ever to be seeking receptive minds, pass without visible means of communication through the world. The same course of study, the same opportunity of observation, the same perplexing problem, the same desire for improvement, the same endeavor to acquire that which will aid humanity, results in transforming such minds into objective points, into wireless telegraph stations, so to speak, by which communication of superior knowledge is made to human beings. And so, from time to time, the would-be inventor finds described in the press of the day the attempts or the accomplishment of the very projects for which he has longed.

It might have been his to give to the world some of these grand achievements. It might have been fame and honor, possibly wealth, for him had he grasped the golden opportunity, had he dropped all minor matters and put forth all his efforts to produce the much-needed good as

soon as he believed in the possibility of his accomplishing it.

Thus we see that: "Time and tide wait for no man." The idea that is to bless humanity can not brook delay. It can not wait until more propitious conditions. It breaks forth wherever it can find human impulse to aid it. The originator may have very crude constructive powers, but the idea is freed from its sphere of useless activity, is recognized by minds possessed of adequate executive ability, and is given to the world in the shape of some great invention.

The hope or prospect of reward is not the predominating motive with all inventors. Having received from some mysterious source a conception of some mechanical contrivance which will prove beneficial to the world, or having noted some need of public utility, they set out to construct that which will produce the desired result. They seem to foresee but little of the difficulties in their path. The accomplishment of their purpose seems always but a short distance in the future. The meager supply of necessities, the lack of comforts and the foregoing of luxuries for themselves or families are looked upon as but temporary. The despondent wife and dependent children are encouraged by the inventor's assurance of speedy success and resultant prosperity, which, alas, come to but comparatively few of those who strive so long and earnestly in the field of invention.

Some never accomplish the desired object; some triumph over material difficulties and produce that which benefits the world only to be robbed of their financial compensation. What, then, is their reward? They are certain of the common need. They have confidence in the merit of their plans. They do not wait until there is a popular demand which causes many to enter that particular field of investigation. They do not hesitate to risk their time and means to bring forth the desired improvement. They do not weigh the chances as to their being well paid. They produce what they believe and what, indeed, proves to be a great blessing to humanity. The world owes them much, but it will freely give them only the honor, only a name on the roll of distinction. Through lack of funds or lack of business training they may fail to protect their rights in their inventions as required by law, and are left poorly paid, perhaps helpless and penniless, while many are enriched or prospered as the result of their toil.

In many other occupations in life the worker takes little chance of losing his reward. He demands his pay at the completion of his task; he requires the price when he delivers the goods; he stipulates the compensation when he contracts to perform the labor. This the inventor can not do. It appears, then, that he who enters the field of invention, who takes up that line as his life work, must be possessed of other qualifications beside an inventive mind. He must have unbounded assurance in his ability to determine the value of his invention and compel the public to

pay him well for his services, or he must accept the vocation as his destiny, as the place which he is in duty bound to fill in the providential allotment of tasks to human beings, having no promise of reward in a material sense.

His reward will be similar to that of the explorer, the missionary or the pioneer who spends his whole life in work to prepare for oncoming civilization, or as the soldier who lays down his life as a sacrifice on the altar of his country, or as the teacher or the parent whose reward is in the satisfaction of living for the good of their fellows, their children, or the world in general. This is the only reward guaranteed to the inventor. He who takes it up as a life work on these terms will not be disappointed in the reward.

He whose chief aim in life is to live to benefit his fellowmen will most surely find his life work along the line of his natural abilities. He who endowed human beings with varied gifts can assign each one to the sphere for which he is intended, if that one will but seek guidance and willingly accept the providential disposition of his affairs.

E. E. Whitney.

A touchy disposition often goes with a tough heart.

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GUARD YOUR CREDIT.

It Sometimes Vanishes When It Is Most Needed.

Written for the Tradesman.

The commission man walked in on the clothier one morning, with a long face. He threw himself into a chair by the big desk and sat brooding for fully five minutes before he spoke.

"I'm in trouble," he said, finally.

The clothier looked up with a smile.

"Been buying bad produce?" he asked.

"Worse than that. I've been investing beyond my means."

"Investing in what?"

"In stock."

"All perfectly legitimate?"

"Certainly."

"Well, then, what's wrong? You'll sell the stock and book a neat profit."

"Oh, I'll sell the stock, all right, if my creditors will let me alone. They are pushing me to the wall."

"That's strange."

"You see, I saw a chance to make a big profit in beans. I contracted for almost the entire output of this region. In many cases I had to make a cash advance. I'm sure of a big thing, but these fool bankers are bothering me."

"You have a lot of paper out?"

"Quite a bit."

"In all the banks?"

"Oh, no, in only one. By good rights this bank ought to carry me through, but there is a kick, and that is not the worst of it. My other creditors are jumping on me with both feet. It would serve them all good and right if I should make an assignment and pay about 25 cents on the dollar."

"I can imagine you doing that," said the clothier.

"I've a good mind to do it, just the same."

"What started this trouble?"

"First the large investment. Perhaps I ought not to have taken such a chance, but a man in the commission business has to take risks. That tied up my money somewhat, but

I thought the bank would see me through. If I had paper scattered all over town it would be different. How people do jump on a man when he goes broke!"

"Yes, they will trust him, and give him all the time he wants, when he is able to settle, but just as soon as he gets in a pinch the very Old Nick is to pay. When I got on the hummer a few years ago I used to find creditors sitting on my doorstep in the morning when I got up. These same men had never pushed me when I had the coin to pay with. This is a mighty strange world."

"I haven't found any one on my doorstep as yet, but I find creditors standing before the locked doors when I get to the store. Some of them are abusive, and some of them are pathetic in their pleas for settlement."

"How did it all get out?"

"Oh, I went to the bank one day to get a note renewed, and the President turned me down. He gave no reason except that money was close. I did a lot of talking right there, but it was of no use. I had to stay turned down. And that sly old thief of

a Dodson heard the talk, at least I think he did, for I found him in the corridor when I stepped out of the President's office. He looked sneakingly wise. I had hardly got back to the store when he came in with a bill for \$200. I have been buying lumber of him for the repairs on my house."

"Of course you paid him?"

"Indeed I did not. I was making up a wad to pay that note, and it took all I had. I told Dodson to come the next day, as I had some bank paper to meet. He went off in a huff, and there you are."

"He is a hard man. Why didn't you pay him and come here for the \$200?"

"Oh, I was beginning to lose confidence in myself, and did not like to ask for the money. Well, in about an hour the stone contractor who built my new porch came in with his bill. He said he must have the cash, as he had a carload of stone coming. He did not get it. From that time to this I haven't paid out a cent."

"But they have kept coming?"

"Say, every bill I owe in this city has been presented within the past twenty-four hours."

"No wonder. It is the old savings bank story. If the bank had the money the depositor didn't want it. If the bank didn't have the money the depositor wanted it at once."

"One man was at the store yesterday five times. He stood by the counter and watched me take in money. Whenever I received a dollar for some small sale he would ask if I couldn't pay now. His bill was \$15 for repairing some furniture at the house. At last I threw him out of the store. I found him sitting on the walk when I left the store to go to supper. Of all the dirty, selfish outlaws on earth the man who crowds a fellow when he knows he can't pay is the worst. A thousand dollars would set me right with all these cranks, but I haven't got the thousand. They were all so clever and so kind when I was supposed to have plenty of money! I can see now how people seize all they can get their hands on and jump the town."

"Take care of your credit, old man. If you had paid that sneak of a Dodson you wouldn't have had this trouble."

"Yes, I suppose that is true, but I couldn't pay him and take up the note, too. Oh, I have had some merry times lately. Even the kitchen girl at the house must have heard something about my trouble, for she came into the dining room this morning, stood for a moment with her hands under her apron, and asked if I couldn't give her a month's pay in advance! Why, she has never before asked for her pay, even when it was due! The man who does chores around the house and cares for the horses followed me out on the street this morning and dunned me for a half week's pay. I guess my wife is next, too, for she struck me last night for her monthly allowance in advance."

The clothier sat back in his chair and laughed.

"I don't see anything funny about it," grumbled the commission man. "Not long ago I borrowed \$25 of my daughter to meet a bill which was brought to the house. I told her to come to the store and get the money any time she wanted it. She never came, but yesterday she followed me out on the porch and asked me for it. Said she wanted a new gown. The milkman presented his bill this morning. The butcher and grocer were at the store yesterday afternoon and at the house last night. Even the chief deacon of the church stopped me on the street and asked for a check for slip rent and for my annual contribution. Wouldn't that jar you?"

"And you paid him?"

"Not a bit. Didn't I tell you that I haven't paid out a cent since I took up that blasted note at the bank?"

"Have you more paper at the bank?"

"Yes, but it is not due for a month yet."

"Could you take that up now if you were pressed by the bank?"

"That would be unusual. No, I couldn't."

"How much is it?"

"Only a thousand."

"Then you are in good shape, only pressed for ready money. You have the stock to show for your investments?"

"Sure thing."

"Well, you are a dodgasted fool, that is all I have to say. You might know that your credit would go to smash if you stopped paying, especially after the bank turned you down."



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Tradesman Company

Grand Rapids, Mich.

You've got to make good or you lose the confidence of people. Here you are blaming your creditors, when you alone are to blame. You've got to take better care of your credit than that, old man. I rather think you would be after some of your debtors if you knew that they had been turned down by their bank and had at once suspended payment. Of course people in commercial life want their money. They get scared when they begin to doubt the ability of their debtors to pay, and so there is a rush. Creditors are like a pack of hungry wolves. Each one wants the first bite. They will eat you up in the end. You have made an awful mistake, but I think we can remedy it."

"But how?"

The clothier went to his safe and took out \$1,000 in currency.

"There," he said, "give me a note of hand for that and deposit it in the bank. When a bill is presented, pay it. Is that enough? Yes? All right. You'll find that the bank won't turn you down again. Why, man, you came near wrecking your own business, and all the time you were blaming others."

But there are merchants doing the same thing every day.

Alfred B. Tozer.

Unique Power House.

An absolutely unique power plant has recently been completed about fifteen miles below Baltimore, on the Patapsco River. It is built within a dam and is entirely under water. It is the first of its kind ever built and cost much less than it would have if built in any other known way.

The dam is 220 feet long, 40 feet thick at the base and 26½ feet high. The spillway is 168 feet long, but at present only 108 feet of this distance is used for housing the power plant. The dam is of reinforced concrete, the shell being 18 inches thick at the bottom and tapering to 10 inches at the top.

The apron extends only half way down from the crown, the remaining downstream portion being entirely open and provided with windows, by means of which the interior is lighted. The shape of the apron is such that the water is thrown some little distance away from the windows.

The part used by the power house is fitted with a false ceiling hung five feet from the inside of the dam, so as to protect the apparatus from any water that might seep through the outer shell of the dam. The dam is built of a fine and rich mixture, which was laid very wet. Aside from this, no precautions were taken to eliminate water.

The water is fed to the turbines through steel pipes passing through the upstream spillway shell and discharged by draft tubes into the base of the dam, dropping into a well sunk some three feet below the river bed. The water passes thence by way of a channel constructed in the river bed out of the dam. The intake is 5½ feet below the crest of the spillway, so that the trash racks are kept clear of driftwood, etc.

TELEPHONE CALLS.

Trade Lost By Not Answering Them Promptly.

Written for the Tradesman.

"I had occasion to call up a large store a day or so ago and give a few directions in regard to some special goods," remarked a lady of my acquaintance who is noted for her amiability of disposition and general kindness of nature, but I could tell by the expression of her eye that something had occurred to ruffle considerably her natural placidity.

"And what do you suppose!" she exclaimed, her soft sly eyes taking on an unwonted look, almost one of anger. "What do you think!" she continued. "I had to repeat that message to five more people before I could make any of them half understand my meaning. It was a very simple message and there should have been at least one in all that bunch who was smart enough to take down my instructions."

"In the very first place, my heart sank when I heard the blank 'Huh?' that emanated from No. One. She evidently grasped my idea about as a Hottentot would. After I had said my say four times the one at the other end informed me that 'she'd call some one else.' Why she didn't say."

"No. Two told me, also, that 'she'd get some one else to talk with me; she heard what I said but she couldn't understand me.'"

"Same experience with a third party, only No. Three added that she 'was deaf.'"

"No. Four said she 'had a cold was why she couldn't hear me.'"

"When No. Five took up the receiver on the store phone I thought to myself that I had reached the point where patience was ceasing to be a virtue. But, lo and behold, No. Five proved a very jewel of a girl."

"She apparently knew what a time I was having to get my message comprehended for when I explained to her what I wanted she burst out with:

"Well, it's funny the parcel of young women here couldn't understand such a simple thing as that!"

"Then she seemed to turn to the others standing in close proximity, as she said:

"Why, girls, whatever's the matter with you that you couldn't get the meaning of such clear—such very plain—directions as these the lady has just given me? You'll never amount to much if you can't do better than that."

"The girl was plainly one in authority around the shop, and appeared to exert an influence over the little coterie. I heard no impudence on the part of the latter as she jotted down in her head my instructions and turned to say to them, as I ceased speaking:

"Why, that's as easy as A, B, C, girls! Queer you had to depend on some one else to help you out!"

"But it's always the way with that store. Either they employ a very stupid lot of girls to answer the phone or else there's something the matter with it. One is fairly worn out trying to call them up. In the first place, they never answer prompt-

ly. You have to wait and wait and wait until you are about ready to give up the task of getting an answer, and finally when you do get one it is so unsatisfactory that you generally hang up the receiver after telling the girl that you 'will have to attend to the matter next time you come down town.'"

"And I am not the only one who has this difficulty; the complaint is made by a great many others. They all say the same thing—that they have the most trouble over the telephone with this store of any in town."

A store that pursues these telephonic tactics must lose a deal of trade thereby in the course of a year, for a lot of people get disgusted and rather go somewhere else to trade where their telephone calls receive prompt attention.

J. Jodelle.

The Actress Was Suspicious.

There is a charming young actress who numbers among her friends a well known clubman of Washington. During her recent engagement in the national capital, the player was lamenting to her admirer the fact that she was getting thinner and thinner.

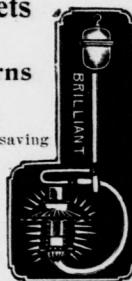
"Oh, not at all!" came from the gallant clubman, who knew the lady's detestation of too lean a figure. "On the contrary, I assure you, you're as plump as a partridge!"

The young woman surveyed him for a moment through narrowed eyes. "Are you paying me a compliment, or are you making game of me?" she asked.

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

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HALF SO GOOD OR CHEAP
It's economy to use them—a saving of 50 to 75 per cent. over any other artificial light, which is demonstrated by the many thousands in use for the last nine years all over the world. Write for M. T. catalog, it tells all about them and our systems.



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

JUDSON GROCER CO.

Wholesale Distributors for Western Michigan

A CANDY FIEND.

Uncle Sam Has Sweetest Tooth in the World.

Americans eat more candy than any other nation in the world, and they make the most and best. At the present rate of increase the candy bill of the country soon will equal the bill for strong drink.

The manufacture of confectionery is now subject to the strictest food laws, and candy has become a considerable part of the regular diet of thousands of people. The best candies are healthful and delicious foods. There is one woman in Chicago who lives almost wholly upon the caramels of one shop, all of whose candies are of the purest and best.

Chicago has as large a high class candy trade as any city in the country, and its wagon and jobbing trade are enormous. The business of one of the highest grade establishments has increased 100 per cent. a year for three years. Expensive candies are coming to be paid for without a murmur, or, as one candy man put it, "Chicago people are getting where they will pay."

Henry James, after living many years in Europe, came home two years ago and spent many months studying his native land. And one of the special things that aroused his amazement was "the wondrous consumption by the 'people' over the land of the most elaborate solid and liquid sweets, such products as form in other countries an expensive and select dietary."

In other countries fine pastries and sweets are not within the means of the majority of the population, but Mr. James finds all the people in America eating candy. He takes this fact as one of the several proofs he found that money and well being are more generally diffused among us than in any other country in the world. The poor share more things with the rich than anywhere else. If everybody couldn't buy candy, he says "the solicitation of sugar could not be so hugely and artfully organized." And finally he sums up the situation, as he sees it, by saying: "The wage earners, the toilers of old, notably in other climes, were known by the wealth of their songs; and has it, on these lines, been given to the American people to be known by the number of their candies?"

The "artful organization" of liquid sweets has hugely increased within half a decade. One candy shop in Chicago offers over 175 kinds of these and their consumption has become a great social diversion, especially during the summer months. Another place has over 100 kinds.

While the variety of liquid sweets is far greater in summer than in winter, the artful organization of sugar into candies reaches a climax in cold weather. The most expensive, numerous and fine candies are manufactured for the holiday trade, and a great number of feature candies are made for the national and special holidays of the cooler months. But even in the summer season three or four tons of sugar are daily made into candies by a large Chicago manufacturer, and from 6,000 to 8,000

pounds of candy are sold every day at his retail and wholesale houses.

The best known candy establishment in the country at large has, besides its fifty-four branches, agencies in every town of any considerable size in the United States. Its chief factory covers a whole block and its business amounts to millions yearly. Within a year it has established agencies in all the large cities of Europe.

The candy trade in Europe has been insignificant in the past, and even now is mainly supported by American travelers, yet it is growing rapidly. Although it is rare to find an Englishman who ever heard of a ten pound box of candy, yet London is being invaded, and the manager of one of our own big shops, in company with a British Consul, has a project afoot of opening a store there.

There has been for a good number of years a fine candy shop at Florence, Italy, but its candies are so nauseatingly sweet that the traveler going on to Venice is not sorry to find that the ants of Venetian palaces have appropriated the fine box he carried there. It was possible a few years ago to wander up and down the Ring strasse in Vienna and not find a candy store.

Strange as it may seem, it is men brought up on the continent of Europe who have largely developed the manufacture of candy in America. The Germans have always made a great number of small sweet cakes, and, coming to America, they have turned their skill in making these to the manufacture of pure sugar into expensive forms to meet the needs of an extravagant people. Our best known and longest established Chicago candy man thinks this extravagance, or, as he calls it, "the large spending power of the Americans," one reason why we eat so much candy, but he finds the chief and physiological reason for it in our sanguine temperament and consequent large need for carbon.

The recent refinements in candy-making, as well as the laws governing its manufacture, have raised greatly the quality even of the cheapest candies. New combinations and forms are every day discovered and old styles made more attractive. Of the innumerable penny candies the popular "all day sucker" is now made in so many pure fruit colors that an esthetic girl can match her daintily shaded dress in this favorite of juveniles.

The improvement in flavors has been great. Take it in peppermint candies alone; there is a great improvement in these over the old days of the lozenge and wafer, which nine times out of ten had a woody, choky flavor, much unlike that of the peppermint pastes and patties of today.

It would be a long if not an impossible task to find just how many kinds of candy are manufactured in the United States. Every day old kinds are being thrown out and new ones introduced. Not one of the heads of the best stores in Chicago, when interviewed on the subject, could tell how many kinds they man-

ufactured and carried, and there was a wide difference in the estimates given.

The manager of one of the big old houses with a large retail and jobbing trade, including everything in the candy line from the penny goods to the finest chocolates and bonbons, knew that they had had as many as three thousand varieties.

Each manufacturer for the wholesale trade has his own series and brands, and each has his own variety of fancy packages named for every species of present day girl and star and debutante.

So many different combinations of cocoas, creams, sugars, nuts, fruits, and fruit juices and essences are possible that one kind of candy alone may have fifty varieties. There are

more than a dozen different ways of putting up that standard confection, the Jordan almond. The varieties of bonbons, creams, nougats, jellies, marshmallows, pastes, drops and kisses are many. And then there are the chips, sticks, bars, straws, wafers, candied nuts and fruit, and the molasses confections.

The perfumed candies, the crystallized rose and violet petals and gums filled with liqueurs are the furthest out of the general trade, while some of the old fashioned hard goods, because of their keeping qualities, maintain their place as first in quantity manufactured. Counting all the kinds from the motto and kindergarten and hundreds of penny shapes to the very finest and most expensive confections made, it is within reason



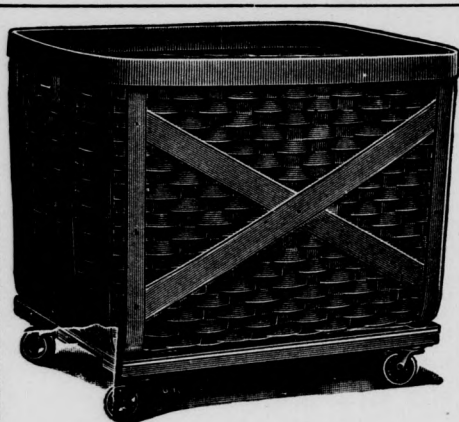
In this factory at Traverse City, Michigan, is where those delicious

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.

BALLOU BASKETS ARE BEST



X-strapped Truck Basket

A Gold Brick

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

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

BALLOU MFG. CO., Belding Mich.

A HOME INVESTMENT

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

HAS REAL ADVANTAGES

For this reason, among others, the stock of

THE CITIZENS TELEPHONE CO.

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

to say that from 3,000 to 5,000 kinds of candy are manufactured in Chicago.

Everybody eats candy. Probably 10,000 pounds is consumed at matinees each week. Even the father of a family goes to the theater armed with a box of candy. It used twenty years ago to be considered bad manners to eat anything in public, but now—well, the habit is all but universal.

Candies are served for dessert or at the end of a meal to meet the acquired habit of having "just a bite more." The other social uses of confectionery are many. Business men eat candy. Thousands of them have the bag-in-the-pocket habit. Country people eat candy. They buy it with their soap orders, they send to their favorite mail order house for it, they buy it at the nearest city or at the home store.

The old fashioned row of jars of stick candy on a shelf beside the calicoes has given place in the country store to a full stocked showcase. A store at a country cross roads in New England opened up last year in competition with the two general merchandise stores of the place and has won out because it makes a specialty of candy.

Candy is sold with almost every kind of merchandise, from drugs to millinery. Some of the best business corners in Buffalo and Boston are occupied by stores having great piles of mussy candies in the windows which somebody must buy. At every popular resort in the United States candy is sold by the pail or barrel. Every railway station of any size has a candy and news stand. Hotels sell candies, but the first thing hundreds of travelers do upon reaching Chicago is to telephone to their favorite store for a box of candy. The mails, the express, the messenger boys are the carriers of candy in large quantities. The young man who understands the fine art of making himself an acceptable caller is the purveyor of the box of chocolates or bonbons. It is a big business, is the candy trade.

Caroline S. Maddocks.

Well Written Letters Sometimes Secure Positions.

In looking over some letters of application for a position the other day I had occasion to wonder how many of the unemployed considered the vital importance of their answer to a promising advertisement. From the perusal of thirty or forty written applications I was forced to say not many.

Few people realize how character is revealed in a letter. Let it be long or short, written in flowery language or couched in modest terms, it just as surely tells the up-to-date employer what he most wants to know—namely, the ability of the man. Some one will say that there is not much chance to show your ability in a letter of application. But there is most decidedly. A man who can write a fine letter, interesting, in good form, and above all tell the employer all he wants to know, is not so common as might be imagined.

Many persons wonder why the ad-

vertiser does not put his name and address in the paper instead of making it necessary for the applicant to write to him through the paper in which the notice appears. There are quite a few reasons for this. The employer does not want to be bothered interviewing a score of people he knows he does not want. By the letter method he is enabled to pick his men. Sometimes he does not care to have the man whose success or he is advertising for know of his plans. But above all he knows that character and ability are to a great extent revealed in a letter.

A proprietor of a small downtown store advertised recently for an experienced salesman. One of the answers he received was a typical letter of application. His advertisement asked the applicant to state his age, experience and salary expected. The letter started off without any date or heading except "Dear Sir." Then it went on in a rambling strain, stating various experiences in the business. The applicant stated what salary he wanted and the reasons why he wanted that amount. He ended abruptly, evidently because he was at the end of the sheet of paper, by stating his age. His address was squeezed in at the bottom of the page. Needless to say he did not get the position, while the man who did get it, although demanding a much larger salary besides commission, wrote such a concise, dignified, businesslike letter that the employer was, as he himself expressed it, "just forced to give it to him."

In writing an application remember three things: First, use good paper; second, write neatly and clearly; and, third, give all the information asked and give it concisely and to the point. Use good paper even if you have to go out and buy a sheet of paper and an envelope for 5 cents—it may mean a position for you. Only write on one side of the sheet unless it is note paper, when all sides may be written upon. A good idea is to cut the advertisement neatly from the paper and paste it at the head of your letter. Then be sure to put your address and the date at the top of the letter and begin your letter by referring to the above advertisement. Always remembering to write clearly and neatly, answer all questions asked in as few words as possible, giving all the information desired. Do not end by saying that you hope you will get the job; but it is perfectly permissible to ask for an early reply.

Always keep in mind the importance of the letter you are writing and don't get careless. In closing let me give this one piece of advice: If you are not perfectly sure yourself of the correctness of your letter give it to some one who you know is a good writer and let him correct it. J. L. Wheafon.

A traveling man received the following telegram from his wife: "Twins arrived to-night. More by mail." He went at once to the nearest office and sent the following reply: "I leave for home to-night. If more come by mail, send to dead letter office."

Mr. Grocer—

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

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

Then Think of Bour's "Quality" Coffees

which have been the
Standard for Over Twenty Years

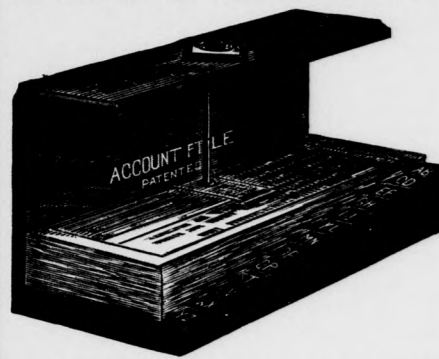
Don't experiment
Sell the Coffees of Proven Qualities

Sold by
Twelve thousand satisfied grocers

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

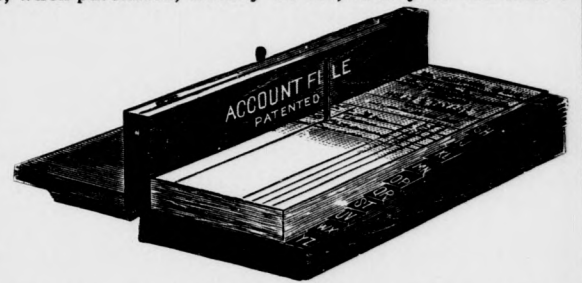
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Simple Account File



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

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



TRADESMAN COMPANY, Grand Rapids



Advice To the Girl Who Is Engaged.

The other day there came to my desk a little fluttering, white-winged note from a young woman who is soon to be married, asking me if I would write something to engaged girls. It is a pleasure to answer the request for many reasons, not the least of which is that it is probably the first time on record of a bride-elect who was willing to listen to advice. As a general thing an engaged girl is the most complacent creature on earth and goes about with a maddening appearance of supernatural wisdom and an air of having cornered the whole visible supply of human happiness.

