

Our Answer



THIS beautiful work of art is now in the hands of the lithographers, being printed in 14 colors—size 21 x 14 inches. We will gladly send one of these to any retailer who has not already received one, for use in window or store display. Simply send us your name and address on your business stationery and same will be sent you as soon as finished.

Toasted Corn Flake Co., Battle Creek, Mich. *W. K. Kellogg* President

P. S.—This is our ONLY answer to the malicious and uncalled for attack which was published in recent issues of trade papers by one of the imitators.

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers



LOWNEY'S COCOA has maintained its high quality unimpaired regardless of the rise in the price of cocoa beans. For years now it has appealed to the best trade on its merits and become a **staple article** with a sure demand, constant and growing. Wide advertising in street cars, newspapers and magazines will go on pushing, pushing, pushing. It is a safe investment and **pays a fair profit.**

LOWNEY'S PREMIUM CHOCOLATE for cooking is of the same superfine quality.

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

Every Cake



of FLEISCHMANN'S

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

The Fleischmann Co.,

of Michigan

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

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, MAY 6, 1908

Number 1285

The Capital Stock and Surplus The Resources and Nature of Same

Constitute the
responsibility of any Bank

The Capital Stock and Surplus, the
Resources and Deposits of

The Kent County Savings Bank

Exceed those of any other State or
Savings Bank in Western
Michigan

3 1/4 % paid on Savings Certificates
of Deposit

Banking by Mail

GRAND RAPIDS FIRE INSURANCE AGENCY

THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids
Majestic Building, Detroit

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

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

**FIRE AND
BURGLAR
PROOF**

SAFES

**Grand Rapids
Safe Co.**

Tradesman Building

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CLAMORING TO INVEST.

Whatever absence of activity there may be in general business and whatever scarcity of money may exist here and there, there is evidently a plethora of funds in other quarters, the owners of which are clamoring for good investments. The other day subscriptions were opened in London and New York for \$40,000,000 of Pennsylvania Railroad Company first mortgage bonds bearing 4 per cent. interest. So great was the rush of subscribers that the subscription was closed in New York within ten minutes of the time when the list was opened, and the London agents closed the subscription there within an hour. The figures show that the total subscription for the \$40,000,000 issue reached \$1,250,000,000, or thirty times the amount required.

It is reported that more than 20,000 Americans subscribed for the bonds, and there is no telling how many offerings were received for the portion of the loan subscribed for abroad. It is, of course, a fact that the bonds offered were gilt-edged, owing to the high reputation of the Pennsylvania Railroad, but the eagerness displayed attests the great abundance of money both in this country and in Europe, and the solicitude of the holders to invest it in reasonably secure properties.

On the same day that witnessed the opening of subscriptions to the bond issue of the Pennsylvania Railroad the city of Philadelphia offered for sale the modest issue of \$5,875,000 of 4 per cent. bonds, and the entire issue was practically six times over subscribed, as the total subscriptions aggregated \$32,111,200 at an average price of 104.299. This good premium makes the real interest on the loan only 3.76 per cent.

These loans show that the effect of the recent financial panic on the marketing of good securities has passed away, and that there is now an active demand for investment. A 4

per cent. mortgage bond, either railroad or municipal, which can fairly be considered gilt-edged, will now sell for more than par. It is, of course, a fact that a 3 1-2 per cent. bond would have sold at par at one time, but considering the crisis which the world has recently passed through, it is remarkable that money should now be on a basis of 3 3-4 per cent. where sound investments are concerned.

Those good people here and elsewhere who have found their enterprises handicapped of late, owing to difficulty in disposing of securities and obtaining financial assistance, should be encouraged by these recent bond sales. The hunger of investors for something in which to place their money will gradually extend until all classes of good securities and good paper will be as readily absorbed as used to be the case before the recent panic. It was but a couple of months ago since all railroad development and expansion were paralyzed because of the inability of railroad managers to sell bonds or otherwise raise needed money. The big oversubscription to the Pennsylvania Railroad bond issue shows that the embargo has been lifted, so far as the railroads are concerned, and the ease with which the city of Philadelphia disposed of its bonds also indicates a return of partiality for good municipal obligations. These accumulating signs indicate that financial matters are rapidly resuming normal conditions, and the general beneficial effect upon business and industry must soon be felt.

GRAND RAPIDS NEXT WEEK.

Two events are booked for Grand Rapids next week and they are occasions new to the State of Michigan. They are both of them business ventures of merit, and yet they are to be in a valuable sense highly educational in character.

One will be the series of thirteen lectures with stereoscopic views and musical accessories, promoted by the Grand Rapids Board of Trade, with Mr. Charles Zueblin, of Chicago, as the lecturer, and the other attraction will be the Electrical Exhibit in the Dudley Waters building.

Each enterprise will be on a very large scale and each has for its main purpose the betterment of this and adjacent communities. Mr. Zueblin is rated as one of the most entertaining and informing lecturers in the country on topics bearing upon civic improvement. And he "speaks by the card," having been a student for years of social and economic conditions in large cities and having had actual knowledge of and experience in achieving results along those

lines. Each afternoon, beginning at 4:15, and each evening, beginning at 7:30 next week, these lectures will be given in the Fountain street Baptist church and will be free to all. A musical programme of half an hour will precede the lecturer each evening. Every loyal citizen should attend at least one lecture.

The Electrical Exhibition will be given daily, afternoon and evening, and it is predicted that in its variety and up-to-date character, as representing the latest and most novel applications of electrical power and illumination to municipal, industrial, commercial and domestic purposes, it will stand alone, so far as Michigan knows. Exhibitors are coming from all parts of the country and the exhibition rooms will be beautifully arranged and decorated. With an almost unlimited supply of electrical power generated by water power, it is eminently proper that Grand Rapids, the Electrical City of Michigan, should take the lead as to electrical exhibitions.

THE CARE OF FLOUR.

The milling products should have an entirely separate room from the main store. If this is not practicable, at least give them a special corner, where they can not be contaminated with other products. It should be dry at all seasons. Flour may be kept almost indefinitely if dry and tightly cased from insects, but dampness soon gives it a musty flavor.

Flour more readily absorbs other odors than is commonly appreciated. If placed near the oil or fish barrel it is soon half ruined. Onions, parsnips and various other products of the well-equipped grocery have a deleterious effect soon noticed by the consumer. A separate apartment pays good money in the end.

Avoid handling flour without positively clean hands. It may not always be convenient to wash the hands after drawing oil, but it is much better than to chance damaging flour or meal by handling it with petroleum-scented fingers.

In buying avoid flour done up in cloth packages. They are more easily handled, and in winter they may be all right—probably are; but in summer nothing but unbroken paper is proof against the festive moth which produces the flour and meal worm. See that the paper sacks are not torn and are tied tight. There is then no danger of their contents becoming infested while in your hands.

Nature never says what wisdom contradicts; for one is always in harmony with the other.

There is nothing helpful in the faith of God that involves doubt as to man.



None Too Soon To Think of Bathing Suits.

The Merry Widow hat gets friskier and yet more frisky as the spring days go by. It will be so giddy before long that there'll be no living with it. It is fascinating enough just now, but I look to see a wane in its popularity in the near future—just after every other woman has gone and paid out her last penny to walk in the procession. You may make up your mind, gentle reader, that what everybody has is always to be shortlived in its hold on the hearts of the public.

Really, the name of this universally becoming hat of the tub-like dimensions has a great deal to do with the favor with which it has been received. The name is also being applied to nearly every form of wearing apparel, to cigars, etc., just as that of Trilby went the rounds when that book was so widely read.

There are other hats of ridiculous size and shape, this season, but they do not seem to "catch on" quite like the one called after the woman bereft(?) of her spouse.

One fashionable hat looks, for all the world, like the typical straw hat of the farmer, only much longer in the rear. It has a wopsy fold and flat waddy bow of black velvet near the front and two crazy quills with points well calculated to help the oculist profession.

Another is black, with a wreath of large and lovely pink roses around the crown and two black quills, also set at an angle to put an eye out—or two of 'em. The brim of this hat is not rigid like that of the Merry Widow but falls coquetishly all around a wealth of fluffy hair.

A hat that looks as if it would eclipse the wearer has a sad-looking—a droopy—brim, one side being turned up on the right at an angle of 30 degrees. The crown is steeple-shaped and has five bands around it of Copenhagen blue velvet ending at the northeast corner under a big fancy buckle and a gray feather that rivals the office duster.

A little different in shape, but somewhat resembling the last-mentioned monstrosity is a fine brown straw, the sky-crown of which is composed of biscuit-tinted lace. There are five tiny bows of brown satin on the right side. At the left, toward the front, is a "made" bird with a beautiful tail of bird-of-Paradise feathers, which manufactured songster is sometimes replaced by a stiff group of feathers that remind one of nothing so much as a charwoman's window brush.

The jacket worn with this strange-

ness was of black velvet over a tailored taffeta suit. The collar of the former was four inches high, open in front to display a frilly inner collar of lace with a long jabot of the same rich material.

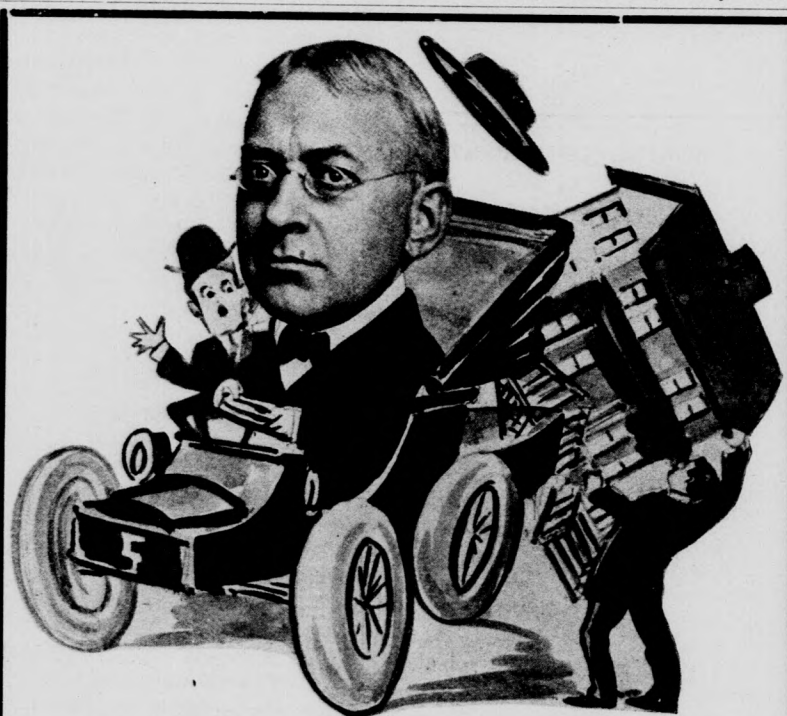
Some of the large round hats are so covered with soft ostrich or marabout feathers that the foundation is entirely concealed. One would im-

creamy complexion or the result is suicidal. One who is the happy possessor of the proper skin—and the proper Pocketbook—may indulge in a wealth of plumes or wings of this brilliant shade, but the indulgence naturally suggests a plethora of other chapeaux to relieve the ennui of the remembering public.

There are no vernal hats of the slinky sort, hats of every description being the most pronounced in shape, color and style of garniture. The "simple" little woman—the one of modest, retiring disposition, the one who loves the inconspicuous in dress—has a hard time of it just now. She finds it needs a miracle to get up anything to please her gentle taste.

Arts and Crafts Stones.

The arts-and-crafty lover will find a window to fairly revel in at the head of Monroe and Division streets—P. J. Koke's jewelry store.



Heman G. Barlow, on his return from Cuba, where he spent the winter, invited a friend to take an automobile ride with him. He was a little rusty on cranks and levers and persisted in keeping his foot on the reverse lever when he intended to apply the brake. As a result, Mr. Barlow backed his machine into his neighbor's house so solidly as to move it from the foundation. Incidentally, he had to secure the services of a wrecking outfit to extricate his machine from the scene.

agine that the latter would "cut little ice" as to Price, and yet it is there in its usual alarminess. Don't, for a moment, imagine that the Price is lost sight of by the unconscionable Mistress of the Hats.

A pretty willowy blond passed me the other day carrying on her head an inverted chip butterbowl, with a scalloped-shaped piece set on the brim at the right side well towards the back. The straw was leghorn and was bound with inch-wide cerise silk. A crush band of the same encircled the straight crown, being raised so as to conceal the top. There was a bow of the silk at the left-front, and a great bunch of white double lilacs was set on the bias, appearing to have been blown into position by nothing less than a cyclone.

Cerise is a beautiful color, but it has to go with just the right kind of

In the east window are displayed countless numbers of the semi-precious stones, both polished and in the rough. I don't know where the latter specimens came from—perhaps loaned by a museum or by some private collector. Everything is plainly labeled, which makes it doubly interesting for the novice. Needless to say, the window has before it all the while dozens of people who pick up stray bits of information by keeping their eyes open as they go along.

Unique Bathing Suit Window.

It is well for the storekeeper to keep ahead of the season. None too soon to begin to think of bathing suits, as cottagers at lakeside resorts are already starting to put their summer homes in order. A window that had as its central attraction a handsome young man sitting on a round pillar of wood and clad in an expensive striped two-piece bathing

suit would certainly be unique. I saw a picture, recently, of such a young fellow. It was in a well-known trade journal and was to illustrate the goods of some Wisconsin knitting works. The young man who posed for the photo from which the cut was made was of fine face and magnificent physique. His position was easy—arms were clasped behind him and the feet crossed in front. He was sitting on the pier. The suit he wore was a two-piece one of plain weave, ornamented with a narrow band of lighter tone. Perched in a window devoted entirely to bathing suits, he certainly would be a drawing card.

Will Sell Electricity To the General Public.

Escanaba, May 5—After having been in course of construction for the last year, the Escanaba Pulp & Electric Co.'s power plant at Flatrock, Delta county, will go into commission in July. The plant is unique in the Upper Peninsula in that it is the first of its kind installed to sell current to the general public, either for lighting or manufacturing purposes. The power is secured from the Escanaba River, which has been harnessed by the erection of a solid concrete dam 500 feet long and which holds up a head of 21 feet of water. The plant will develop 1,200 electrical horse power. Contracts have already been made to furnish this city with current, and also the company which operates the Escanaba traction system. Similar contracts will be entered into with manufacturing establishments both at this city and Gladstone. The power house is in the dam itself, rooms being provided for the turbines and generators in the lower part of the structure. The approximate cost is \$80,000. Watertown, Wis., men are the controlling factors in the company.

The Worry Method.

After taking anti-fat treatment for a week an obese shoe dealer received a bill.

"But, doctor," he protested, "I haven't lost an ounce. The bill is too big."

"The bill," the doctor informed him, curtly, "is part of the treatment."

STRIKE

while the iron is hot.

Don't wait until your business suffers or a member of your family falls ill.

Order that telephone NOW.

"Use the Bell"

IT
PAYS

CALL
MAIN
330



SUCCESSFUL SALESMEN.

A. H. Bennett, Representing Provident Life & Trust Co.

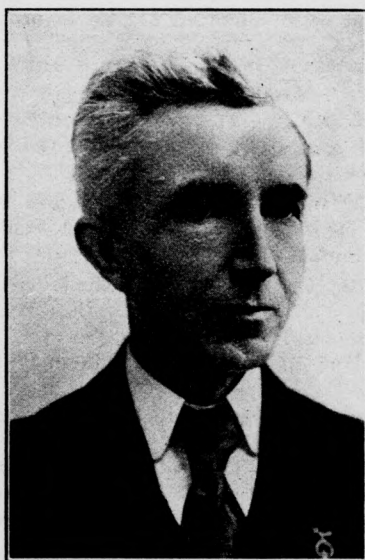
Every age seems to stamp the men who live in it with certain common characteristics of intellect and personality. About the personages of the Elizabethan period is an atmosphere of a buoyant energy, a spirit of initiative, just as ease and social finish and a kind of artistic quietude characterize those who thought and worked in the reign of Queen Anne. The present century is in this particular no less notable. Preeminently an age of business activity, it is natural that it should mold its sons in the lines of those qualities that make for business growth and stability. Indeed, no matter what craft or profession one may consider, he will find that its leaders show something in common and, furthermore, that they all succeed by virtue of certain practical excellences. The writer nowadays strives for simplicity, directness and terseness of style. The maker of furniture, recognizing the popular demand for simpler designs, cuts away from filigrees and turns out a chair or a table marked by compactness and economy of lines. Even diplomacy has reversed Talleyrand's opinion that language was invented to conceal ideas, and boasts as one of its brightest exemplars the straight cut methods of the late John Hay. So with the lawyer of the present day. Although he may have lost some of the picturesqueness of the oldtime American counselor, who seldom missed occasion to make a peroration to a speech or to give his political enemies a hearty dig, he has gained wonderfully in those elements that embody the true spirit of the law. He is first of all a capable business man—accurate, diligent, tenacious, gifted with a mastery of detail and with the power of seeing facts in their larger relationships, a power which at times seems to take on an almost prophetic insight.