I think that any counsel to an engaged girl must begin with an admonition to her to make the most of the present hour. Enjoy it. It is the primrose time of the year with you, little sister, before you have found out that there are thorns that pierce hidden even among the roses of love. It is a time that comes but once in all one's life and, having passed, never returns. It is the little poem set amidst the prose of existence, the little drama in which, for a brief space, every man and woman, even the most commonplace and uninteresting, are heroes of romance about whom cluster a thousand dreams and fancies and sentiments that will never belong to them again.

No love story ever written is so sweet to a woman as that which she lives through in the days of her engagement, but it is just as well to remember that it is not a magazine serial that runs on from month to month and year to year. It is a novel, complete in one volume, and it ends for most women at the church door. After that life is not romance. It is facts and poor cooks and, while the love her husband may give her is just as strong and true and better worth having than the adoration of her lover, still it is mighty apt to be a flower with all the bloom rubbed off. A peck of potatoes may be just as much a token of affection and remembrance as a bunch of violets, but nobody pretends that there is the same amount of thrill to them. Love, with most men, is violets before marriage and potatoes afterwards, and it is just as well to make the most of your romance while you have it, so that when the time comes when you are short on sentiment you may be long on memory.

It may seem like a douse of cold water thrown on you, but the most important piece of advice that anybody can give an engaged girl is to warn her to make sure she has not made a mistake in picking out a husband. Davy Crockett's maxim, "Be sure you are right, then go ahead," was probably not intended as a complete guide to matrimony, but it comes pretty near to being one, and it ought to be printed in letters an inch high on the top of every

marriage license. You are a woman and used to shopping. You know that there are many attractive materials in the shops that take your eye and are well enough for a party gown or dress up occasions, but there is no wear to them. When you marry look well to the quality of the goods you are getting. Be sure that the colors are steadfast and that it won't shrink in the washing and that it is guaranteed to stand the wear and tear of everyday life. It takes something that is genuine all wool and a yard wide to do this, my sister. It takes a real man.

It is possible—it happens often and often—that a girl's fancy is captured by a handsome face or a fascinating manner, but she finds out on closer acquaintance that her god has feet of clay. I say nothing of the big sins, because a girl who is idiotic enough to marry a drunkard or a rogue to reform him is so besotted with love and folly that there is no use in wasting words upon her. Sometimes, though, a woman sees little meannesses cropping out in the man to whom she is engaged; he is narrow and suspicious and careless of hurting her feelings; he is cruel to animals and insolent to servants and stingy. If he has these faults, don't run the risk of curing him of them. Have the courage to break your engagement. Before marriage a man is on his good behavior. If he is overbearing and unreasonable to you then, he will be a grinding tyrant when you are in his power. If he strikes every stray dog that crosses his path, he will abuse his wife. Do not trust your future to him.

Even if the man is all that he ought to be and your own heart fails you; if you doubt the strength of your love to be all things and suffer all things for him, turn back, although you were at the foot of the altar. The most mistaken and cruel kindness that any man or woman ever showed another is to marry them without loving them, because they are too cowardly to break an engagement. We have all seen that done, but we never saw anything but misery result from it. Better a million times a broken promise than a broken heart and a broken life. An engagement is a serious thing, but it is not as serious as an uncongenial marriage with a person you married for pity. Above all, never forget that nothing in the world but love justifies marriage. The woman who marries for a home or money or position has no right to draw her skirts aside from the woman of the streets.

But, I take it, you are one of the fortunate ones who has drawn one of the capital prizes in the matrimonial lottery—and there's nothing better than a good husband that life can give any woman—so I congratulate you with all my heart. But, do not brag. Crow gently. You are not the first girl who was ever engaged. Every married woman and many old maids have been there before you. Be merciful to your family. When any of your sisters or brothers come into a room where you and Henry Adolphus are engaged in telling each other for the millionth time how perfectly, unalterably you adore each

other and how certain you are that yours is the first authentic case of true love on record, do not make them feel like interlopers who must back out with hurried apologies. Do not always be flinging Henry Adolphus' opinion in your father's face or get huffy when your mother fails to see in him the incarnate perfection you do. They are not in love with him, you know. Be very tender and very loving to your mother, little sister. Try to think what it must be to a mother when she sees the daughter that she has cradled in her arms, that she has loved and nursed and wept and prayed over and guarded by daily and hourly sacrifices every hour of her life, turning from her to give her love and life into a stranger's keeping.

Don't spoon in public. It has been said that all the world loves a lover but it loves them at a distance. Nobody wants living pictures of affection. It is disgusting and vulgar and ridiculous. Engaged people who can find no pleasure in other people's society and no amusement but gazing rapturously into each other's eyes should, at least, stay at home, where they will not afflict the general public. Overly demonstrative people always arouse suspicion in the beholder, anyway. They are like poor shopkeepers who have all their goods on display in the windows.

Do not make yourself at all cheap to the man you love. Never forget that no man ever cared for the thing he obtained too easily. Of course, the old theory that a woman never thought of loving a man until he ask-

ed her hand in marriage is all nonsense. Hearts, unfortunately, are run on the surprise party plan, where the unexpected guest enters in just as often as the bidden one, but, all the same, there is no use in a woman jumping at a man and being too pleased. I have never yet known a single man who did not take a woman precisely at the valuation she put on herself. Keep your dignity; and be very chary of caresses. Nothing is so easy as to surfeit a man on sweets. If girls could only realize the fascination that the mystery and reserves and illusions of maidenhood have for men, there would be fewer of the bold, slangy young women of the period. They may be peaches, but they are peaches that are shop-worn, and every connoisseur wants his with the down still on it.

Do not trifle with the man to whom you are engaged. It is poor sport hurting an honest heart. Beside, not every fish that is hooked is landed. Sometimes in being played it escapes the fisherman. I have seen girls amuse themselves by putting petty tyrannies on a man and making him the victim of their whims and caprices just to show their power. I have seen them flirt with other men simply to make him jealous. No man of spirit will submit to being played fast and loose with or allow himself to be led about on a string like a pet bear that must dance at somebody else's pleasure. It is a dangerous game, girls. People who play with fire generally get burned, and many an engagement has gone up in smoke

MAKE MONEY WITHOUT WORKING FOR IT

The difference between the **Ariosa** proposition and other package coffees: With the others you create the demand and get your profit on what you sell and that's all. With **Ariosa** the demand is already created everywhere, so you get your profit without working for it and in addition the vouchers coming to you with every case will be exchanged for almost anything you may need in your home or store.

Arbuckle Brothers
NEW YORK

because a silly young woman pushed her power too far.

If your betrothed lives at a distance, and you are under the necessity of communicating with him through the mails, I beseech you to write as though your letters would one day be read aloud in a breach of promise case. Do not, for heaven's sake, plaster them all over with words of endearment and slushy terms of devotion. There is never any telling who will read a letter, and men only too often have absolutely no sense of honor about showing their sweethearts' letters. Even when they do not intend any breach of confidence, they leave them around in old coat pockets. Say what you please, but don't write it. Just think how such expressions as "Your little Tootsey-Wootsey," or your "Itty ducky daddy" sound to people who read them in cold blood and forbear. Talk, telegraph, but do not write sentiment.

Furthermore, beloved, do not spend all the time you are engaged in telling each other how much you love. Come down to earth and try to get acquainted. Find out what you really think about everyday living.

Do not get married until you can make a man a comfortable home. It is just as much a crime for a girl to marry until she can keep house as it is for a man to marry when he can not support a family.

Do not get married in church, with a lot of expense, unless you can afford it.

Do not board. Keep house, if you have to begin in your big trunk. Start a little home where peace shall

reign and thrift have its abiding place, and you will start on the road to prosperity and happiness.

Dorothy Dix.

Both Bright But Diametrically Opposite in Their Ways.

Written for the Tradesman.

Miss B. is a great favorite in the circle in which she whirls. Everybody who knows her likes her, and that is many dozens of people. She is one of the comfortable kind to get along with: the sort that don't antagonize you. Not that she's at all off of the piece of namby-pamby. Far from it. But she never thrusts her opinions on you to the verge of disagreement. She's a diplomat of the diplomats. She is sparkling—just running over with vivacity—and still, when you talk with her, you feel that she has made it possible for you yourself to show off to your best advantage. Instead of thrusting you in the rear and putting herself in the foreground she has brought you to the footlights with her, histrionically speaking.

Miss B. is very different, in this regard, from another woman in her sphere. This other one is extremely clever, also, but with all her smartness she is really the most disagreeable of persons. Let her go over to Chicago and she returns as full of her trip as a nut is of nutriment. She meets there quite a few noted people and goes to a great variety of interesting places, and I love to hear her tell about all this. But, when I go away to pleasant scenes and experiences, and start to tell her about

some of these, what do you think she does? More than a score of times hath she popped right up in the middle of one of my sentences concerning my travels and slyly slid along to the door with a vanishing word on her lips, and I didn't do it but the door is shut and she's on one side of it and I on the other! Now, what do you think of that? as the kids question.

I say those things should be reciprocal. If one woman listens, perfectly absorbed, to the story of Fido's wonderful tricks this listener should receive most respectful attention when she recounts the thrilling vicissitudes in the daily life of her little baby.

There used to be an eccentric editor in Grand Rapids, in years ago, and he was fond of epigrams. He never said: "What's sauce for the goose is sauce for the gander." That would be unrefined. He was wont to put it like this: "What's sauce for the goose is sauce, you know."

And I've often thought of this latter saying when I've seen the schemes resorted to by that young woman to get out of listening to the prattle of those she likes to call friends upon occasion—always when she herself has something to impart, and her tongue's primed for recital all of the time, really it's "hung in the middle and wags at both ends."

Well may you remark:

"Well, such a person is no lady."

But she moves in good society, and if any one were even most remotely to intimate as much she would be of-

fended far beyond the verge of anger.

I myself prefer the type of femininity represented by Miss B.: good company, smart (but not so smart with her tongue but what she can allow others equal conversational privileges—willing to "live and let live").

A. M. M.

The industrial disputes investigation act, which has just become a law in Canada, is designed to bring about the settlement of industrial disputes before war is declared between the parties. An investigation will be held while the parties are looking on every side for assistance, and the Board, appointed as the act provides, after having investigated the dispute will prepare a report which will contain a recommendation or award. That award will not be enforceable by a sheriff or by a posse comitatus, but it will be forcible through the moral support of a sound and enlightened public opinion.

To build a system of locks and dams in which freight shipments may be made from Pittsburg to the Mississippi would mean that about seven-eighths of the freight, coal and ore shipments from the Great Lakes to New Orleans would be by water. Property fronting on the Ohio River along its entire length would be increased in value for fifteen miles inland about 50 per cent. There would be a marked increase in the building of river boats and more new manufactories would be established along the river.

Here Is Where We Are Making Our Case With a Conscience And Our Dependable Fixtures

We are now established in this new and modern factory building. Experts say it is the finest wood-working plant in the United States.

Here we are utilizing over 90,000 feet of space in the manufacture of show cases, equipped with all modern devices for economical manufacture.

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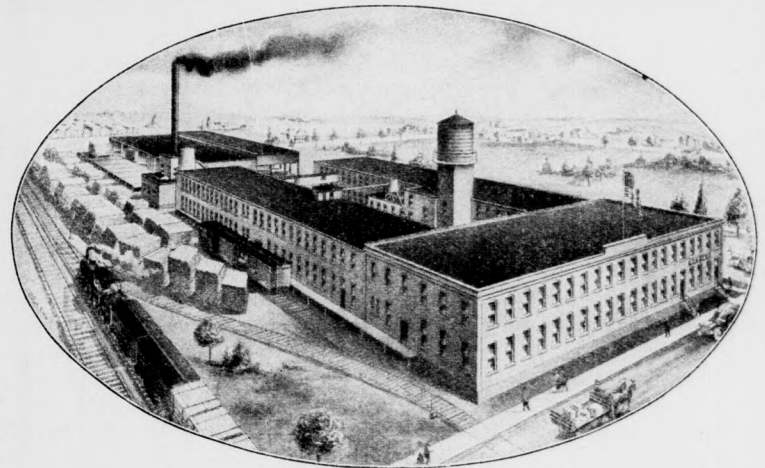
Here we have installed four mammoth drying kilns, which in connection with our large drying sheds and extensive lumber yards guarantee an abundant supply of thoroughly seasoned lumber at all times.

Here we have ideal railroad connections with leading trunk lines from our own sidings.

This concerns you for the following reasons:

- 1st. We can sell you better goods for less money.
- 2d. We can ship more promptly, no matter how large your order or where it is going.

We've taken two things with us from the old plant. They are our biggest assets—our guarantee of honest values, our reputation for honest dealing.



GRAND RAPIDS FIXTURES CO.

Jefferson and Cottage Grove Aves.

Grand Rapids, Mich.

TRAINED NERVE.

It Is the First Essential To Success.

"Often I am impressed with the thought that there are quite as many accidental successes in business as there are accidental failures in business!"

Almost in these words John G. Shedd expressed himself in general regarding successful men of affairs. Men who know the head of the house of Marshall Field & Co. will recognize that there was no hint of either pique or bombast in the utterance. It covered the field of observation of a smiling, optimistic active business man, who in thirty-five years in Chicago has grown from the position of a clerk in a small house to be the head of the largest institution of its kind in the world.

"Take a hundred of the active, intelligent, promising young men of the time who are deciding to-day upon the line of work which they are to follow for life," continued Mr. Shedd. "We'll say that one of them has decided to become a banker. He tells a friend of his choice.

"Why, what do you want to go into banking for?" this friend asks.

"O, I've thought I'd like the work and there ought to be money in it," returns the young man, maybe with a little less certainty in his voice.

"But," says the friend, "I know a fellow who went into banking ten years ago—just as you are going—and he wishes now that he had started a corner grocery instead."

"Do you know how many chances there are in such a circumstance that this young man, intending to become a banker a few hours before, may decide within a week to go into a real estate office or open a hardware store?"

Recognizing how naturally and easily the young man becomes the mark for such discouraging comment of friends and acquaintances and how likely he is to be influenced by it becomes Mr. Shedd's first reason for the accidental business success. Often accident starts the young man in the line in which he is to become successful in the end.

"Do you know what small things have started men in railroad careers?" asked the millionaire merchant. "Nothing more, perhaps, than that in going to work for a railroad company they would have the privilege of riding over the line on a pass! Or perhaps the uniform of the passenger conductor suggested that their work would be done in riding over the country! These were silly inducements, but they have brought the young man into environments that furnished opportunity and he grew and took advantage of them.

"I believe that most men who have made marked success in some one or more lines of business will admit that it was necessity that started them on a particular line of work. A dependent mother, sister, or perhaps the whole family of a dead father forced the young man who could earn money to start in to work. That special line of work was determined in great

measure by the salary that it promised in the beginning.

"Find the man to-day at the head of a great business who tells you that he read his opportunity in advance and started in saying to himself that he meant to build up a business to the proportions of the one which has crowned his success and that is not telling the truth.

"There have been such vast changes in the last twenty-five years that no one man's brain has been large enough and endowed with enough of intuitive prophecy to anticipate them. The judgment of a man to-day, however sound for the day, may be of no good to-morrow. That man who has been sane enough to meet the needs of a day as they should be met has been quite worthy of the title of success. Twenty years ago for a man to have insisted that the house of Marshall Field would need the site of old Central Music hall in Randolph and the Wabash avenue corner at Washington street to accommodate its business for 1907, that man's ideas would not have had a moment's consideration!

"Business in every line in the last few years has been evolving on a scale that men a few years ago could not dream of. Especially is this true in the great and growing centers of population where the best ideas of the best men in business affairs are outgrown in six months. Business success has meant only business evolution. It is too much to concede that a man has been able to look into the future of business and read its opportunities in advance. If he has the judgment to read the necessities of a day and the courage to meet them he has done enough.

"How much the quality of courage is needed in business is overlooked by most men of inexperience. I should say that one of the great causes of failure among men is the possession of a little working capital without the courage in the man to invest it in something which he feels in his best judgment is promising.

"I recall that Mr. Field once asked me what was the one greatest quality in a successful man of business, and I remember that he wasn't wholly impressed with my reply, 'A well directed nerve.' But I believe my answer was right. There is no stretch along the road to a business success which doesn't call for courage enough in a man to back his judgment. He may have all the judgment necessary in any question's solution, but if he hasn't the nerve to back his judgment with his money he never will be a business man.

"It has been brought home to me many times how effectively and satisfactorily a man may handle the money of an employer for years, exerting his own initiative and judgment, and yet when he goes into business for himself lose all the initiative which made him a success as an employe and prove himself a failure.

"There are men who are unable to work for themselves. They are incapable of holding themselves to the hours which their own business re-

quires. They discount their own judgment when they find it pressing upon them to back it with money. In a like position as an employe they would jump at the opportunity to invest an employer's money, but the idea of investing it for themselves seems to be demoralizing. Such men can not be successes. They are lacking in courage.

"Courage as an element in business is indispensable in success. It crops up in a hundred forms. It requires courage for the business man to tell the truth, yet without truth and honesty behind it the good will of a business is worth nothing. It requires courage in the business man to make a business move. The move may be a mistake and it requires still more courage for him to take to cover.

"It requires the highest courage to say 'No' in so many cases where 'No' is the only reply, and still more courage may be required for the man to hold to it. It requires courage for the man to listen to a complaining customer and to admit frankly and generously that his house has been wholly in the wrong. Yet one of the most insistent and insidious ills that afflict business to-day is that dissatisfied customer who has been turned away still dissatisfied.

THE MAKERS
of Crown Pianos don't know how to make more than one grade of Pianos. They never tried making any but the highest grade possible.

Geo. P. Bent, Manufacturer
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Grand Rapids Safe Co.
Grand Rapids, Mich.

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Made Up Boxes for Shoes,
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Folding Boxes for Cereal
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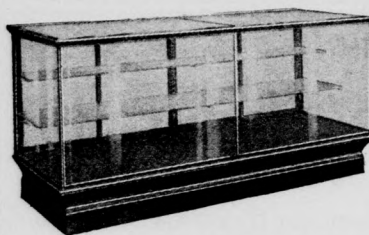
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Our Crackerjack Display Case
No. 25

Reduction In Price

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

Write for our catalogue A.

GRAND RAPIDS SHOW CASE CO.
GRAND RAPIDS, MICH.

The Largest Show Case Plant in the World

Lady Vernon

Chocolate Creams and a bottle of

Dorothy Vernon

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

PUTNAM FACTORY, National Candy Co.

Grand Rapids, Mich.

"There is no element of courage in business more necessary than this courage to treat with the complaining customer. The honest, valuable customer does not complain until he is aggrieved, materially or in his own fancy. But in either case he is entitled to a prompt hearing. Evasiveness in treating with such a man is the worst tack that the business man can take. It leaves the customer in a worse frame of mind than when he first found fault.

"For the young man beginning business life I should say one of the greatest of his qualifications is thoroughness. It would be well if every young man entering business had the experience that comes to the employee in a bank, where books must balance to a cent and where a missing copper cent is as much an error as a missing \$1,000 bill. I have in mind a man who is making a business success who told me that he got his 'cue' in business methods from an incident arising in his own household.

"His wife had bought a bill of goods and paid for it. A few days later she had a letter from the firm, calling attention to an overcharge of 3 cents, inclosing 3 cents in stamps, and apologizing for the mistake. The wife regarded it as a joke, but the husband learned a lesson which may mean thousands to him in his business.

"The personal influence of the man in business is lost sight of by many business men. I once knew two men who conducted a partnership business. One of them was of the abrupt, aggressive type; the other firm, decisive, yet considerate. About half of the employees were hired by one of these partners and the other half by the other. Looking over these employees in the light of these facts, it was easy to pick out the men who had been hired by these employers.

"It is the disposition of men to imitate the methods of their superiors. Not only this, but in the choice of men by these employers there was the disposition on the part of each to lean to the man of their particular types. The result was that where an offended customer made complaint of rudeness on the part of an employee, it was fixed at once that the offender was 'one of Jones' men.' Finally the partnership split on this question; the aggressive one retired, and under the administration of the gentler partner the business has grown beyond all bounds.

"Unconsciously the employees of a business reflect the personal mannerisms of a proprietor.

"Everywhere in progressive business affairs the customer is receiving more consideration than ever before. It is becoming fixed in the mind of the business man that without the customer and his good will a successful business is an impossibility. The best type of business man is taking his business to his customer, not waiting for the customer to find him out and do all the walking.

"Under such conditions the man who is not of the disposition to broaden and meet his customers half way is a man chosen for failure. He needs to study himself to the extent

that he is in personal touch with men, he needs to consider his manner and methods, while no less he needs to do so because of the disposition of employees to pattern after him in these probable peculiarities. If his manner is such as to irritate the principals with whom he must mix he may be fairly certain that its reflex action is operating through employees against his customers.

"I may dismiss this topic of business success by repeating that every individual business of marked growth has been an evolution. Business in general is under the influence of one of the greatest evolutionary periods that it ever has known, and the influences are at work for an evolutionary betterment of business conditions such as hardly can be appreciated by those of this generation."

Language of Beasts in the Jungle.

The chatter of monkeys is a real chatter and conversation, some folks say. Prof. R. L. Garner, who has spent the greater part of several years in the forests of Africa studying the languages of monkeys and other animals, says silence is not an absolute element in the safety of wild animal life. Wild animals are more taciturn than domestic animals, as also are the wild tribes of human beings. This he attributes to lack of social intimacies and nomadic habits. The carnivora, the only natural enemies which other animals have any cause to fear through the sound of their voices, depend almost entirely upon the sense of smell in pursuing their game, every species having its peculiar odor. Also the carnivora generally hunt at night, seizing their prey while asleep. The animals which have the fewest reasons to fear betrayal by their voices are by nature the most silent. During Prof. Garner's three years' residence in the jungle he found that the chimpanzee frequently breaks the silence of the forest by answering the cries of the various other animals. The gorilla is less loquacious, but there are times when he ignores all danger of betrayal and gives vent to a deluge of speech. Other monkey species are persistent talkers, and can be heard at almost any hour. The trumpeting of the elephant is common at night, and the bellowing of the hippopotamus by day or night. The antelopes cry at night when the leopard is on the hunt for them, the latter also grunting.

Geese on a Cider Spree.

Martin Beck, a farmer on the Conewago Hills, Pa., is humiliated to admit that three of his geese went on a disgraceful spree after having eaten some pulp from a cider mill.

Some time after the eating of the pulp the peculiar action of the fowls attracted the attention of the farmer. They swayed from side to side and cackled hoarsely. Finally one by one they fell limp and apparently dead.

Mrs. Beck carried the fowls into the house, with the intention of plucking them, when they revived.

Since then the geese have kept away from the cider mill and have tried to prevent other geese from going near it.

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

MINISTERS' SALARIES.

Some Reasons Why They Are Notoriously Inadequate.

Written for the Tradesman.

Within the last few weeks public attention has been sharply called to the subject of ministers' salaries. The agitation is not confined to any one section or locality. The matter has been brought up in many conferences of the Methodist Episcopal church in different states and resolutions have been passed favoring an increase in the financial support of the clergy. It costs far more to live than it did a few years ago and the salaries of ministers have not been advanced proportionally.

Some ministers are leaving their pulpits and entering secular pursuits in order to support their families decently. Doubtless much the same condition exists in other denominations besides the one mentioned.

Many instances are cited of ministers and their families subsisting on incomes obviously inadequate to keep them in common comfort. Perhaps the most extreme case that has been brought to light is that of a minister in a certain town in Michigan who maintained his family six months on about seventy dollars.

That such things have been and can be in a time of almost unexampled general prosperity does not serve to make the Christian who learns of them easy and comfortable in his mind. Whether, under existing circumstances, things can be greatly bettered remains to be seen. The present agitation may serve to increase the pastors' pay in the larger and more prosperous churches; but will it bring the relief so sorely needed to the ministers of smaller congregations in poorer communities?

A word about those who for financial reasons leave the ministry and go into other pursuits. It would be interesting to know how many of those who do this are capable of doing effective work in their chosen profession. That any such should be compelled to leave it is indeed a pity.

On the other hand, in every denomination there are some ministers—often men of exemplary personal character—who everybody understands have mistaken their vocation. Often they themselves realize this keenly. They feel that they are a drag, a hindrance, a dead weight upon the church; and if the truth were known they would gladly take up some other work. The time spent in school and college, while it failed to fit these unfortunate men for preaching, did not equip them to make a livelihood in any other way. They are usually without any capital, sometimes even in debt. So long as congregations can be found who will endure them they are almost compelled to remain in the ministry, even although they can not, in any fair sense of the word, earn the paltry stipend they receive. Desirable as it would be for them to quit the pulpit no one wants them to be starved out.

It would be a unique charity and do incalculable good if some wealthy person would endow a sort of bureau

for assisting into other lines of work those clergymen who have come to feel honestly that they can never be anything but failures as pastors and preachers.

One reason that ministers have a hard time to support their families is that people, generally speaking, are not willing to spend their money as freely for church support as they spend it for comforts and luxuries for themselves. There is many a church member, living in a luxuriously furnished home, faring sumptuously every day, and steadily accumulating a good-sized fortune, who seems blind to the fact that his pastor is hampered in his work for lack of funds and that it is only by the strictest economy that ends can be made to meet in the minister's little home. There would be "something doing" at your house very soon, Deacon Wellfixed, if your wife had to scrimp and pinch and darn and make over as does the wife of the minister.

Many churches look outside of their membership for a part, at least, of their financial support. These contributions are often scanty in amount and rather grudgingly given on account of the deep-seated opinion held by many persons that a minister does not really work for his living, that although his pay may be small, still it is more than he actually earns. If his salary is inadequate, those who take this view of the matter would advise the preacher to lay aside his clerical broadcloth, don a work shirt and overalls and "get out and hustle" in any kind of hard, honest labor. These critics declare that they do not feel like giving much money to support a man who is "too lazy to do anything except preach."

There seems to be a "great gulf fixed" between the preacher and the people. Neither understands the toil, the cares, the anxieties of the other. Neither one can look at things from the other's point of view.

The opinion that a minister's services are not of much tangible value in a community is only one expression of the growing indifference to religion, at least in its conventional forms of expression. The great problem for every minister and every church is how to bring the Kingdom of God to the doubting hearts of men of this generation, how to interpret the gospel message to this present age.

Unwise denominational zeal often operates to keep ministers' salaries below the mark of a comfortable livelihood. Who does not know villages and small towns where three or four orthodox Protestant churches are struggling along, each fighting for its life, so to speak, each having hard work to pay its minister an allowance often too meager to cover the actual necessities of life? The differences in the theological beliefs of these denominations may be hardly worth mentioning; certainly they are not vital. If some practical form of union could be agreed upon, the three or four little congregations would make one audience of fair size. In place of the three or four ministers on starvation salaries, one able man could be employed and

paid at least a fair recompense. But until a broader and more tolerant Christian spirit prevails each little church will try to keep a pastor of its own denomination, regardless of whether or not it can pay him enough for a decent living.

Finally, it must be stated that the fact that the great majority of church members and church attendants and church workers are women bodes ill for any great increase in the salaries of ministers.

Most men, be it said to their credit, are not niggardly with their money, but the wife whose husband is ever so liberal ordinarily does not feel like contributing largely to her church unless he, also, is interested in it. Many excellent women whose names are a credit to any church roll have very little means at their disposal. Until men can be induced to take up their proper work of providing by direct contribution the financial support of the church, the poor dominie is likely to have trouble with his cash account and will be obliged to depend for much of his income upon the uncertain proceeds wrung from church fairs and suppers, or ground out by the crank of an ice cream freezer. Quillo.

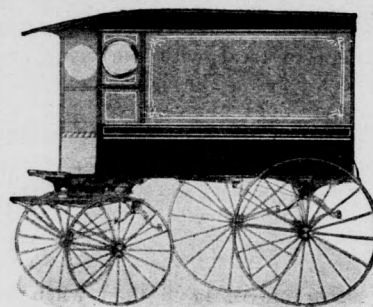
It Tastes Just the Same.

"You say you were in the saloon at the time of the assault referred to in the complaint?" asked the lawyer.

"I was, sir."

"Did you take cognizance of the barkeeper at the time?"

"I don't know what he called it, but I took what the rest did."



Style No. 585

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at a low price—that you can afford to pay. The quality is the best—the design and finish unsurpassed. It is a standard of excellence and prove a fine advertisement for your business. We can surely suit your requirements as we build over 100 styles—every job fully warranted.

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Don't forget it."

THE OPEN SECRET

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

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

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

DWINELL-WRIGHT CO.

Principal Coffee Roasters

Boston = = Chicago

THE GOOD BUYER.

He Is Invariably In Strong Demand.

Most patrons of the great department store overlook the fact that in the head of a particular department the patron is looking upon a graduate merchant.

With the cutting up of the great store into minute divisions, each under its responsible head, the passing customer of the old school is likely to imagine that the cutting up process, with its attendant systematizing, has reduced merchandising to a mere system of routine. A department has its counters and showcases filled with goods. Attending salespeople are at hand to make sales. An overwatching authority in some manner directs the activities of these salesmen, many of whom may be novices at the business. The salesman has his five, ten, or twenty feet of floor space to serve, and the exhibiting of the goods asked for by the customer, with the making out of a cash slip and effecting change when the purchase is made, seems to constitute the day's work of the department.

It is forgotten, however, that there are single lines in these great departments which represent as much money invested as was used in stocking one of the old time general stores of a generation ago. That in the choosing of a department manager for such a place as much responsibility is shouldered upon him as fell upon the old time country merchant who may have had a general line of goods on display and a stock in reserve in a neighboring warehouse. This head of a department in such a house may be only the manager of the department, but his salary of \$5,000, \$9,000, or \$15,000 a year, as his department warrants, suggests an income that might have satisfied the old fashioned merchant owner of a general business.

This salary naturally becomes possible through the turning over of department stock in the course of a year. To buy stock that will sell and to buy it on terms that will insure a profit are points to be observed by the head of the department. He may be the chief buyer for the department, or the department may be such that half a dozen buyers are necessary to keep it going. In any event, however, the responsibilities of the buyer are his and the success of the department rests upon him.

To meet these responsibilities this head of the department needs all the wisdom possible for the merchant. Out of his experience he must know his department needs. If sales of a certain volume are to be anticipated for that department, goods in approximate quantity must be supplied for sale. As to the kind and style and quality of these goods, the knowledge which the manager possesses regarding merchandising is the only criterion of buying.

This knowledge never can be exact enough. The manager has his sales reports of a season before him. The goods with which his shelves are stocked have been lying before him through a certain period. He makes

it a point to observe how they sell. One line may drag, perhaps, and he seeks to know the reason; another line may move actively with the least resistance, for which he seeks the reason, also.

But having these reasons for and against the sales in certain lines, the manager still is without a guide line upon the future.

It is this anticipating the future of trade which calls for the judgment of the merchant. Many things are salable according to the feeling of prosperous conditions. Under the influences of good times many lines will sell, when under reverse conditions they are drugs on the market. It is part of the manager's duty to anticipate the kind of a market which will meet his display, and the success of his venture may be determined wholly by an unexpected condition of public confidence.

When the department buyer has decided upon his lines of goods and has gone into the markets for them his knowledge of men no less than his knowledge of goods may avail him. He has the unlimited commission of his house and he is to buy goods in a way to make profits for his employers. His purchases may be delivered to him in thirty days, or he may have to wait a year, two years, or five years for delivery. In the rug departments of some of the great stores it is not uncommon for a buyer to purchase rugs which will not be free of the loom for three to five years. He has found a silk rug of a certain pattern which only one family knows how to make. If he buys that rug he must wait for it, and, waiting, there are chances that before it is delivered changes may come in financial affairs that will leave it little in demand. But this is one of the buyer's risks.

"The buyer who doesn't take risks never accomplishes anything," is the philosophy of a leading manager and buyer. "The buyer who doesn't make mistakes is no good, for the reason that he is afraid to risk anything. He must count upon making his reasonable mistakes, but his successes must overbalance them year after year if he succeeds. And to succeed in the end the manager must be a merchant in the full sense of the term."

With the world for his market place, the buyer's knowledge of men never has been and never will be wide enough. Manufacturers' agents will sell—that is their business. But there are all kinds of manufacturers and agents. If one of them shall be a trickster, anything in the experience of the buyer which will mark that fact to him is an asset as a business man. Any of the arts of the "mixer" which will enable the buyer to lead the seller in his direction for a favoring sale are a buyer's capital.

"Take the buyer in the Chinese markets," said a well-posted manager. "He might have bought goods a hundred years in the United States and be at sea in the Yellow Kingdom. They tell you the Chinese are honest in filling their contracts, and I suppose they are. But you never know whether the Chinaman is giving you his lowest rate. He feels justified in sell-

ing to one man at one price and to another man at another price. He merely delivers the goods at the contract prices and if the man who has bought at a lower rate than you have chances to be your competitor at home you have a problem on your hands."

In the opinion of this manager the successful buyer is born quite as much as he is made by merchant routine. He must have a head for merchandising. As to where he gets it and how, nobody questions.

"It is a problem of the individual," he says, "and it always will be an individual qualification. I would not know to-day what qualifications to ask for in a buyer. So many men of so many types and temperaments are successful buyers that the idea of choosing a buyer to suit is impossible. I know men as buyers who can not be honest and open enough; I know others who hug the element of foxiness within them, never dealing squarely if they can avoid it. But when both types are successful, how can you choose?"

"I recall the time we took a young man in here as buyer," said another department manager. "It was imagined that he knew his business. He had experience enough in years of service, but even as an assistant he found his knowledge lacking. He came to me one morning, saying, 'I wish you would put me on to this work.' When I told him there wasn't a man living who could do that, I'm sure he felt that I had given him a slap in the face. But it was truth, and he knows it now."

"We are growing men right here for such positions. If the man won't grow there is nothing more to be said or done. The opportunity is here and his chances for mastering the knowledge of the merchant are on every side. When a young man asks me a question about the business which I am unable to answer it always attracts my attention to him. There's something he wants to know and I am unable to tell him. But I find out for him, and in answering

the question for him I am answering it for myself. The whole department is benefited in this manner."

Jonas Howard.

Largest Exclusive Furniture Store in the World

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"You won the first time, all right, Ignatius, but—"

David Campbell looked across the long laboratory table at his friend and teacher and shook his head. The old battle was on again—the question of whether the pursuit of the study of chemistry or the pursuit of the almighty dollar along modern lines was the more worthy path to follow was up for discussion.

"What more do you want, David?" laughed the little chemist quizzically. "Money is the whole end and aim of the 'game' as you call it. I proved that I could get that money. What more is there to do?"

Black smiled indulgently upon his young friend.

"David, my boy," said he, "I said before that I could do it as many times as you wished. It isn't a matter of experiment, David; I am working from a formula. True, it's a self-established formula—the Black formula for getting money, if you will—but it will work out as often as I put it to the test, my boy; it will, indeed."

"It may, but—"

"David, you read the paper this morning? Yes, of course you did. Then undoubtedly, David, you saw the news regarding the formation of the Eagle Mining and Securities Company? Yes. Well, David, what do you imagine are the resources of this company which the financial page of the papers makes so much ado about? How much actual value do you think they have to offer in the chances for investment which they hold forth to the public? Don't know? I shall tell you then: they have unlimited unscrupulousness, unlimited nerve, a limited number of good—or bad—names, and 'first class connections,' whatever they may be."

"The Eagle Company?" interrupted David. "Why, man, they're quoted up in the \$10,000,000 capitalization class. They're—"

"Quoted is proper, David. And who, pray, does the quoting? Why, some of the same men who are interested in the new company. You see how it works out, David? You see how easy it is—the operation of the whole rotten system? And do you see why I maintain that the making of money—not the earning of it, David—simply is nothing but an easy confidence game, which anybody with ability and a willingness to prostitute his ability may be a winner at?"

"No, it isn't, Ignatius. But never mind that; you're getting away from the subject, aren't you? Can you do what they're doing?"

"David," said Ignatius Black, F. A. S., etc., etc., with a soft smile, "I can do more; I can do them."

* * *

The Eagle Mining and Securities Company was headed by Col. Martin V. Mosley. It might be proper to say that Col. Mosley was not only the head but the body, legs, tail and all other appurtenances of the organization.

Col. Mosley's name was the company's chief asset. The Colonel's

name was worth several hundred thousand on the stationery of any house making speculative investments its business. People, not merely the people who drew their money from savings banks, mattresses and stockings when they came to his office to invest, but business men and financiers trusted the Colonel. That is why he was such a thorough and complete rogue.

His name, the names of three minor bankers, vague rights to certain public utility privileges in certain Western towns, vague mining lands in Arizona, and several other vague investment opportunities comprised things which the company had to offer the public in exchange for the public's money. However, the public had grown accustomed to paying the fiddler when Col. Mosley began to play, so the ornately engraved stock certificates went out from the Eagle offices in a stream and the money orders, checks, drafts and registered letters of the public poured in.

"They like something new," remarked Col. Mosley to his directors as they watched the secretary signing certificates fresh from the printer. "They like something new; and here they've got it, and they're happy, and now we've got to make an investment in something pretty soon so we can order an increase in the issue of common stock."

He said this two days before he received a letter from Thomas Portland, Timber Line, New Mexico. The letter was written on Timber Line Mine Company stationery and it read:

"Dear Sir—Being informed that you are in line for mining property investments, I wish you would consider the Timber Line mine. It now is for sale. I have taken \$250,000 out of it. This ends its possibilities as a mine operated with practically no machinery. I want to sell because I can't begin to own it on the big scale now necessary, and because what I will have when the mine is sold is enough for me, once it is invested in well paying securities. The price is what I have taken from it, \$250,000. I have sent a sample of the ore to Ignatius Black, assayer, of your city. There is half a mountain of this rock ore in sight. Are you in the market for this property?"

The Colonel read the letter twice and licked his chops, figuratively.

"Has taken \$250,000 out of it, wants \$250,000 more, and will be satisfied once this amount is invested in well paying securities," he ruminated. "H-m! H-m-m! Why shouldn't this honest mine owner invest about \$250,000 in real money in Eagle securities, as well as turn his mine over to this company? Why, why, indeed?"

Before he had decided in just what terms to couch his bait letter to Thomas Portland, he received another letter from that party. It read:

"Dear Sir—Since shipping my samples of ore to Ignatius Black of your city I have been informed that Mr. Black is not an assayer, but a studying chemist. He probably won't look at my stuff, but I thought if you'd write him a letter he might do it for you as a favor. His office is in the Grand Mogul building, not far from

your office, I believe. Will you do this? It is awfully good ore. I believe the specimens that I sent to him are worth \$1,000, and there's only a suitcase full of them."

The Colonel fingered the letter reflectively.

"Boone," he called to his private secretary, "who's Ignatius Black, the chemist?"

"Ignatius Black, sir? Why, he's the celebrated researcher, sir. You know how the papers wrote of him a year ago about his discovery—"

"Naw, I don't know anything of the sort. How should I know? But is he anybody who amounts to anything? His name, I mean—is it worth anything in the market?"

"He is the most famous man in his line in the country, sir, I believe," whined Boone.

Col. Mosley's iron features relaxed in a grin.

"All right," he said. "Go over to his office in the Grand Mogul building, ask him if he's received any ore from Timber Line, New Mexico. Tell him for me that I want him to assay it, although he's not in that line. Understand? Well, go, then."

Boone was gone half an hour. He came back white and trembling.

"Mr. Black, sir, says that he will not touch the ore, sir," he reported. "He is much offended, sir; he says that he is not working for you or any other business man. He says if you want him to test the ore you must come and see him yourself."

Col. Mosley gruffly ordered Boone to call a cab and was driven quickly to the Grand Mogul building, on the



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sixth floor of which he found the office of Ignatius Black, chemist.

It was an ornate office, this office of Black, chemist. It was on the busiest floor of a busy building. It was furnished in a way that was entirely compatible with the marble finishing of the building; it was new, it was bright, and, what caught Col. Mosley's eye, it was shiny with the air of prosperity that approached opulence.

"This Black must be somebody," he argued as he entered. And then he was face to face with a short, heavy set man with crisp black hair and a swarthy complexion, who held between his firm white teeth a big black cigar and fairly reeked of bustle and importance.

"I'm Black," said the short, swarthy man. "What can I do for you?"

As he spoke he removed his cigar from his lips and showed a diamond that touched the promoter's gold loving heart.

Col. Mosley went directly to the point. Black had Thomas Partland's ore and he, the Colonel, wanted Black to test it. He was willing to pay for it and pay well. He knew that Black would set a high price, but let him name it and it would be paid.

"Oh, well," Black was all business, "I will work it up this afternoon. To-morrow morning you will know what it consists of. Also you will receive my bill. Good afternoon."

That night Col. Mosley asked his friend, Sharpe, editor of a leading magazine, who was Ignatius Black.

"Black," said Sharpe, "is the biggest chemist in the country. A man whose opinion is always authoritative."

"Uh, huh. And his name—"

"Best name in the country for a chemist. Sooner have it on a chemistry story than the President's."

"Uh, huh," yawned Col. Mosley. And he was mightily pleased, for no matter what turn the deal for the Timber Line mine took it would not hurt anybody to be able to print on the stock circulars an assay signed "Ignatius Black."

In the morning came a letter from Black as promised. But there was no report on the Thomas Partland ore. The letter ran:

"Dear Sir—Owing to the peculiar tracings of the silver deposits in the ore which I have received and analyzed from Thomas Partland, of Timber Line, New Mexico, a report on the value as seen here would bear no assurance of being the truth. The specimens in my office indicate an almost unbelievable percentage of silver, but due to the operator's ignorance regarding the formations of the particular locality from which they were taken, the trend of veins in the formations received, etc., I must refrain from uttering a specific analysis or opinion. This is final; I would not attempt to cast up any figures, being as I am entirely unfamiliar with the conditions under which these ore specimens were obtained."

"Well," said Col. Mosley, "I think Mr. Black would be about the best man to send to New Mexico. The mine may be rich. And then, Partland has got \$250,000 in money and Black's name is worth—yes, Black

has got to go to New Mexico for us."

That afternoon Ignatius Black, chemist, sixth floor, the Grand Mogul building, accepted Col. Mosley's commission to go to New Mexico and examine the Timber Line mine for him.

"I am not a mining specialist, Mr. Mosley," warned Black. "But I am in business for money. If I go you pay, and pay well."

"Your own price, Black, your own price," agreed the Colonel. "Do this for me and you'll make more money than you could in a year in this office."

"Money is what I am in business for," snapped Black.

"Good," said the Colonel. And they shook hands.

Apparently the work of testing the prospects of the Timber Line mine was no easy task, for it was a fortnight before Col. Mosley heard from the man whom he had sent West for that purpose. Then he suffered a severe disappointment.

"I find," wrote Ignatius Black, "that the ore sent to my office in the city for analysis consisted of specimens evidently saved from the first workings, which may or may not have been extremely profitable. However, no such ore is now left in this property or in the immediate vicinity. The mine here is regarded as a 'dead one.'"

"Huh!" snorted the virtuous Col. Mosley, thinking of Thomas Partland, "he tried to do us, the crooked dog!"

Then he set about to think of the best way in which he might do Mr. Partland out of the \$250,000 which Partland had taken from the mine which he now wished to sell. His letter requesting Partland to come to New York and talk things over had been in the mail only six hours when he received a third communication from Partland himself.

"Dear Sir—I have closed with a Mr. Black, who represents a syndicate of capitalists in your city, for the sale of the Timber Line mine for \$300,000, so I can not do any business with you."

"Oh, oh, oh!" roared Col. Mosley. "That dirty dog, Black! Boone, find out if Black has got back from the West. I'll show him that he can't deal double with me, by gad!"

Boone quickly discovered that Mr. Black had returned from the West.

"Call me a cab, quick," ordered the Colonel. He fumed all the way to the entrance of the Grand Mogul building, up in the elevator and in to the office of Black, chemist.

"So," he roared as he stood face to face with Black, "you did find something in that mine, did you? And you bought it up for yourself. Now, just tell me who are the men behind you and I'll drive you out of this deal in complete disgrace."

Ignatius Black looked the great promoter full in the eye.

"Mosley," he said, coldly, "let's understand each other a little better. I am not afraid of you; I have nothing to lose in this and a whole lot to win. I told you when you first spoke to me that I was in business for the money that's in it. Well, out there

when I saw what the Timber Line mine is, saw all the silver waiting to be taken out and made into hundreds of thousands of dollars, I saw that there was money to be made there by somebody, and I wanted to be one of the somebody. That fool of a Partland, when he heard who I was, took my word for all I said; that I represented a syndicate of Eastern capitalists and that I was there to take an option on the mine. I've got that option here in my pocket now, Mosley. I haven't got anybody behind me yet to swing the deal, but I can get them in fifteen minutes and have a wire started for New Mexico which will make the mine ours in half an hour. Oh, I've laid my wires carefully enough; I wouldn't take any chance. It's my opportunity to get rich for life; do you think I'd miss it?"

"Well, well, what do you want, anyhow?" The Colonel was frankly puzzled.

"Want? Don't you want something? Isn't it for you to say what you want to do?"

The Colonel drew together his gray brows and scrutinized the little man before him for a full minute.

"You want me to buy you off, don't you?" he said.

Black smiled heartily. "Well, now we do understand each other," he said, genially. "Yes, that's it, Colonel. The Timber Line mine will now cost you just \$350,000. Three hundred thousand of this goes to that fool Partland; the rest goes to yours truly. And that's only making you pay one-fifth of what you really

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ought to put up for what you're going to get."

"But here," interposed the Colonel, "suppose I do not let myself be held up like this. Suppose I tell you—"

"You've got fifteen minutes to agree to my terms," snapped Black. "I told you that once. I don't care much which you do. I'll get it out of the other people. Fifty thousand is my small share. Let's come to an end."

"Will you take stock in the mine for your share?" bargained the Colonel.

"Stock nothing. I'll take your personal check for \$50,000. I—well, frankly, Mosley, I don't trust you. That's why I'd rather deal with the other people."

"You can't deal with them," said Mosley, harshly. "Come to my office, write a wire under my dictation to Partland, and I'll give you the check at once."

"Good," said Ignatius Black, reaching for his hat, "it doesn't pay to fight—when it doesn't pay—does it?"

Col. Mosley was slightly disturbed when he failed to hear from Thomas Partland on the second day. On the third he was worried; the fourth suspicious, and the fifth frantic. He tore hurriedly up to the office of Ignatius Black, in the Grand Mogul building. There his suspicions were confirmed. Black's office was empty; its hitherto tenant had flitted as a bird on the wing, and when Col. Mosley returned from his office he was further shocked by finding a communication signed "Ignatius Black," "Thomas Partland," "Shorty Haverly," etc. A few words told the story:

"You have been stung right. Look up the real Ignatius Black and see what a sucker you are. Then write to Timber Line and have the postmaster return your mail."

Col. Mosley felt sick after reading this letter. He gasped for breath. "The real Ignatius Black!" Then he had been dealing with a fraudulent Black. The man whom he had trusted so implicitly, had looked up to, and courted as a valuable acquisition, was—a fake?

Mosley painfully discovered where the laboratory of the real Black was.

"The Fosburg block!" he ejaculated. "Is it possible that a big man would hide himself away there? Boone, call up Sharpe on the phone. Ask him if he knows Ignatius Black when he sees him. He does? Then tell him to come here to me."

"I want to see this great chemist, Black, just out of curiosity, Sharpe," said the Colonel, when Sharpe was before him. "Will you drive over to his laboratory with me?"

"Of course," said Sharpe, and they went over together, and there, in the grimy little laboratory, in the Fosburg block, Col. Mosley saw at a glance that the real Ignatius Black, old and gray, thin and diffident, was not the heavy, swarthy, energetic little man who had owned the ornate office in the Grand Mogul building.

"That's all I wanted, Sharpe," said Mosley, outside. "You take a cab back to your office. I think I'll go home; I'm not feeling well."

"But, Ignatius, who was this other

Black who actually got the check from Mosley?" asked David Campbell, when the old man had finished his story. Campbell held in his hand the Mosley \$50,000 check.

"That, David, was the real Ignatius Black as well as the fraudulent one," piped the little chemist. "You never heard of anybody impersonating himself, did you, David? No. Neither had Col. Mosley. But I did that and that is one thing that made the whole affair so ridiculously simple. I was Ignatius Black, and yet I wasn't, in spite of the fact that I was. That is the wizardry of chemistry, David—the black art of scientific transformation. You know how simple the process is."

"Oh, yes, it's awfully simple," agreed Campbell, holding his head. "And how about the letters that you mailed from Timber Line, New Mexico? You didn't leave the city, you know."

"They were delivered by messenger to Col. Mosley's lock box in the postoffice," replied Black, smiling. "They were properly postmarked Timber Line, New Mexico. I selected that town because I had a couple of letters actually mailed from there—to copy the postmarks from. Do you see how easy it all was, my boy?"

"No, I don't see anything of the sort," replied Campbell, shortly. "But I do see that you've got Col. Mosley's check for \$50,000. That's material evidence that you beat him. The check—"

"Give it to me, David," said Black. "It's no good now. Col. Mosley has stopped payment on it by this time. Besides, it's only a counter in the game, you know; it doesn't mean any money—to me." Lee MacQuoddy.

How Do You Wear Your Hat?

Prof. H. Gross of the psychological laboratory of the university at Leipsic has issued a pamphlet on criminal psychology, in which he makes a number of observations on the way of wearing the hat in its relation to character.

The professor declares that a hat worn perpendicular to the vertical axis of the head is a sign that a man is upright in character, but a pedant and something of a bore. Those who wear the hat a little on the right side are said to be amiable, gentle, and humane; those who wear it on the left are fond of games and sports, and usually of gambling. The hat on the back of the head is said to be a proof of recklessness and daring, and usually of debt, and the farther back it is the nearer the wearer is to bankruptcy or jail.

According to Prof. Gross, a hat that is worn well down on the forehead indicates the egotist or a man of sulky disposition, in which selfishness is the dominant trait. If the hat is worn lightly on the top of the head, it means that the character of the man is fluctuating, variable, and impressionable; if the hat is large and firmly adjusted, it means a keen sense of business and energy of action; if the same hat slopes to the rear, it means that the wearer is alive to all business opportunities and will miss none of them.

The professor also has a chapter on boots. He has observed that a man who wears down the heels of his boots or shoes equally may be safely set down as an energetic man of business or a trustworthy official.

Heels worn on the outer sides are said to reveal imagination, poetic instinct, and an adventurous spirit. If they are worn down on the inner side, it shows the wearer to be weak and undecided in character. Moreover, the professor adds, this last sign is more to be relied upon in the case of men than of women, as the high heels of the latter "often divert whatever psychical significance they might otherwise have."

A Weird Death.

"In our laboratories," said a chemist, "we make a good deal of cyanide of potassium. Men who handle this poison are too often seized with an insane desire to eat it."

"The white and beautiful crystals exercise on the mind a strange fascination, such as snakes are said to exercise upon small birds. Although you know that the stuff is deadly, you feel a horrible longing to crush a handful of it into your mouth."

"And many cases are recorded of men who were unable to resist this awful longing—happy, prosperous and young men found dead in the laboratory beside a glittering white heap of cyanide of potassium crystals."

"Hence, in many chemical works the men are strictly forbidden to enter the cyanide house alone."

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CARELESSNESS IN DRESS.

Beware of the Girl With a Frazzled Skirt.

Written for the Tradesman.

"Yes, she wanted the position badly enough, and she's amiability personified, and she needs the work."

"Then why didn't you hire her?" I asked curiously.

It happened that I was witness to the refusal of a lucrative situation to a girl who applied for it to a friend of mine, a well-known business man who is a master hand at the instant reading of character.

The girl who had just got the icy mit from this man seemed well dressed—in fact, you would say, in casually describing her appearance, "Quite a stylish young lady." But "Looks are desateful," as you shall see.

"Didn't you notice that girl's gloves?" asked my friend, not replying directly to my query.

Yes, I had noticed them.

"Well, what did you think about them?"

"I didn't think very much about them," I returned, slightly wondering at my friend's attitude—to begin to talk about that rejected young woman's gloves.

"Didn't you observe a thing about them?" my friend persisted.

"Why, yes, I did notice two or three little rips. I remember because I saw her fingertips and was conjecturing about their being cold in this sort of weather."

"What does that indicate?" pursued my friend, the business man.

"Well, if it means anything," I replied, "I suppose you might perhaps imagine that the girl isn't careful as to all the little fussinesses of life." I replied, beginning to be annoyed at what seemed to be a whim on my friend's side.

"Yes, very well. Anything else?" he went on.

"I think I noticed an end of velvet hanging from the girl's hat where it needed tacking up."

"Yes. What next?"

"Her shoes had slight holes in the toes and perceptible cracks across the tops."

"Good—bad, rather. And furthermore?"

"Furthermore," I said, "her girdle was on crooked. None of the points were where they should be, and also the belt to her skirt sagged somewhat."

"To be sure. Anything besides these imperfections?"

"Oh, you're too particular," I objected.

"Well, but was there anything else about her that could not be called perfect?"

"Well, if you insist, I observed, as the girl walked over to the door, that there were some little wisps hanging down as if her silk skirt had been worn to a frazzle. But I don't understand how you could have seen those rags," I expostulated.

"Never you mind how I know things," said my friend, a trifle sharply. "Never you mind—I'm obliged to keep my eyes open, that's all."

"Now, had I hired that young woman" (he began now to get down to

business) "she would have proved anything but what an office girl must be in my employ. I should have found her careless as to details. She might have grasped a subject in its entirety but when it came to minutia she would have been sadly lacking in the patience and skill absolutely necessary in my line of work. She lacks precision, order, although she might turn out very neat-looking documents. She is probably a miserable speller. A girl who is slipshod in personal appearance you can usually set down as a poor speller, a poor grammarian into the bargain; she generally considers it too much bother to consult an acknowledged authority and is willing to guess at words and proper forms of speech instead of know beyond cavil. If she hits it, well and good. If not, she isn't the sort to lie awake o' nights worrying about little matters like those.