Alonzo H. Bennett was born on a farm in Monroe county, New York, Aug. 6, 1852. His father was a Yankee of English descent and his mother was a Yankee whose antecedents were Scotch and Irish, her maiden name also being Bennett.

When he was 14 years of age he went to work on a farm and in seven years saved enough to start in school at the State Normal, at Brockport, where he studied for four years. He then taught for five years, two of which were spent in district schools. The other three years Mr. Bennett taught in the High School at Elba and Bergen, N. Y. He then came to Michigan and took charge of the public schools of Bangor, in which position he continued from 1881 to 1888. In October of the latter year he moved to Grand Rapids, signing a contract with Geo. H. Newell as Associate Agent for the Northwestern Life Insurance Co., with an outside field, of which he had charge until March, 1896, when he took the management of the inside business, which he continued for twelve years, retiring April 1 of this year. He has

now assumed the general agency for the western half of Michigan for the Provident Life & Trust Co., of Philadelphia. Mr. Bennett has leased offices at 301 and 302 Ashton building and proposes to establish agencies in the principal cities and towns of his territory.

Mr. Bennett was married on Feb. 22, 1883, to Miss Mella Remington, of Bangor. They have three children, all of whom are girls. The two older daughters are accomplished pianists and also play the pipe organ, Vera being organist in the South Congregational church. Miss Bess is the organist in the Sunday school of the Fountain street Baptist church. Both young women have classes in their chosen art. Miss Ethel, the youngest of the family, is taking courses in French and vocal music. All of the children were carefully instructed at home by their mother



until they were ready to enter the High School, and it was from her that they learned the rudiments of music.

Mr. Bennett is a member of the Fountain Street Baptist church, being one of the deacons. He is also a Mason, being a member of York Lodge, Columbian Chapter, Tyre Council and De Molai Commandery and of Dewitt Clinton Consistory and Saladin Temple, Mystic Shrine.

Mr. Bennett's hobby is the writing of life insurance. He has made the business a life study and is probably as well posted on the subject as any man in Grand Rapids.

New Woodworking Plant Completed.

St. Ignace, May 5—A new industry here is the woodworking and lumber plant of Richard Jones, the erection and equipment of which are now practically completed and which will go into commission May 11. The mill has a big stock of logs, cut during the winter, and will operate continuously throughout the season, giving employment to a considerable force of men. It will be the largest manufacturing establishment in the city.

It is a good thing to get up on the tactics, but it takes the tactics of getting up to win a battle.

Some think to kill all the wild oats of the week by a frozen face on Sunday.

Union League Club of Chicago.

At a meeting of the Union League Club of Chicago, held April 14, the following resolutions were presented and adopted:

Whereas—The establishment of National forests in the Appalachian and White Mountains is of urgent National importance, as recommended to Congress by the President in his messages, and shown by the report of the Secretary of Agriculture on the Southern Appalachian and White Mountain watersheds, transmitted to Congress, December 11, 1907, and in the subsequent report entitled, "Forest Service Circular No. 143," issued March 7, 1908, in cooperation with the Department of the Interior, Geological Survey, George Otis Smith, Director, by M. O. Leighton and A. H. Horton, and

Whereas—The preservation of the National forest resources demands immediate repeal of the timber and stone act, as has been repeatedly urged upon Congress by the Secretaries of the Interior in their annual reports and by the President in his message to Congress, particularly in his special message on the subject of the Public Lands, on December 17, 1906, in which he said:

"The timber and stone act has demonstrated conclusively that its effect is to turn over the public timber lands to great corporations. It has done enormous harm, it is no longer needed, and it should be repealed;" and

Whereas—The forests are great natural reservoirs, which preserve and perpetuate the water resources of every section of the United States, and regulate the flow of streams, thereby preventing erosion and destructive floods, and equalizing the water-flow through the year for irrigation, navigation and water power, and the deforestation of the watersheds of many streams and rivers in all parts of the country has enormously increased the danger and destructiveness of sudden floods, which threaten the destruction of water power of incalculable value and menace not only agricultural lands and communities, but likewise many commercial and manufacturing industries in cities and towns situated on the banks of the larger rivers;

Now, therefore, be it resolved—That delay by Congress in the passage of the bills to create the Southern Appalachian and White Mountain National forests and to repeal the timber and stone act will result in an enormous and unnecessary waste and destruction of National resources of inestimable value and importance to the agricultural, commercial and manufacturing interests of the entire Nation, and Congress is most strongly urged to pass said bills as promptly as possible, and without fail before the adjournment of this session of Congress:

Resolved Further—That the Union League Club of Chicago indorses the present National administration in the withdrawal of public timber lands from settlement and sale, and their inclusion in National forests, and urges that all public timber land

shall be included in permanent forest reserves, the title to the land to be forever retained by the National Government, stumpage only of matured timber to be sold, and young timber to be preserved for future cutting, so that the forests will be perpetuated by right use; and that the National Government shall, by the reservation or purchase of existing forest lands, and the planting of new forests, create in every state National forest plantations from which, through all the years to come, a sufficient supply of wood and timber can be annually harvested to supply the needs of the people of each state from the forest plantations in that state.

Resolved Further—That the National Government, as part of a comprehensive National policy of internal improvements for river control and regulation and the construction of inland waterways and utilization of water power, and for the enlargement to the utmost possible extent of the area of the country available for agriculture and homes on the land, and for the protection of those homes from either flood or drought, shall build not only levees and revetments where needed, and drainage works for the reclamation of swamp and overflowed lands, but shall also preserve existing forests, reforest denuded areas, plant new forests and build the reservoirs and engineering works necessary to safeguard against overflow, and save for beneficial use the flood waters that now run to waste.

Resolved Further—That a census of the standing timber in the United States should be authorized by Congress and that the states should be urged to co-operate with the Nation for the preservation and enlargement of our forest resources, by the adoption of uniform forest laws and systems for fire protection, and the preservation and right use of the forests, and that forestry, irrigation, drainage, flood protection, water storage and river regulation and control for navigation and water power should be regarded as one great interrelated subject in all legislative and executive policies.

Resolved Further—That a copy of these resolutions be sent to the President and Vice-President of the United States, to the Secretary of the Interior, to the Secretary of Agriculture, to every Senator and Member of the House of Representatives and to the Governor of every state in the United States, and to such other persons or organizations as may be deemed advisable by the Committee on Political Action of this Club.

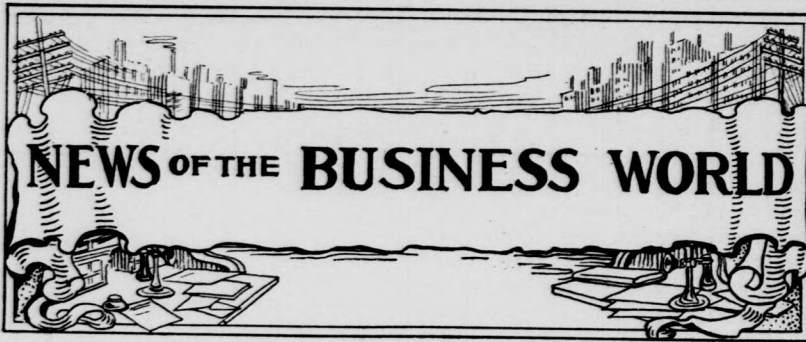
David B. Lyman, Jr., Secretary.
April 17, 1908.

No Invitation.

"There's some good things in town this week," said the engaged girl, who was hinting for an invitation to the theater.

"Well," responded Mr. Grouch, "I ain't one of 'em."

It is seldom necessary to reprove the self-made man for lack of reverence to his Maker.



Movements of Merchants.

Cheboygan—Fred Stiner will re-engage in the meat business.

Houghton—The store of the W. H. Dee Cigar Co. is equipped for business.

Flint—H. B. Runyan, of Clare, has purchased the grocery stock of Wayne Hilsinger.

Dighton—T. S. Cooper, formerly of Cheboygan, will engage in the drug business here.

Petoskey—John Fochtman is making arrangements to open a cigar store about May 15.

Williamston—C. L. Bowman has opened a store with a new stock of general merchandise.

Fountain—An exclusive drug store will be opened by Robert E. Wilson & Son, of Ludington.

Vicksburg—The capital stock of the First State Bank has been increased from \$25,000 to \$30,000.

Byron Center—The general merchandise stock of DeGroot & Van Der Bosch has been sold to Holleman & DeWeerd.

Sault Ste. Marie—A grocery store will be opened by C. P. Haerle, who was formerly identified with the grocery department of Prenzlauer Brothers Co.

Homer—A branch of the Geo. T. Bullen dry goods and carpet store, at Albion, will soon be established here. Fred Richey will have charge of the same.

Wiley—N. A. Cory has sold his general stock to Joseph Lowing, of Bauer, who has removed his stock to this place and consolidated it with the Cory stock.

Benton Harbor—H. A. Bannister, who some time ago purchased the bankrupt dry goods stock of F. B. Moore, has sold the same to E. C. Green, of Detroit.

Hamburg—The Brighton Elgin Butter Co. has established a skimming and receiving station here, from which place the cream will be taken to Brighton to be churned.

Kalamazoo—The grocery stock of Peter Scheid has been damaged to the amount of \$50 by fire, which, it is thought, was started by rats chewing the heads of matches.

Hobart—Lewis Wenzel, formerly engaged in general trade at Edgetts, has purchased the C. A. Swanson general stock at this place and will continue the business at the same location.

Albion—Franklin & Davis, grocers, have terminated their partnership, B. Franklin retiring. The members of the new firm are Meno H. Davis, one of the members of the firm of Franklin & Davis, and Edward Metz.

Beal City—Joseph Ege, general merchant, has filed a petition in bankruptcy. He has \$3,600 assets, of which \$1,250 is claimed as exempt. His liabilities amount to \$2,878, of which \$1,225 is secured by mortgages.

Croswell—A corporation has been formed under the style of the Thumb Clothing Co. to engage in the clothing and shoe business, with an authorized capital stock of \$6,500, all of which has been subscribed and paid in in property.

Gaylord—The bankrupt clothier, Willard E. Bell, has offered to settle with his creditors at 25 cents on the dollar, which they refuse to accept. F. L. Wilson has been elected trustee by the creditors. It is estimated that there are about \$12,000 assets.

Kalamazoo—Charles and Albert Weber recently celebrated the fiftieth anniversary of the founding of their business, which was conducted by their father up to seventeen years ago, when they took the management of the same. The store is the oldest one of its kind in the city.

McBain—An assignment has been made by Cavanaugh & Strong, hardware dealers. The receivers are W. A. Wyman and O. O. Dunham.

Hartford—Frank Eagan, who has managed the L. McAllister grocery store for the past few years, has now bought the stock and will continue the business.

Plainwell—Albert Bay and Carl Tetzloff, of Jackson, will succeed T. G. Bachelder, who has been engaged in the meat business for the past twenty-six years. Mr. Bachelder will now take a rest and J. Crispe, who has been a meat cutter for many years, will turn his energies to agricultural pursuits.

Detroit—Charles A. Everett, who conducts the drug business under the style of Everett & Everett, has merged his manufacturing business into a stock company under the style of the Gy-No-Ci Chemical Co., with an authorized capital stock of \$10,000, of which amount \$5,030 has been subscribed and paid in in cash.

Traverse City—A corporation has been formed under the style of the Peninsular Paper Box Co., to conduct a manufacturing business, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$1,000 being paid in in cash. The company will also conduct a storehouse and deal in fruits.

Battle Creek—The store building of Wm. H. Peet, known as the Central drug store, has been occupied for the past thirty-four years by

druggists, the first one being Dr. S. M. Holton. Mr. Peet has just caused this building to be remodeled and has placed new fixtures therein, the improvements being now completed.

Fennville—The hardware and implement business formerly conducted by Mechem & Fuller will be continued by their successors, Henry Lamb, of this place, and L. H. Wood, of Fulton, under the firm name of Lamb & Wood. Mr. Wood was formerly engaged in the general merchandise business at Fulton, where his store was recently destroyed by fire.

Muskegon—George H. Ross, manufacturer in interior finish, has merged his business into a stock company under the style of the Ross Manufacturing Co., which will also deal in forest products. The authorized capital stock of the new corporation is \$30,000, of which \$23,000 has been subscribed, \$3,200 being paid in in cash and \$13,000 in property.

Manufacturing Matters.

Bay City—The Valley Creamery Co. will erect a new building on South Linn street.

Milan—A canning factory will be erected here by the Horton Cato Manufacturing Co.

Bay City—The concrete building of the Valley Creamery Co. has been completed to the first floor.

Hudson—The Hazen Manufacturing Co., which makes pumps, has increased its capital stock from \$50,000 to \$100,000.

Detroit—The capital stock of the Savigny Co., which manufactures artists' paints, has been increased from \$25,000 to \$50,000.

Grass Lake—A partnership has been formed by Hines & Robinson for the manufacture of new and improved adjustable wagon racks.

Cheboygan—The sawmill of M. D. Olds & Co. has gone into commission. The mill will not run nights but has a day stock for the entire season.

Manistique—The Weston Lumber Co. has begun sawing for the season, running both night and day crews. Only the band saw part of the mill is in operation.

Detroit—The Michigan Match Co., which will engage in the manufacture of matches, has been incorporated with an authorized capital stock of \$22,000 common and \$8,000 preferred, of which \$19,000 has been subscribed, \$4,000 being paid in in cash and \$15,000 in property.

Detroit—The John T. Galvin Co., which manufactures copper, brass, iron and white metal goods, has been merged into a stock company under the style of the Galvin Brass Co., with an authorized capital stock of \$17,000, all of which has been subscribed, \$5,100 being paid in in cash and \$11,900 in property.

Detroit—A corporation has been formed under the style of the Michigan Brass Foundry, which will engage in the manufacture of castings and metal articles of all kinds and carry on a general machine and repair works. The company has an authorized capital stock of \$3,000

common and \$2,000 preferred, of which \$3,000 has been subscribed and paid in in cash.

Detroit—The Seidler-Miner Electric Co., which manufactures and deals in electrical and mechanical supplies, tools, machinery and apparatus, has been merged into a stock company under the style of the Seidler-Miner Supply Co., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash. Shares are held equally by Frank J. Miner, Benjamin F. Seidler and John N. Walker.

Will Meet Next in Grand Rapids.

Lansing, May 2—The Michigan Hide Dealers' Association held a meeting in this city yesterday, with about thirty members in attendance. President G. H. Ziegler, of this city, called the meeting to order. The market and the preparation of hides for selling were taken up. A legislative committee, composed of President Ziegler, M. M. Levy, of Jackson, S. A. Rosenberg, of Bay City, Gus Behr, of Detroit, R. Schomberger, of Traverse City, and S. Grabowski, of Detroit, was appointed to appear before the Legislature at its next meeting in an endeavor to have certain fur-bearing animals protected, mink, skunk and coon not to be killed after March 1, and muskrat not after April 1. After these dates the breeding season begins with these animals and their fur is not in fit condition anyway.

The hide buyers will also endeavor to secure permission from the Legislature to purchase deer skins, which is now unlawful.

A banquet was held from 6 until 8 o'clock. Another meeting will be held in Grand Rapids on the first Monday in September.

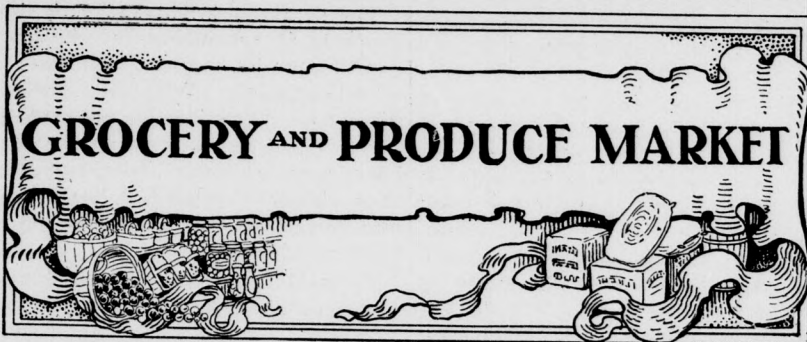
The United States Court of Appeals has sustained the decision of the District Court here in the case of the Coopersville Co-operative Creamery Co. vs. Samuel M. Lemon, Collector of Internal Revenue. The case was brought by the creamery to recover the penalty levied on it by the Collector for marketing adulterated butter. The butter said by the Government to be adulterated contained a higher percentage of water than is permitted by the rulings of the Treasury Department. This decision ends the matter, so far as the Coopersville Creamery Co. is concerned. It also affords the Government a valuable precedent in dealing with violations of the law of this character hereafter.

M. J. Westrate, who has recently moved from Holland to this city, has purchased the grocery stock of William Thurston, 857 Jefferson avenue, and will continue the business.

If you have large reserves of religion you will not be without the small change of kindness.

Master the knack of economy, thrift, honesty and perseverance and success is yours.

There is only one way to find ease in your work, and that is to put heart in it.



The Produce Market.

Apples—\$1.75@2 per bbl. for cooking stock and \$2.75@3 for eating. The market is considerably demoralized. There is a lot of inferior stock which is being offered at low figures, but prices on good quality goods rule firm.

Asparagus—\$1.25 per doz. bunches for Illinois.

Bananas—\$1.50@2 per bunch.

Beets—60c per bu.

Butter—Since a week ago the market has declined 1@2c per lb. on all grades, owing to the increased supply of fresh made butter. The market at this writing is steady at the decline price. There will be, however, still more increase in the production, and it is likely that still lower prices will develop later in the season. Creamery is held at 26c for tubs and 27c for prints; dairy grades command 23c for No. 1 and 15@16c for packing stock.

Cabbage—\$1.50 per bbl.

Carrots—40c per bu. for old; \$1.25 per box for new.

Celery—65@75c per bunch for California and 85c@\$1 per bunch for Florida.

Cocoanuts—\$4.50 per bag of 90.

Cucumbers—\$1 per doz. for hot house and 75c per doz. for Southern.

Dressed Hogs—Dealers pay 8c for hogs weighing 150@200 lbs. and 7½c for hogs weighing 200 lbs. and upwards; stags and old sows, 5c.

Eggs—The market is unchanged. The receipts are still liberal, but there is a good consumptive as well as speculative demand which absorbs all grades as they arrive. Present conditions will continue until warmer weather and a falling off in receipts. The quality of eggs now arriving is the best of the year. Local dealers pay 13@14c on track for case count, holding at 14½@15c.

Poultry—Local dealers pay 11c for live hens and 13c for dressed; 11½c for live spring chickens and 13½c for dressed; 12½c for live ducks and 14c for dressed; 14c for live turkeys and 17c for dressed. The market is strong, receipts during the past week having been very light. The demand for fat hens and turkeys exceeds supplies.

Grape Fruit—Florida commands \$4.50 for 80s and 90s and \$5 for 54s and 64s.

Green Onions—15c per doz. bunches.

Honey—18c per lb. for white clover and 15c for dark.

Lemons—California fetch \$3 and Messina \$2.75@3.25 per box. The fruit has a firmer tone but no advance has been noted. As soon as warm weather comes and consump-

tive demand is increased, it is believed that prices will go higher.

Lettuce—10c per lb. for hot house.

Onions—Genuine White Silver Skin Bermudas command \$1.85 per crate. Texas Bermudas fetch \$1.75 per crate.

Oranges—California Redlands command \$3@3.25 and Navels fetch \$2.85@3.

Parsley—40c per doz. bunches.

Parsnips—50c per bu.

Peas—\$2 per box for Southern grown.

Pieplant—\$1.25 per 50 lb. box of Illinois.

Pineapples—Cubans command \$3 for 42s, \$3.25 for 36s, \$3.50 for 30s and \$3.75 for 24s.

Potatoes—75c per bu. for old. Receipts are now adequate to the consumptive and shipping demand. New potatoes are gradually settling in price to a point where they attract general attention. Carlots are expected in a few days.

Radishes—25c per doz. bunches for Round and 25c for Long.

Spinach—50c per bu.

Strawberries—\$2.75@3 for 24 qts.

Tomatoes—\$2.75 per 6 basket crate of Florida.

Turnips—50 c per bu.

Veal—Dealers pay 5@6c for poor and thin; 6@7c for fair to good; 7½@9c for good white kidney from 90 lbs. up. The market is strong, owing to light receipts, and the same is true of mutton and lamb.

It may not be usually known, but it is a fact, nevertheless, that there has long been a spirited rivalry between Wm. H. Anderson and Samuel M. Lemon as to which gentleman is entitled to be designated as the Sweet Singer of Michigan. There were about eighty passengers on the vessel which recently carried Messrs. Anderson and Lemon from Hamilton, Bermuda, to New York, and as soon as it was learned that they were contestants for the honor above referred to, the passengers insisted on acting as judges, resulting in the conclusion that Mr. Anderson could sing the same song the most times, while Mr. Lemon was more versatile in that he had two songs and, consequently, received more applause. Mr. Anderson's song was "My Bonnie Lies Over the Ocean," while Mr. Lemon alternated the songs, "Wearing the Green" and "When We Were Boys Together."

Eli Runnels has sold his grocery and confectionery stock at 1270 South Division street to Mrs. Meta Ferguson, who will continue the business at the same location.

The Grocery Market.

Sugar—The market is without feature, both raw and refined being unchanged from a week ago. Some interest is manifested among the trade by the announcement that the new refinery of the Warner Sugar Refining Co., at Edgewater, N. J., would open within a few days with a capacity of 3,000 barrels a day and an immediate production of 1,000 barrels. If the fruit crop proves as large as is expected, the new refinery will probably be able to sell its output without difficulty.

Later—The Federal Sugar Refining Co. announced a reduction Wednesday morning of 10 points on time shipments and 20 points on immediate shipments. In other words, 4.30 for shipment within four weeks and 4.20 for shipment within five days.

Tea—Prices show no change for the week. There would doubtless be somewhat of a decline at this time, as is customary as the new season approaches, were it not that this year stocks are small. That is the only reason why values are as steady as they are. No radical change in any grade is looked for during the remainder of the season.

Coffee—Rio and Santos grades have shown more firmness during the week, but without quotable change in actual coffees. Mild grades are steady and unchanged. Javas and Mochas are quiet at ruling prices. The general demand for coffee is fair.

Canned Goods—Tomatoes are quiet and featureless. Corn is dull, both spot and future, without change in price. Peas are in the same condition exactly. Peaches are very scarce and show no change in any way. Apples are in light demand at ruling prices. The small line of Baltimore canned goods is dull and rules at unchanged prices. California canned goods are quiet in first hands at steady prices. In second hands the market is easy and stocks in most cases inconveniently large. Advices came from New York State during the week that the acreage for canned goods would be much reduced this year, with an almost certain reduction in the pack. Dairying is more profitable to the farmers than raising vegetables.

Dried Fruits—Apricots are dull on spot, at prices which, while they show heavy reductions from former prices, are still much above the new prices made during the week for future delivery. Sales of future apricots at the prices reported elsewhere have been fair. Currants are in fair request, all conditions being unchanged. Raisins are very dull and easy, demand being light. Citron, dates and figs are dull at ruling prices. Prunes are much firmer on the coast, owing to reports of crop damage. Some holders are asking a ¾c basis, which means 1¼c more than sales have been made for in the East. The market in the East is no firmer as yet, but surely will be if the situation in California continues. The demand at this writing is good. Peaches are dull and unchanged.

Rice—Some importations are being

made. It is believed that the market will remain on a strong basis until the new crop arrives, which promises a good yield.

Farinaceous Goods—The market on rolled oats is weaker, but it is thought this is only temporary. Nearly all mills have shut down waiting for the new crop to arrive. Sago, tapioca and pearl barley continue steady.

Syrups and Molasses—Sugar syrup is unchanged and still in good demand on account of comparative scarcity. Molasses shows no change for the week and only a very moderate demand.

Cheese—The market is in a very satisfactory condition, but lower prices can be looked for as the season advances and the make increases.

Provisions—Smoked meats are selling moderately on the same basis as a week ago and both the supply and the consumptive demand are about normal. Both pure and compound lard are steady and unchanged, with a brisk trade reported. There is only a fair demand for dried beef, canned meats and barrel pork, all of which rule steady and unchanged. No change is looked for during the next few days.

Fish—Cod, hake and haddock are very dull and unchanged in price. Salmon are in fair demand on spot at ruling prices. Future prices will be named in the not distant future. Irish mackerel are so nearly exhausted that they are scarcely quotable. No interest is taken in spot shore fish, and the season for the new has not yet opened. Norways are moving to some extent, chiefly 3s and 4s, the former being in the better demand. The market is \$1@2 weaker, owing to holders' desire to move the goods. Domestic sardines are unchanged and in better demand on spot than for future delivery. Foreign sardines are unchanged and dull. Certain of the French grades are somewhat weaker, but aside from that the market is steadily maintained.

The annual meeting of the Michigan Wholesale Grocers' Association will be held in this city on Tuesday, May 12. All day sessions will be held, during which time officers for the ensuing year will be elected and other matters of importance to the trade will be brought up for discussion. Mr. G. W. Rouse, of this city, who has served the organization very acceptably during the past year, will preside over the meetings. Local members all agree in the statement that the past year has been one of the most successful in the history of the organization.

W. E. Lewis, the well-known clothing dealer at Mt. Pleasant, will move into new quarters before June 1. The interior of the store has been arranged and constructed to meet the requirements of his business and all the fixtures are of modern type, including late pattern clothing cabinets, etc. It will be remembered that Mr. Lewis was formerly of the firm of Marsh & Lewis, of that place.

SUCCESSFUL SALESMEN.

B. C. West, Representing Bay State Milling Co.

Sunshine and rain cause the germ of life within the acorn to burst its bounds, cause roots to reach down into the friendly soil and stem to reach up into the outer world, cause this process to be repeated in part year after year until a great oak in time stands over the spot upon which the acorn fell. Unless the acorn contain the germ of life these friendly agencies would be of no avail; but if the vital spark remain within the seed of the oak until such time as the sun, the wind and the rain can act upon it then, although not favored by environment, a mighty tree will grow.

How closely in harmony with the foregoing are the lives and the works of some men. Early environment may be most unfavorable, later surroundings not propitious, yet the soul within under the winds of adversity or the smile of fortuitous circumstances continues to grow and expand in either case. It is not possible to unwind the covering which hides the ego of man from the world, as one takes from the acorn the outer wrapping, and by microscopic examination determine whether the germ of real growth exists.

That much desired ability to grow and to surpass others which is held by all who take an active part in the world's affairs is possessed in large measure by a few only. These few thrive and prosper regardless of natural environment, but not in defiance of the well ordered principles of cause and effect. On the whole, however, it no more is possible to explain the real cause of development in the character of a man than to explain why the tree from the insignificant acorn grew.

In the brief histories of those prominent in the traveling fraternity, given from week to week in the Michigan Tradesman, duplication of types is the rare exception. The starting point often has been the same, but the journey was along entirely different lines. Men from all stations in life, from practically every nook and corner of the country, have figured in these recitals. On the whole, therefore, it does not appear that early environment, tradition or educational advantages have had much to do with the making of men into traveling salesmen. Their ability as salesmen is a thing apart from their standing as men. Upon the disposition and character of many is to be observed the impress of early environment and the effects of tradition.

Burton C. West was born at Chatham, Ontario, June 9, 1874, his antecedents being Scotch-Irish on both sides. He was graduated from the High School at Chatham at the age of 16 and removed to Detroit, where he sought and obtained a position in the circulating department of the Detroit Times. He subsequently worked for the Detroit Tribune and Evening News, spending four years altogether in the Detroit field. He then removed to Pittsburg, where he took

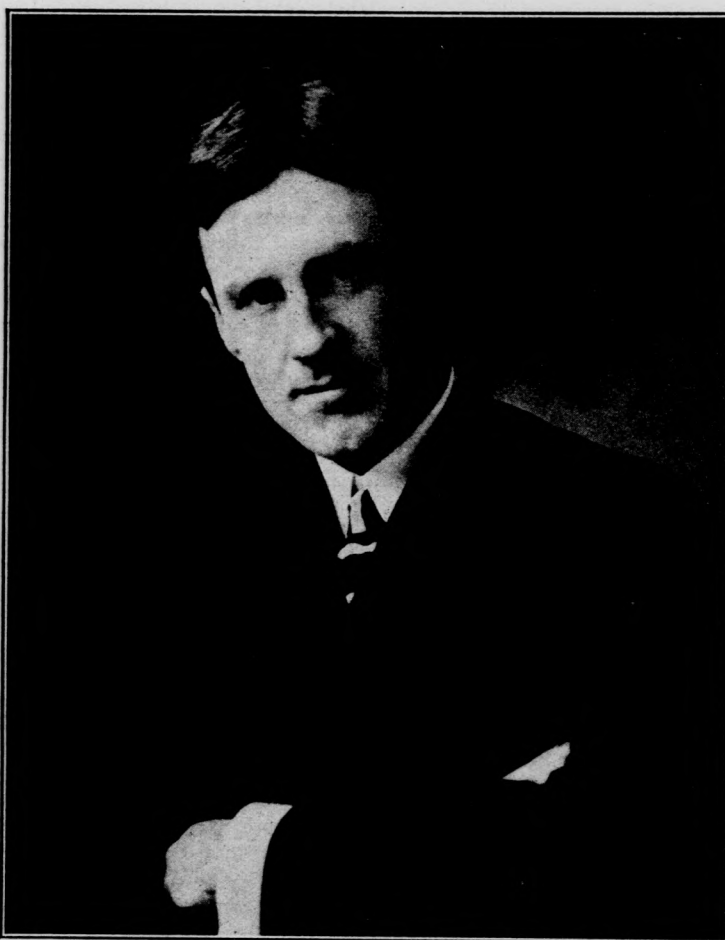
a position in the circulating department of the Chronicle-Telegraph, where he remained two years. He then removed to Chicago, where he secured a position in the auditing department of the Chicago Tribune. He remained in this position two years, when he secured a position as traveling representative for the Leidersdorf Tobacco Co., of Milwaukee. His territory included Michigan, Ohio and Western Pennsylvania. He called on the wholesale trade exclusively and undertook to see his customers every two months. Two years later he accepted a position with the Nall & Williams Tobacco Co., of Louisville, Kentucky, taking charge of their business in Michigan. He continued in this capacity for three years, when he secured a position more to his liking as Indiana and Ohio representative for the Bay State

which he believes contribute to the health and happiness of mankind generally.

Mr. West ascribes his success to patient and painstaking effort; to courteous treatment of his customers and to the fact that he never undertook to sell anything but high-grade goods.

How Barney Got His Start.

The patrons of the monopolistic grocer were in despair. With smiling countenance he met the falling off in the orders for luxuries from his patrons by boosting his prices upon almost everything in the store. The women put their households upon shorter allowances, made long trips by street car to stores which made specialties of certain articles at low prices, and in every way possible endeavored to reduce their table



Burton C. West

Milling Co. He continued this connection for a year when Michigan was added to his territory. He has not yet fully decided, but will probably make Lansing his headquarters.

Mr. West was married July 14, 1878, to Miss Eva L. Fauquier, of Windsor, Ontario. They have one daughter, Kathleen Claire, now 8 years of age, who is a universal favorite wherever she is known. The family reside in Richmond, Indiana, where Mr. West is a member of St. Paul's Episcopal church. He is librarian in the Sunday school and a lay reader in the church. He is also a member of the Michigan Knights of the Grip and the Illinois Commercial Men's Association.

Mr. West has several hobbies, including hunting, fishing, LaCross, football and boxing. He is an ardent devotee of all of the manly sports,

expenses. Some of them even tried the second rate grocer, but one trial of his cheap wares was sufficient.

Then came Barney, straight from the lap of the gods. Barney "delivered" for the monopolistic grocer. He was Irish, red haired, quick tempered and shrewd. His only relative was a brother who had recently left the uncertainties of an "expressing business of his own" for a steady job on the street cars. The only relic of the business was an old horse and a wagon which Barney's brother had been trying in vain to sell.

For six months Barney had been promised more pay by his employer. The financial stringency gave the grocer a pretext for finally refusing the lad's well earned promotion. Barney, in a rage threw up his job on the spot and went home to figure out ways and means of getting even.

The next day bright and early he appeared at a number of kitchen doors where he had been accustomed to deliver goods. With the shrewdness of his race, aided by his experience, he had picked from among the housewives who were sure pay the ones who had treated him like a human being instead of a machine when he went his rounds.

To maid and mistress he told his story and unfolded his plan.

"I've got a horse and a wagon and there's a wholesale grocer and a commission man that's awful good friends of mine," he said. "Now, I ain't pretendin' that I can give you the quick deliveries and the up to the minute service that old Gowdey can, but I can save you several dollars on your bills every month, and give you exactly the class of goods that Gowdey does, for I shall buy 'em in the same places as he does.

"Now, for instance, this salmon"—Barney, the shrewd, picked up an article high in favor with the particular housewife to whom he was talking. "You're paying old Gowdey 16 cents for that can. I can sell you the same can for 12 cents, and still have a little profit over the wholesale price.