"No, no such help on my plate, if you please," concluded this far-discerning man of business.

And it is just such small "straws that show which way the wind blows" that indicate to my friend whether an applicant would be valuable to him as an assistant.

Who would deny that he is right in his surmises? Jennie Alcott.

How To Build Up a Tea Trade.

Tta drinkers are diminishing in America because of the thoughtless manner in which tea is retailed, and the grocer is hurting a branch of his own business which can be an important part. What the silk department is to the dry goods store, the tea department can be made to the grocery store. And the successful grocer, even if only a small merchant, will make departments of his business. He will have a tea department, a canned goods department, a sugar department, a soap department and so on. He will learn the fine points of his business, and he will know something of teas. The merchant who rests on his sight to buy tea will usually fail to satisfy his customers. Colored rice, very attractive to the eyes, has been sold more than one is ready to believe for tea.

Let me tell you how the first tea store started. There are those grocers who will buy a tea for 15 or 20 cents and sell it for 50 or 60 cents. I want to say that is next to robbery. It is not square dealing. It is equally as bad as holding someone up with a gun. The clerk of such a grocer discovered what the merchant was paying for his tea; he learned the brand and he knew every customer of that merchant. He conceived the idea of buying that tea on his own account, taking it to his merchant's customers in small trial packages and when they were satisfied that it was just as good as the tea sold at the grocery, he offered to sell them at the old price and to give them a pretty cup and saucer with every pound of tea purchased. He got the business and that was the start of the first tea store. The grocer can not afford to give other than a square deal on tea to his customers; he should be satisfied with a fair profit and should not try to make

up on tea what he loses on sugar. In answer to a question I once defined a tea store as a store which featured tea and besides carried sugars; a grocery was a store which featured sugars and besides carried tea.

Make a specialty of tea and be satisfied with a fair profit and then, what is equally important, guard against the loss of strength and flavor of tea. Don't you suppose that the little Japs have a good reason for packing their teas air-tight? Are you not aware that the ordinary chest of tea deteriorates by being left open in the back part of any part of the store? Don't you know that tea is sensitive to the odors and the conditions surrounding it? It will absorb the smell of onions in less than twenty-four hours. It loses its flavor when exposed to the air, and no matter what price you pay or how meritorious may be the tea, if you do not keep it in air-tight packages the tea loses its virtue and its flavor.

I have made the tea business a life study, and my business at present is cupping and grading teas. Yet were I to go many days without cupping, my taste would lose some of its cunning. The successful man, no matter what his line, must keep everlastingly at things, reaching out for new ideas and keeping a little in advance of his business and the times. You may not become a great tea expert, but you can improve over your present status surprisingly so, and you can do more at this age than any other body or class of men to elevate the tea business to its proper place.

George Lewis.

Saves Oil, Time, Labor, Money
By using a
Bowser Self Measuring Oil Outfit

Full particulars free.
Ask for Catalogue "M"

S. F. Bowser & Co. Ft. Wayne, Ind.



DON'T FAIL
To send for catalog showing our line of

**PEANUT ROASTERS,
CORN POPPERS, &c.**

LIBERAL TERMS.

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

W. J. NELSON

Expert Auctioneer

Closing out and reducing stocks of merchandise a specialty. Address

215 Butterworth Ave. Grand Rapids, Mich.

Quality Always Wins

This is the reason our

Harness Trade

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

Sherwood Hall Co., Ltd.

Grand Rapids, Mich.

TRADESMAN

COMPANY

ENGRAVERS

PRINTERS

FURNITURE CATALOGUES

COMPLETE

STEEL STAMPING

FOR STATIONERY

TRADESMAN BUILDING

GRAND RAPIDS MICHIGAN

STEWED PRUNES.

The Artist Cook Now Gets the Money.

Since Bo-bo, te booby son of Ho-ti, according to Lamb, accidentally set fire to his father's mansion and naively discovered the taste of roast pig and the first, primitive way of cooking, or burning it, the art of cooking has made enormous strides. Burning and cooking are not now synonymous. There is now no danger of the best cook in town being summoned as a criminal before judge and jury to bring with him a specimen of his culinary skill.

"Cookery is become an art, a noble science; cooks are gentlemen." It offers a new profession for man and woman, for the cook of to-day differs as much from the cook of yesterday as the chemist of to-day from the fumbling alchemist of the medieval age.

To become the cook of the hour, the mysterious ways of handling and preparing the food products not only must be studied, but the chemistry of the foodstuffs as well. An expert commands a high place.

Certain cities have official dieticians belonging to the department of charities, who supervise and give advice to all the cooks in all the institutions under public control. A young woman competent to fill this position is no ordinary cook.

Two Eastern college girls a few years ago opened a modest bakery. Their bread, built on a scientific foundation, became so much the vogue that they have enlarged their plant greatly. They found this just as practical and remunerative a way of earning a living as teaching school, and vastly less nerve killing.

The specializing in cookery on the principle of division of labor has been of immense advantage to woman. One may find purchasers for any one "delicacy" or specialty that one may excel in, a salad, a cake, or a delicious confection. Here is a steady market for all one's output. A woman may make such a famous pickle that the nearby grocery keeper may be glad to sell it on shares.

The wife of an obscure butcher, an old country woman, once sent a pitcherful of soup to a customer that was ill. The soup was savory, full of delicious surprises in the way of little meat balls; it was life giving, it was a pleasure to the palate; it had an European flavor. It was un-American—not the kind that Jack London calls "hot water with a drop of grease." That pitcher of soup was the beginning of that butcher's success. The little shop in the dingy side street became the Mecca for women who liked a soup course for their dinner without the trouble of preparing it. They came to buy the wife's soup, and remained to make a few meat purchases. The little shop became too cramped; a more commodious market was built on the business artery of that quarter of the city; and "soups" and cooked meats are among its distinguishing features.

One large grocery establishment owes a great part of its increased sales to its introduction of "baked ham." Other stores sold boiled or

steamed ham, but this was the only place in town where baked ham, specially prepared in the firm's own ovens, could be secured.

There is more real success wrought by one's taking the initiative than one has any idea of. People are pleased by novelty.

Two bachelor girls of sixty odd years thought they were not too old to branch out into a new business. They had lived and worked together for over forty years, slaving at the needle, until nerves and health had given way. They used up their "rainy day fund" in taking a complete rest cure, and then with empty purses and stout hearts faced anew the problem of existence. Fate had deprived them of a housekeeper's life, but both had a taste for home making and a knack of cooking dainty and appetizing dishes. They determined to realize on this asset, scant as it appeared. Six young men of their acquaintance promised to board with them if they would set up an establishment.

With the eagerness of confirmed gamblers the two maiden ladies rented a roomy house in a pretentious neighborhood. They furnished it beautifully on credit and zealously plunged into their venture. They had no time to stop to think, "Will it pay?" They had no money to hire help. Nevertheless they found that doing their own work did not detract from their business, but, on the contrary, was a drawing card. It was a treat to the six young men, most of them clerks on moderate salaries, to have perfect cooking and service, together with the daintiness and refinement of a real home. They told their friends to "come on" and soon the house was filled to the garter with a lot of "nice boys," as the maiden ladies called them. This beginning was two years ago. Now

all the furniture is paid for and a new big nest egg in the bank.

"We succeed because we still do our own work—that is, the bulk of it," said one of the two, "and thus we eliminate the servant question. Not but what we have our troubles, now and then, but we are up to date and give good value for the money and the 'boys' know it. We make our own rules, and they know they must 'toe the mark' or go. Now and then a 'smart Aleck' gets in, but he either reforms or leaves. One smartly surreptitiously took out a bed slat from each bed in the house, and at night first one bed and then another came thundering down. But we stopped that nonsense in double quick time. A thing like that would spoil the tone of our establishment. Another time a youth began dancing a jig on the walk right in front of the house. I said, 'See here, if you want to dance, go into the street!' Oh, they know we are strict, and that's why we get the good class that we do. We demand pay in advance and we get it, and we could have twice as many boarders if we had room for them. The fact is, we are up to date and give them modern, scientific cooking."

When one watches the phenomenal success that often is made in the restaurant business the marvel is that more do not enter this field. The chef of one of the famous hotels of the country, although making a fine salary, decided that if he branched out for himself he could make as much money in a week or a day as he then received in a month.

With European thrift, he had saved the bulk of his earnings. This he ventured in fitting up a restaurant. He had reckoned with care, for the magic of his name of chef of the hotel of his city acted as a lodestone to draw thither all the old epicures.

The restaurateur made a stiff charge for everything. His prices were higher than those of his competitors, but this, too, drew attention to the place, and those who had the "price" paid it, to spy out the new land. The patrons began talking about the peculiar excellences of the place, and so their friends and their friends' friends crowded in to see the old time chef acting as chief usher and host in his new business. His affability and strong personality gave a homelike as well as European flavor to the place, and people who liked French cooking with English names on the menu card flocked in.

The tale of so sudden a success looks like luck, but it is not. It is caused by scientific study of conditions as they exist, on the part of the aspirant for moneyed success.

Cooking is old, the oldest of occupations, but its modes change. It is a mine of wealth to those who know how; but the worker must bring to the work a knowledge as scientific as that possessed by a civil engineer.

The day has gone by when a woman can take a piece of stale bread and an old doughnut and make therefrom "the most delicious pudding," and at the same time be a successful boarding-house keeper. Her time is gone by; she is as antiquated as the prune joke. M. M. Atwater.

Peanut meal has been for a long time a staple article in the d'etary of the poor classes in Spain. Bread made from pure peanut meal is light and porous, but it is said to be unpalatable because of a persistent poppy-like taste. Rye bread containing 25 per cent. of peanut meal can not be distinguished from ordinary rye bread, while far more nutritious. Skim milk cheese is the only ordinary article of diet comparable to peanut meal in its percentage of nitrogenous matter.

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's
best ones, that call for

HAND SAPOLIO

Always supply it and you
will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.
Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Big Men Make Best Bosses.

Mere physical strength helps a man in the race for business success, particularly if he is to be in charge of men. Of course, it will be granted that a boss of day laborers, especially foreign or uneducated workers, must have physical strength.

A boss in charge of a gang of Roumanians in a foundry near Chicago was told by the head of his department that he was not getting as much work out of the men as the previous boss. This boss being a small man, the head of the department intimated that perhaps a larger man would be able to handle the position better. The little man was one of those stocky fellows whose lack of height hides real strength. Feeling confident in his strength the little boss deliberately picked a quarrel with one of the largest men of his gang. The big man, surprised at the boldness of his boss and feeling overconfident because of his size and weight, took the count in the first round. Since that time the gang has been doing much better work.

A gigantic leader of strike breakers, whose specialty is to take a gang of day laborers into a factory where unskilled workmen are on a strike says that the first thing he does is to give an exhibition of his strength either in a set-to with one of his men or by lifting or moving some heavy article in the presence of the laborers. After that this strike breaker says he not only has less trouble with the men but the strikers also steer clear of him.

Even in a store or office where men are hired by the month or year and where the job perhaps is permanent as long as the employe does his work well, mere physical strength helps the boss. All men admire physical strength and the employe will step a trifle quicker or work a little faster for a big boss. The strong man who does not look the part must give an exhibition for the benefit of his employes.

A man who had lost one of his arms had pushed ahead by hard work and good work until he was in charge of a small glove factory. He perhaps was too sensitive about his affliction, for he thought that the men pitied him rather than admired him. As is often the case with one armed men the remaining arm was exceptionally developed. He reasoned that if he could show the men that he was as strong if not stronger than most of them they would cease to pity his incapacity and would admire his strength. One morning he watched two men loading heavy boxes on a dray and thought that this was a good time to exhibit his strength and at the same time hurry the men, as they seemed to be loafing on the job. Therefore, he tucked his stump of an arm under one end of a box and wrapped his good arm around it and quickly lifted it to the wagon. As the box was heavy enough to try the strength of a man with two arms the loaders were much impressed.

"It seems to me," the boss said, "that if I can lift that box with an arm and a quarter you two fellows with four arms between you ought

to hustle them on faster." The one armed man claims that since that time he has been getting better work out of all of his men.

The manager of a store in a small town was told by one of his friends, who, of course, told him "for his own good," that he had heard a man say, "I do not trade at that store because the manager is such a sissy."

The manager, whose neat appearance and slender build had caused that impression, was a trained gymnast. Each day he spent a certain

time in the gymnasium. The following year the manager, who had been urged in vain to appear at previous exhibitions, was the star performer at the annual Y. M. C. A. gymnastic exhibitions.

The question arises, is the manager a professional athlete, as he took part in a gymnastic performance with the ultimate aim of making money by it? McTeague McLittle.

Many think they repent the sowing when they only fear the reaping.

He Explained It.

A negro who had been arrested on suspicion gave himself away in a clever reply to a question.

"How old are you?" asked the justice.

"I dunno, suh."

"Don't you know your own age?"

"No, suh."

"That's strange!"

"You may think so now, suh," was the reply, "but when you has been in the penitentiary as long as I has you'll lose track er time, too."

Two of Our Series of Ads Now Running in the Big Magazines

Barrington Hall

Sample Can Free

Barrington Hall is pure, high grade coffee, prepared by our patented process—a common-sense method of treating the berry whereby the substances which contribute nothing to its flavor and healthfulness are removed, and the coffee flavor is preserved to a remarkable degree.

By our process all dust and the bitter cellulose skin, evidently placed by nature around the heart of the berry to protect it, are removed and thrown away; and when you buy a pound of Barrington Hall you get a pound of the best part of the coffee berry only. You can enjoy its delicious flavor without fear of ill effects. This is the experience of thousands who had given up coffee drinking, many of whom have written to tell us so.

"Steel-cut" means that the coffee is cut (not ground) into fine, even particles. This cutting does not crush the little oil cells as does grinding and the rich, aromatic oil (Food Product), which makes coffee flavor, is preserved. This explains why a pound of Barrington Hall will make 15 to 20 cups more of perfect full strength coffee than would the same coffee if ground in a coffee mill.

PRICE: 35c to 40c per pound, according to locality. If your grocer tries to sell you something "just as good" he has his own interest, not yours, in mind. Write us and we can tell you how and where to get Barrington Hall. If you accept an imitation, please do not judge our coffee by it.

Address nearest point
BAKER & CO.,
Coffee Importers,
222 N. 2d Street,
Minneapolis, Minn.
109 Hudson Street,
New York, N. Y.

Please send me free sample can of Barrington Hall Coffee and booklet "The Secret of Good Coffee." In consideration I give my grocer's name (on the margin) and name of magazine.

My own address is _____

CUT OFF OR COPY THIS COUPON

Lady of Cincinnati
writes us that after being compelled to give up ordinary coffee she has used Barrington Hall daily for over a year with no ill effects.

READ WHAT MRS. C. SAYS OF

Barrington Hall
The Steel-Cut Coffee

Cincinnati, O., Feb. 18-
Baker & Co.,
Gentlemen:—We availed ourselves of your free sample can offer a year ago, and have been using Barrington Hall exclusively with our meals ever since. We had been compelled to stop drinking ordinary coffee because of its harmful effects on all of us and particularly on my son, and are very happy to find in Barrington Hall such a delicious coffee that agrees with us. Personally I know very little about the constituents of the coffee bean but your process certainly removes the qualities injurious to us. Mrs. J. L. C.

BARRINGTON HALL is pure, high-grade coffee prepared by our patented process—a common sense method of treating the berry—whereby it is not only made more healthful, but its flavor is preserved to a remarkable degree.

WHY BARRINGTON HALL IS MORE HEALTHFUL and DELICIOUS

Our process removes all dust and the yellow cellulose skin (placed by nature around the heart of the berry to protect it). When steeped alone this foreign matter is undrinkable, and its removal must necessarily make a corresponding improvement in both flavor and healthfulness.

CUT UNIFORMLY, NOT GROUND or CRUSHED

Another great advantage in our process is that the berry is cut into small uniform particles and the little oil cells are not crushed as in grinding. Thus the rich aromatic oil (food product) is preserved to an extent impossible with any mill ground coffee.

SANITARY METHODS never before thought of are used in every department of our business and when you buy a pound of Barrington Hall you get a pound of the best part of the berry only, pure and wholesome—and you will agree with Mrs. C. that it makes a most delicious beverage.

CAUTION. Barrington Hall has its imitations. Accept only the genuine always packed in sealed tins as shown here. At least do not judge our coffee by its imitations.

PRICE. 35c to 40c per pound, according to locality. If your grocer will not supply you let us tell you of one near by who will gladly do so.

Please send me free sample can of Barrington Hall Coffee and booklet "The Secret of Good Coffee." In consideration I give my grocer's name (on the margin) and name of magazine.

My own address is _____

CUT OFF OR COPY THIS COUPON



Sample Can Free

Of the thousands who read the above advertisements in the magazines, every one writing us for a sample can will be referred to the nearest grocer who has "Barrington Hall" for sale. If you have it in stock do not fail to send us your name.

READ OUR PROPOSITION TO THE TRADE

"Barrington Hall" is a success. It has been a success from the start, when our advertising was a small affair compared with the kind we are doing this season.

The above ads are two of a series that will be in the big magazines from now until next July.

Remember that users of high grade coffee are magazine readers.

If you wish to take advantage of this proposition to increase your trade on profitable, high grade coffee—special high grade coffee that does not conflict with your other lines—send us your order today, giving your jobber's name. Don't wait until the coffee has been sold to some one else. Address: Nearest Point

BAKER & CO., 212 2nd St. No., Minneapolis, Minn.
116 Hudson St., New York, N. Y.



Observations of a Gotham Egg Man.

It is very evident that a good many owners of storage eggs have been getting nervous about the prospective outlet for their goods, for the pressure to sell has increased a good deal during the past week. The situation is peculiar. Some holders took advantage of the unusually good outlet for storage eggs that was enjoyed during August and September and disposed of a larger part of their holdings than they are usually able to sell before October first; but these were chiefly those who had most of the late May, June and July packings which could be sold at a profit. Those whose stock consisted chiefly or largely of the high priced April and early May packings were able to move only a very moderate quantity during August and September and it is this class of stock that comprises the great bulk of the excessive storage holdings still on hand.

In spite of the comparatively free movement of storage stock during August and September, when the receipts of eggs at the principal markets were unusually light, it is evident that the present rate of output is disappointing in relation to the quantity remaining to be sold, and a good many owners have been getting more and more anxious to start a movement. In this market commission receivers have been importuned by mail and even by wire to name prices at which a movement of stock could be assured, but under the circumstances it is very difficult to say at what price sales could be forced.

Dealers here have no speculative disposition whatever at any price approximating the figures ruling on the moderate business in progress. They are using a fair amount of storage stock every day, but many of them are still amply supplied with their own goods and anxious to work these out for the same reason that first hand owners are anxious to sell. And those who have no considerable stock of their own are not disposed to buy more than they can see a sure outlet for in the very near future.

With current receipts in this market amounting to 55,000 to 60,000 cases a week as for some time past, fresh and held, there is no possibility of working out more than 20,000 or 25,000 cases a week of locally stored eggs; at least if more than that are sold or moved from storage the excess must be offset by accumulations of some grades of current receipts, for our trade output can not now be more than about 80,000 cases a week as an outside limit.

It is very evident that our market can not be made to absorb materially more storage eggs than have lately been demanded by the regular needs of the trade except on a speculative basis unless we get a considerable decrease in receipts. Of course as dealers work out of their own holdings the outlet for stock from first hands will increase to that extent, but at

present no one will buy storage stock beyond near future requirements unless they get them on a speculative basis. Consequently unless holders are ready to accept prices that look low and safe there is no possibility of forcing matters at present.

The curse of the situation is the disposition to mix storage and fresh eggs together in consumptive channels—even in the best class of trade—and to charge out the mixture to consumers at the price of fresh eggs. Of course if this were not done—if eggs were sold as fresh laid or storage—the price of strictly fresh eggs would be even higher than it is now, but they would go to a comparatively small class of consumers; the rank and file would buy storage eggs freely if they could get them at a fair relation to their wholesale cost and total consumption would doubtless be much larger. If there were any possible way by which consumers could tell a storage egg from a fresh egg by casual inspection it would be a great boon to the wholesale storage egg trade although it would prevent dealers from making ungodly profits on the substitution.—N. Y. Produce Review.

Vocabulary for Business Men.

A man is judged as much by how he says a thing as by what he says. The proper use of the language will give you a certain distinction as well as a certain self-distinction. A man, to be fully equipped, must be able to express himself easily and accurately in both speaking and writing.

The habit of swearing has had something to do with lessening the majority of men's vocabularies. Did you ever notice that a great many men can not tell a funny story without repeating certain oaths continually? These men use oaths from habit formed by a lack of vocabulary, a lack of descriptive adjectives.

A vocabulary is a necessity, and it is acquired easily. The first requisite step is to carry a vest pocket dictionary.

When you read a news item on the train and come upon an unfamiliar word, take out your dictionary and look it up. It will surprise you how easily you will gather in expressive words in this manner.

When you look up the word, check it off with your pencil, think of it a moment, fix it in your mind. The check mark is to show you that the word has been looked up once; if you look it up again the check will stand there accusingly and will prove a stimulus to the memory. You will be surprised at the number of checkmarks your little book will contain at the end of the month if you systematically look up each word that you do not know.

When you are at home, reading, do the same. When you hear a man use a new word, look it up, and in a short time you seldom will have occasion to use your dictionary.

Whenever you write a letter practice on your new words. The only way to get a command of language is to practice, to use it, to make a sort of side line of it.—Modern Methods.

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

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.

Would Add Spleen To Meat Supply.

Boston, Mass., Oct. 21—I am working and experimenting upon the blood, and have been engaged in this particular line for five or six years.

I want to know all about the blood, for there are some features connected with it which have always been a mystery. In the work I have been carrying on I think the most important discovery I have made is in regard to the spleen, for I have found that it is this organ which makes the red blood corpuscles.

I don't mean to say all the red corpuscles come from the spleen, for it is generally admitted some of them are formed in the bone matter, or marrow, but the spleen is really the organ from which the greater portion of the red blood corpuscles come.

I have discovered spleens are good to eat, and extremely palatable when fresh. The average spleen contains $\frac{3}{4}$ grain of iron and $1\frac{1}{2}$ grains of phosphorus per ounce, which makes it the richest possible food, and particularly valuable in all cases of impoverished blood or nervous debility.

The spleen is really the iron gland of the body and there is more phosphorus in it than in any other organ with the exception of the brain.

I ate my first spleen about five years ago and found it quite palatable. So far as I knew, I was the first man who ever ate one, but I learned later on that in some parts of Germany spleens had been eaten for years and that the negroes in the South were particularly fond of hog's spleens.

The reason spleens have never become an article of commercial value in the beef industry is because they spoil so quickly. There is little use in placing them on ice, for after a few hours they seem to disintegrate and all apart, and consequently no one has been able to place them on the market.

I discovered a very simple method of making the spleens marketable and this is simply by heating them, either by broiling, steaming, boiling or any other method of cooking which will cause the albumen they contain to coagulate.

By boiling spleens they acquire the necessary consistency to be handled or cut like any other kind of meat. They can be sold by any butcher and can be kept a week on ice.

I am at present negotiating with a sausage manufacturer with the idea of putting spleen up in a form similar to sausage. They would certainly prove a delicious and palatable food of immense nourishing power.

I have in times past fed some of my patients who were suffering from brain fag or impoverished blood on spleens, with most beneficial results.

Spleens are extremely palatable when properly cooked. They have a delicious flavor. I suppose some people may be rather fastidious and will possibly object to eating spleens at first, but they can save an immense amount of money by eating them, and at the same time enjoy a most palatable and highly nourishing food.

I have no monopoly and do not desire any on the use of spleens as food. I have a patent on a method

of preserving spleens, and as a result of this patent I expect to make some money. Edward Williams.

Of All Dealers Meat Man Should Be Clean.

Written for the Tradesman.

Wouldn't you just naturally think that a meat dealer, of all persons handling food, would give heed to all the little niceties as regards cleanliness? And yet no one can enter a meat shop without having his appetite stolen away by the dealer by his exhibitions of what one man can do when he doesn't half try!

One would surely imagine that his Ma had never taught him in his boyhood what a handkerchief is for!

Then there's the fellow whose anatomy is always itching in some part of it, and of course that irritation calls for allayment with a pinch or a scratch.

And, oh, horrors! we all know by name the churl who is afflicted with "Job's comforters" on his physiognomy, and what can a poor meat man do when they need a gentle stroking with the fingers? You know you really can't blame him for wanting to feel of them!

Often, too, his dirty old sox have got themselves awry and their owner really shouldn't be expected to stand those wrinkles.

An evil hardly less in kind is the meat man's greasy black hair—I say black because black hair always seems greasier than any other kind—which has to be smoothed by manual training into strict obedience. What if he does have to pick up your meat with those unwashed hands immediately after and wrap it up in paper?

No, you mustn't expect the earth. Don't be so unreasonable. You are entirely too particular. You've simply got to "eat your pack of dirt" sometime in your life, and it might as well be fed to you out of the paw of the meat merchant as out of that of anybody else!

Seriously, there ought to be a strenuous law—one with rigorous fines, and even imprisonment wouldn't be too good for these miscreants who override the commonest decencies of life—against a meat dealer's committing the above-detailed nasty offenses. We are nauseated almost every day of our lives by these disgusting sights.

The meat man, of all men on God's green earth, should keep his hands off his person and likewise his clothes and their accessories during his shop hours, and, moreover, he should not belong to the Circle of the Great Unwashed.

All other things equal, that meat dealer who should have the reputation of being "such a CLEAN man" would have the cream of the town's trade.

John Burton.

He Will Do That.

"Yes," said the voluble crank, "I used to be as bad as you, but I made up my mind to quit smoking and drinking, and I did it."

"Indeed?" remarked Morley; "I guess a man who can quit smoking and drinking could quit almost anything—"

"Oh, yes."

"Except talking about it."

Pure Buckwheat Flour

Car lots or less. Write for prices and sample.

Traverse City Milling Co.
Traverse City, Mich.

We want competent Apple and Potato Buyers to correspond with us.

H. ELMER MOSELEY & CO.
504, 506, 508 Wm. Alden Smith Bldg.
GRAND RAPIDS, MICH.

We Are Buying

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

We Are Selling

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

OUR MARKET LETTER FREE

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

The Vinkemulder Company
Grand Rapids, Mich.

Highest Price Paid for Eggs

We buy them case count, f. o. b. your station. Today we are paying 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 **23½c** for fresh eggs today (Oct. 23) 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

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.