"It'll be that way on everything," went on Barney. "I can give you pretty nearly wholesale prices, but there'll be drawbacks. In the first place you'll have to plan ahead all the staple things as you'll need for the week. I'll make one delivery a week of staple groceries. My brother is going to let me have one room of his house, and I'm going to keep a few staples up there, but I can't keep much, so if you forget anything the chances are about half and half that you'll have to go to Gowdey or somebody else for it. I'll make a meat and vegetable delivery every day, but you'll have to plan your meals and give me your order a day ahead of time.

"I've got a telephone. If you can have your meat and vegetable order ready for me each day when I deliver, I can give it to you next day. If you don't have it ready or if you want any change in it you can telephone me that same night at my house."

That was two months ago. Barney has kept his promise and given his patrons nearly wholesale prices. Besides paying for the feed for his old horse and a weekly installment to his brother on the purchase of the nag, Barney has cleared each week more than double the wages which Gowdey used to give him. Already dreams of a grocery of his own financed by his friend, the commission man, are filling his shrewd red head.

N. S. White.

Had To Be Used.

Skemer—I think I'll get married.

Jenks—You surprise me; I didn't think you had a girl.

Skemer—I haven't, but a fellow gave me a wedding ring to-day in part payment of a debt, and I've got to get the worth of my money.

Many a citizen of heaven is getting ready for his rest there by dodging his taxes here.

Why Typewriter Companies Furnish Jobs Gratis.

There is one industry in the United States that does sincerely, conscientiously, and effectually aid the unemployed. I refer to the typewriter industry. It obtains employment for thousands of young men and young women yearly without the exaction of a registration fee or the payment of a year's subscription to a publication.

The typewriter companies over the country maintain what they term an "employment bureau," where stenographers register. These departments are separate from the remainder of the office, have a manager and assistants, and are supported entirely by the typewriter companies. They have been a fixed institution for the last ten years, and the good done is almost beyond belief.

In Chicago in the last three years one company has the record of having obtained more than 16,000 stenographic positions. These are "desirable" positions and not "twenty-four hour jobs." Neither do they bear any key number. All were obtained without the payment of a single cent. This company is taken as an illustration because the figures were at first hand and are a part of the records at their Chicago office.

There are other typewriter companies that have done just as well. One company finds positions for 5,000 every year and has for several years past. Another company has in the last five years obtained for those applying at its employment department more than 25,000 positions, while the yearly average of three other companies is about 5,000 each.

This is the record for Chicago. What of New York, Philadelphia, St. Louis, Boston, Washington and other of the large cities? The facts show that in New York the number is twice that of Chicago. In the other cities named about 1,000 a year; a trifle more in Philadelphia and Boston. Then there are any number of small cities like Kansas City, Omaha, Denver, Seattle and Atlanta, where the positions will total for each place about 500 a year. Again, still smaller cities like Decatur and Springfield, and so on, in which places there are 100 or more odd positions procured.

Fasten this one point in the mind: These typewriter companies have never been known to charge one single cent. In fact, they have gone to their own cash drawers and paid out money to stenographers for car fare, transportation of self and baggage from town to town, and to boarding houses.

In Chicago the other day a young woman who had registered with an employment agency, paying her "registration" fee of \$5, applied after fruitless search for work to one of the large typewriter employment bureaus. Instinctively she took from her purse some money, thinking the bureau would exact a fee. The young woman manager in charge told her no fee was necessary. If she were competent there would be nothing for her to do but to fill the position.

And further. Not one of the com-

panies regards the employment bureau as a philanthropic institution, but strictly a business one. Its motives are, in a sense, selfish, but they have expended more money in the establishment of the department than they received back either in the sale of the machines or the publicity gained.

Even so; consider what a sociological benefit they are. Take twelve large cities in the country as a basis. Only one of the twelve cities is as large as Chicago. There are in Chicago four of the large typewriter companies and five of the smaller ones. Each of the four larger companies finds employment for 5,000 stenographers. This gives a total of 20,000. The smaller companies find employment for about 2,000 stenographers. This gives a total of 10,000, making a grand total for Chicago of 30,000 jobs obtained each year, and this has been the record for the last seven years.

New York will find employment for twice this number, or 60,000. Philadelphia, having a population of about 1,000,000, will get situations for a little less than one-half of the number obtained in Chicago, or about 12,500. The same is true of Boston and St. Louis; that is, per company. All companies have branch houses in these cities, so the basis of estimate is the same as for Chicago, or, for Philadelphia, 9,000. This gives a total for these cities of 117,000 positions. The remainder of the large cities will, figuring twenty of them, yield for each one-third what Philadelphia yields, or 3,000 a city each year, totaling for the twenty 60,000. The figures will prove that there are more than 200,000 positions found and filled by the typewriter companies each year over the United States at no cost whatever.

This is more than five times as many stenographers' positions as were ever obtained by all the employment agencies in the United States for the last five years. In the latter case each position must have cost the applicant not less than an average of \$3. That would be three times \$40,000, or \$120,000. Think of it! And the typewriter companies have not charged one cent.

In other words, the typewriter companies are supporting an army of young men and young women each year of 200,000, one-fifth that of the German army. Erastus Buck.

The Flavor of Bread.

Bread is not like a picture to be hung up and admired—it is to be eaten, and it is the baker's business to see that he makes the most nourishing and palatable bread, and the pleasing of the eye is of quite a secondary consideration. Hitherto, the judges at our exhibitions have devoted their attention to shape, color, texture and the other external and internal marks of perfection which are apparent to the eye, and the "flavor" has been judged by the nose—"nostrilized," as Mr. Moore, of Liverpool, put it. The organ of smell has done duty for the organ of taste, and now there is a demand that the judges shall judge flavor by some

other way than by the official nose. How is this to be done? Twenty thousand loaves would want a good deal of tasting, and then, again, who is to set the standard of taste? It is easy to ask that the judges should give flavor the first place in their judgments, but it is by no means so easy to get our demand complied with. Even the analyst can not be called in to settle the point. He may, and no doubt can, tell us which bread contains the most nourishment; but is he to set the standard for flavor? And would half a dozen analysts agree on the matter? It is argued by some of the makers of what are called "faked" loaves that a fine loaf in texture and color is a sure sign of fine flavor; but that can not be accepted as the last word on this important subject. Fine-looking loaves do not always indicate really good bread.

Many years ago Thomas Fletcher wrote: "Sometimes bread which is sour through overworking exhibits the perfection of texture and splen-

did color, but, being sour, it is justly condemned. Fine, silky texture is valuable; rich, bloomy whiteness has a charm to most bakers; but these points, although valuable in themselves, are not the most important. If bread is to be enjoyed it must be of pleasant flavor, that is a primary condition. In fixing a standard for testing bread, the main point should not be overlooked. We want to get as much nourishment as possible out of bread; it is not simply a thing of beauty. If flavor is of minor importance, then it is comparatively easy to produce fine-looking bread; the natural sweetness in the flour is gradually absorbed by the prolonged fermentation process, and ultimately we obtain a white, insipid loaf—a result which can not be considered the perfection of bread-making. I think flavor ought to rank first, texture and color next."—London Confectioner and Baker.

Men tend to approximate to their own expectations.

Do You Need a Desk?

If so, take advantage of this excellent desk value. At the price this is a better made desk—one that looks better and will last longer under like conditions than any other similar desk on the market.



\$17.50 For This Beautiful Desk

Fifty inches in length, 30 inches wide and 46 inches high. Solid Oak. Best Glass Finish. Drawers and roll curtain lock automatically. Spacious interior. Double row of pigeon holes, etc.

Write for further description and all particulars.

Tradesman Company
Grand Rapids, Mich.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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E. A. STOWE, Editor.

O. L. Schutz, Advertising Manager.

Wednesday, May 6, 1908

THE HONEY TRADE.

No delicacy of the farm is in certain localities more neglected than honey, the most valuable of sweets as a food product, and one which should be more extensive in every farming community.

The fact that bees are not more generally kept is largely due to the unsatisfactory market. If an aspirant toward improvement takes pains to use white pound-sections and expects a reasonable price for his product, one of the old box-hive men will come along with honey "in chunk" a few cents cheaper. That settles it, for "a pound's a pound," and the average consumer is not yet educated to the point to realize that there are many grades of honey.

Then there is the old notion that honey is adulterated. The present pure food laws should dispel this notion, especially when backed up by the standing offer of a leading producer of a large reward for a single pound of adulterated comb honey. Under present laws there is as reasonable assurance of pure honey as pure sugar.

Seeing is the best proof—unless it be tasting; and it is wise to provide for both. If the customer is skeptical, have some small pieces which he may sample; and if the honey is what it should be, this will sell the goods.

The amateur sometimes offers honey for sale as soon as it is made, not realizing that it must ripen before attaining its best quality. When first made it is thin and watery; and not until it has been allowed to stand two or three weeks does it attain the rich flavor and consistency so much prized.

There is a great distinction in popular taste regarding color and material used. Clover and basswood give a light honey much prized by the majority, the basswood being more of an amber hue. The golden rod is a shade richer in flavor and color; while a few prefer the dark buckwheat honey.

There is no reason why a good trade can not be worked up in almost any community by giving the matter a little attention. It may be commenced in a small way and the superior value of the article gradually placed before a few fastidious patrons, together with some of its special qualities in food value. As a little demand is created, call upon the farmer for a corresponding supply, which will be speedily coming when it is learned that there is even fair sale.

It is not so difficult to handle as many suppose. If the extracted product is used, it will be safely put up in tin or glass cans. Ants will bother the comb honey as they do the sugar—they like it still better and can detect it from a greater distance. There are numerous devices to head them off, such as keeping it on a table the legs of which are set in cans of water. This is a sure remedy if nothing is allowed to touch the sides of the table. A chalk line will generally prove a boundary line which they decline to cross.

Keep the box secure from the small miller which produces the honey worm. Educate your customers to the food value of this most wholesome and easily digested of sweets. They will soon become promising and profitable pupils.

BEWARE OF INSECTS.

As warm weather approaches there must be increased vigilance in the care of certain stock. The cereals and dried fruit which have been sold in bulk should be quickly closed out or securely sealed lest they suddenly prove to be the home of tenants which will speedily bring your goods into disrepute. No one likes to buy raisins or figs and find them the home of insect hordes. Neither do they care to fish unpleasant forms out of the corn starch pudding. While these goods, if strictly fresh, can be handled in winter with safety, they are not satisfactory in summer; and it does not pay to risk one's reputation by offering them for sale unless special precautions have been made for their protection.

The present system of sending out the best quality of goods in sealed packages renders them almost entirely proof against the enemy if reasonable precaution is exercised. Paper is impenetrable by fly or miller so long as it remains unbroken. In unpacking new goods a sharp lookout should be kept for all defects, and if there is a break at one corner, be it ever so slight, the goods should be tested and if found all right they may be resealed, although the best way is to get rid of them at once. Even when perfect at the time of shelving, careless handling may start a crack which the insect will quickly find.

It is not simply the loss of the goods involved, but the bad advertising which always attends such a mishap. If the dull colored miller slips past your screens, hunt it as you would a tarantula in a bunch of bananas; and do not rest until you have killed it.

THE OPEN CRACKER BARREL.

There is a common practice in rural communities of customers and others helping themselves to a bit of whatever is in sight that strikes their fancy. We have all heard of the man who made a practice of filling not only his mouth—a very large one—but his pouch with tobacco every time he happened to be in need of the article; also the sequel, when the proprietor, exasperated by so much "cheek," peppered his stock one day for the benefit of the mendicant customer.

The custom is one which is growing, and is unfortunately invading other commodities than tobacco. The cracker barrel is, perhaps, the most universal trough for all now, and while the proprietor may feel that profit on other goods several times counterbalances the crackers consumed by those who take out a handful to sample or eat while they wait, the effect on future customers is worth consideration. There are those who revolt at the idea of having a share of the general store into which workmen and men who do not work—and perhaps seldom wash—have dipped their hands at will. The matter is simply revolting. And those who have been cracker-hungry curb their appetite in that direction until they reach a store where the communistic spirit is less in evidence. More, they gain a decided prejudice against anything in the food line which may be offered in the store.

It is very easy to have a cracker barrel with a neatly fitting lid, excluding dust as well as dirty fingers; and if placed behind the counter, very little temptation will be offered.

Open casks and kegs have a debasing effect upon the juvenile element of the trade. The small boy sees the larger one helping himself, and he is not slow to follow the example. A keg of salted peanuts in a village store is sure to attract school boys and girls, too. Bye and bye they grow to feel that everything within reach is set out to be sampled. The effect is anything but conducive to good morals and, if pilfering eventually follows, it is a little difficult to sift out the exact source of the trouble.

It tends to draw about the place an unpleasant sort of people, who come more to rest, eat and have a good time than to trade. It is much easier to keep a house free from flies by discarding matter which would tempt them; and it is also much easier to keep the room free from these human flies by making it strictly a place of business.

Continual piecing and chewing of this and that makes a perpetual litter upon the floor, and the neatly attired woman does not have a very good opinion of the store through which she must pick her way step by step to avoid cracker crumbs and peanut shells.

It is not the stopping up of a single leak but of many. The easiest, neatest and most satisfactory way is to keep the tempting goods back of the counter and to keep the covers

on. Discountenance too much familiarity in this direction and your most prized customers will cease to wonder when eating your goods what hand has stirred them over.

THERE ARE OTHERS.

Whether it was Solomon or Hezekiah who wrote Ecclesiastes is beside the question when one has under consideration the declaration: "There is no new thing under the sun."

The statement is true and it would be beneficial to many men if they would but realize the fact. For example, there is the chap who has some secret process of tempering steel, another who treasures a secret formula for mixing paint; another who has an esoteric method of curing hams, and yet others who have mysterious mechanical processes which they use as manufacturers and which they guard scrupulously.

There are times and conditions when such recondite observances are justified, perhaps, but in a very large majority of such cases they are but illustrations of limited vision and lack of appreciation of the fact that there are thousands of men just as keen, just as clever and just as earnest in seeking for and finding improvements that are both time and money savers, as are the purely covert citizens.

The danger lying in this practice of secrecy is that the person so indulging his vanity and self satisfaction may wake up some morning and find that he is no longer in the procession because, while he has been busy guarding his secret, all the other fellows in his line have, by observation, travel, enquiry and good fellowship among men, adopted a practice he never heard of and much better than any he has been mooning over.

Beyond any question it is good business judgment to protect, as well as possible, a special design having unquestionable artistic merit and selling value; but when it comes to the keeping secret of a routine process in handling materials, of a method of applying hydraulic or compressed air pressure, or electricity, or of assembling parts, and all that, it is useless. The man who wants any of those essentials in his business is going to get them and get the best there is. If yours is that best he will get that in spite of you and you will find it out almost immediately. If your method is not the best you will learn that fact also as soon as your rival gets to doing business.

The protection secured by United States patents is fairly good, but the best protection is that which comes from fair, square dealing and confidence in your own ability as a man of business. Fear no honest competition and pay no heed to the other kind. It will wear itself out in its own way and inevitably.

Many a vice is a virtue which has passed from being a servant to become a master.

There will be little rest in the heaven that is only a refuge from hell.

THE MISSION OF SCIENCE.

It may be questioned whether any real observer and thinker has ever permanently lost interest in the great spectacle of nature and in the drama of human history. A doubt as to the possibility of so dread a misfortune must occur certainly to the artist, the scientist and the philosopher. The world is beautiful, it is enveloped in profoundest mystery, and the long story of its eventful past is being slowly rescued from oblivion by the triumphs of an incredibly patient and ingenious research. If the splendor of the scene and the significance of the action fail so often of their due effect upon the common mind, it is because men are so generally occupied with individual interests—the struggle for food and raiment, for power and wealth, for amusement and the gratification of vanity, or with physical suffering and mental anxiety—that they miss those suggestions of cosmic purpose and tendency which engross the attention of more privileged minds. And yet nothing more distinguishes humanity than the spirit of rational inquiry. The true student reacts upon his environment with thought. He supplies in himself the subjective term in knowledge over against the grand objective of the external world. There is in his constitution an element of freedom, a power of initiative, a constructive and inventive genius. He does not simply receive impressions—he asks questions. He looks in every work of nature for the method, in every change for its cause. He will have at least a theory, though it may be only provisional. His mind, therefore, is not a mechanism, but rather something deliberately adventurous and self-directed.

If a thinker of this sort is predestined to any work more than another it is generalization. Generalization becomes the habit of his mind. He can not rest in the particular or isolated truth; he does not believe in exceptions. He holds that all truth is related, connected logically and necessarily to other truths, and that if one knows anything at all he has in his hands a key to universal knowledge. His character reflects this breadth of view. The great scientists and philosophers have been as a rule more concerned to discover truth than to secure any sort of mere worldly advancement. They have been regarded as harmless but eccentric persons by practical men of affairs, intent upon schemes of money-making or political success, and quite incapable of appreciating the enthusiasm of an Agassiz who declared that he had no time to make money. But the devoted student might easily defend his choice did he think it worth while. He has chosen the better part. The man who is thoroughly alive and wide awake is above all impressed by the sublimity and mystery of nature and of human life. He can but knock importunately at the door of the unknown. The immemorial desire of the heart for certainty impels him to question destiny in every form of life, in every expression

of power, in every indication of purpose and wisdom in the government of the universe. Whatever the truth may be, he would know it. In these latter days science has made the world over—the workaday world. It has wrought so many wonders, and has wrought them in such swift succession that men are becoming incapable of surprise. But to the philosophic thinker there is less significance, less interest, in submarine war vessels, in dirigible balloons, in wireless telegraphy, than there is in any discovery that has the slightest bearing upon the profounder problems of existence. Those other things are all well enough, but they do not prove what he wants to know.

All this is not to say that minds of the highest order are incapable of loving truth for its own sake. The schoolboy who masters the demonstration of a theorem in elementary geometry, or who solves a more or less difficult problem in arithmetic or algebra, experiences a keen delight which is largely impersonal. He knows something of the joy which every thinker feels when he unties a knot or makes one forward step in the region of abstract truth. In its practical applications modern science is the indispensable auxiliary of philanthropy. In less enlightened eras knowledge was hidden when it was supposed to be serviceable and saleable as gold is hidden by misers; but now the inestimable value of associated effort is frankly recognized, and every advantage is taken of the improved means of communication which distinguish the present day. Correspondence is going continually on between all the great laboratories and observatories, and by concentration of numbers on a given point of inquiry the victory is won. By this tactical expedient a marvelous advance has been made in the study of every known form of radio-active energy and in the investigation of the ultimate constitution of matter. Applied science and speculative inquiry have worked together in reciprocal helpfulness as "through the shadow of the globe we sweep into the younger day."

"Philosophy bakes no bread," said Novalis, "but it can give us God, freedom and immortality." But our modern science has entered the kitchen and the workshop without parting with its proper dignity or forgetting its higher mission.

Reports from all sections of Vermont indicate that the maple sugar season just closed was the best the State has had in many years. It was much longer than usual and conditions were such that every farmer in the business had an increased flow of sap of superior quality. The pure food law makes it dangerous to use the word Vermont on any sugar or adulterated compound produced outside. With a big output of superior quality and protection from outside competition, the maple sugar producers of the State expect 1908 to prove the most profitable season they have ever known.

FEEDING THE WORLD.

No country is really great that can not feed its people. So vast is the extent of our grand Republic, and with such varieties of climate is it blessed, that it can produce every article necessary for the welfare of its people, and, perhaps, with the exception of coffee, there is nothing that is consumed for food that our own resources can not supply.

In a recent report made by English commercial statisticians to the British Parliament, some interesting information is given of the extent to which European nations are compelled to import the most necessary food products. Thus, in 1906, the imports of wheat and wheat flour into the United Kingdom were 78 per cent. of the total supply. In Germany the imports in 1905 (the latest year for which returns were available) were 35 per cent. and in France in 1906, 3 per cent. of the total supply. It was stated that in the United Kingdom in 1906 imported supplies were of meat, about 47 per cent., of butter, 57 per cent. and of cheese, 61 per cent. of the total consumption. For France, the latest returns relate to 1892, and in that year the imports of meat were 3 per cent. and of cheese 5 per cent. of the total supply. Of butter there was a surplus exported. In Germany in 1906, under the old tariff, the imports of meat were 11 per cent. of the total consumption. The United States has a considerable exportation of all these commodities.

In Germany meats are scarce and high-priced, and as a result many horses and dogs are yearly slaughtered for food. According to reports furnished to the Washington Department of Commerce and Labor, in the statistics by states much more than one-half the animals slaughtered for all Germany were slaughtered in Prussia.

The people of our Republic could live if an impassable wall were built around their country, but it would have to be broken down in order that we might feed millions of people in Europe.

GERMAN LANGUAGE ISSUE.

The German Reichstag is determined not to permit the use of any other language but German within the confines of the Empire, and this determination is certain to cause more or less friction in the districts where there are large alien populations. It has been enacted that, with some exceptions, no speaking shall be permitted at public meetings in other than the German language. The exceptions are election meetings and international congresses and by special permission other meetings in districts where 60 per cent. of the people speak other than the German language. Therefore, in a district where there are only 40 or 50 per cent. of non-German-speaking Danes, Poles, Frenchmen, Czechs, or others, the members of that large minority will be forbidden to hold public meetings, or, at any rate, to speak at them in the only language with which they are familiar.

The object of such a law is clearly

to prevent the spread of anti-German sentiment among the people and to compel the germanization of alien provinces—that is, territories acquired by conquest and not containing a preponderating German population. Such provinces, for instance, include Prussian Poland, Alsace and the Holstein provinces. One of the most cherished customs of these conquered provinces is the retention of their language and literature, and the German Reichstag is evidently determined to eliminate both if it is possible. While the motive at the bottom of this new measure is undoubtedly patriotic, its wisdom would seem to be questionable.

THE WIRELESS METHOD.

It is never safe to say that this, that or the other miraculous thing can not be done, because no sooner is it said than some inventor comes along and does it. Wireless telegraphy is no more wonderful now than any other telegraphy was years ago. People go from New York to Chicago in a day and think nothing of it, but a few decades ago any one who would have prophesied it would have been called crazy. The wireless telephone is something new but it is in actual operation in many localities. It is a great advantage over the old style because so much cheaper, in that it costs nothing for wire which is a big item, and in that way every residence in the village or city and every farmhouse in the country can have a phone at rock bottom prices.

Marvelous as that seems it would appear to be only the beginning of what can be done by the wireless waves. Hans Knudsen, the Danish inventor, told a company in London the other evening that he proposes soon to give a public demonstration of his wireless typesetting invention. The first piece of apparatus has already been constructed and the experiment was so successful that 3,000 words an hour were set as easily at a distance as if the operator were at the machine. Knudsen has sent photographs by wireless and says that he can do other miraculous things in the same way, declaring that he can send pictures wherever Marconi can send messages. So when a criminal escapes on a boat from New York the Liverpool detectives will all have his photograph and be ready to give him a warm welcome. If his typesetting machine makes good, the London correspondents of the American newspapers will send their letters straight to the proof reader and the stereotyper. The newspaper reporter who gets a late item in our ancient suburb, instead of waiting to telephone or bring it in, will just send it by wireless and it will be set up on a machine and made ready to print in a twinkling. All these things look wonderful, perhaps almost impossible, but there is no use in saying they will not come to pass, for the probability is they will and that after that other things really more remarkable will happen.

You are not likely to have strength left for fighting sin when you are busy fighting shadows.

INDIANA BAKERS.

Their Relation To the State Food Laws.*

A discussion of the pure food law before this Association may be developed along several lines. My address might be one of criticism, wherein I should attempt to regulate the character of the baker's products, prescribe formulas and rename confections. It might be a resume of conditions of sanitation which should be obtained in an establishment devoted so exclusively to food production. In that event it would be proper to discuss building construction, ventilation, light, the health of employees, character of their clothing, and kind of screens most suitable for keeping out flies and dust. Or again it might be well to give particular attention to the trade impositions to which the baker is himself subjected, and to call attention to those features of the food law which operate to the advantage of the baker instead of causing him petty inconveniences and surrounding his business by a series of rules and regulations enforced by a department whose knowledge of the industry is of necessity that obtained by observation rather than by practical experience.

I take it that this Association does not need a lecture upon food adulteration. I believe it is not necessary to call to your attention the fact that for 2,000 years bakers have been subject to the searching eye of the law, and that they, in common with every other man who caters to the public weal, have been made occasionally to suffer penalties for their misdeeds.

I am informed that the law of this state as it relates to bakers and bakeshops has already been discussed by you, and I believe as bakers you already understand those questions of composition and mislabeling which in one way or another merit the attention of the pure food inspector. You have been brought in touch with the sanitary side of your business for several years back by the State factory inspector. When the pure food law was passed we found that there was already on the statute book of the state a very satisfactory law relating to the sanitation of bakeshops and other places used for the manufacture of food products, which in a very specific and inclusive way discusses details of construction, health of employees, storage of supplies and purity and wholesomeness of products. Under these circumstances we take it for granted that the food inspectors who have visited you have been satisfied with the condition of your bakeshop, and that you have obtained from them information concerning the operation of the law which you may have desired. In view of these facts I wish to use my time in looking at some aspects of the pure food law as it relates to the baker and to his raw material. That is to say, to discuss flours, yeasts, sugars, syrups, leavening agents and other products which are employed by the baker.

*Address by H. E. Barnard, State Food Commissioner of Indiana, before Indiana Bakers' Association.

The Baker and His Flour.

During the past year many requests have come to me from bakers that we tell them why the flour they were using did not make good bread. I find there is a very general complaint among bakers that within the last year or so they have not been able to judge of the character of flour by its appearance as heretofore, and that consequently they have frequently been put to inconvenience and loss. Inasmuch as there has been no appreciable change in the method of operation or the process of baking, any difference in the character of bread must be due to some deficiency in the raw material, and most probably to the character of the flour. We do know that within the last two or three years millers have changed their methods of milling considerably.

At the present time most millers are bleaching flour, a practice unknown until recently, and many millers are mixing flours of different grades of wheat. This latter practice is not new, but a decided variation has been introduced by the employment of durum wheat in blending and since durum wheat is decidedly different in character from the better known and more suitable wheats, flour so made will not produce the results that the baker anticipates.

I do not propose to defend or to condemn the process of bleaching in so far as it affects the milling industry. That question is being studied by the Department of Agriculture at Washington, as well as by expert food chemists, and will without doubt shortly be settled. Flour bleaching consists in changing the color of the flour by subjecting it to the action of a vigorous gas composed of the higher oxides of nitrogen. Flour owes its color largely to the oil present in it to the extent of more than one per cent., that is of a decidedly yellow color. This oil, when brought in contact with the gas of the bleacher, is decolorized, and, as a result, the flour assumes a different shade of yellow and approaches very closely a clear ivory white or dead white in place of the former natural cream white. Color is an important characteristic in determining the commercial value of flour, and the baker in choosing flours is largely influenced by its appearance in making his selection. Since the trade has long recognized the fact that a clear white flour is more valuable in bread making than a flour not so white, it seems to me that there can be no question but that the bleaching of flours takes away in a great measure the ability of the baker to judge of the character of the flour he is purchasing. In addition to changing the color of the flour, some investigators have shown that the character of the gluten is changed so that it loses its power and affects the bread-making qualities of the dough. Over-bleaching without doubt weakens the dough and diminishes the number of loaves of bread per barrel. The flours of the Northwest are whiter than those produced in the Southwest. Minnesota flours are decidedly different from flours

produced from Kansas and Nebraska wheat. The miller who is bleaching is, however, able to combine the Kansas and spring wheat flours, and so far as appearance goes, put it upon the market as a product of the Minnesota mills. The practice, tending as it does to deceive the baker, is not in accord with the spirit of the pure food law, and, without going into the matter more closely, there is no question in my mind but that the baker who buys a bleached flour unaware of the fact that it has been so treated is subject to an imposition that is a violation of the law.

Prof. Ladd, of North Dakota, who has made an exhaustive study of bleaching, expresses the views of many millers who are themselves bleachers, in part, as follows: "The bleaching of flour is no benefit except to change the color from a creamy white to a pure white. Bakers object to bleaching flour because they prefer to do their own blending and mixing, using spring wheat and winter wheat, bleaching and blending them. Bleaching makes whiter flour and whiter bread, but over-bleaching makes it muddy gray, and low grades can not be bleached to satisfaction. Bleaching should only be used where there is a demand on the part of the housekeeper for an extremely white flour. It is very questionable whether there is any advantage gained by bleaching; certainly there is danger of injury from over-bleaching. Bakers prefer to do their own mixing, therefore select flour in its natural state. There is no advantage in bleaching. Over-bleaching weakens the dough, but it is possible to combine a small per cent. of the bleached low grades with the patent flour, and thus secure a better price, but the baker does not get as many loaves of bread per barrel." Bleaching came as a result of a demand for a dead white in place of a creamy white flour and bread. Much fault has been found by buyers with bleached flours, and bleaching makes it impossible for buyers to judge of the quality of the flours by the recognized standards, and are thus led to purchase inferior flour which is over-bleached and will give an endless amount of trouble. Bleaching is done principally to deceive; it takes the strength from the flour; the loaf of bread is smaller and sickly looking, especially when over-bleached.

The merry miller with his devious bleaching machine maketh the age to grow upon his flour beyond its years, and the patient buyer—he carrieth the bag.

Some years ago the Department of Agriculture found that wheat grown in the semi-arid regions of Europe was well adapted to cultivation in similar parts of this country, and within a few years the production of the so-called durum or macaroni wheats has become an important part of the total wheat production of this country. The action of the Department of Agriculture in seizing a carload of durum wheat at Richmond, Indiana, a few months ago, because of a supposed violation of the Federal pure food law,

has called the attention of bakers to the fact that wheat of this character is being ground and distributed all over the country, not as durum wheat flour but as standard patent flour. There is no question but that durum wheat is well adapted for making macaroni, although the different varieties vary greatly in bread-making qualities. A satisfactory flour for bread-making purposes should contain from 55 per cent. to 65 per cent. of its total gluten in the form of gliadin. Blue Stem Minnesota wheat averages 67 per cent., while the percentage of gliadin in a number of samples of durum flour ranged from 45 per cent. to 59 per cent. Judged by this standard some of the durum flour is satisfactory and some is not, but none were anything like as good as Minnesota wheat flour. Durum flour, furthermore, is yellow and can not be used for cakes which are desired to be white, or for a very white bread, and is only suitable for making biscuit and cakes which are not so light in color. Durum wheat flour differs from hard spring wheat flour in containing more proteid material, more ash and sugar. The absorption and expansion are as a rule greater in durum wheat flour than in hard spring wheat or winter wheat flour. The average weight of loaves of equal loaf volume is slightly greater in the case of durum wheat flour than in the case of hard spring wheat. The food value of the two kinds of bread measured by the heat of combustion is practically the same.

The consensus of opinion is, I believe, that durum wheat flour should not be substituted for or blended with either hard spring or winter wheat flour, unless the purchaser knows that to be the case when he buys the goods. The baker who finds his flour is not giving results can, if the fault is that of misrepresentation of the kind of flour sold him, secure redress under the pure food law of the State.

Molasses for Cake-Making.

In certain kinds of pastry molasses is used. The housewife complains frequently that she can not get molasses nowadays that is suitable for baking purposes, and the baker no doubt finds the same trouble with his molasses. If the goods the baker has been purchasing in years past has been as heavily adulterated as the molasses we have been analyzing at the laboratory, nothing but trouble could be expected, for New Orleans molasses has been anything but the product of the sugar cane legally sold under that name. Improved methods of refining sugars have been developed to such a point that it is possible to take almost all of the saccharine content out of the syrup, leaving behind only a black, tarry, fluid mass of dirt known to the trade as Black Strap. It has been found that this product when blended with glucose makes a palatable syrup sufficiently strong in molasses flavor to satisfy the consumer's taste. The sale of such a product as molasses, however, is not allowed under the present laws, and to this extent the baker finds himself benefited.

The Question of Eggs.

At certain seasons of the year, when eggs are very scarce and consequently very high in price, the baker finds it almost an impossibility to get fresh eggs for his fancy products. To meet this demand many forms of desiccated and refrigerated eggs, both in the dry and liquid state, have been put upon the market. There can be no objection to the use of such products by the baker, but there is, however, a decided objection to the sale of preserved eggs that owe their preservation to the addition of large quantities of some chemical preservative. Salicylic acid has been used, and at the present time we find that borax and boric acid are employed for preventing liquid eggs from spoiling. Such goods have been offered for sale in Indiana in spite of the fact that the Federal pure food law does not permit their shipment from one state to another, and that our own food law likewise prohibits the sale of food products so preserved. In order that the bakers of this state may not be led to purchase and use an article which is not only illegal in itself, but which will make the pastry prepared with it likewise illegal, it will be well for you to spare no pains in determining that your egg products are free from artificial preservatives. The use of preservatives applies likewise to the jellies and jams employed in cakes and pies.