Effect of a Parcels Post on Country Merchant.*

Is there a demand for a domestic parcels post? During the past several sessions Congress has been asked to pass a parcels post measure in some form or other; some of the proposed bills being very adroitly drawn and very innocent looking on the surface, but, on close scrutiny, developing a carefully veiled plan to get an entering wedge; the friends of the measure seeming to believe that a bill once started on its way, the victory is theirs.

Your attention may have been called to an editorial, "Why America Needs a Parcels Post," which recently appeared in identically the same form in several metropolitan dailies. This would indicate to me that it was not written in the editorial sanctum of the paper in which it appeared, but more likely at 361 Broadway, New York, the home of the Postal Progress League.

The first paragraph in the editorial says: "The United States is behind the rest of the world in a good many respects. You may not have realized it but it is a fact; and one of the points where she suffers most by comparison is her lack of a parcels post." To my mind, it does not necessarily follow that because we do not copy the rest of the world in everything we do we are behind in any sense. Not all of the methods of other countries are adapted to conditions in ours and we should be very careful to consider this feature before deciding to adopt methods that may be seemingly successful in other countries.

The next paragraph says: "Postmaster General Vilas wanted it; Wanamaker wanted it; Bissell wanted it; now Meyer wants it. Backed by the administration, he will urge it before the next Congress." A little study of the present Postmaster General and his predecessors named above will convince you that they have little in common with the business world and consuming public, outside of their immediate environment. Naturally they would favor any measure that would enable themselves or their friends to control the mercantile business of the country.

The next item of interest in this editorial says: "Our present rates for domestic postal parcels are 6,000 per cent. more than Germany's are under her parcels post. Why?" They stop here; simply asking the question without attempting to answer it.

They say next: "A domestic parcels post would save the small consumer—the people—about \$250,000,000 every year. Who gets this \$250,000,000 now? The four big express companies get most of it; that is the reason they have fought the idea of a parcels post so bitterly. Then the Government gets some." If they desire to present this matter fairly,

why do they not make a division of the amount that goes to the express companies and to the Government, so that we could get at the exact facts in the case? They would lead the people to believe that every dollar's worth of goods consumed in this country, in any form, must first be shipped by express at an excessive rate; when the real facts are that so far merchandise, such as would be handled at all by a parcels post, comprises only a small percentage of the total business of the express companies. The only evidence that a close investigation has been able to get that the express companies are fighting a parcels post measure at all is the statement to that effect made by the Postal Progress League.

They also fail to call attention to the fact that a great deal of business that should properly go through the mails now goes by express, for the very good reason that express companies handle it for a less charge than the Government. And this is on second class matter on which a lower rate now prevails than is being asked for in this parcels post measure.

Now, what are the further facts in regard to shipping goods by express? In my own business we ship a great many items by express, but not 1 per cent. of the goods shipped in this way causes any hardship to the consumer. It is invariably on items for which they are ready and willing to pay—what you may term as an excessive charge, if you will—for having the goods delivered promptly. And if delivery were more prompt than parcels post, they would continue to use the express, notwithstanding the extra cost.

There are very few shipping points in the United States to-day that are more than thirty-six hours by freight from some jobbing point, where almost any article required can be obtained. Do you believe that with a parcels post law in effect the merchants would pay a twenty-five cent charge on eleven pounds of merchandise, when one hundred pounds could be shipped for the same charge, with only a few hours' difference in delivery?

I will agree with my friends, the Postal Progress League, that in many cases express charges are excessive; but is it necessary to establish a new constitution to remedy an existing evil? The General Government and the several states are already quite successfully regulating railroad rates, and I believe the next move will be to take up express rates; in fact, the Inter-state Commerce Commission is already at work. A visit to any express office will convince you of this, as there you will find notice of a change in rates, promulgated by the Inter-state Commerce Commission.

Proceeding, they say: "More opposition comes from many small retailers and country store keepers. They say that a parcels post would rob them of their business and give it all to the mail order houses." But listen carefully, gentlemen, to their next paragraph, in which they say: "Doubtless there is some truth in this contention, but the small dealer forgets that, under a parcels post sys-

tem, he, knowing well the wants of his trade, could order small lots of goods at very little shipping expense. He could anticipate the demand of his trade and satisfy it almost as cheaply as the mail order houses. He could build up at no financial risk a very profitable commission business." Ye gods, gentlemen! why did not some of you make this wonderful discovery? You have been casting about all these years for some plan that would remedy all of the existing evils that permeate the commercial body to-day. Why have you not advised your various readers to dispose of their stocks of merchandise; invest the proceeds in the stock of some mail order house, or, if none of that stock is available, to invest it in the less profitable farm lands or city property? If the consumer would be so willing to pay a commission that might be saved by simply writing the order himself, why do they now object to paying the retailer a small margin of profit?

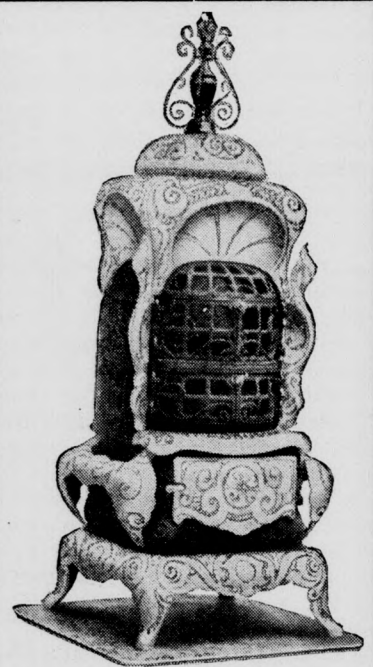
"He would lose little; the consumer would gain everything," is another interesting paragraph. An appeal to the selfish instincts of the consumer.

The first sentence of the next paragraph comes nearer being a truthful statement than any other contained in the editorial: "Millions of people are not now served by express companies. A parcels post would bring the express office to the front gate." It is true that millions of people are not now served by the express companies and it is just as true that they would not be served by a parcels post. The same conditions that would cause a man to use a parcels post would cause him to use an express company; for the very good reason that a parcels post law, made effective in this country on the basis of the lowest rate granted in any country, would still be greatly in excess of freight charges on the same article.

These same wise men, who in this article advise the retail merchants

to favor a parcels post system because it would not then be necessary for them to carry goods in stock, but they would be able to handle them entirely on commission, are the same people who have said to the retail merchants of the country that the only way they can successfully meet mail order house competition is to carry the goods in stock so that when a customer calls for them they will be able to hand them out without delay.

Again they say: "Think of your express bills and consider what foreign countries have done." The whole article is simply an appeal to



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.

*Address by S. R. Miles, President National Retail Hardware Dealers' Association, before Chicago Trade Press Association.

the prejudices of the people without a single line which appeals to reason.

While they pay their compliments to the express companies, charging them with antagonizing a parcels post, they fail to state what is known to be true to every one who has investigated the so-called Postal Progress League, that it is the mail order houses back of this league who are demanding a parcels post and that there is no demand whatever from any other source.

It is charged that the retail merchants of the country are prejudiced against parcels post. This may be true, but I do not believe there is a class of people that is more loyally interested in the welfare and prosperity of the United States than these same retail merchants.

Referring to the charge that the mail order houses are back of this effort to foist on the whole people at a tremendous cost to the Government, seemingly without any demand whatever, a parcels post law, let just one illustration suffice: It has been figured out by competent authorities that a parcels post would enable two prominent mail order houses to effect a saving of \$500,000 annually in the distribution of their catalogues. Is it any wonder mail order houses stand for a parcels post?

The demand for legislation may easily come from selfish motives, but to the opposition can not always be charged a like motive. It is unquestionably true that a parcels post would effect a saving to some people, but what the American people desire most is added opportunity to make money more than a chance for a few to save at the expense of the many.

I believe the least of all reasons why we should oppose a parcels post is the mere financial loss to the Government. If a parcels post will build up and add to the general wealth and prosperity of the country, then its financial cost should not be considered; but, if the benefits derived go to the few at the expense of the many, there is every reason why the measure should be opposed.

A careful reading of all the literature I have been able to obtain on this subject, as issued by the friends of the movement, shows only a weak attempt to appeal to the prejudices of the people. A campaign conducted on such a basis can not succeed where intelligent effort is made to counteract it.

Iowa is one of the most prosperous agricultural states in the Union; a State without a single city within her borders of 100,000 people, but having scattered throughout her ninety-nine counties hundreds of prosperous towns and cities from 2,000 to 30,000; a State in which it is impossible to get fifteen miles from a railroad; on almost every quarter section of land you will find a comfortable and prosperous home. While it is true that the bulk of the products of her soil is shipped without her borders it is just as true that if it were not for the home markets created by the network of railroads and her prosperous towns and cities, the profits of the farms would be

Hardware Price Current

| AMMUNITION. | | | |
|---|------------------------------------|---------------------------------|-------|
| Caps. | | | |
| G. D., full count, per m. | 40 | | |
| Hicks' Waterproof, per m. | 50 | | |
| Musket, per m. | 75 | | |
| Ely's Waterproof, per m. | 60 | | |
| Cartridges. | | | |
| No. 22 short, per m. | 2 50 | | |
| No. 22 long, per m. | 3 00 | | |
| No. 32 short, per m. | 5 00 | | |
| No. 32 long, per m. | 5 50 | | |
| Primers. | | | |
| No. 2 U. M. C., boxes 250, per m. | 1 60 | | |
| No. 2 Winchester, boxes 250, per m. | 1 60 | | |
| Gun Wads. | | | |
| Black Edge, Nos. 11 & 12 U. M. C. | 60 | | |
| Black Edge, Nos. 9 & 10, per m. | 70 | | |
| Black Edge, No. 7, per m. | 80 | | |
| Loaded Shells. | | | |
| Rival—For Shotguns. | | | |
| No. | Powder | Shot | Gauge |
| 120 | 4 | 1 1/8 | 10 |
| 129 | 4 | 1 1/8 | 9 |
| 128 | 4 | 1 1/8 | 8 |
| 126 | 4 | 1 1/8 | 6 |
| 135 | 4 1/4 | 1 1/8 | 5 |
| 154 | 4 1/2 | 1 1/8 | 4 |
| 200 | 3 | 1 | 10 |
| 208 | 3 | 1 | 8 |
| 236 | 3 1/4 | 1 1/8 | 6 |
| 265 | 3 1/2 | 1 1/8 | 5 |
| 264 | 3 1/2 | 1 1/8 | 4 |
| Discount, one-third and five per cent. | | | |
| Paper Shells—Not Loaded. | | | |
| No. 10, pasteboard boxes 100, per 100 | 72 | | |
| No. 12, pasteboard boxes 100, per 100 | 64 | | |
| Gunpowder. | | | |
| Kegs, 25 lbs., per keg | 4 75 | | |
| 1/2 Kegs, 12 1/2 lbs., per 1/2 keg | 2 75 | | |
| 1/4 Kegs, 6 1/4 lbs., per 1/4 keg | 1 50 | | |
| Shot. | | | |
| In sacks containing 25 lbs. | | | |
| Drop, all sizes smaller than B | 2 10 | | |
| AUGERS AND BITS | | | |
| Snell's | 60 | | |
| Jennings' genuine | 25 | | |
| Jennings' imitation | 50 | | |
| AXES | | | |
| First Quality, S. B. Bronze | 6 00 | | |
| First Quality, D. B. Bronze | 9 00 | | |
| First Quality, S. B. S. Steel | 7 00 | | |
| First Quality, D. B. Steel | 10 50 | | |
| BARROWS | | | |
| Railroad | 16 00 | | |
| Garden | 33 00 | | |
| BOLTS | | | |
| Stove | 80 | | |
| Carriage, new list | 70 | | |
| Plow | 50 | | |
| BUCKETS | | | |
| Well, plain | 4 50 | | |
| BUTTS, CAST | | | |
| Cast Loose, Pin, figured | 65 | | |
| Wrought, narrow | 75 | | |
| CHAIN | | | |
| Common | 7 1/4 in. 5-16 in. 3/8 in. 1/2 in. | 5 1/4 c. 5 3/4 c. 6 1/2 c. 7 c. | 10 c. |
| BB. | 8 1/2 c. 7 1/2 c. 7 c. 6 1/2 c. | | |
| BBB. | 9 c. 8 c. 7 1/2 c. 7 c. | | |
| CROWBARS | | | |
| Cast Steel, per 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 | 30 c list 70 | | |
| HINGES | | | |
| Gate, Clark's 1, 2, 3 | dis. 60 & 10 | | |
| Pots | 50 | | |
| Kettles | 50 | | |
| Spiders | 50 | | |
| HOLLOW WARE | | | |
| Common | dis. 50 | | |
| HORSE NAILS | | | |
| Au Sable | dis. 40 & 10 | | |
| HOUSE FURNISHING GOODS | | | |
| Stamped Tinware, new list | 70 | | |
| Japanese Tinware | 50 & 10 | | |

| IRON | |
|---|--------------|
| Bar Iron | 2 25 rate |
| Light Band | 3 00 rate |
| KNOBS—NEW LIST | |
| Door, mineral, Jap. trimmings | 75 |
| Door, Porcelain, Jap. trimmings | 85 |
| LEVELS | |
| Stanley Rule and Level Co.'s | dis. 50 |
| METALS—ZINC | |
| 600 pound casks | 9 1/2 |
| Per pound | 10 |
| MISCELLANEOUS | |
| Bird Cages | 40 |
| Pumps, Cistern | 75 |
| Screws, New list | 87 1/2 |
| Casters, Bed and Plate | 50 & 10 & 10 |
| Dampers, American | 50 |
| MOLASSES GATES | |
| Stebbins' Pattern | 60 & 10 |
| Enterprise, self-measuring | 30 |
| PANS | |
| Fry, Acme | 50 |
| Common, polished | 70 & 10 |
| PATENT PLANISHED IRON | |
| "A" Wood's pat. plan'd, No. 24-27 | 10 80 |
| "B" Wood's pat. plan'd, No. 25-27 | 9 80 |
| Broken packages 1/2 c per lb. extra. | |
| PLANES | |
| Ohio Tool Co.'s fancy | 40 |
| Sciota Bench | 50 |
| Sandusky Tool Co.'s fancy | 40 |
| Bench, first quality | 45 |
| NAILS | |
| Advance over base, on both Steel & Wire | |
| Steel nails, base | 3 00 |
| Wire nails, base | 2 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 1/2 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 | 26 |
| The prices of the many other qualities of solder in the market indicated by private brands vary according to composition. | |
| SQUARES | |
| Steel and Iron | 70% |
| TIN—MELYN GRADE | |
| 10x14 IC, Charcoal | 10 50 |
| 14x20 IC, Charcoal | 10 50 |
| 10x14 IX, Charcoal | 12 00 |
| Each additional X on this grade | |
| 1 25 | |
| TIN—ALLAWAY GRADE | |
| 10x14 IC, Charcoal | 9 00 |
| 14x20 IC, Charcoal | 9 00 |
| 10x14 IX, Charcoal | 10 50 |
| 14x20 IX, Charcoal | 10 50 |
| Each additional X on this grade | |
| 1 50 | |
| BOILER SIZE TIN PLATE | |
| 14x56 IX, for Nos. 8 & 9 boilers, per lb. | 13 |
| TRAPS | |
| Steel, Game | 75 |
| Oneida Community, Newhouse's | 40 & 10 |
| Oneida Com'y, Hawley & Norton's | 65 |
| Mouse, choker, per doz. holes | 12 1/2 |
| Mouse, delusion, per doz. | 1 25 |
| WIRE | |
| Bright Market | 60 |
| Annealed Market | 60 |
| Coppered Market | 50 & 10 |
| Tinned Market | 50 & 10 |
| Coppered Spring Steel | 40 |
| Barbed Fence, Galvanized | 2 85 |
| Barbed Fence, Painted | 2 55 |
| WIRE GOODS | |
| Bright | 80-10 |
| Screw Eyes | 80-10 |
| Hooks | 80-10 |
| Gate Hooks and Eyes | 80-10 |
| WRENCHES | |
| Baxter's Adjustable, Nickeled | 80 |
| Coe's Genuine | 40 |
| Coe's Patent Agricultural, Wrought | 70-10 |

Crockery and Glassware

STONEWARE

No charge for packing.

Butters

| | |
|-------------------------|-------|
| 1/2 gal. per doz. | 52 |
| 1 to 6 gal. per doz. | 6 1/2 |
| 8 gal. each | 60 |
| 10 gal. each | 75 |
| 12 gal. each | 90 |
| 15 gal. meat tubs, each | 1 28 |
| 20 gal. meat tubs, each | 1 70 |
| 25 gal. meat tubs, each | 2 38 |
| 30 gal. meat tubs, each | 2 85 |

Churns

| | |
|-------------------------|-------|
| 2 to 6 gal. per gal. | 7 1/2 |
| Churn Dashers, per doz. | 84 |

Milkpans

| | |
|---|-------|
| 1/2 gal. flat or round bottom, per doz. | 52 |
| 1 gal. flat or round bottom, each | 6 1/2 |

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, bail, per doz. | 86 |
| 1 gal. fireproof, bail, per doz. | 1 10 |

Jugs

| | |
|-----------------------|-------|
| 1/2 gal. per doz. | 68 |
| 3/4 gal. per doz. | 51 |
| 1 to 5 gal., per gal. | 8 1/2 |

SEALING WAX

| | |
|-------------------------------|-------------|
| Pontius, each stick in carton | Per doz. 40 |
|-------------------------------|-------------|

LAMP BURNERS

| | |
|-----------|----|
| No. 0 Sun | 40 |
| No. 1 Sun | 42 |
| No. 2 Sun | 55 |
| No. 3 Sun | 90 |
| Tubular | 60 |
| Nutmeg | 60 |

MASON FRUIT JARS

With Porcelain Lined Caps

| | |
|------------|----------------|
| Pints | Per gross 4 40 |
| Quarts | 4 75 |
| 1/2 gallon | 6 65 |
| Caps | 2 10 |

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 00 |
| No. 2, Crimp top | 5 00 |

Pearl Top—1 doz. in Cor. Carton

| | |
|----------------------------|-------------|
| No. 1, wrapped and labeled | Per doz. 75 |
| No. 2, wrapped and labeled | 85 |

Rochester in Cartons

| | |
|--|------|
| No. 2 Fine Flint, 10 in. (85c doz.) | 4 60 |
| No. 2 Fine Flint, 12 in. (\$1.35 doz.) | 7 50 |
| No. 2 Lead Flint, 10 in. (95c doz.) | 5 50 |
| No. 2 Lead Flint, 12 in. (\$1.65 doz.) | 8 75 |

Electric in Cartons

| | |
|------------------------------|------|
| No. 2 Lime (75c doz.) | 4 20 |
| No. 2 Fine Flint, (85c doz.) | 4 60 |
| No. 2 Lead Flint, (95c doz.) | 5 50 |

LaBastie, 1 doz. in Carton

| | |
|-------------------------------------|------|
| No. 1, Sun Plain Top, (\$1 doz.) | 1 00 |
| No. 2, Sun Plain Top, (\$1.25 doz.) | 1 25 |

OIL CANS

| | |
|---|------|
| 1 gal. tin cans with spout, per doz. | 1 20 |
| 1 gal. galv. iron with spout, per doz. | 1 60 |
| 2 gal. galv. iron with spout, per doz. | 2 50 |
| 3 gal. galv. iron with spout, per doz. | 3 50 |
| 5 gal. galv. iron with spout, per doz. | 4 50 |
| 3 gal. galv. iron with faucet, per doz. | 4 50 |
| 5 gal. galv. iron with faucet, per doz. | 5 25 |
| 5 gal. Tilting cans | 7 00 |
| 5 gal. galv. iron Nacefas | 9 00 |

LANTERNS

| | |
|---------------------------|-------|
| No. 0 Tubular, side lift | 4 60 |
| No. 2 B Tubular | 6 75 |
| No. 15 Tubular, dash | 7 00 |
| No. 2 Cold Blast Lantern | 8 25 |
| No. 12 Tubular, side lamp | 12 00 |
| No. 3 Street lamp, each | 3 50 |

LANTERN GLOBES

| | |
|--|------|
| No. 0 Tub., cases 1 doz. each | 55 |
| No. 0 Tub., cases 2 doz. each | 55 |
| No. 0 Tub., bbls., 5 doz. each, per bbl. | 2 25 |
| No. 0 Tub., Bull's eye, cases 1 dz. e. | 1 25 |

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.

| | |
|--|----|
| No. 0 3/8 in. wide, per gross or roll. | 28 |
| No. 1 1/2 in. wide, per gross or roll. | 38 |
| No. 2 1 in. wide, per gross or roll. | 60 |
| No. 3 1 1/2 in. wide, per gross or roll. | 90 |

COUPON BOOKS

| | |
|------------------------------|-------|
| 50 books, any denomination | 1 50 |
| 100 books, any denomination | 2 50 |
| 500 books, any denomination | 11 50 |
| 1000 books, any denomination | 20 00 |

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

COUPON PASS BOOKS

Can be made to represent any denomination from \$10 down.

| | |
|------------|-------|
| 50 books | 1 50 |
| 100 books | 2 50 |
| 500 books | 11 50 |
| 1000 books | 20 00 |

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| | |
|----------------------------|------|
| 500, any one denomination | 2 00 |
| 1000, any one denomination | 3 00 |
| 2000, any one denomination | 5 00 |
| Steel punch | 70 |

materially less. What this country needs is not a law that will tend to concentrate business but laws that will build up individual communities, make them more prosperous and create more home markets.

It is stated that the administration is behind the Postmaster General in his efforts to secure a domestic parcels post. It is not believable that a man who has so thoroughly demonstrated himself a friend of the whole people in every move since occupying the President's chair, as has Theodore Roosevelt, would favor a law that would strike a most serious blow to the general prosperity of the country.

A gentleman who has been active in the move against a domestic parcels post writes me saying: "I believe my plea for the country communities and that our Government should protect them has a precedent in our Government protecting the manufacturers. There is just as much call for the country merchants to be protected from the city mail order houses as there is for our manufacturers to be protected from foreign competition. The plea must be as strong for building up our infant towns and cities and industries represented therein as that our manufacturers should be protected by the Government. Flourishing country towns and beautiful farms with happy, prosperous people are as much to be desired as are big factories." He goes on to say further: "There are now 12,000 abandoned farms in the State of New York. Concentration of population and conditions that attract business to the larger cities are more responsible for this condition than anything else. Let us build up the country communities. Have good markets right at the doors of the farms and abandoned farms will soon be a thing of the past." It might surprise you to know that the author of what I have just quoted you is prominently connected with one of the largest and strongest farmers' organizations in this country to-day.

This leads me to ask again: Is there a demand for a domestic parcels post? If so, from what source? Evidently the farmer is not demanding it; there is no evidence that the laboring man is demanding it; taking the word of the friends of the measure, the retailer is not demanding it; both jobbers and manufacturers' associations have gone on record against the passage of a parcels post measure in any form. Eliminate this great mass from the possible source of demand and whom have you left? Evidently the Postmaster General and the Postal Progress League; which, so far as is known, is composed of Mr. Jas. L. Cowles, of 361 Broadway, New York.

It is conceded the foundation of all prosperity originates in the soil. If this be true, I think you will concede that it is, why not assist the farmer in getting better prices for what he produces? This can not be done by centralization but only by building up local communities. There is a fixed cost of production for farm products just as surely as there is a fixed cost for what manufacturers produce, and the farmer is just as

much entitled to a reasonable margin of profit on what he produces—the food stuffs of the world—as is the merchant or manufacturer; and he knows from experience that concentration of the markets in which he must sell his products is largely responsible for the many times unprofitable prices that prevail on farm products.

If laws must be enacted, then see to it that they are such as will build up individual communities; make them more prosperous, thus creating more and more home markets. The fewer the markets the easier they are to manipulate and the greater the tendency to do so.

You are unacquainted with the farmers of this—in spite of many adverse conditions the most prosperous agricultural country on the face of the earth—if you think for a minute they will favor any plan that will bring about the same conditions in the markets in which they buy as those which now prevail in the markets in which they must sell. Who can question the tendency of a parcels post to bring about this condition?

Friends of the movement whenever their attention is called to the fact of there being no demand for a parcels post assure you that it is because the people do not understand the benefits to be derived. If this be true why then does the Postal Progress League persist in conducting a campaign that appeals only to the prejudices of the people rather than one that appeals to their reason? It has been my privilege to discuss this question with a great many of the people who would be supposed to be benefited by it. I find that when they do understand the question they are unalterably opposed to it.

The claim is that a parcels post would make rural free delivery self-supporting. I will confess that I am unable to figure out how, by multiplying an expense account that has already created a deficit, you will wipe out the original account and show a profit. If this rule would work out how nice it would be if we could apply it to the mercantile business.

Some of you may be disappointed that I have not gone into statistics. This phase of the question has been very ably handled by those much better qualified and information of this kind is easily obtained if desired.

Everything points to a season of great activity on the part of the friends of this movement during the coming session of Congress and it behooves every member of your Association to do everything in his power to interest the people you represent in this question, impressing upon them the necessity of familiarizing themselves with the subject and using every means at their command to educate the people.

If the American people will allow their selfish instincts to dominate them, then I must confess that I have misjudged their temper. The tax paying, voting public can always be relied upon to do the right thing on any question after they have had full opportunity to study it.

Boy Meets With Hard Fate.

When I was a boy my head was full of strange notions, which, of course, is not usually the case among the young of the human species. These strange notions came from the reading of much fiction of the good little boy kind. The stories I most delighted in reading were the ones like the success story of "Old Skimps," the foundry man and "Ketchem," the soap manufacturer, for in all of them the hero was a poor but honest boy who later became rich and gave money to colleges.

The hero either was a poor newsboy with a dry goods box for a home or a farmer boy who came to the city to make his fortune, which he invariably did. It seemed to me that all one needed to become a success in a great city was to be sufficiently poor to start with, to work hard, to keep one's shoes shined, and to say "yessir." At some time in your career, generally about page 103, the daughter of the boss would fall into dire peril, whereupon you would rescue her, become junior partner, marry the girl, and live happily ever afterwards in peace and plenty and a brownstone house. All of which would happen because you worked hard.

I knew that there must be several hundred millionaires in New York and Chicago that had risen through just such means, for in the several hundred books that I had read the course of events had followed this line with but little change. In the progress of 250 pages the poor newsboy, boothlack, or farmer, as the case might be, had acquired ten years of life, \$5,000,000, and an excellent command of English.

To be sure, I know that a villain would hound me for some unknown reason and that I would be accused of stealing money or of murdering my benefactor, but in the end virtue would triumph with a big T. But being plenty poor enough and willing to rescue any number of millionaires' daughters, I knew that a fortune, a wife, and a brownstone house awaited me if I only could reach the city. Therefore I wrote for a job to my uncle, who runs a pawnshop on Halsted street. He replied that he thought he could find a place for me if I would come to town. My father gave me permission to go, but said he couldn't give me money to pay my car fare. As we were not far from the city and as I was then a strong boy of 17, I decided to hoof it.

My mother gave me lunch enough to last me the two days I would be on the road and tied all my belongings in a sack hitched to a long stick, which I carried across my shoulder.