The most important agent in bread making next to flour itself is the yeast. Yeast is valuable because in the process of its growth it liberates the carbon dioxide which leavens the loaf, and its value, therefore, depends directly upon its ability to liberate gas. Many yeasts now on the market are not pure cultures but consist of the yeast plant mixed with corn or potato starch, which of itself is of no more value than any flour in leavening. It is claimed by some manufacturers that it is necessary to use starch in compressing yeast in order to preserve it. This statement is discredited by the results of chemists who have studied the subject. These investigators have, moreover, found that the yeast keeps perfectly sweet a longer time than compressed yeast on the market before it is used. They furthermore find that pure yeast culture gives bread of a greater value than yeast to which starch has been added. The results obtained would indicate that the use of anything except pure yeast culture, in making compressed yeast, is an adulterant. The advantage of the manufacturer in mixing starches with his yeast is very apparent, when we consider that he sells starch which costs less than three cents a pound at the price of yeast which costs 15 cents a pound. If the baker is buying yeast which contains starch it is his right to know how much starch he is paying for.

I have referred to only a few of the ways in which the baker is benefited by the pure food law. It may be well to suggest one more condition which reacts to the baker's profit, namely, the improved sanitary condition of the bakeshop and the grocery

stores. It is a well known fact that in European countries nearly all bread eaten is made by the baker. In this country at the present time the housewife still makes most of the bread. I do not think this is due to the belief that the baker can not and does not produce good bread; it is more probably because the housewife has not been willing to buy bread as it has been handled in the past: Carted around the streets in open wagons, displayed in front of stores in open boxes, subjected all along the route from the bakeshop to the kitchen to dust and dirt and flies. Pure food laws enforced as we are trying to enforce them have changed this condition. The up-to-date baker wraps his bread before it leaves the shop. It goes to the grocer in tight lidded boxes, and is there kept in glass cases. The housewife buying bread so wrapped can not fail to appreciate the fact that it is clean bread, and it will taste the sweeter to her and her family because of the knowledge that it is not only nutritious and palatable, but that it is wholesome. I believe the baker has still to improve upon the methods now in use in displaying goods, but there is no question in my mind that every improvement undertaken by him will be more than warranted by increased trade.

The people of to-day ask for something more than mere edibility in their food. They have commenced to think of its origin. They are beginning to inquire into the conditions of their dairy; to determine whether or not the refrigerator where the butcher keeps his meat is free from mold and well ventilated. They refuse to accept groceries wrapped in newspaper. They will not buy candy displayed for sale on top of the counter. They insist that the grocer who handles baker's goods shall not display his pies and cakes unless properly protected from flies and dust. Food adulteration as it affects the baker is, after all, largely a question of sanitation and the modern baker who is in business because he likes his work and because he finds it profitable is sufficiently up to date to realize this.

J. J. Bergman: I would like to ask Mr. Barnard about frosted wheat flour.

Mr. Barnard: It is the same question that applies to all of our work. If flour is damaged it can not and must not be sold for standard flour. If it will make good bread, the baker of course can use it; but if it makes an inferior loaf the baker is not authorized to sell that loaf under the guise of standard bread. The pure food law simply means that the consumer must be advised of what he is getting. I think that will answer the question that has been asked me, and it applies to almost every phase of our work. I should have said that I am here to answer questions. We have been after the bakers of Indiana for nearly two years. We know a lot of them very well, and wish we knew them all. We have nothing to complain of among the baking trade in this state. They are going ahead rapidly, and we notice an upward trend in baking conditions. I do not know

whether the food law has had anything to do with that or not. I think your Association has been at the bottom of this improvement, and I wish to assure you that we do appreciate the fact that the conditions in this state are better than in other parts of the country, notably in Massachusetts, where they have found conditions to be a great deal worse than we have found them. We have inspectors out on the road visiting the shops from day to day, for the purpose of collecting information, and I know the trade appreciate their visits, not in the guise of spies looking for trouble, but endeavoring to help the bakers; not to tell them how to conduct their business, but to tell them what the pure food law stands for and explain what the department expects the baker to do that will improve the quality, and especially the character of his products. By character of his products I mean the wholesomeness of his goods. The other day I was up in Warsaw, and I saw there the most ideal arrangement for showing pies and pastry to the customer that I ever saw. When the grocer put in that shelf closet glass case arrangement he did not like it, because it cost him something, but he is delighted with it now, as it shows off his goods in a manner attractive to the housewives—a great point. My wife can bake as good bread as anybody, but we have not had more than a half dozen of home-baked loaves of bread in the last five years, simply because we can get as good bread from the baker as it is possible for anyone to bake. I believe the time has gone by when people think it necessary to excuse baker's bread on their table.

Mr. Bergman: I would like to ask Mr. Barnard one more question: Does the pure food law protect the baker in buying flour? Suppose he buy spring wheat flour and get frosted wheat flour or sprouted wheat flour instead?

Mr. Barnard: The pure food law certainly does protect the baker; the protection is complete. The only thing, of course, is to find where the law applies in that case. If you buy your flour outside of the state, the state law is not available. Action can only be brought against the person who sold you that flour under the federal law, unless it be that you bought of an agent located in the state of Indiana. In that case the agent is responsible, and action can be brought against him direct. Not under the civil statute, but under the pure food law.

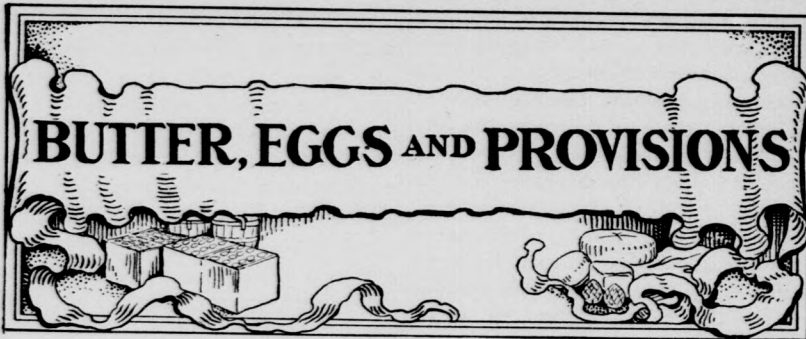
F. O. Stone: I would like to ask if there has ever been an examination made of cream puffs baked with ammonia, after they are baked, to find if there was any residue.

Mr. Barnard: Yes; we have been studying that question for several years. About a year and a half ago I, with other Food Commissioners who have objected to the use of ammonia in food products, gave considerable attention to the subject. We investigated, and in doing so had the matter up with a large number of

Food Commissioners in the country, and we found there was no ammonia left when the puffs came from the oven, and for that reason the use of ammonia as a leavening agent seemed to be very satisfactory, and I came to the conclusion that there was no objection to its use by the baker.

J. J. Kasper: As I am a miller as well as a baker, I believe I can throw a little light on the subject of bleaching. Every baker knows that if he gets natural flour, the process of fermentation will bleach the bread sufficiently white for eating purposes. The chemical bleach is for one single purpose. As the agent of the Alsop process told me, you can make more patent flour. I do not mean that it would make the quality better. You can make 90 per cent. patent. When you take the cream out of the milk there is more bulk left in milk than there is cream, and when you get the best of the middlings out of the wheat you have everything that the word patent implies, and it is mostly used to make a quality of patent flour which will not expand as much as the higher grades; consequently when the baker gets a barrel of flour which is not straight flour, he loses ten or fifteen loaves on the barrel. But the trouble with a good many bakers is that they do not test their flour. I know there are bakers in our town that do not know to-day how many loaves of bread they get out of a barrel of spring wheat flour. They say they just mix it with winter wheat in order to make it work, and because winter wheat flour is cheaper. They have been doing this for years. We test every barrel of flour we get, and know just how much we are getting out of that barrel; but most bakers think this is not necessary, they say they make enough money anyhow. For my part, as a baker, I do not want bleached flour. I very much prefer the natural, cream-colored flour.

Mr. Barnard: I am always neglecting to say things, and I have neglected to mention one thing that may be of interest: The State laboratory is supported by you men who help pay taxes, and it is at your disposal. Whenever you have anything come up in the line of foods which bothers you, especially anything which involves the pure food law, if you will supply us with sample, we will analyze it and try to find out what the trouble is. If your yeasts do not work properly, perhaps we can help you; if you have trouble with your jams or jellies or malt extracts, we will be very glad to analyze them and tell you whether or not they conform to the legal standard. We want you to appreciate the fact that we are down there at Indianapolis working for you. We already know some of the bakers. We have done some work for your secretary, Mr. Haffner, which we hope was satisfactory; but that is neither here nor there. Whenever anything comes up concerning the purity of your goods, send to the state laboratory and explain fully what you want to know.



Cold Storage Important Factor in the Poultry Business.

Refrigeration has done even more for the poultry business than for dressed meat. Time was, and not so very long ago, when it was either a feast or a famine in the poultry trade at all the great centers of collection and distribution. Now it is an even supply all the year around. Cold storage, refrigeration, chilling, freezing, call it what you will, makes this possible, and merchants are enabled to pay full prices at every season of the year, knowing that if they buy in the fall they can place the young fresh stock before their customers in the spring and early summer in about the same shape they stored it in—that is, without any material change.

There are two seasons in the poultry trade: One begins about June 1 and lasts until after Thanksgiving. The other begins about the first of the year and lasts until warm weather. Oddly enough during the spring trade and more especially toward the end of Lent all the fancy poultry comes from the freezers, having been put away in the fall, when far more than enough was coming to every wholesale mart in the country. If it were not for the freezers poultry would not at that season be worth anything in a material sort of way, but the ice permits the merchants to buy and store and hence the great profit in the product of the business hen.

All sorts of high-quality poultry is always high-priced nowadays—ducks, chickens, geese, turkeys, squabs, what not—and the range between the best grades and the common stuff is getting wider day by day and year by year. In by-gone times the live chickens had to be shipped to the big cities and disposed of there for some sort of a price. Now there are killing plants all over the country where the killing and dressing are done and the carcasses stored, after grading, in the cold chambers. In various sections of the East values are regulated by the figures current in the wholesale markets of the principal cities, and vary much more than they do out here in the corn belt. In Chicago there is a steady enquiry for all standard grades; in the older East certain districts require certain sorts and seem willing to pay fancy prices for them, while often apparently letting other fine grades go a-begging. Take the State of Iowa as an example. At Clarinda and Keokuk, among the points which might be named, there are splendidly equipped plants for the killing, dressing, grading and storing of poultry of all sorts. At Omaha there is another

immense plant and, so it goes all over the West.

The poultry is delivered to the buyers at these places. It comes by the carload or in crates. It is killed and dressed, sorted off into lots and stored. The grading is done by experts and it is very seldom that the wholesaler has to make a claim about mixed lots. When he does find a carcass or two not up to standard he has to stand the loss. The better the class of the birds the better the buyers like them, for then they are sure of their market. When culls and poor, thin stock come in for handling they must go on the bargain counter—the purchaser practically naming his price. It is really wonderful where so much truck comes from. It is a continual source of astonishment to note how some chickens have been kept—such miserable scrawny things they are when the feathers are pulled off them. But with the rag, tag and bobtail we need not deal here. In all large lots of even the highest grade poultry there is always a certain percentage of cull stock and that must be disposed of for what it will bring, irrespective of what it cost.—Breeder's Gazette.

Some Things Which Cheese Eaters Should Insist Upon.

Cheese is rapidly gaining popularity as an article of food for the American people. A few years ago we were partly dependent upon England and other foreign countries for our markets for this product. We now have difficulty in supplying the home demand.

New York State, with its many streams and grassy hillsides, is especially adapted to the dairy industry. In some sections during the summer months it is only necessary to turn the cow loose in pasture which would otherwise be waste land, and give her no more attention until fall, except at milking time.

Cheese being the only dairy product which is improved by age, makes it the most profitable product to manufacture at this period, when there is liable to be an overproduction of the more perishable dairy products, such as market milk and butter. However, good cheese is the hardest to make of all dairy products, as the temperatures employed are most favorable to germ life, much of which is necessary and part of which is detrimental to the finished product.

The American consumer buys the cheese to please his palate, and not for the amount of nutriment it contains. It is not widely known that it is one of the cheapest sources of

M. O. BAKER & CO.

Toledo, Ohio

Jobbers Potatoes and Apples

Correspond with us

Morris Kent Co.

Kalamazoo, Mich.

Wholesale Grain and Produce

Potatoes and Beans a Specialty

We Can Supply You in Car Lots or Less

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

Wake Up

We are ready to supply you with strawberries, early vegetables, such as cabbage, asparagus, pieplant, cucumbers, tomatoes, wax beans, etc. All of them with the bloom of youth on them, fresh and fine. We are headquarters. Don't forget.

Clover Brand Navel Oranges Still Continue to Lead

We are sole distributors for the Loma brand Limonira lemons packed by the Limonira Co. in their noted orchards. Fruit that is considered the longest keeping fruit packed in California. Better try them, you will want them right along.

Yuille-Miller Co.

Grand Rapids, Mich.

Citizens Phone 5166 Bell Phone 2167

We Are Exclusive Michigan Representatives for

Oak Leaf Soap

Wherever or whenever this soap is given a trial it immediately becomes popular. A trade builder because it is a sure repeater—good profits for the dealer. We are also big dealers in cheese and pay best market prices for Poultry, Butter and Eggs.

Bradford-Burns Co.

Wilbur S. Burns
Manager

7 N. Ionia St.
Grand Rapids, Mich.

Be Conservative

and ship to a conservative house—you are always sure of a square deal and a prompt check.

L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York

All Kinds of Cheese at Prices to Please

Write or phone

C. D. CRITTENDEN CO.

41-43 S. Market St. Both Phones 1300. Grand Rapids, Mich.

Wholesale Butter, Eggs and Cheese

If you have any fresh DAIRY BUTTER or FRESH EGGS to sell get our prices before shipping.

We buy all grades of DAIRY BUTTER and pay top prices.

T. H. Condra & Co., Grand Rapids, Mich.

Manufacturers of Renovated Butter.

SEEDS

Our seeds have behind them a good reputation of more than twenty years. They are good; they have always been good.

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.
OTTAWA AND LOUIS STREETS

We sell all kinds field seeds

Medium, Mammoth, Alsike, Clover
Timothy, Red Top, Orchard Grass

If you have clover seed, red kidney or white beans for sale
send us sample, price and quantity

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS

Office and Warehouse Second Ave. and Railroad.

BOTH PHONES 1217

GRAND RAPIDS, MICH.

nutriment on the food market to-day, and it behooves the skilled cheesemaker who wishes to increase the consumption of cheese and thereby improve his condition to cater to the taste of his customer.

Now what does the average cheese eater of to-day desire?

First, he wants cheese soft. The public has come to consider a soft cheese identical with a rich one. This, I believe, is brought about by the idea that a skim cheese is a dry one, which is not always the case. The skim cheesemaker's goal is to make a cheese which will most closely imitate a full cream.

Next, the average cheese eater wants his cheese mild, with a good flavor. While many people like a strong cheese, experiments made in one of our large cities by exposing for sale at retail a number of old cheese and an equal number of mild ones, with the privilege of sampling before purchasing, resulted in the sale of the milder cheeses long before the older ones were disposed of. These results might not be considered conclusive, however, as the shoppers were mostly ladies, and it is well known that the feminine taste tends toward milder flavors.

Now how shall we make these cheese that the average consumer desires?

The qualities of a good cheese depend upon the success of each successive step which is taken in changing milk, the raw material, into cheese, the finished product. We will begin then with the milk, which should be drawn in a cleanly manner from healthy cows fed on suitable food and housed in light, clean and well ventilated stables, into clean utensils and cooled at once to below 70 deg. to partly check germ growth. This need not necessarily be an expensive practice, but one which can be followed by any dairyman with a little common sense and ordinary habits of cleanliness.

Any milk not considered fit for cheesemaking should be rejected by the cheesemaker at the weigh can.

The maker having his milk in his vat should use a reasonable amount of commercial starter provided the natural acidity of the milk is not too great; then ripen to a point where the whey will be ready to draw in from two and one-quarter to three hours from setting. Use enough rennet in setting to have it ready to cut in twenty-five minutes. Cut three times. Firm the curd well before drawing whey with .17 to .18 per cent. acid. Stir reasonably dry before matting; pile curd two thicknesses deep and keep well turned over. Mill as soon as the curd takes on a meaty appearance; stir well before salting at the rate of one and one-half to two pounds per 1,000 pounds milk. Have 1 per cent. acid on whey from curd at salting and cure in a room at a temperature of 50 to 60 deg.

The skilled cheesemaker should have no excuse for making a poor cheese if he uses a good commercial starter and has his rennet test, acidimeter and many other helps at his disposal. But here the question enters the cheesemaker's mind, "Why

not incorporate an extra pound or so of moisture into the cheese and get so much out of the milk by any of the methods by which it may be done, such as running a light acid, using a small amount of salt, a low coating temperature, or soaking curd in cold water?" This he proceeds to do and he gets more cheese which he ships green. He keeps out a few which he cuts when they are two or three weeks old for his patrons. They suit the patrons, perhaps. Then he gets returns for the cheese and makes out the dividends with a high net price per 100 pounds of milk. This immediately makes a lot of trouble for his brother cheesemakers on either side of him and for the patrons of the neighboring factories, in which a better cheese is being made, but in which the average is greater. He then pats himself on the back and says: "What a good maker am I."

But let us follow the cheese. They reach the distributing center in a few days. Some are put in cold storage and some are sent out to different points for immediate consumption. Those going a short distance arrive in good condition and are eaten and create a demand for more, provided they suit the taste of the consumer. Those going South travel leisurely along by freight, are transferred at different points and have other delays. The cheese become fully ripened and during the last few days in the more southern and hotter climate those with excess of moisture undergo decomposition and other changes which cause them to arrive at their destination with a variety of flavors and odors which would surprise the man who made them.

They would now be unrecognizable but for the State brand, which would cause the consumer to say: "If that is the product of the best cheese State in the Union, no more cheese for me."

The cheese should be such that in five or six weeks it will break down with a smooth, soft buttery texture without pastiness, so that when you get some on the back of your tongue it disappears and you reach for another piece. It should have a rich, nutty taste, which is one of the most essential qualities of flavor and one impossible to develop in a cheese containing too much moisture.

You may ask: "What are you going to do if you have competition and it is necessary to accept poor milk and to get as much out of it as possible?" What do manufacturers of other articles do when they are hard-pressed by competition? Do they use an inferior raw material and manufacture it in a cheap, shoddy manner? They sometimes do so with disastrous results. The successful ones, however, make an honest article and take pride in it, creating a demand for a better article at a higher price.

Now one thing more. Cheese have been made in factories kept in such an unclean condition that it was impossible to turn out a quality of any reliability. The buildings and surrounding are a disgrace to any industry of such a dignity as dairying af-

fords. We don't hear much about these places and the consumer in the city hears nothing at all about them. Neither did we hear anything of the conditions of the packing houses until two or three years ago, when the sanitary investigation was going on.

The wave of sentiment for a purer and more sanitary food is progressing. It has reached market milk, and if next it reaches us let it find our factories in a condition which will make them a shining light in the dairy industry, an example for our patrons and a credit to our dairy school training. C. O. Smith.

Any man who ever has done anything for the world has been called a fool more times than he would like to count.

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.

PRODUCE We are now in position to handle all varieties of farm produce in any quantity and solicit a portion of your patronage. Write us at any time you may be in the market to buy or sell Vegetables, Poultry, Butter, Eggs, etc.

RODERICK-GLASCOTT CO., 39 S. Market St., Grand Rapids, Mich.

Strangers Only Need to Be Told That

L. O. SNEDECOR & SON (Egg Receivers), New York is a nice house to ship to. They candle for the retail trade so are in a position to judge accurately the value of your small shipments of fresh collections.

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

EGGS I want large supplies for orders and storage. I will quote you top prices, keep you posted on market changes and send check and empties right back. Make me prove this.

F. E. STROUP (Successor to Stroup & Carmer) Grand Rapids, Mich.

References: Grand Rapids National Bank, Commercial Agencies, Tradesman Company

L. J. Smith & Co., Eaton Rapids, Mich.

Manufacturers of

Egg Cases and Egg Case Fillers

WE can always furnish Whitewood or Basswood Sawed Cases in any quantities, which experience has taught us are far superior for cold storage or current shipments.

Fillers, Special Nails and Excelsior, also extra parts for Cases and extra flats constantly in stock. We would be pleased to receive your inquiries, which will have our best attention.

WE PRINT

Letter Heads, Note Heads, Bill Heads, Cards, Envelopes, in fact everything a dealer needs.

TRADESMAN COMPANY.

TWO SHOE DISPLAYS.

Novel Use of Papier Mache Scroll-Work.

Written for the Tradesman.

The window with the fewer number of shoes—the one with the putties down in front—was a tan window in more ways than one. Every shoe in it was a winter tan and the only color used in the decorations was tan, which was combined with white.

The hunting boots in either corner were of such a dark brown as to be easily mistaken for black. They were provided with a moisture-excluding piece of leather sewed in securely from vamp to top and laced with fawn-colored strings of raw-hide, which made a striking contrast. Lift one and, if you have not the true sportsman spirit, you would say it weighed a ton.

The putties were of medium-brown pig skin. A buckle and short strap closed them at the top, the front overlapping the back at the outer side and kept together with a long inch-wide strap running through a double slit in front and meeting a buckle directly underneath the one already mentioned. There were numerous grades of these diversion accessories, depending upon quality of leather and whether or not it was pierced.

These putties are quite the thing for lovers of horsemanship and devotees of the red-devil. Surmounting several of these adjuncts to comfort and style was a post card containing reading at the top and two

The pig babies were replying: "This is swell, Mamma, as it is our only chance to go automobiling or horseback riding."

At the right was a finished puttie, below which one read: "Papa's skin."

These cards invariably stimulated a smile.

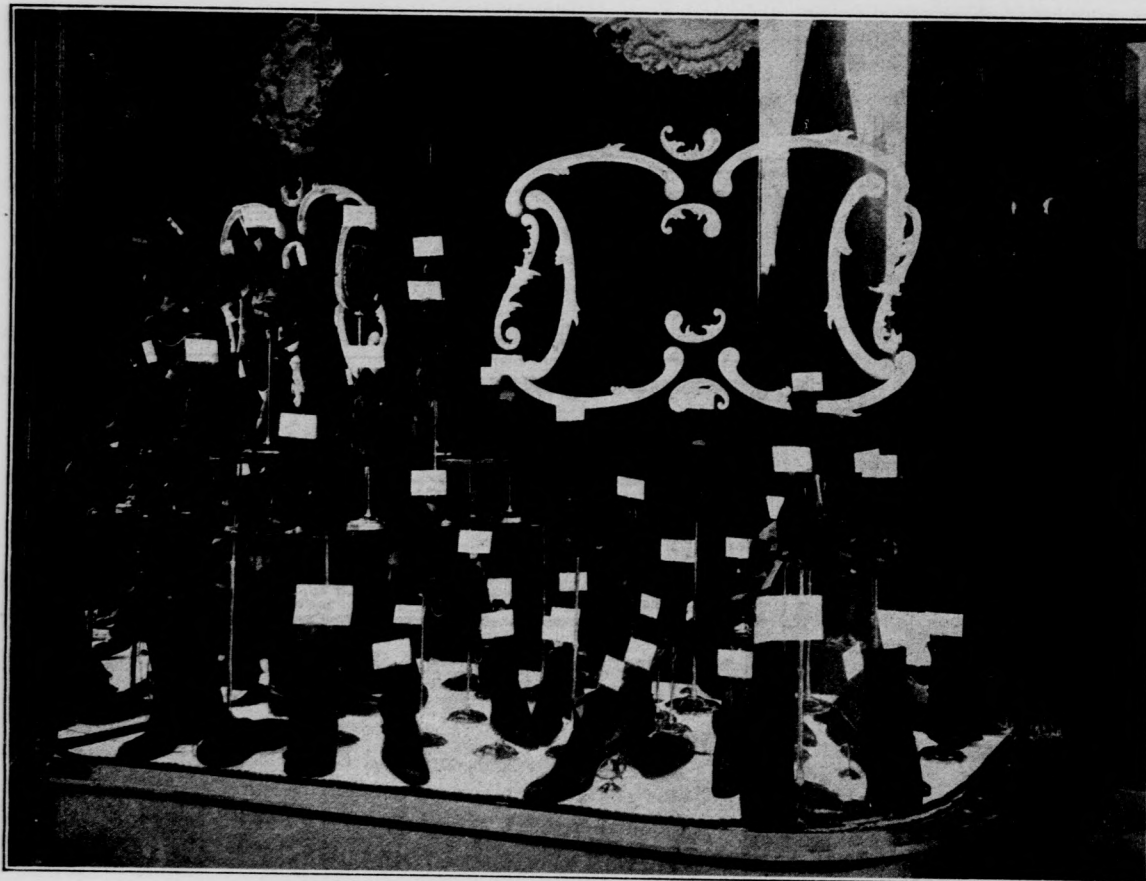
The floor of this window was ap-

ing were curtains of some soft white fabric, also cotton. The panels were of brown canton flannel, with the "fuzzy" side in view. Around these parallelograms was white of the same material.

To add variety two thick glass shelves were introduced. These were supported by tall nickel fixtures. The one in the center at the rear was cov-

In front of the mirror at the wall side of the window, which is set angling towards the center and reaches to the ceiling, making the window look much larger than in reality, the arrangement of the glass shelf was similar to that of the other with the exception of the price of the low shoe—\$4.

About a half dozen of the shoes



pictures. The one at the left was one of a mother pig and her voracious babies. The former was saying to her offspring:

"My dear boys, look at papa's skin. Some day our name will be 'The Equestrian.'"

properly covered with white Turkish toweling, put down very smoothly and outlined with a heavy, white cotton rope—about an inch and a quarter in diameter—looped at the corners and in the center. Above the panels in the open space to the ceil-

ered with a large Havana-brown skin of irregular shape. On this sat putties and spats and one glass-topped shoe stand held aloft a handsome two-buckled low shoe, with which, for cool weather, the spats below were intended.

were lying on the side to expose the substantial sole.

The \$6 shoe resting on the fixture just in front of the leather bore the aristocratic name of "The Baron," while its \$4 brother was called "The Ascot."

To my mind—but, perhaps, I am wrong—the spat on the left of these would have looked better had it been stuffed with cotton batting or tissue clippings.

The neatly-framed sign high above contained the injunction:

Wear
"Shrewsbury"
"Oil Tans"
and be
Dry Shod.

This shoe display was regarded even by captious critics as being one of the best displays of men's shoes ever seen in the city. Its charm lay in its simplicity, richness of tone and contrast of the brown and white.

The next week people who are not so self-absorbed that they can not notice changes going on around them were impelled to stop and examine minutely a hitherto unheard of feature in local window trimming—the employment of papier-mache scroll-work—to embellish a background which, in this instance, was myrtle green velvet—almost black. The scroll-work seemed heavy—had the aspect of stucco—and everybody wondered how it stayed on the velvet. The velvet did not drag as if heavily weighted with the long white curlycles. Some minds that like to know the Why of things

paused long enough to discover the seeming impossibility. The spirals were not heavy, on the contrary were as light as a feather—and were not glued to the velvet. They had a tack in the back and were hung to the ceiling by a single thread, which, being black, was not perceptible from the street. Had the background been light, naturally these would not have been invisible. Above the velvet, in the open space, was hung in like manner a large papier-mache es-cutcheon, and it was a toss-up which received the more attention—the scrolls or the shield. Velvet should have been continued to the ceiling and also to the floor. This would have given a much richer effect. The expense would have been considerably more, but the goods would keep, rolled evenly on a cylinder of cardboard, and could be used many times in futurity.

In the second picture was a dark green rope, unknotted, to match the velvet in shade. Double shelves were used at the left, on which were those same tan leather leggings; and those same piggy-ninnies were ravenously hungry as before, and just as much interested in the fate of "Papa's skin!" The sportsman's boots with rawhide thongs were still in the left corner front. Neither had the low shoes been removed. Many high ones, however, were inserted to walk into popular favor. Nearly all of these had the crimped vamp. The lining was perfectly smooth, necessarily, while the crimps across the ball of the foot took the lines that would ordinarily come with usage, and are said to make a new shoe "feel like an old one on a tired foot"—certainly a great desideratum in these days of hurry-skurry.

Jo Thurber.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, May 2—The month comes in as it has done for many other seasons—cold and windy, with reports of severe weather up-state that may "kill all vegetables" and cause a tremendous scarcity of stuff usually put into tin cans. As yet little or no effect has been noticed on the market, although there is time enough yet.

Coffee had quite a time in going up ten points and, when this feat was achieved, there was quite a hurrah. Later on came a reaction and almost all the advance was lost. This decline is said to follow advices of larger supplies at Brazilian ports. The general statistical position shows little, if any, change. In store and afloat there are 3,526,431 bags, against 3,996,053 bags at the same time last year. The receipts of coffee at the two Brazilian ports, Rio and Santos, from July 1, 1907, to April 29, aggregated 9,485,000 bags, against 17,389,000 bags at the same time last year and 9,260,000 bags two years ago. Mild sorts of coffee have been quiet but steady and at the close are well held at about former rates.

Not a single item of interest can be found in the length of the sugar trade. Jobbers seem to be well

stocked up and, for that matter, so are retailers. About all the business done has been in withdrawals under previous contract.

A slightly improved undertone is felt in the tea trade. The general trend of trade has been toward lower sorts, but within a few days Formosas and Pingsueys have also been in better request. Quotations generally are steady on former basis.

Buyers of rice are taking small lots, insisting on having orders filled with "neatness and despatch." Quotations are firm and would-be purchasers will gain nothing and lose time in going "shopping." The goods must be sold, but sellers are not making concessions.

Spices are quiet. There is simply the usual volume of trading that prevails at this season of the year. Supplies are not especially large, but there seems enough of everything to go around and quotations are steady and entirely unchanged.

Molasses is in very moderate supply and holders are firm. Quotations are not positively higher than a week ago, but the general undertone is stronger. Good to prime, 26@30c. Syrups are in light supply and quiet.

There is nothing at all new to chronicle in the canned goods market. It is the exception when anything like activity prevails during the month of May. Tomatoes show a little brighter aspect, both for spot and futures, and sales of either are practically on the basis of 75c f. o. b. for standard 3s. Peas have moved more freely since the recent slight decline and it may be the market will be pretty well cleaned up by the time new stock reaches us. As to California fruits, there is a rumor that lower quotations—decidedly lower—have been made by canneries not in the trust. The crop outlook in the Golden State would seem to justify such a decline and the consumer will, of course, welcome it. Salmon is reported as mighty quiet and some jobbers are stocked with sufficient quantities to last for the remainder of the year.

Butter rules firm for the top grades and the demand has been sufficient to keep the market pretty well cleaned up. Creamery specials are quoted at 27c; extras, 26½c; firsts, 25@26c; held stock, 25@26c; Western imitation creamery extras, 23@24c; Western factory firsts, 20c; seconds, 18½@19½c.

There is no change to be noted in cheese. The supply of new is larger, but the quality, as usual with first arrivals, leaves much to be desired. Old full cream is steady at 15¼c.

Eggs are in much freer supply and tend to a lower level. Nearby stock, 18@18½c; best Western storage packed, 16½@17½c; fancy duck eggs, 20@22c.

Those Excuses.

"Once a relative of mine went to a dealer to get some fish, and found that they were selling very high. She complained, and the man said:

"Fish is dear, ma'am; oh, yes, very dear. You see, it's getting so scarce on account of these here aquariums."

It is better to see some of the saint in others than to talk all the time about the sinner in yourself.

A good many people have given up praying because it costs so much practicing.

The best work shoes bear the
MAYER Trade Mark

MICHIGAN SHOE COMPANY

"Mishoco" New Specialty Shoe
for Men and Boys

"Josephine" for Women

Made in all Leathers Snappy up-to-date Lasts

Selling Agents Boston Rubber Shoe Co.

DETROIT

Our
Spring Lines

are now

Ready

for

Inspection



Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

NOTICE

We are members of the GRAND RAPIDS WHOLESALE ASSOCIATION offering the PERPETUAL HALF FARE TRADE EXCURSION PLAN, GOOD EVERY DAY IN THE WEEK. Write for particulars. ❀ ❀

P. Steketee & Sons

Wholesale Dry Goods Grand Rapids, Mich.

CARVING OUT A CAREER.**Must Be Forceful In Order To Be Successful.**

To be successful you must be forceful. The conditions under which we live imperatively demand men of strong potentiality who have the courage to assert themselves and the stamina to keep abreast of the life line.

There is not even a back seat, only standing room, for weak, timid, vacillating men. Those only with the nerve and vim to dare and do can hope to get a place in the great arena and take part in the contest. The others must go down to defeat and be trampled upon by the onrushing multitude.

To be successful does not necessitate the acquisition of riches or the making of a mighty name. The glittering glare of gold or the empty bauble of fame does not constitute success; many a millionaire is a miserable failure, while many a poor man is a shining example of success.

A man may have bags of money, yet at the same time be poor in all those qualities which constitute a sterling manhood. And as for fame, there are many whose names are ringing round the world and acclaimed by the lips of men who gladly would barter places with a chimney sweep or street peddler.

What, then, is success? Who is the successful man?

Success Attainment of Ambition.