On the morning of the second day I was gayly tramping along the road not far from the city's outskirts. The day was sunshiny, just the kind to inspire a youth of 17, and then I knew that a fortune awaited me if I could find a millionaire's daughter to rescue.

As I was passing a large house I saw my opportunity. A fair maiden dressed in the most approved Miss Millionaire style was scurrying across

the lawn pursued by a large and ferocious looking dog.

I unharnessed all my worldly goods, dropped them in the dust, where an auto ran over them, breaking all my celluloid collars. Grasping the stick firmly in my hand, I jumped the fence to intervene between Mr. Dog, the villain of the place, and his intended victim. Just as the dog was about to leap at the girl I struck him across the nose with the long stick. He turned away from the fleeing girl and grabbed me by the leg, inflicting deep gashes and spoiling my best trousers. Howling with pain I sank to the ground as the dog bounded after the girl again. But the few seconds that the aristocratic dog had wasted on me had been enough, for from across the lawn came a loud call, "Come here, Bob," and the dog obeyed his master's voice.

The young man came hurrying down the lawn, crying: "I hope he didn't hurt you, Miss Hildreth. Bob is so playful."

"O, Mr. Bullion," she said. "You have saved my life. How can I ever thank you?" et cetera and some more.

As for me, I managed to reach Halsted street and my leg healed in six weeks.

The lives of some of its friends hurt religion more than the logic of its foes.

The song in your own heart will sustain you longer if you share it.



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

CUTTING PRICES.

How the Druggist Can Meet This Abuse.

In a small locality, that is, in any place except the larger cities, there are only two ways to compete with the cut-rate druggist.

The first, and by far the better way, provided you do not want to cut prices, is to use every means at your command to bring about an understanding whereby prices will cease to be cut. I have seen this accomplished hundreds of times, when it seemed the entire community of druggists would be thrown into a cut-rate war. In nearly every instance, especially in the smaller and medium-sized cities, the understanding can be brought about if right methods are used.

The second, and in many instances the only method which can be used, is to meet the cut prices with cut prices; for, just as long as the American public enjoy bargains; just as long as the women of the country remain the shoppers and buy the daily newspapers, not to read the news columns, but simply to read the advertisements of "bargains" offered by big department stores, or by any stores which it is possible for them to patronize; just as long as people will use trolley cars and travel blocks and blocks out of their way to patronize a bargain sale, just so long will it be impossible to meet the competition of a cut-rate druggist without cutting prices yourself.

The great trouble with the majority of druggists, especially those who have not had experience with an aggressive, systematic cutter—a cutter who does not follow the old style of slashing, but does his business along modern merchandising methods—is that they are apt to follow the wrong method in meeting competition. Last week one of my oldest customers and one of my best friends, a leading druggist in a city of 20,000 inhabitants, wrote me that he had long enjoyed the best business in his city, that he was well known throughout the entire city, had always conducted a splendid business and had always been very prominent in public affairs; but that about a year ago, a new man, formerly a manager of one of the big cut-rate stores in Cincinnati, started a new store in his town and began cutting prices. He said that this young man had a good location and a good store, and that he was fast securing the trade that had heretofore gone to the other store. At first the leading druggist of this town—my old friend—thought that the new man would not last long, that the prices at which he was selling goods would not allow him sufficient profit to continue in business, that the people would not pay attention to his advertising, and so the old druggist continued to do business by old methods, the way he had been doing it for years and years. The results were that the new man gained a big foothold, which he could not have gained if his competition had been met at the start with a business policy as forcible and energetic as the policy which he himself was using. To-day the new

druggist is, practically speaking, the leading druggist in the town. This has been accomplished in a very short time.

It is a wrong policy to try to meet competition of the cut-rate druggist, especially the new style of merchandising druggist, with anything but modern progressive cut-price methods. There is no figuring out on paper about it. It is not the druggist who is doing it; it is the American public; the public which enjoys bargains and which will go to any store offering bargains.

Don't be so unbusinesslike as to think that cutting prices means conducting your store as the cut-price store of ten, twelve and fifteen years ago was conducted. In those days a cut-rate drug store meant simply a slaughter-house of prices of all "patent" medicines—so much so that it gave the cut-rate store a sort of cheap fake establishment appearance. Look about you in the good towns where cut prices are. Visit any of the big cities of this country—Providence, Boston, Philadelphia, Pittsburgh, Cincinnati, St. Louis, Kansas City, Minneapolis, Richmond—and note the difference between the cut-price druggist of to-day and the cut-price druggist of fifteen years ago. To-day you see modern merchandising establishments—establishments which pay very little attention to "patent" medicines.

They have continuously, in the most progressive manner possible, added side lines of every description to their stock, until they are able to compete with the department stores and the dry goods stores which have toilet articles, stationery, rubber goods, "patent" medicines, etc. As one druggist in New York City mentioned to me not long ago, and not one of the big druggists at that: "I am not afraid of 'patent' medicines. If I should lose my entire 'patent' medicine trade to-morrow I could still run my business at a good profit." This is the way to run a business. The druggist is foolish indeed to conduct his business day after day, month after month, year in and year out, depending on prescription and "patent" medicines. They are equally tricky. You may have the profit cut off your "patent" medicines; you may lose your prescription trade through some misunderstanding with your doctors.

Business is a hard, hard fight. It is a battle from your initiation until you are released from all business cares. It is the hardest fighter that wins in the end. In some localities where co-operative understandings are in vogue druggists are able to do a nice business without any great fight or push on account of mutual understandings. Druggists who live in such communities are to be congratulated.

But it is not always possible for every druggist to be so fortunate, and it is not always possible to bring about a mutual understanding whereby such a state of affairs can be enjoyed by the druggists in a community. And where it is not possible, where the druggist finds himself suddenly in a position where he must fight for business, then those who have not prepared themselves in

advance for the fight, but who waited until the war was on and the fight was at its hottest, find themselves very much handicapped on account of their unprepared condition.

"In time of peace prepare for war." This saying is just as important in our business life as it is in our national life. A business man who so conducts his business that it is not going to back him up when he gets into a tight pinch, when he needs all his resources in assisting him not only to hold his own but in competing successfully with the man who is making war, is not building his business on the foundation that he should. Study carefully the modern methods used by the big and leading druggists. Not all the druggists can follow these methods in their entirety, but they can use the ideas and develop their business, even although not so extensively. Very few of our large druggists were always large. Some of them have started as poor boys who were apprentices in drug stores, but who have been educated to know that only progressive modern methods win, and so have gradually increased their business until they are a power in the drug field.

If you are suddenly brought face to face with the cut-rate problem, if a new store is opened in your locality, with a progressive, aggressive cutter back of it, or if one of your regular druggists takes a notion into his head to remodel his store and start business anew and cut prices—if you are brought face to face with the cut-rate problem—act quickly. You know the old saying that "the first blow is best." This saying is true as to business. The druggist who inaugurates a method which is pleasing to the public is the one who will get credit for bringing about the public-pleasing conditions. Therefore, when you are brought face to face with the cut-rate problem don't hesitate a minute to meet it in a more aggressive way than it is met by your competitor.

Some druggists who pretend to be cut-rate druggists make up a weekly list of "patent" medicines. Sometimes this list will include one hundred different remedies. They insert this in their newspaper space. Of course they sell the remedies at the prices advertised. This is the extent of their cutting.

This style of advertising is as far away from modern aggressive cut-rate advertising as anything can well be.

Don't pay so much attention to "patent" medicines. Your livelihood does not depend upon them. Certainly the livelihood of your customers does not depend upon them. If the truth were known, your customers don't pay as much attention to "patent" medicine cut-rate advertising as some druggists think they do.

By far a better way to advertise is just the way the department stores advertise, and that is to make your buyer work with your advertising. Your buyer may be yourself. Probably seven-tenths of the buyers will be the druggists themselves. So much the better, for in this case the buyer and the advertising man are one and the same, and it will be an easy

matter to have co-operation. Not only the buyer and the advertiser and the proprietor are one, but the one who forms the plans, and buys the goods and pays the bills, will be one and the same man. Where could you get any better co-operation than this?

Keep in mind that the public buys goods only if they are interested in them; buy only seasonable goods. The big department stores understand thoroughly the wants of the people every week in the year. The buyer and the advertising man in a department store can not be fooled. They can tell you almost to a certainty the number of people who will come to their store and go to a certain bargain counter to secure bargains which have been advertised in the morning papers. And all this is because their advertising, their buying, their entire business is run on systematic business methods. They have educated themselves to cater to the public in a way which satisfies the public. The only way they have done this is by giving the public what the public wants and when it wants it. Therefore, when you advertise your store, don't advertise something simply because you want to clean it off your shelf—want to get rid of it—but advertise something that you know the public is interested in in just that particular week in which you are advertising it. If it is necessary you should buy things for this advertising. Here is where the buyer and the advertiser work together to make the advertising most effective. You must advertise goods which are in demand with the public at the time they are advertised. In order to procure these goods the buyer must have purchased them in advance, so keep your eyes open for goods which can be secured at bargain prices, and which can be advertised at bargain prices. There are hundreds of such things which you can buy—good goods, honest goods. And if you keep up with the times, keep your eyes open, and keep a handy reference file at your elbow which you can refer to at any moment, you will find after a little experience that it is an easy matter, this buying of goods to use for advertising purposes.

M. P. Gould.

The largest gifts to God can not cover the least robbery of man.

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



Blowing Up Cold To Traveling Salesmen.

Ever sit by and notice how different the expression is on the average merchant's face when a man comes in to buy something than when one comes in who wants to sell something?

By George, sometimes you would not think it was the same fellow.

I had occasion to go into a certain jobbing house for the first time the other day. I went in on business and had never met the people before.

One of the firm was just waiting on a customer. He was just about the most gracious fellow I'd seen for months. I mean the jobber. He chatted and chinned along with the customer, called him pet names, pushed the cigar box under his nose when he went out, shook hands and patted him on the back, and told him he was always glad to see him whether he bought anything or not.

Really, it warmed my heart to see him. Gosh, that's a jolly good fellow and no mistake, I said to myself.

The customer went out, and the jobber settled down to his desk. In a minute a rice broker came in, hunting an order. It was one of the oldest brokers on the street, with an established trade—not a strange newcomer working to get in.

I don't exaggerate a little bit when I say that I didn't know for a minute whether the jobber hadn't changed places with a twin brother. He gave the best imitation of a clam I ever saw. The rice broker stood by his desk, waiting for attention. The jobber didn't look up for several minutes, and when he did he didn't say a word—just gave him the frozen stare and only that for a minute. The broker told his little story and started to open up some samples. The jobber went on with his writing, and when he had finished it got up and walked deliberately away, mumbling as he did so, "got too much — rice now."

The broker packed up his samples and went out.

I felt like saying to the jobber: "You fool! You outrageous ass! Don't you know that when you sell a retailer you've sold only one man, while if you get next a salesman and make a good buy you may get hold of something so good you can sell it to a hundred retailers?"

Of those two men, the retailer and the broker, I mean it would—or at least might have paid the jobber better to throw his cigars to the broker.

(Did you hear that chorus of "amens" from the brokers?)

For if he had the right 'stuff to sell right, the retailer'd come to him without any handshakes or cigars.

And the broker or the salesman is the man to get next, to give him the right stuff to sell right.

I wonder how many of you fellows realize that it's a darn sight more

important to buy right than it is to sell. Don't you know that a thing well bought is half sold? If you can get the goods to sell—good goods at the right price—you can sell 'em all right and don't you forget it.

Don't tell me that the salesman hasn't anything to do with it and that he has to sell to everybody at the same price.

It's not true. Time and time again a salesman or broker can give a friend a good thing if he wants to. Mind you, I say a friend.

The man who blows up cold to any man who can help him to buy right is a plumb chump.

I know a merchandise broker who hasn't a friend among the trade he sells. The trade don't like him, they even despise him and distrust him. Yet the fellow has worked himself up, does a big business and is worth money. Know why? Because he's as sharp as steel to get hold of goods to sell. He finds 'em somehow, often when other brokers can not, and time and time again he has stuff just a shade below the market. The trade buy his stuff not because they like him, because they don't; not because he is a salesman, because he is not, but simply because it pays them to buy them.

Don't you see? His goods sell themselves without any salesmanship whatever because they were bought right.

Think this broker ever has a cold wave for the fellow with goods to sell? Not on your life! He works him and jollies him, pulls his leg if he can, and simply does everything in the world to get next and stay next. He knows it pays him to do it. And he knows the buyer will come without coaxing if he has the goods.

If I was in business for myself and could afford it I'd give a dinner to the salesmen who called on me every month. I'd surely get next to those fellows by every decent means I could. I'd pay more attention to 'em in one minute than I would to my own customers in a week.

Know why?

Because the customers would come if they could do better with me than with the other fellow.

And they could do better with me if my goods were bought better than the other fellow's.

And the chance is they would be bought better than the other fellow's if I got as close to men with goods to sell as I would expect to.

Freeze up to a salesman? Oh, no, don't do it! Not to any salesman, no matter what he's selling! Get his good feeling anyway—it may pay you big dividends.—Stroller in Grocery World.

No More Deadlocks.

Old Lawyer—Yes, sir, I'm in favor of women jurors. If we had women to fix up the verdicts there would be no more disagreements or deadlocks.

Young Attorney—How do you figure that out?

Old Lawyer—All that would be necessary to get a quick verdict would be to send a newspaper to the jury room containing a bargain advertisement good for that day only.

Case Where a Novice Landed Large Order.

Carter was a young man with ambition. He had learned book-keeping in a night class at a business college. After graduating he had secured a position as book-keeper with a small firm. Although he was getting fair pay, he was not satisfied with the place, for he saw no chance to get ahead in that firm. Therefore, while still doing his work well, he was on the lookout for another job.

He finally found one with a large manufacturing company. They offered to put him out on the road as traveling salesman, pay his expenses and a commission, but would not pay a salary.

"You see, it's like this," the manager said: "We don't know whether you are good, bad, or indifferent. If you are no good, we lose your expenses for the first month, which we will pay, but we do not want to lose a month's salary also. We can not pay you a salary until we know that you are a good salesman, and if you are a good salesman you won't want a salary, for you can make more on commission."

Now, Carter was confident of his ability, as well as being ambitious, so he threw up his good job to take this more or less of a gambling proposition. He knew that now it was up to him, for the success or failure of his work meant his living.

The first month Carter did much better than the firm expected. In fact, he made a good record for a new salesman. Early in the second month he ran across a big contract. Arriving in Toledo one evening he found a bunch of the high class salesmen in his line gathered at the hotel. Wondering why they all were there at one time, he scouted around until he found out they were there to bid on an \$11,000 order that was to be given soon.

Early the next morning he hurried to the firm that was to give the order and asked for the President. He was told that the President was too busy to see anyone. Carter said that he would wait until the President had time to see him. And wait he did. In fact, he waited most of the day. The high priced salesmen of the rival firms coming in and learning that the President was busy grinned sarcastically at Carter doggedly waiting in the outer office. They airily remarked that they would come back later and went out. After waiting until his patience was almost exhausted, Carter was admitted to see the President, who probably admired his grim persistency.

The result of this interview and several succeeding ones was that the President tacitly agreed to give Carter's firm the whole order if it could make certain concessions not usually made by it. Carter, knowing this order to be exceptionally large for his firm, felt certain that it would make these concessions. He telegraphed to his house asking it to break its usual rule for the sake of an unusually large order. The firm's reply was simply, "How large?" Carter telegraphed back that it was \$11,000. The telegram in reply to this both surprised and disappointed him, for the firm told him not to do anything

more until Grover arrived. Grover was the "star" salesman of the firm, the man that had landed nearly all of its large orders.

Grover arrived early the next morning and explained things. He said that the firm was afraid to leave such a large order in the hands of an inexperienced salesman, especially as he was competing with all the "star" drummers from the rival firms. Being afraid that some of the order might get away from him, it sent Grover to take charge.

Carter was ordered to go on to the next town he was to make, leaving Grover to close the deal in Toledo. Carter did not hear the result of Grover's work until he returned to the home office at the end of the month. Then he learned that, although the President of the company that was to give the order practically had agreed to give him all of it, and although his firm was willing to make the concessions demanded, Grover had landed only \$4,000 of the total, the rest being divided among several firms. Horace Zollers.

Stop Your Frettin'.

When things don't come along your way,
Can't hurry 'em by frettin';
If clouds o' care obscure your day,
Can't chase 'em off by frettin'.
Your tears just irrigate your woe
An' freshen up an' help it grow—
Don't wash it out o' sight—an' so
There ain't no use in frettin'.

The heavy load you have to bear
Ain't lightened up by frettin';
The sorrow vultures in the air
Ain't skeered away by frettin'.
If debt is crowdin', rent is due,
No cash in hand an' you are blue,
Brace up an' be a man, fur you
Can't square yourself by frettin'.

No matter what your cares an' woes,
Don't humor 'em by frettin';
If hard luck aims her heavy blows,
Strike back—don't go to frettin'.
Screw up your nerve an' hold your grip
An' keep a frozen upper lip,
Fur anything on earth can whip
The man who gits to frettin'.

Something like \$10 a day for traveling expenses and the entertainment of customers is allowed to travelers of German manufacturers working in Russia. More is paid if heavy samples are carried and if business is done in country towns. There are said to be less vodka-drinking with buyers and fewer champagne suppers than formerly, but the manager still requires some compensation and his subordinates expect to be liberally dealt with. Allowing for the customary corruption and the cost of the drinks, it will appear that the German travelers work cheaply. Sixty pounds a month is not an out of the way charge for Continental traveling when entertainment is not lavish and when neither managers nor subordinates are bribed.

HOMELIKE

You will notice the difference
in the cooking immediately.
There are a dozen other things
that suggest the word home-
like at the

Hotel Livingston

THE HILL DISTRICT.

Its Development Due To Frame of Mind.*

Under present day resources there is no adequate reason why a territory of more than a hundred acres extent and embodying a thickly populated portion of a city of over 100,000 inhabitants should be in any sense handicapped because it has the inestimable privilege of being located from 50 to 150 feet higher than the surrounding territory.

On the contrary, it should be made as readily accessible and would naturally become more popular than its neighbors.

Such a location gives to its people an abundance of pure air to breathe; it revels during the heat of midsummer amid the frolics of cool and constant breezes and in winter dispenses sunlight comforts which the lower-down neighborhoods rarely know.

More than that, the clearer views a community can get regularly of the refreshing glories of sunrise and the enchanting beauties of sunset and the afterglow, the brighter, better and more rational and sincere will become the habitual frame of mind of such a community.

And, after all, it is the habitual frame of mind that is the chief essential of happiness and success, either for the individual or the community. This occasion proclaims that the people of East Bridge street are in the right frame of mind and that they have maintained it for many years. You have long been loyal and are still faithful to your city in general and to your district in particular.

You live near to the sky's blue and the inspirations that are born of broad perspectives. Seeing things fair and large you have learned to do things honestly and proudly and broadly. And so the abutting borders of the Second and the Fourth Wards of our city are alive from the river to Cuming's Hill—both landmarks that are ancient and honorable in our local history.

Once in awhile—not often, however, I am proud to say—one will hear some person remark: "The Hill District? Yes, it's a beautiful section, but has had such a slow growth." They do not know that the development of such a community as you have up here is not to be gauged either by the calendar or the clock. Love of home, devotion to one's family, high ideals and unshaken faith in the patriotism and rectitude of one's own neighborhood are not born of the swinging of the pendulum. Machinery more certain and more divine is constantly in operation for such results.

When you talk of months, years and decades the development of the Hill District is not at all old. Why, one of the most prominent, most active and most highly esteemed of Grand Rapids citizens, still on the bright side of life, became lost among the many knolls and dips of this very Hill District when he was about 7 years old and a searching

party had to be organized to find the little fellow—serene, unafraid and courageous, with his hat and pockets filled with hazel nuts and confident that he would find his way home. This happened less than fifty years ago about where is now the corner of Coit avenue and Fairbanks street to him who is now Gaius W. Perkins, founder of the Grand Rapids School Furniture Co., of which for many years he was the President.

The Hill District old?

Why, there are scores of good, strong active business men in our city to-day who as boys frequented this territory when it was a maze of shrub oaks, hazel bushes and greater trees less than forty years ago; men who as boys, and because there was a city ordinance prohibiting them from going in swimming before dark within the city limits, would repair near to where now is Grand avenue and the Grand Trunk crossing to swim in a pool about 12 feet wide by perhaps 30 feet long, which had been created by the flowing of Coldbrook through the railway culvert.

The Hill District old?

Just forty-five years ago this summer the territory along the south side of Bridge street and north of Lyon street, between Prospect and Union streets, was the rendezvous for over 5,000 newly enlisted recruits for the infantry, the cavalry and the artillery branches of service in our country's army—and some of those very recruits are to-day active business men in Grand Rapids. It was on this very field that our honored citizen, Col. George G. Briggs, began his upward march in rank and here, too, the late Gen. R. A. Alger made his debut as a regimental commander.

Why, this entire section was nearly a wilderness not more than fifty years ago, so much so, indeed, that when the late Rev. Dr. Francis Cuming—the first regularly installed rector of St. Mark's Episcopal church—bought the hill yonder and much other territory around it, his judgment was severely criticized; and when the late George Kendall bought other territory farther to the south and west his sanity was questioned.

Even I can remember—and I am by no means an old settler—when we boys who dared to venture out this way so far as Cuming's Hill felt that we were entitled to especial consideration as reckless backwoodsmen.

Ah, no, I say again that the Hill District is not aged and has not developed slowly. On the contrary, the growth has been steady, intelligent, careful and solid and there is every evidence that it will continue so. It shows that frame of mind, your frame of mind, and I tell you again, it is the frame of mind that counts.

Yes, you are up on the hill and you are to-day giving thanks because of the distinction; because you appreciate to the full the fact that, however far up you may be, the Omnipotent One is still above you, and that those who would be with you and of you must come up to you—not only up so many mathematical feet, but up to your standard of civic pride, family fealty and good citizenship. That this is true is evidenced

by the extension of this railway out to you and for you by good citizens whose homes are elsewhere—most unfortunately; by the presence here of other co-operative organizations in far-away sections of the city, and by the part taken in your celebration by the Mayor and others of our city officials.

And at the same time you are joyously saying to these guests: "Yes, we know we are up, way up; but we also know we're up and doing. Go thou and do likewise and we will come and help you holler when you have won." That is your frame of mind. You can not help it. It is in the Hill District atmosphere. It nestles among the little kitchen gardens back of your homes; it swings joyously with the flowers and shrubs and vines by your porches and your gateways; it romps royally through your forest of shade trees that just now are putting forth their magnificently colored promises for the coming spring and summer.

And this atmosphere, this spirit of harmony and united ambition, this peaceful, forceful and successful effort constitutes the keynote of municipal progress.

It is this same frame of mind that has already begun the task of making of the city of Washington the most beautiful city in the world; it is this same spirit of co-operation that has caused the cities of New York, Buffalo, Cleveland, Detroit, Chicago, St. Louis and others—even the far-off city of Manila—to adopt plans at a cost of many millions of dollars which shall transform them into beautiful and harmonious municipal centers.

You know that your frame of mind has brought progress to your District; that your habit of co-operative action has brought you profit. Know, also, that what you have done others are doing; that your experience may not be so very valuable to others, but that your co-operation with them will be invaluable. Forget that there are such qualities as jealousy, cupidity and fear. Forget them and when next there comes a jubilee over another triumph elsewhere in your city, over another victory won by the same frame of mind that is serving you so well, then turn in, all of you, and join in the jollification.

Gripsack Brigade.

Cadillac News: A. H. Waring is making this city his headquarters for a few days while visiting the nearby villages in the interest of Burnham, Stoepel & Co., of Detroit. Mr. Waring was a Cadillac resident about three years ago, leaving here to engage in business in Dundee. He recently sold his business and returned to his former work as a traveling salesman.

Grand Ledge Independent: It may be the two-cent rate or some other reason, but travel on this division of the Pere Marquette is very heavy at this time. Monday mornings the train east is usually loaded out to the platforms and many people between Grand Ledge and Lansing are unable to obtain seats. There are times when it would appear that extra cars might be provided, but it is evidently the policy of the road

to run only so many cars, whether more are needed or not.

Otsego Union: A traveling man, whose home is in Battle Creek, and who travels for a Grand Rapids house, had a close call from being crushed to death in a wagon between two tracks on which trains were passing on the Lake Shore Railroad at this place Thursday afternoon. He started to cross the tracks in front of a freight train with a load of trunks. On the second track a passenger train was coming from the opposite direction. He could not back out of the way and turned into the narrow space between the two tracks. The trunks were caught and torn to pieces. The man jumped and escaped. The horse, which did not become excited, also escaped.

B. R. Chauncey, who covers Ohio for Menzies Shoe Co., of Detroit, is one of the men who have learned that you have to put something on top of mere book learning to succeed in the world. Incidentally, he has made the addition to his equipment and has succeeded. Chauncey was born in 1874, and in 1892, after electrifying his relatives and others at a commencement function, received his coveted sheepskin. With this and a recommendation from his grocer he went to acquire fortune and fame in the Ohio metropolis of Cleveland. He got a first installment in shape of a \$5-a-week job and the promise of a "raise" of indefinite description after due time. The raise was financial, and he stayed with the firm fifteen years, and then a short time ago joined forces with the Detroit shoe man in ministering elkskin shoes to the needs of the Ohioans. The arrangement seems to be mutually satisfactory, and probably will continue.

Petoskey Independent: It was thirty-three years ago that David Cushman came to Petoskey and opened the Cushman House; and since that time, Mr. and Mrs. Cushman have been so closely connected with the hotel that the news that there was to be a change of ownership seemed almost unbelievable. Yesterday, however, the title to the property was transferred to W. L. McManus, Jr., the consideration being \$100,000. The deal includes the hotel, post office building and the lots on Mitchell street, as far as the alley next to Ditto's plumbing shop. While Mr. McManus takes charge at once, it will probably be some little time before Mrs. Cushman goes away, and they expect to own a home here. Mr. and Mrs. McManus will move into the rooms occupied by Mr. and Mrs. Cushman. Mr. McManus says that for the present he will make no changes in the corps of employees. Later he hopes to make a number of changes in the building. One interesting thing in connection with the change of ownership is the fact that a clause in the deed provides for retaining the present name for 99 years.

No wonder the hypocrite deceives himself when he is foolish enough to think he is deceiving the Almighty.

Stolen sermons sound sweet to the enemy.

*Address delivered by E. A. Stowe at celebration by East Bridge street business men over extension of street railway line.



Michigan Board of Pharmacy.
 President—Henry H. Heim, Saginaw.
 Secretary—W. E. Collins, Owosso.
 Treasurer—W. A. Dohany, Detroit.
 Other members—John D. Muir, Grand Rapids, and Sid A. Erwin, Battle Creek.
 Next examination session—Grand Rapids, Nov. 19, 20 and 21.

Michigan State Pharmaceutical Association.

President—J. E. Bogart, Detroit.
 First Vice-President—D. B. Perry, Bay City.
 Second Vice-President—J. E. Way, Jackson.
 Third Vice-President—W. R. Hall, Manistee.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—J. L. Wallace, Kalamazoo; M. A. Jones, Lansing; Julius Greenthal, Detroit; C. H. Frantz, Bay City, and Owen Raymo, Wayne.

Methods of Attracting Trade.

Here's a catch phrase that it not new but good enough to be brought out occasionally: "If you have a sweet tooth buy a box of our chocolates. If you have a sweetheart buy one for her."

A druggist has his packages of cough drops labeled in this wise: "Cough up ten cents and get immediate relief." The customer certainly does get relieved immediately—of ten cents.

A small folder of four pages, each page being about one inch high and three inches long, is unique, and being small in size can be put in with the smallest package without inconvenience. Each page should contain only a few words which can (and will) be read at a glance. At this season of the year it should be appropriately devoted to cough and cold remedies.

One drug firm when opening a new store, offered a prize of five dollars in gold for the best name suggested for the store. Suggestions poured in and many odd titles were suggested. The scheme helped to attract attention to the new store, besides aiding the proprietors in their quest for a suitable name.

It is a good plan to run special ads telling about the prescription department. The druggist should show the public that he uses pure, fresh drugs and employs experienced help. Special sales on candy, cigars and other sundries are also good.

To supplement his newspaper advertising, the druggist should pay special attention to his windows. Attractive window dressing is a magnet which surely draws trade. He could use a cigar-box display, which if properly arranged is very attractive, a patent medicine display, or a display of a number of articles he is selling at special prices. The novelties sent out by some of the manufacturers are a great help in dressing the windows. The window display should be changed at least twice weekly. Mechanical arrangements also make an attractive window.

The merchants of a certain town entered into an agreement not to advertise in the programmes of local church entertainments, etc., the penalty being a fine of \$25. To make

any such hard-and-fast rule as this is quite as bad as to go to the other extreme. It would certainly be good advertising to take space in any thing of a respectable nature in your immediate locality. Let the advertisement be of some specialty, if you have one, and insist that payment be taken in the goods.

The druggist who cleverly but inexpensively features an own make attractively in his window is making the most of his opportunities. Such a display has been seen in a Brooklyn store. The goods exhibited were an own make wild cherry mixture for coughs and colds. The theme was a pun or play on ideas, catchy, but inasmuch as it was a pun, rather questionable, the only weak point in the idea. In the center on a raised dais was a common square box minus the cover. The vacant side was turned outward. Down the front were fastened brass rods at regular intervals to represent bars. On all sides of the box projected about six inches of cardboard, and this was painted a dark color. Beyond this more cardboard background was colored red and ruled with white lines to represent bricks. Below the prison window, for such it was, was a sign on the brick wall, "Post No Bills," in neat white lettering. In the cell behind the bars were three manikins or dolls. They were all colored gentlemen, and two of them on close examination appeared to be Zulus. Half above and half below the grating of the cell was the inscription "A Fair Trial Is All We Ask." The cartons and bottles of the wild cherry mixture were spread about the floor of the window and on each bottle the price was printed. Of course the inference of the sign was obvious. Back of the whole display was a lath lattice covered with red and green crepe paper.

Non-refillable Prescriptions Unpopular.

The physicians of one of Pittsburgh's suburbs thought that the refilling of prescriptions by pharmacists materially affected their revenue. They issued a decree forbidding the refilling of their prescriptions and enclosing the command, "a square deal for every man." Now, the citizens are indignant against both druggists and doctors and threaten to divert their trade to other places. Co-operative plans for mutual benefit should be worked out quietly without going to the general public.

Policy To Be More Rigid.

It is said that the policy of the Department of Agriculture with reference to coal tar colors will have to be made more rigid instead of less so. Protests against several of the colors which have been permitted under inspection decision No. 76 have been received at the Bureau of Chemistry, those most complained of being erythrosin and naphthol yellow, which are both said by hygienists who have been in communication with the bureau to be prejudicial to health.

Perfection is a good deal more than the power of picking faults in other people.

Best Flooring for Drug Stores.

Of the several materials used, marble, tile, marble mosaic, ceramic mosaic, terrazzo and cement, the clay tile or the ceramic mosaic must surely be given the preference. Marble makes a most beautiful floor, but, as the nails of the shoe readily scratch it, it is too soft for a flooring material that is subjected to rough traffic. Marble is also a porous material. In fact, with a strong bellows it is possible to blow out a candle through a quarter-inch marble tile. As a carbonate of lime, which is essential to vegetable growth, it is likewise not absolutely germ-proof. The same criticisms hold true of marble mosaic and terrazzo, which is a flooring made of marble chips set in cement, with the additional criticism that the cement in which the marble mosaic and terrazzo is set must, for mechanical reasons, be adulterated with lime. This admixture of lime so weakens the cement that it is almost invariably cracked either by the knocks and blows incident to flooring materials or by the usual changes in temperature.

Cement alone makes a hard floor, but it wears rough; the small recesses in its surface become filled with dirt which it is impossible to remove, and in appearance it suggests the sidewalk more than the flooring material of a store or room.

The clay tile or ceramic mosaic is harder than any of the materials just mentioned; it is absolutely non-porous, and is quite as sterile as far as germs are concerned. It has been used as flooring material for thousands of years, and it is a well known fact that it not only lasts longer than all others, but that a properly laid tiled floor will outlast the building in which it is laid. Tiles are made in such a great variety of colors and form that a tiled or ceramic mosaic floor can be made as decorative and artistic as the architect or designer can conceive. Tiling is cheaper than marble or marble mosaic, and but little more expensive than terrazzo. It makes an ideal drug store flooring from the standpoint of sanitation, cleanliness, durability and beauty.

C. J. Fox.

Troubles With a Postal Substation.

A Newark druggist who conducts a postal substation and gets about \$2 a week for his services had his store burglarized some time ago and stamps of the value of \$79.63 formed part of the plunder. The Post Office Department have since notified him that he will have to give up a big slice of his salary by making good the stolen stamps.

The law requires that all postmasters, whether they be postmasters or sub-postmasters, shall keep all stamps and other documents of value in a safe. The druggist kept the stamps in a drawer in the corner of his store set aside as a postoffice, and it afforded little resistance to the thieves. This was made the basis of the demand made upon him, and this should serve as a warning to others who conduct the business in similar fashion.

The merchant who undertakes to do business without a safe, when one

can be purchased as cheaply as at present, is entitled to little sympathy. He is neither a good merchant or a good business man.

Chipping Glass By Means of Glue.

Dissolve some common glue in water, heated by a water bath, and add 6 per cent. of its weight of potash alum. After the glue has become perfectly melted, homogeneous, and of the consistency of syrup, apply a layer, while it is still hot, to the glass by means of a brush. If it is of ground glass the action of the glue will be still more energetic. After half an hour apply a second coat in such a way as to obtain a smooth, transparent surface destitute of air bubbles. After the glue has become so hard that it no longer yields to the pressure of the finger nail (say in about 24 hours), put the article in a warmer place, in which the temperature must not exceed 105 degrees Fahrenheit. When the article is removed from the oven, after a few hours, the glue will detach itself with a noise and removes with it numerous flakes of glass.

A large number of mineral substances are attacked by gelatine. Toughened glass is easily etched and the same is the case with fluor spar and polished marble. A piece of rock crystal, cut at right angles with the axis and coated with isinglass, the action of which is particularly energetic, is likewise attacked at different points, and the parts detached present a conchoidal appearance.

P. H. Quinley.



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WHOLESALE DRUG PRICE CURRENT

Drugs

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

| ADVANCED | | DECLINED | |
|--------------------|----|--------------------|----|
| Index to Markets | | Index to Markets | |
| By Columns | | By Columns | |
| A | | B | |
| Ammonia | 1 | Baked Beans | 1 |
| Axle Grease | 1 | Bath Brick | 1 |
| B | | Bluing | 1 |
| Broom | 1 | Brushes | 1 |
| Butter Color | 1 | Butter Color | 1 |
| C | | D | |
| Candies | 1 | Dried Fruits | 4 |
| Canned Goods | 1 | Farinaceous Goods | 5 |
| Carbon Oils | 1 | Fish and Oysters | 10 |
| Catsup | 1 | Flavoring Extracts | 5 |
| Cereals | 1 | Fresh Meats | 5 |
| Cheese | 1 | G | |
| Chewing Gum | 1 | Gelatin | 1 |
| Chicory | 1 | Grain Bags | 5 |
| Chocolate | 1 | Grains and Flour | 5 |
| Clothes Lines | 1 | H | |
| Cocoa | 1 | Herbs | 6 |
| Cocoa Nut | 1 | Hides and Pelts | 10 |
| Cocoa Shells | 1 | I | |
| Coffee | 1 | Jelly | 1 |
| Confections | 11 | L | |
| Crackers | 1 | Licorice | 1 |
| Cream Tartar | 4 | M | |
| D | | Matches | 6 |
| Dried Fruits | 4 | Meat Extracts | 6 |
| F | | Mince Meat | 6 |
| Farinaceous Goods | 5 | Molasses | 6 |
| Fish and Oysters | 10 | Mustard | 6 |
| Flavoring Extracts | 5 | N | |
| Fresh Meats | 5 | Nuts | 11 |
| G | | O | |
| Gelatin | 1 | Olives | 6 |
| Grain Bags | 5 | P | |
| Grains and Flour | 5 | Pipes | 6 |
| H | | Pickles | 6 |
| Herbs | 6 | Playing Cards | 6 |
| Hides and Pelts | 10 | Potash | 6 |
| I | | Provisions | 6 |
| Jelly | 1 | R | |
| L | | Rice | 7 |
| Licorice | 1 | S | |
| M | | Salad Dressing | 1 |
| Matches | 6 | Saleratus | 7 |
| Meat Extracts | 6 | Salt Soda | 7 |
| Mince Meat | 6 | Salt | 7 |
| Molasses | 6 | Salt Fish | 7 |
| Mustard | 6 | Seeds | 7 |
| N | | Shoe Blacking | 7 |
| Nuts | 11 | Snuff | 7 |
| O | | Soap | 7 |
| Olives | 6 | Soda | 7 |
| P | | Soups | 7 |
| Pipes | 6 | Spices | 7 |
| Pickles | 6 | Starch | 7 |
| Playing Cards | 6 | Syrups | 7 |
| Potash | 6 | T | |
| Provisions | 6 | Tea | 8 |
| R | | Tobacco | 8 |
| Rice | 7 | Twine | 8 |
| S | | V | |
| Salad Dressing | 1 | Vinegar | 9 |
| Saleratus | 7 | W | |
| Salt Soda | 7 | Wickings | 9 |
| Salt | 7 | Woodenware | 9 |
| Salt Fish | 7 | Wrapping Paper | 10 |
| Seeds | 7 | Y | |
| Shoe Blacking | 7 | Yeast Cake | 10 |
| Snuff | 7 | | |
| Soap | 7 | | |
| Soda | 7 | | |
| Soups | 7 | | |
| Spices | 7 | | |
| Starch | 7 | | |
| Syrups | 7 | | |
| T | | | |
| Tea | 8 | | |
| Tobacco | 8 | | |
| Twine | 8 | | |
| V | | | |
| Vinegar | 9 | | |
| W | | | |
| Wickings | 9 | | |
| Woodenware | 9 | | |
| Wrapping Paper | 10 | | |
| Y | | | |
| Yeast Cake | 10 | | |

| 3 | | 4 | | 5 | |
|--|--|-----------------------------|--|--|--|
| Emblem @ | | Cracknels 16 | | Raisins | |
| Gem @16 1/2 | | Coffee Cake, pl. or iced 10 | | London Layers, 3 cr | |
| Ideal @14 | | Cocoanut Taffy 12 | | London Layers, 4 cr | |
| Jersey @16 1/2 | | Cocoanut Bar 10 | | Cluster, 5 crown | |
| Riverside @16 | | Cocoanut Drops 12 | | Loose Muscatels, 2 cr | |
| Springdale 15 | | Cocoanut Honey Cake 12 | | Loose Muscatels, 3 cr | |
| Warner's @17 | | Cocoanut Hon. Fingers 12 | | Loose Muscatels, 4 cr 10 | |
| Brick @16 | | Cocoanut Macaroons 18 | | Loose Muscatels, 4 cr 10 | |
| Leiden @15 | | Dandelion 10 | | L. M. Seeded 1 lb. 16 1/2 | |
| Limburger @15 | | Dixie Cookie 9 | | Sultanas, bulk | |
| Pineapple 40 @60 | | Frosted Cream 8 | | Sultanas, package .. | |
| Sap Sago @22 | | Frosted Honey Cake 12 | | FARINACEOUS GOODS | |
| Swiss, domestic @16 | | Fluted Cocoanut 10 | | Beans | |
| Swiss, imported @20 | | Fruit Tarts 12 | | Dried Lima 7 | |
| CHEWING GUM | | Ginger Gems 8 | | Med. Hd. Pk'd. 2 45 | |
| American Flag Spruce 55 | | Graham Crackers 8 | | Brown Holland | |
| Beeman's Pepsin 55 | | Ginger Nuts 10 | | Farina | |
| Adams Pepsin 55 | | Ginger Snaps, N. B. C. 7 | | 24 1lb. packages. 1 75 | |
| Best Pepsin 45 | | Hippodrome 10 | | Bulk, per 100 lbs. 8 00 | |
| Best Pepsin, 5 boxes. 2 00 | | Honey Cake, N. B. C. 12 | | Hominy | |
| Black Jack 55 | | Honey Fingers, As. Ice 12 | | Flake, 50lb. sack. 1 00 | |
| Largest Gum Made 55 | | Honey Jumbles 12 | | Pearl, 200lb. sack. 3 70 | |
| Sen Sen 55 | | Household Cookies 8 | | Pearl, 100lb. sack. 1 85 | |
| Sen Sen Breath Perf 1 00 | | Household Cookies Iced 8 | | Maccaroni and Vermicelli | |
| Sugar Loaf 55 | | Iced Honey Crumpets 10 | | Domestic, 10lb. box. 60 | |
| Yucatan 55 | | Imperial 8 | | Imported, 25lb. box. 2 50 | |
| CHICORY | | Iced Honey Flake 12 1/2 | | Pearl Barley | |
| Bulk | | Iced Honey Jumbles 12 | | Common 4 25 | |
| Red | | Island Picnic 11 | | Chester 4 43 | |
| Eagle 5 | | Jersey Lunch 8 | | Empire 5 00 | |
| Frank's 7 | | Kream Klips 20 | | Peas | |
| Schener's 6 | | Lem Yem 11 | | Green, Wisconsin, bu. 2 15 | |
| CHOCOLATE | | Lemon Gems 10 | | Green, Scotch, bu. 2 25 | |
| Walter Baker & Co.'s | | Lemon Biscuit, Square 8 | | Split, lb. 04 | |
| German Sweet 26 | | Lemon Wafer 16 | | Sago | |
| Premium 38 | | Lemon Cookie 8 | | East India 6 1/2 | |
| Caracas 31 | | Mary Ann 8 | | German, sacks 7 | |
| Walter M. Lowney Co. | | Marshmallow Walnuts 16 | | German, broken pkg. | |
| Premium, 1/4s 38 | | Mariner 11 | | Tapoca | |
| Premium, 1/2s 38 | | Molasses Cakes 8 | | Flake, 110 lb. sacks 7 | |
| COCOA | | Mohican 11 | | Pearl, 130 lb. sacks 6 1/2 | |
| Baker's 43 | | Mixed Picnic 11 1/2 | | Pearl, 24 lb. pkgs. 7 1/2 | |
| Cleveland 41 | | Nabob Jumble 14 | | FLAVORING EXTRACTS | |
| Colonial, 1/4s 35 | | Newton 12 | | Foot & Jenks | |
| Colonial, 1/2s 33 | | Nic Nacs 8 | | Coleman's Van. Lem. | |
| Epps 42 | | Oatmeal Crackers 8 | | 2 oz. Panel 1 20 | |
| Huyler 45 | | Orange Gems 8 | | 3 oz. Taper 2 00 | |
| Lowney, 1/4s 42 | | Oval Sugar Cakes 8 | | No. 4 Rich. Blake 2 00 | |
| Lowney, 1/2s 42 | | Penny Cakes, Assorted 8 | | Jennings D. C. Brand | |
| Lowney, 1/4s 42 | | Pretzels, Hand Md. 8 | | Terpeness Ext. Lemon | |
| Lowney, 1s 42 | | Pretzettes, Hand Md. 8 | | Doz. | |
| Van Houten, 1/4s 12 | | Pretzettes, Mac. Md. 7 1/2 | | No. 2 Panel 75 | |
| Van Houten, 1/2s 20 | | Raisin Cookies 8 | | No. 4 Panel 1 50 | |
| Van Houten, 1s 40 | | Revere, Assorted 14 | | No. 6 Panel 2 00 | |
| Van Houten, 1s 72 | | Rube 8 | | Taper Panel 2 00 | |
| Webb 35 | | Scotch Style Cookies 10 | | 2 oz. Full Meas. 1 50 | |
| Wilbur, 1/4s 39 | | Snow Creams 16 | | 4 oz. Full Meas. 2 25 | |
| Wilbur, 1/2s 40 | | Sugar Fingers 12 | | Jennings D C Brand | |
| COCOANUT | | Sugar Gems 08 | | Extract Vanilla | |
| Dunham's 1/4s & 1/2s 26 1/2 | | Sultana Fruit Biscuit 16 | | Doz. | |
| Dunham's 1/4s 27 | | Spiced Gingers 9 | | No. 2 Panel 1 20 | |
| Dunham's 1/2s 28 | | Spiced Gingers Iced 10 | | No. 4 Panel 2 00 | |
| Bulk 14 | | Sugar Cakes 8 | | No. 6 Panel 3 00 | |
| COCOA SHELLS | | Sugar Squares, large or 8 | | Taper Panel 2 00 | |
| 20lb. bags 4 | | small 8 | | 1 oz. Full Meas. 85 | |
| Less quantity 4 | | Superba 8 | | 2 oz. Full Meas. 1 60 | |
| Pound packages 4 | | Sponge Lady Fingers 25 | | 4 oz. Full Meas. 3 00 | |
| COFFEE | | Sugar Crimp 8 | | No. 2 Assorted Flavors 1 00 | |
| Common 13 1/2 | | Vanilla Wafers 16 | | GRAIN BAGS | |
| Fair 14 1/2 | | Waverly 8 | | Amoskeag, 100 in bale 19 | |
| Choice 16 1/2 | | Zanzibar 9 | | Amoskeag, less than bl 19 1/2 | |
| Fancy 20 | | In-er Seal Goods | | GRAIN AND FLOUR | |
| Santos | | Per doz. | | Wheat | |
| Common 13 1/2 | | Albert Biscuit 1 00 | | New No. 1 White 1 00 | |
| Fair 14 1/2 | | Animals 1 00 | | New No. 2 Red 1 00 | |
| Choice 16 1/2 | | Butter Thin Biscuit 1 00 | | Winter Wheat Flour | |
| Fancy 19 | | Butter Wafers 1 00 | | Local Brands | |
| Peaberry 19 | | Cheese Sandwich 1 00 | | Patents 5 60 | |
| Maracaibo | | Cocoanut Dainties 1 00 | | Second Patents 5 40 | |
| Fair 16 | | Faust Oyster 1 00 | | Straight 5 10 | |
| Choice 19 | | Fig Newton 1 00 | | Second Straight 4 75 | |
| Mexican | | Five O'clock Tea 1 00 | | Clear 4 10 | |
| Choice 16 1/2 | | Frotana 1 00 | | Subject to usual cash discount. | |
| Fancy 19 | | Ginger Snaps, N. B. C. 1 00 | | Flour in barrels, 25c per barrel additional. | |
| Guatemala | | Graham Crackers 1 00 | | Worden Grocer Co.'s Brand | |
| Choice 15 | | Lemon Snap 50 | | Quaker, paper 5 10 | |
| Java | | Oatmeal Crackers 1 00 | | Quaker, cloth 5 30 | |
| African 12 | | Oysterettes 50 | | Wykes & Co. | |
| Fancy African 17 | | Old Time Sugar Cook. 1 00 | | Eclipse 5 20 | |
| O. G. 25 | | Pretzettes, Hd Md. 1 00 | | Kansas Hard Wheat Flour | |
| P. G. 31 | | Royal Toast 1 00 | | Judson Grocer Co. | |
| Mocha | | Saltine 1 00 | | Fanchon, 1/4s cloth 5 90 | |
| Arabian 21 | | Saratoga Flakes 1 50 | | Grand Rapids Grain & Mill- | |
| Package | | Social Tea Biscuit 1 00 | | ing Co. Brands. | |
| New York Basis | | Soda, N. B. C. 1 00 | | Wizard, assorted 5 20 | |
| Arbuckle 16 00 | | Soda, Select 1 00 | | Graham 4 90 | |
| Dilworth 14 75 | | Sultana Fruit Biscuit 1 50 | | Buckwheat 5 40 | |
| Jersey 15 00 | | Uneeda Biscuit 50 | | Rye 4 90 | |
| Lion 14 50 | | Uneeda Jinjer Wayfer 1 00 | | Spring Wheat Flour | |
| McLaughlin's XXXX | | Uneeda Milk Biscuit 50 | | Roy Baker's Brand | |
| McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. | | Vanilla Wafers 1 00 | | Golden Horn, family 5 95 | |
| Extract | | Water Thin 1 00 | | Golden Horn, baker's 5 85 | |
| Holland, 1/2 gro boxes 95 | | Zu Zu Ginger Snaps 50 | | Wisconsin Rye 5 20 | |
| Felix, 1/2 gross 1 15 | | Zwieback 1 00 | | Judson Grocer Co.'s Brand | |
| Hummel's foil, 1/2 gro. 85 | | CREAM TARTAR | | Ceresota, 1/4s 6 60 | |
| Hummel's tin, 1/2 gro. 1 43 | | Barrels or drums 29 | | Ceresota, 1/2s 6 50 | |
| CRACKERS | | Boxes 30 | | Ceresota, 3/4s 6 40 | |
| National Biscuit Company | | Fancy caddies 35 | | Lemon & Wheeler's Brand | |
| Brand | | DRIED FRUITS | | Wingold, 1/4s 6 25 | |
| Butter | | Apples | | Wingold, 1/2s 6 35 | |
| Soda | | Evaporated @11 | | Pillsbury's Brand | |
| N. B. C. Soda 6 | | California Apricots 22 @24 | | Best, 1/4s cloth 6 40 | |
| Select Soda 8 | | California Prunes | | Best, 1/2s cloth 6 30 | |
| Saratoga Flakes 13 | | 100-125 25lb. boxes. @ 6 | | Best, 1/4s cloth 6 20 | |
| Zephyrette 13 | | 90-100 25lb. boxes. @ 6 1/2 | | Best, 1/2s paper 6 20 | |
| Oyster | | 80-90 25lb. boxes. @ 7 | | Best, 3/4s paper 6 20 | |
| N. B. C., Round 6 | | 70-80 25lb. boxes. @ 7 1/2 | | Best, wood 6 40 | |
| Gem .06 | | 50-60 25lb. boxes. @ 8 | | Worden Grocer Co.'s Brand | |
| Faust, Shell 7 1/2 | | 40-50 25lb. boxes. @ 8 1/2 | | Laurel, 1/4s cloth 6 50 | |
| Sweet Goods. | | 30-40 25lb. boxes. @ 9 1/2 | | Laurel, 1/2s cloth 6 40 | |
| Boxes and cans | | 1/4c less in 50lb. cases. | | Laurel, 3/4s & 1/2s paper 6 30 | |
| Animals 10 | | Citron @20 | | Laurel, 1/4s 6 30 | |
| Atlantic, Assorted 10 | | Currants | | Wykes & Co. | |
| Brittle 11 | | Imp'd 1 lb. pkg. @ 9 1/2 | | Sleepy Eye 1/4s cloth 5 90 | |
| Cartwheels 8 | | Imported bulk @ 9 1/2 | | Sleepy Eye, 1/2s cloth 5 80 | |
| Currant Fruit Biscuit 10 | | Peel | | Sleepy Eye, 1/4s paper 5 80 | |
| | | Lemon American 13 | | Sleepy Eye, 1/2s paper 5 80 | |
| | | Orange American 14 | | | |

| 6 | 7 | 8 | 9 | 10 | 11 |
|---|---|---|---|---|--|
| Meal Bolted 3 40 Golden Granulated 3 50 St. Car Feed screened 27 50 No. 1 Corn and Oats 27 50 Corn, cracked 26 50 Corn Meal, coarse 26 50 Winter Wheat Bran 27 00 Winter Wheat Midng 31 00 Cow Feed 30 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 29 00 Molasses Feed 26 00 Dried Beet Pulp 17 50 Hammond Dairy Feed 25 00 Oats Michigan, carlots 55 Less than carlots 54 Corn Carlots 68 Less than carlots 70 Hay No. 1 timothy car lots 15 00 No. 1 timothy ton lots 16 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 35 15 lb. pails, per pail 50 30 lb. pails, per pail 95 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip .4 50 @ 75 MEAT EXTRACTS Armour's, 2 oz. 45 Armour's, 4 oz. 80 Liebig's Chicago, 2 oz. 2 25 Liebig's Chicago, 4 oz. 5 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 26 Good 22 Half barrels 2c extra MINCE MEAT Per case 2 90 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs. 1 65 Bulk, 2 gal. kegs. 1 60 Bulk, 5 gal. kegs. 1 55 Manzanilla, 3 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count .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 1 25 No. 20 Rover enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist. 2 25 POTASH 48 cans in case Babbitt's 4 00 PROVISIONS Barreled Pork Mess 17 75 Clear Back 17 00 Short Cut 16 75 Short Cut Clear 16 75 Bean 16 00 Brisket, Clear 17 50 Pig 20 00 Clear Family 16 00 Dry Salt Meats S P Bellies 12 Bellies 12 Extra Shorts 11 Smoked Meats Hams, 12 lb. average. 12 1/2 Hams, 14 lb. average. 12 1/2 Hams, 16 lb. average. 12 1/2 Hams, 18 lb. average. 12 1/2 Skinned Hams 13 Ham, dried beef sets. 15 California Hams 8 1/2 Picnic Boiled Hams 15 Boiled Ham 19 Berlin Ham, pressed .10 Mince Ham 10 Lard Compound 9 Pure in tierces 10 1/2 80 lb. tubs. advance 1 1/2 60 lb. tubs. advance 1 1/2 50 lb. tubs. advance 1 1/2 20 lb. pails. advance 1 1/2 10 lb. pails. advance 1 1/2 5 lb. pails. advance 1 1/2 5 lb. pails. advance 1 1/2 | 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 1/4 bbls., 40 lbs. 1 85 1/2 bbls. 3 25 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls. 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 40 Sheep, per bundle 70 Uncolored Butterine Solid dairy 10 @ 12 Country Rolls 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 40 Corned beef, 1 lb. 1 35 Roast beef, 2 lb. 2 40 Roast beef, 1 lb. 1 30 Potted ham, 1/4s 45 Potted ham, 1/2s 85 Deviled ham, 1/4s 45 Deviled ham, 1/2s 35 Potted tongue, 1/4s 45 Potted tongue, 1/2s 85 RICE Fancy 7 @ 7 1/2 Japan 5 @ 6 1/2 Broken 4 @ 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 3/4s 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. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 15 00 Mess, 40lbs. 6 20 Mess, 10lbs. 1 65 Mess, 8lbs. 1 35 No. 1, 100lbs. 14 00 No. 1, 40lbs. 5 60 No. 1, 10lbs. 1 65 No. 1, 8lbs. 1 36 Whitefish No. 1, No. 2 Fam 100lb. 9 75 4 50 50lb. 5 25 2 40 40lb. 1 12 60 8lb. 92 50 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 10 Poppy 9 Rape 6 SHOE BLACKING Handy Box, large, 3 dz 50 Handy Box, small 25 Bixby's Royal Polish 85 Miller's Crown Polish. 85 | SNUFF Scotch, in bladders 37 Maccaboy, in jars. 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 50 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 50 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 50 Big Master, 100 bars 4 25 Marseilles, 100 cakes 6 00 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co Scourine, 50 cakes. 1 80 Scourine, 100 cakes. 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Yum, Yum, 1 1/2 oz. 39 Yum, Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 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'n 7 25 Willow, Clothes, small 6 25 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each. 2 40 Barrel, 10 gal., each. 2 55 Barrel, 15 gal., each. 2 70 | Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 30 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyro 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum, Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 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'n 7 25 Willow, Clothes, small 6 25 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each. 2 40 Barrel, 10 gal., each. 2 55 Barrel, 15 gal., each. 2 70 | Clothes Pins Round head, 5 gross bx 55 Round head, cartons. 70 Egg Crates and Fillers. Humpty Dumpty, 12 doz. 20 No. 1 complete 40 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 40 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, air 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 40 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 50 Double Duplex 3 00 Good Luck 2 75 Universal 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 1 1/4 Flower Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Least Foam, 3 doz. 1 10 Least Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 15 Trout 11 1/2 Halibut 10 Ciscos or Herring 8 Bluefish 15 Live Lobster 30 Boiled Lobster 30 Cod 10 1/2 Haddock 7 Pickrel 13 Pike 10 Perch, dressed 9 Smoked, White 13 1/2 Red Snapper 10 1/2 Chinook Salmon 16 Mackerel 20 Finnan Haddier 10 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 Shearings 40 @ 80 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @ 22 Unwashed, fine @ 18 | CONFECTIONS Stick Candy Pails Standard 8 1/2 Standard H H 9 Standard Twist 9 Cases Jumbo, 32 lb. 10 Extra H H 10 Boston Cream 11 Big stick, 30 lb. case. 8 1/2 Mixed Candy Grocers 6 1/2 Competition 7 Special 8 Conserve 8 Royal 8 1/2 Ribbon 8 1/2 Broken 10 Cut Loaf 8 1/2 Leader 8 1/2 Kindergarten 11 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 11 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'td 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops .90 Lozenges, plain 60 Lozenges, printed 65 Imperial 60 Mottos 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Crms 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sортment 6 75 Scientific Ass't. 18 00 Pop Corn Cracker Jack 3 25 Checkers, 5c pkg case 3 50 Pop Corn Balls, 200s 1 35 Azulikit 100s 3 00 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 18 Almonds, Avica 15 Almonds, California sft. shell 15 Brazilis 15 @ 17 Filberts 13 Cal. No. 1 @ 18 Walnuts, soft shelled @ 18 Walnuts, Chilli @ 15 Table nuts, fancy. @ 15 Pecans, Med. @ 13 Pecans, ex. large @ 14 Pecans, Jumbos @ 16 Hickory Nuts per bu. Ohio new @ 5 Cocoanuts @ 5 Chestnuts, New York State, per bu. @ 5 Shelled Spanish Peanuts 9 @ 10 Pecan Halves @ 15 Walnut Halves @ 35 Filbert Meats @ 27 Alicante Almonds @ 42 Jordan Almonds @ 47 Peanuts Fancy H. P. Suns 7 1/4 @ 7 1/4 Fancy, H. P. Suns, Roasted 8 1/4 @ 8 1/4 Choice, H. P. Jumbo @ 9 1/4 Choice, H. P. Jumbo Roasted @ 10 1/4 |

Special Price Current

AXLE GREASE



Mica, tin boxes...75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



G. P. Blueing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS

G J Johnson Cigar Co.'s bd.



Any quantity31
El Portana33
Evening Press32
Exemplar32

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, 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
Plates5 @ 5
Livers3 @ 3

Pork

Loins@ 13 1/2
Dressed@ 8 1/2
Boston Butts@ 12
Shoulders@ 10 1/2
Leaf Lard@ 10 1/2
Trimnings@ 9 1/2

Mutton

Carcass@ 9 1/2
Lambs@ 12 1/2
Spring Lambs@ 12 1/2

Veal

Carcass6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 50

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1 1/4 to 2 in.7
1 1/4 to 3 in.9
1 1/4 to 4 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
Medium22
Large24

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's, 1 doz.1 80
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Nelson's1 50
Knox's Acidu'd. doz. 1 20
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Thirty-five sizes
and styles on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95
Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

FINE CALENDARS



NOTHING can ever
be so popular with
your customers for
the reason that nothing
else is so useful. No
housekeeper ever has
too many. They are a
constant reminder of the
generosity and thought-
fulness of the giver.

We manufacture every-
thing in the calendar line
at prices consistent with
first-class quality and
workmanship. Tell us
what kind you want and
we will send you sam-
ples and prices.

TRADESMAN COMPANY

GRAND RAPIDS, MICH.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Butcher shop outfit, including refrigerator, meat block, saws, knives, cleavers and scales. Everything complete. An up-to-date outfit, nearly new. Good bargain. Address R. W. Eitel, La-cota, Mich. 281

For Sale—General store business in a town of 400 inhabitants. Located in one of the best farming communities in Central Michigan. Will inventory about \$5,500. Did \$16,000 business last year. Good reasons for selling and must be sold at once. Address No. 280, care Michigan Tradesman. 280

For Sale—Clean stock general merchandise and fixtures, invoicing about \$5,000. Building with basements and warehouse for sale or rent. Main sales-room 30x110 feet, heated by furnace. Two churches. Only Academy in state is located here. Splendid farming and fruit country. Good class of associates, morally and intellectually. Case Mercantile Co., Benzonia, Mich. 278

Wanted—At once, a first-class tinner and furnace man. Good wages and a steady job. State wages wanted. Address T. H. Trevett, 28 Main St., Champaign, Ill. 277

First-class bakery and confectionery. Little competition. Town of 4,000. Good reason for selling. Bargain if taken soon. Box 295, Sulphur, Ind. Ter. 276

Wanted—A store 15 to 20 feet wide, 25 to 40 feet deep, to put in a stock of shoes. Town must be from 4,000 to 10,000 population. Address No. 275, care Tradesman. 275

For Sale—My stocks of general merchandise at Sebewa, West Sebewa and Sunfield. Can reduce stock at any of these locations if desired. Reason for selling, falling eyesight, which necessitates my curtailing my mercantile business. Stocks are new and clean. Business well established and profitable. This is the chance of a lifetime. F. N. Cornell, Sebewa, Mich. 274

For Sale—Cheap, a patent on the best seed and fruit sack on the market; likewise one of the most popular potato planters made. Address Greenville Planter Co., Greenville, Mich. 273

Commercial Auctioneer—If you wish to close out or reduce your stock, I get top prices at auction. Bank references. J. F. Mauterstock, Owosso, Mich. 284

For Sale or Exchange—Electric motors of all kinds. Direct current or alternating current. Large stock ready for immediate delivery. L. E. Lemon, Aurora, Ill. 283

Wanted—Grocery or small general stock, located in a small town in Southern Michigan. Give full particulars and cash price. Address Grocer, care Michigan Tradesman. 282

Retail bakery and property. All store trade. D. Giesler, 1194 Southport Ave., Chicago, Ill. 271

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

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

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 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—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

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

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

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 moneymaker. Address No. 770, care Michigan Tradesman. 770

Special Attention—Drug stores and positions anywhere desired in United States or Canada. F. V. Kniest, Omaha, Neb. 951

For Sale—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent, \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$8,640. Good reasons for selling. Address No. 386, care Michigan Tradesman. 386

Wanted—Two thousand cords bass-wood and poplar excelsior bolts, green or dry. Highest market price paid, cash. Excelsior Wrapper Co., Grand Rapids, Mich. 859

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

HELP WANTED.

Wanted—An experienced shoe man who has six hundred dollars, or a shoe stock amounting to the same, to enter into co-partnership in the shoe business. Address No. 272, care Michigan Tradesman. 272

Wanted—We have a permanent position for a No. 1 Low German clerk for general store. Send references. Burns & Kibler, Persia, Ia. 279

Large clothing factory wants managers for branch stores. Salary \$1,300. Investment \$1,200. Permanent position. Address Galbreath, Youngstown, Ohio. 210

Wanted—Young man with one or two years' experience in drug store. G. Van Arkel, Muskegon Heights, Mich. 266

Wanted—First-class clothing and dry goods salesman for general store. Good wages, single man preferred. Cobbs & Mitchell, Inc., Springvale, Mich. 268

SITUATIONS WANTED.

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

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.**

MUST SHOW THEIR HANDS.**Owners of Assumed Names Must Disclose Themselves.**

One of the best laws enacted by the last Legislature was Act No. 221, which provides that persons or corporations doing business under an assumed name must file a statement with the clerk of the county in which the business is conducted, disclosing the owners of the business. For instance, it is not unusual for some one to start a Red Star Drug Store or the National Manufacturing Co., which may be owned by one man one day and another man the next day, so that creditors have no way of locating the exact responsibility. This law will do away with all uncertainty of this character. The full text of the law is as follows:

Section 1. No person or persons shall hereafter carry on or conduct or transact business in this State under an assumed name, or under any designation, name or style, corporate or otherwise, other than the real name or names of the individual or individuals owning, conducting or transacting such business, unless such person or persons shall file in the office of the clerk of the county or counties in which such person or persons own, conduct, or transact, or intend to own, conduct or transact such business, or maintain an office or place of business, a certificate setting forth the name under which such business owned is, or is to be conducted, or transacted, and the true or real full name or names of the person or persons owning, conducting or transacting the same, with the home and post office address or addresses of said person or persons. Said certificate shall be executed and duly acknowledged by the person or persons so owning, conducting, or intending to conduct said business: Provided, That the selling of goods by sample or through traveling agents or traveling salesmen or by means of orders forwarded by the purchaser through the mails shall not be construed for the purpose of this act as conducting or transacting business so as to require the filing of said certificates.

Section 2. Persons now owning or conducting such business under an assumed name, or under any such designation referred to in section one, shall file such certificate as hereinbefore prescribed, within thirty days after this act shall take effect, and persons hereafter owning, conducting or transacting business as aforesaid shall, before commencing said business, file such certificate in the manner hereinbefore prescribed.

Section 3. The several county clerks of this State shall keep an alphabetical index of all persons filing certificates, provided for herein, and for the indexing and filing of such certificates they shall receive a fee of twenty-five cents. A copy of such certificate, duly certified to by the county clerk in whose office the same shall be filed, shall be presumptive evidence in all courts of law in this State of the facts therein contained.

Section 4. This act shall in no

way affect or apply to any corporation, partnership association, limited or special partnership duly organized under the laws of this State, or to any corporation organized under the laws of any other State and lawfully doing business in this State.

Section 5. Any person or persons owning, carrying on or conducting or transacting business as aforesaid, who shall fail to comply with the provisions of this act, shall be guilty of a misdemeanor and upon conviction thereof shall be punished by a fine of not less than twenty-five dollars nor more than one hundred dollars or by imprisonment in the county jail for a term not exceeding thirty days or by both such fine and imprisonment in the discretion of the court; and each day any person or persons shall violate any provision of this act shall be deemed a separate offense.

Information Wanted Regarding L. Deutch.

St. Joseph, Oct. 22—In justice to our friends in the hotel business we beg to advise you of the following incident:

A man using the name of L. Deutch presented a check drawn on the Merchants' National Bank of Boston in his favor, signed by L. Lowenstein, President, and bearing the name of the Standard Manufacturing Co., manufacturer of high grade muslin underwear, 69 Bedford street, Boston, which said company claims "bogus."

As near as we can recall the description of the man is as follows: About 5 feet, 8 inches in height, dark complexioned, smooth face, derby hat, black overcoat, and when signing the check made the remark that he was very nervous and put the pen behind his ear. Anyone seeing the man will please wire at our expense.

Vincent & Blake,
Proprietors Whitcomb Hotel.

Adrian—John S. Bonner, who has for the last three years had the management of the export business of the Page Fence Co., will move to Detroit, where he has formed a partnership with F. R. Moore, Don Vicente Vallejo and W. E. Muold, under the firm name of F. R. Moore & Co. The company proposes to carry on a general export business and will continue to handle the large shipments of Page fence to foreign countries.

Bad Axe—The E. B. Mueller Co., chicory manufacturer, started business in its Bad Axe factory last week. Mr. Mueller states that his company will pay \$80,000 to farmers around Bad Axe this fall, the crop being the heaviest in many years. He says further that all of the chicory raised and manufactured in the United States comes from Michigan and that the Mueller company controls half of it.

It is a good deal easier to say "brother" in a smooth way than to spend time smoothing your brother's way.

Polishing the spigot does not fill the barrel.

SIGNS OF IMPROVEMENT.

Isn't it a stupendous task?

The mission of the Associated Press in its effort to "cover" the earth coincidentally with the daily journeyings of the sun.

For example:

One day recently all newspaper readers in America were told that Secretary Taft had narrowly escaped injury in a runaway at Manila; that suit had been brought in London to recover \$750, the value of a lost linen tablecloth used on the eve of Waterloo by the late Duke of Wellington; that because his wife had run away and married an opera singer and because the Roman church does not recognize divorces the King of Saxony had been urged to join the Lutheran church, so that his country may be provided with a "mother."

Then, too, getting nearer home, the Associated Press informs us that a United States District Judge in Minnesota raises the question whether an officer or servant of a sovereign state can be sued by enjoining the attorney general of that state from enforcing the commodity rate law in Minnesota and fining that officer \$100. And, in return, besides refusing to pay the fine, the Attorney General has brought mandamus proceedings to compel the railroads doing business in Minnesota to revise their commodity rate according to the State law.

On the same date we learn that Dr. Lyman Abbott is at the head of a movement to give to New York a public forum which shall be non-partisan and non-sectarian, where it is hoped that by public addresses an influence may be exerted toward higher standards of civic and social services; that the Supreme Court of the United States has granted a writ of certiorari in the case of the meat packers (Armour, Swift, Morris and Cudahy), who were fined \$15,000 each for accepting a preferential rate from the C. & B. & Q. Railroad upon shipments for export from Mississippi River points to the Atlantic seaboard; also that the Standard Oil Trust has offered twenty-five reasons to the Court of Appeals why the fine of \$29,240,000 should not be paid.

Incidentally, it is stated that August Belmont has retired from the presidency of the National Civic Federation; that Charles W. Morse has been forced to retire from the presidency of a bank in New York; that Senator Bourne, of Oregon, offers a cash prize of \$1,000 for the strongest written argument as to why Theodore Roosevelt should be the next President of the United States, and that a sentimental burglar somewhere had been restrained from robbing a little girl's toy bank of its hoardings because he was himself the father of "a dear little girl."

This partial resume of one day's important news is offered as in grateful contrast to the too common array of appalling railway disasters, dreadful murders, repulsive scandals and idiotic dreamings over individuals of National prominence made by the help of the Associated Press.

It is really refreshing, is this plainly expressed desire to reform, when one considers that it would have been quite possible, also natural, had

we been regaled with columns of stuff along the lines of the renewed effort to precipitate war between the United States and Japan. But the great international news gatherer has been scorched once, and pretty badly, on that score, and besides our own civil courts, our governmental departments and their bureaus, our railroads and our ever reliable Wall street are all pretty busy just now so that really there were abundant alternatives.

The Drug Market.

Alcohol—Has advanced 2c per gallon on account of higher price for corn and cooperage.

Opium—Is firm but unchanged.

Morphine—Is steady.

Quinine—Is likely to be higher.

Balm Gilead Buds—Are tending higher.

Glycerine—Has again advanced and is tending higher.

Guarana—Has advanced.

Mercurial Preparations—Have advanced 5c per pound on account of higher price for mercury.

Nitrate Silver—Has declined on account of lower price for bullion.

Quicksilver—Has again advanced and is tending higher.

Strychnine—Has been advanced 5c per ounce.

Oil Peppermint—Is steady.

Oils Lemon, Bergamot and Orange—Are very firm and tending higher.

Gum Camphor—Has declined and is decidedly weak.

Goldenseal—Has again advanced and will be higher.

German Dandelion Root—Has also advanced.

Mandrake Root—Has advanced.

Caraway Seed—Has advanced on account of firm primary markets.

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

Buffalo, Oct. 23—Creamery, fresh, 25@29½c; 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, 65@70c per bu.; mixed and red, 50@55c.

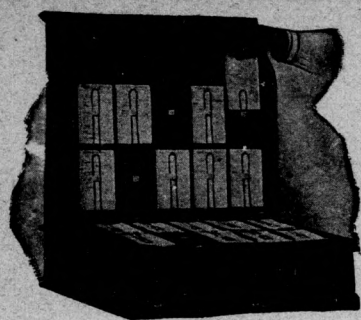
Rea & Witzig.

The Boys Behind the Counter.

Ludington—Arthur Hartung has been engaged as salesman in the shoe department of the Groening & Washatka store. Jacob Lunde, whom he succeeds, has been made assistant in the men's furnishings department.

Kalkaska—M. S. Freeman, an experienced grocerman of Cadillac, has taken a position with Cole Bros.

Traverse City—H. W. Kirby, of Charlevoix, has taken a position as pharmacist at the Johnson Drug Co. store. Mr. Kirby has had about five years' experience in Chapin's drug store, at that place, and will succeed James Smith, who leaves next week for his home at Durand.



Money Thrown Away

Many merchants are positively throwing away money in the handling of their ACCOUNTS.

It is only a little each day and they do not notice it; it's like a little LEAK from a barrel, just a drop at a time, but if it is not stopped the barrel will soon run dry.

STOP THE LEAKS!

They amount to a great many dollars in the course of a year.

DOING USELESS WORK is a LEAK.

FORGETTING TO CHARGE GOODS is a LEAK.

Errors and disputes cause loss of trade.

LOSS OF TRADE IS A LEAK.

The McCASKEY ACCOUNT REGISTER handles ALL YOUR ACCOUNTS with only ONE WRITING, showing EVERY DETAIL of the business.

Then why spend your time in copying and posting?

INVESTIGATE the GREATEST LABOR-**SAVING**, **MONEY-
MAKING** device ever invented for the retail merchant.

A 64-page Catalog **FREE** for the asking.

THE McCASKEY REGISTER CO.

27 Rush St., Alliance, Ohio

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

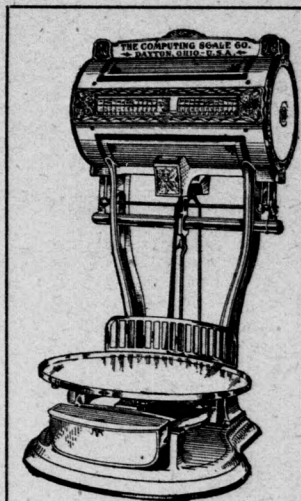
Agencies in all Principal Cities

Cut Down Expense

ELECTRIC CARS are **cheaper** to operate and give **quicker** and more satisfactory service than horse or cable cars. At a **great cost** the old equipment has been **disposed of** and the lines **remodeled** and brought **up-to-date** and are now run with the greatest efficiency and least expense.

CONTINUAL LOSS is endured by users of **old style** pound and ounce scales and a brief comparative test with a modern **MONEY WEIGHT SCALE** will convince you of this fact.

BLIND WEIGHING is the chief cause of **downweight** and **overweight**. It **can** and **should** be **avoided**. Use a scale which tells you at all times just how much more is needed to secure actual weight or money's worth.



The new low platform No. 140 Dayton Scale

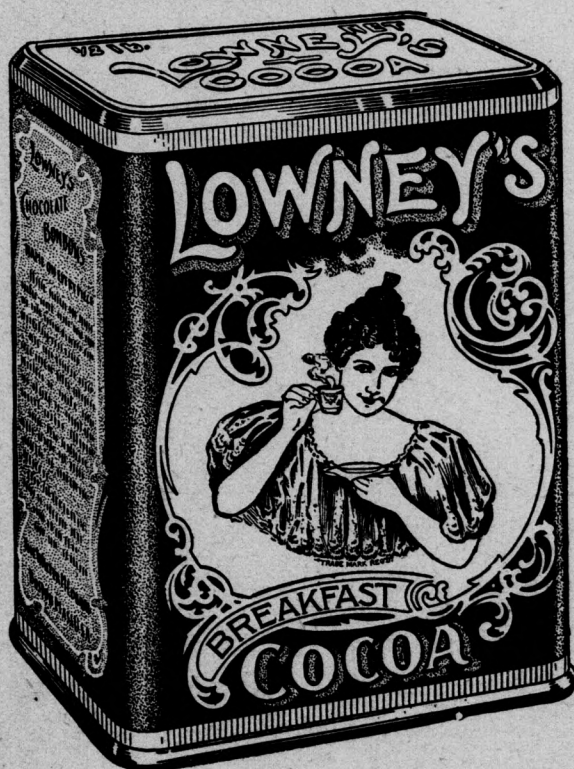
MONEYWEIGHT SCALES are made for the **express purpose** of **eliminating losses** of all kinds and a brief examination is all that is necessary to show how they do it.

Send in your name and address and let us prove the statement.



Moneyweight Scale Co.

58 State St., Chicago



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

What Is the Good

Of good printing? You can probably answer that in a minute when you compare good printing with poor. You know the satisfaction of sending out printed matter that is neat, ship-shape and up-to-date in appearance. You know how it impresses you when you receive it from some one else. It has the same effect on your customers. Let us show you what we can do by a judicious admixture of brains and type. Let us help you with your printing.

Tradesman Company

Grand Rapids

A FEW SUGGESTIONS FROM THE GREATEST WHOLESALE STOCK OF HOLIDAY GOODS

Are you prepared for the greatest holiday season? Remember Every Family in your town or village will want something in Dolls, China, Games, Books, Toys, Glassware, Dinnerware, Toilet Goods, Celluloid Goods, Lamps, Silverware, Perfumes, Novelties, etc. If you haven't the goods you can't sell them. Buy of us and save money. COME IN AND MAKE YOUR SELECTIONS NOW—DON'T WAIT.



Very extensive lines of
Teddy Bears
Fur Animals
Paper Mache
Horses
Stuffed
Dogs and Cats
Surprise Boxes
Nodding Figures
Bellows Toys
Etc., Etc.



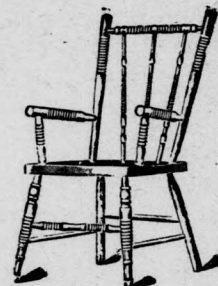
A big variety of all kinds of

IRON TOYS

Fire Department Toys, Trains, Money Banks,
Printing Presses, Stoves and Ranges, Sad Irons

Everything desirable in DOLL FURNITURE

Chairs, Tables
China Closets
Bureaus
Beds and Cradles
Doll Houses
Children's
Chairs and Rockers



Come and see our grand DISPLAY OF DOLLS

You cannot find a better one anywhere
Penny Dolls
Bisque and China Babies
China Limb Dolls
Washable Dolls
Felt, Kid and French
Jointed Dolls
Styles Dressed Dolls
All Sizes and Prices

60

POPULAR GAMES

in a great variety. Also
Dominoes, Checkers
Chessmen, Etc.

ALPHABET BLOCKS

Building and Picture Blocks
Cut Up Puzzles

CHILDREN'S BOOKS

All the well known staple
sellers and a great many
of the latest novelties



Our large and beautiful line of

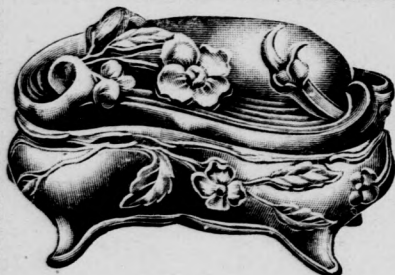
DECORATED CHINA

Comprises large varieties in Cups
and Saucers, Cake and Fruit Plates,
Cracker Jars, Chocolate Sets, Salad
Sets, Tea and Table Sets, Mugs,
Sugars and Creams, Placques,
Syrup Pitchers, Tankards, Etc., Etc.

Our splendid lines of

CELLULOID CASE GOODS

Embraces good varieties in Toilet Cases,
Manicure Sets, Cuff and Collar Boxes,
Work Boxes, Jewelry Boxes, Glove
and Handkerchief Sets, Photo Boxes
and Novelty Baskets



Go where you please you will
never find a better line of

GOLD AND SILVER NOVELTIES

than we have on display at this
store. It embraces Ink Stands,
Ash Trays, Jewel Caskets, Can-
dlesticks, Mirrors, Cigar Jars,
Novelties

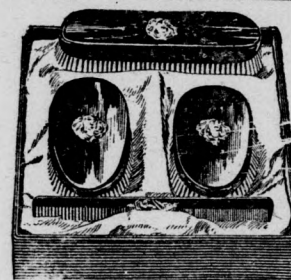
There is nothing more popular in the
line of holiday gift goods than

TOILET SETS

and

GENTS' B-BUSH SETS

We have them in the French Stag,
Ebonoid, Real Ebony, Gold and Silver
Plated, Decorated China Backs, Etc.,
Etc.



CHRISTMAS TREE ORNAMENTS

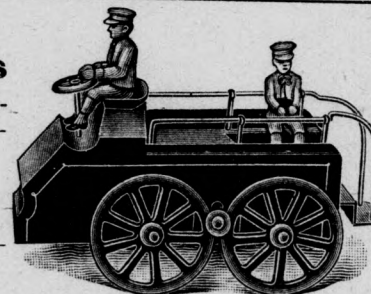
of every description and price. Don't
forget to include them in your order as
your Christmas stock will not be com-
plete without them. Also some Tree
Candles and Candleholders

HILL CLIMBING FRICTION TOYS

We carry a complete line of these in-
creasingly popular toys. Also the im-
ported

MECHANICAL TOYS

Magic Lanterns, Steam Engines, Auto-
mobiles, Trains



We Make
No Charge For
Package and Cartage

Leonard Crockery Co.

Grand Rapids, Mich.

Half your railroad fare refunded under the perpetual excursion plan of the Grand
Rapids Board of Trade. Ask for "Purchaser's Certificate" showing amount of your purchase.

Crockery, Glassware
and
House-Furnishings