Success is the attainment of laudable desires, and the successful man is he who faithfully performs his duty towards himself and all the world besides, and by doing so confers happiness upon himself in the knowledge that he is fulfilling his divine mission here in the hope of an eternal reward hereafter.

He is the man who has an invincible purpose and will allow nothing to thwart his determination until he has attained the object of his desires. He has grit and grip, the grit which enables him to persevere in the face of all difficulties and the grip to hang on until he accomplishes his design and gains his end.

He keeps the needle of life true to the pole star of hope and with dauntless courage, carefully looking out for rocks ahead, guides his craft till at last he enters port safely after a good voyage.

The man who fails is he who has not force to sustain him in his purpose, who is lacking moral fiber and worldly ambition, whose nature is as straw and his backbone as pulp. He is like an engine without the driving rod, though the motive power may be there, he can not exert it for want of the means. He is passive to his surroundings and lets others use him as a stepping stone for their own passage across the river of life. He lies down supinely, a victim of his own inertia, unable to help himself because he will not call forth the latent forces of his nature, but allows them to lie dormant until they become paralyzed from inactivity.

Always Have Steam Up.

But the man of grit who has a plan

and a purpose is ever on the alert, the steam is constantly up, and the throttle has only to be opened to put the engine in motion. He is ever eager to seize his opportunities, and will not let a chance slip him if he can avail himself of it to further his cause.

He carries in his presence a power that controls and commands. He is spared the necessity of declaring himself, for self-assertion speaks in his every act. He radiates energy, and he inoculates others with the virus of his enthusiasm. He inspires a sublime audacity and an heroic courage. He is ever optimistic, and his optimism begets a confidence that never dies while the light of life remains.

With him hope is perennial, for he knows that when hope is allowed to perish the moral courage departs also, leaving but a wreck of nerveless humanity stranded on the shores of time, where it lies bleaching to oblivion in the sun which warms others into vigor and action.

The man with a yielding disposition, who never can stick to a resolution, is like a traveler on an unknown road, with no landmarks to guide him and ignorant of what is the right direction to take to lead him to his destination. He can not assert his individuality, and without this self-assertion he might as well be out of the world altogether, for he is doing neither himself nor the world any good.

Brave Taunts of the World.

Dare to be singular. Be prepared to brave the taunts and sneers of the world. It has laughed at many a good man in the past and will deride many a good one in the future. Never mind it. When it finds its carping and criticism have no effect it will turn the other way, and make up for the blame by praising your grit and determination of spirit.

Truths that now sway the souls of men were first proclaimed by individual lips. Great thoughts that now are the axioms of humanity proceeded from the centers of individual hearts. Individual effort has been the mightiest agency for the purifying and uplifting of mankind.

Some never think of asserting themselves, are too timid to take the initiative of proclaiming their own manhood and pitting it against their compeers. Such lead an aimless, useless existence, and sink into the grave without leaving a trace behind to indicate that they lived at all.

In every age there have been those who might have rivaled the lofty patriotism of Washington, the sublime devotion of Lincoln, the broad humanity of Howard, the magic eloquence of Webster, the polished oratory of Clay, but who passed away into the oblivion of forgetfulness, leaving not a single memorial behind them of lofty aim or moral heroism, the only epitaph that could be inscribed for them being a record of birth, life, and death.

Courage Need of Young Man.

They let others fashion their lives for them, think for them, act for them, and were content to be no-

bodies when they might have been somebodies of eminence and distinction, living for the glory of themselves and the benefit of the race.

Especially is force of character necessary to the young man setting out on life's journey, to enable him to overcome the temptations that beset him. He may have the loftiest ambitions, the noblest aspirations, the sublimest desires, but these will be nullified if he does not call to his aid every effort of his nature to live up to the grand ideals which probably have been instilled in him by a loving mother or a fond father. The tempter will come to him and sneer in supercilious scorn and ironical disdain and try by every means to entice him from the path of honor, of rectitude.

Never mind the sneer of the dandy or the jeer of the coquette. Better be tied to your mother's apron strings than bound with the fetters of dissipation; better the home fireside with its quiet light than the gilded glare of the corner gin palace; better the family prayers than the language of sin.

Beware of the Tempter.

Remember the "good time" to which you are invited will in the end turn out a bad time for those who give the invitation and for yourself if you accept.

Never sacrifice your manhood nor the hopes of your future on the altar of the tempter; never quench your convictions before the mocking taunt of some empty headed street corner loafer.

Scorn to degrade yourself by yielding up your individuality to suit the whim of the worthless or the vulgar. Thousands become vicious because they never form the resolve to live nobly. Such men are the dead leaves that fall upon the stream and are carried along, not by any vital power in themselves but by the eddying current of the shallow stream on which they listlessly float to forgetfulness.

Madison C. Peters.

Your Message Must Be Delivered.

No matter what the equipment of a man may be for the highest degree of specialized work, that knowledge and skill must be supplemented with a personality that is sufficient to carry and direct it. The nature of his specialty may determine whether a bold aggressiveness or a tactful, diplomatic manner be its proper and fitting personal dress. But whatever that work, if it brings him in contact with men, his personality must back it to success.

Too often the young man overlooks this essential fact. In the boy at school a personal initiativeness makes a strong appeal. He discovers some strong nature among his fellows and idealizes him. Everything this Admirable Crichton does stimulates him to imitation. Imitating, he may be laughed at for his pains.

Probably every one of worldly experience is familiar with that type of man, found in every walk of life, to whom the attention of the stranger is called occasionally by the man's acquaintances.

"Did you see that fellow we passed just now?" is an old form of the introduction. "You wouldn't think that he's one of the best educated men in this country, would you? He speaks six languages, is one of the best civil engineers in the state, and has traveled all over the world. But here he is—buried here, with hardly a whole suit to his back."

Here at a glance one sees the man who has been intrusted with a message which he has not delivered. He has not made the first move at delivering it, but has sat down at the doorway of opportunity, too idly conspicuous to be overlooked by anyone. In this position he becomes a standing object lesson illustrating failure in a marked degree. But how many young men who are able to see and profit from this marked failure fail to discover in themselves how far short of delivering their own messages their own ways and means threaten? They have started and are moving—yes; but along what lines?

"There are always two straight roads to a town,

One over—one under—the hill."

Waiting does not mean a literal sitting down, inert and motionless. It may be an adaptation of that old and wise adjuration, "Do the next best thing." The young man has his message. He decides upon its place of delivery, but is uncertain only of the distance and of the time necessary to the accomplishment. What can he do to save this element of time? How shall he determine if he be wasting effort? When and for how long shall he sit inert, literally waiting?

Looking over a great open office in which almost a hundred men were working, an employer of men called my attention to two figures at two desks. One of these was the figure of a self-contained, quiet man, delving in papers under his eye; the other a figure of the tensely nervous type, almost flighty in his lack of poise, yet with a certain capability in his face.

"I know without asking which of the two appeals to you," said my friend. "He appeals to me, also, and he has the brains and the knowledge to back it up. But I have to pay the other fellow just three times the salary. One is the most dependable man I ever met; the other so uncertain that he tries my soul a hundred times a year. Yet if I were called on to kick one or the other of these men for an impelling cause, I'd kick the dependable one good and hard!"

Why? Because of that man's undelivered message. What are you doing toward delivering yours?

John A. Howland.

Had Seen Her.

"There are great things in store for you," said the fortune teller to the young man; "but there will be many obstacles to overcome. There is a woman continually crossing your path, a large woman with dark hair and eyes. She will dog your footsteps untiringly."

"Yes; I know who that is."

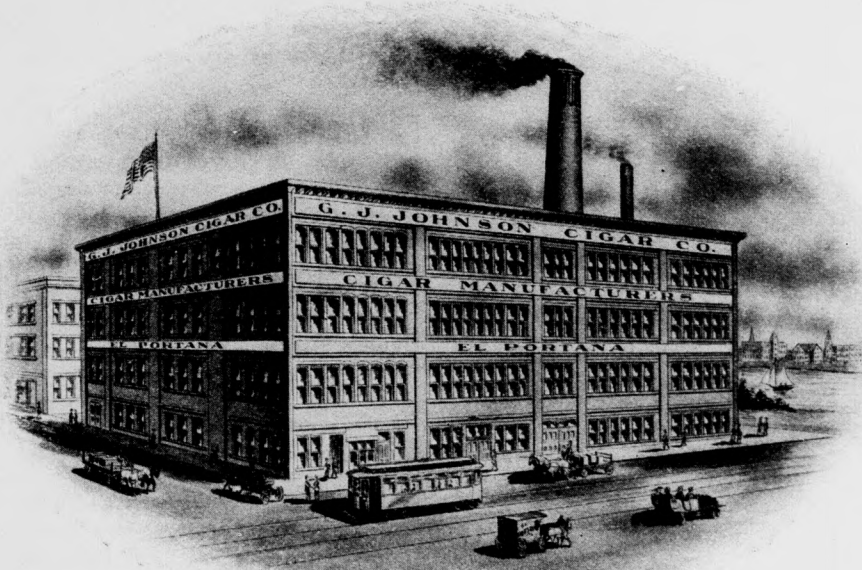
"Ah, you have seen her?"

"Yes. She's my washerwoman."

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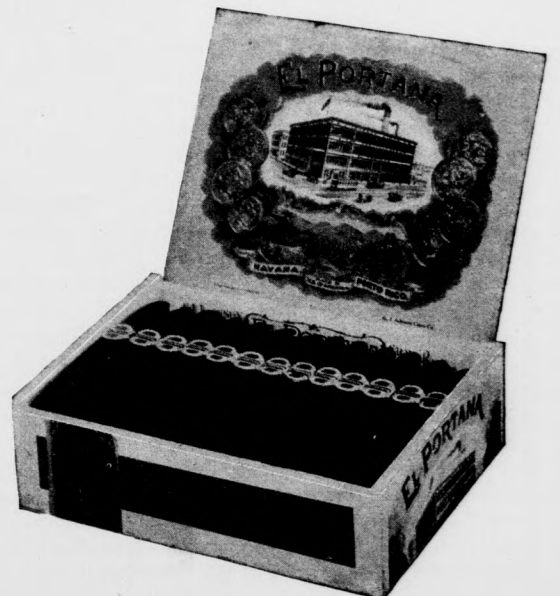
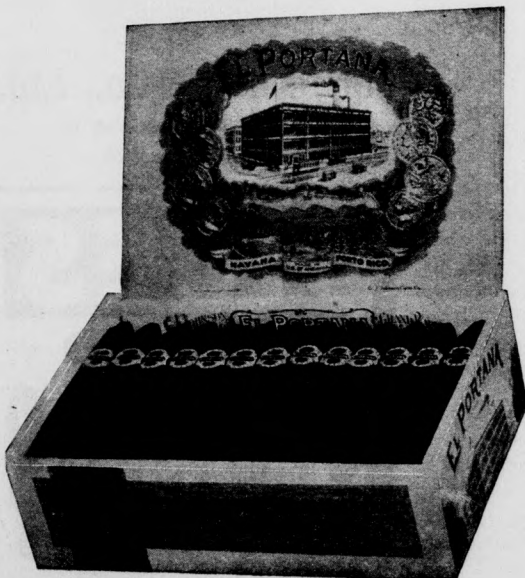
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Orders For Fall Business Running Small.

Clothing travelers are now on the road for fall. Manufacturers who have been well represented for some little time, as well as some of those whose men have been out only a short while, report that heavyweight orders are running smaller than last year. While this indicates that retailers are buying conservatively and to cover only their initial deeds, there are manufacturers who explain that they would much prefer to have the business come in in this way under present conditions. Some houses state that their travelers went out with instructions to hold their customers down to covering their wants only and to take orders with the understanding that no cancellations would be accepted. There is now this general effort to break away from paper orders, and resolve the business down to a basis that can actually be depended upon. In other words, the manufacturers want only such orders as they know will stick.

Of course there are cases where the orders approach the medial, being neither small nor large but normal for the state of trade. Sellers are appreciating the retailers' position, and while commending their judgment and conservatism, incline to the opinion that their present attitude is indicative of brisk house trade this summer.

Fabric Styles.

While the consensus of opinion is that too little business has yet developed to form a basis for judgment as to what is actually selling, it is admitted that the orders show woollens to be well favored, and that unfinished, soft-faced goods are liked. Yet, as a matter of course, worsteds are held to be prime favorites, although it is stated on all sides that more of the soft goods are being sold.

In overcoatings and in suitings the fancy fabric styles in the new ranges of colorings are selling. The novelties, so-called because of their high colors and fancy, showy patterns in stripes and plaids, are taking hold to that extent that sellers declare it their belief that if the travelers had gone out with staple lines the orders would have been smaller. In fact, it is admitted of this heavyweight season that novelties will again, as was the case with spring, prove to be the salvation of the business.

Style Novelties.

Although clothiers have had seasons before when the heavyweight lines were plentifully supplied with fancy fabrics, no previous season is recalled that was so prolific of novelty features in the garment models as is the case for the season just opened. And it is claimed by the houses making a play on extreme styles that the retail clothiers are

buying these novelties, and that they are much better favored than before for any fall season, because just now the trend of fashion is noveltywards. Naturally this runs largely to young men's trade, and is growing noticeably in this direction.

Overcoat lines vie with the suits in style details, and in this line, also, the novelties have taken hold, including the fancy-back overcoatings made up skeletonized with silk and satin shields, made in the comparatively recent automobile greatcoat models with the Prussian collar feature and modifications thereof.

Browns Now Have the Call.

Wholesalers report a little activity on lightweights for immediate consumption, but that the same is confined mostly to enquiries for browns. While buyers state that they are able to pick up a few browns here and there after raking the market with a fine-tooth comb, some go so far as to say they believe that manufacturers could get some browns from the mills if they would but buy them, but that this they believe they do not want to do on account of the lateness of the season. When asked regarding this manufacturers stated that many of the browns recently brought out by the mills consisted of grays dyed brown and were not satisfactory in color or style.

Optimism vs. Pessimism.

There is no doubt that in some places pessimism is being overdone, for there is a great deal of it in the air. Just as pessimism creates gloom, so optimism creates happiness, brightness and all the good repute that goes with cheerfulness. The habit of persisting in a miserable outlook has the inevitable result of creating the very misery which we all pretend we wish to see disappear. The merchant should cultivate the spirit of optimism and carry the doctrine right into the practical details of his business. Your own optimism and the cheerfulness you put into your business is a bulwark against the fear of failure.

Information from places in the Central West, especially in the zone that depends chiefly on agricultural trade, is very encouraging, and it is reckoned that from this section duplicate orders will be received more freely later in the season. Some of the more optimistic manufacturers think that there will also be a much better demand for goods from the large city trade should the weather be favorable up to June 1.—Apparel Gazette.

Club All Merchants Should Join.

There is a new club, called the Optimistic Club of America, that every dealer should join. Here is some of its philosophy. It is subject to modifications and additions. It is as follows:

God reigns, the Union still lives and the sun still shines, even although the clouds obscure it.

There are more people dying each day for the lack of a kind word, a pat on the back and a little encouragement than there are from disease.

A smile is potential, magnetic and dispels trouble.

The man who never makes any mistakes never makes anything else.

Hard luck stories are like overdue notes.

Go bury thy sorrows, the world hath its share. Just smile.

Before money was invented some people were happy.

Shake hands as though you meant it, and smile.

Nobody can compute the value of a smile; a frown has cost a kingdom.

Nobody can really harm you but yourself.

You are under a real obligation to every man on earth.

You can not put influence in a glass case.

When in doubt take Optimism.

In darkness, in light, in sorrow, in blight, be an Optimist ever, and things will come all right.

Optimism is the first-born of hope, the mother of confidence, the executioner of adversity and the undertaker of pessimism.

A frown is a renegade smile that is afraid to look itself in the face.

On the faces of the happy aged it is a well known fact that wrinkles are only the footprints of smiles.

On the vehicle of modern progress the creak of the wheel is the pessimistic protest; a little optimistic lubricant will silence both the creak and the croak.

The optimist wins.

The greatest smiler is the greatest healer.

Smile and the world smiles with you; croak and you croak alone.

A smile is God's own medicine.

A grin is a counterfeit smile, and does not pass current because the heart stamp of genuineness is not upon it.

Optimism and pessimism have fought many bloody battles; if optimism had not been a victor up to date hope would have died years ago.

In the realm of the birds the lark is the optimist, the crow is the pessimist. Why be a crow?

Clearing house certificates and tight financial conditions have afforded more people, who never had a dollar, an excuse for their hard luck stories than anything that has happened since the Civil War.

Let optimism and the optimist destroy the last hope of the pessimist and perfect confidence will again prevail, with peace and plenty for all.

Fall into line and the sunshine of the home and the glory of trade will reflect the delight of a gracious personality.

Organize a local club, improve upon the philosophy quoted above if you can; print and spread your work, and let the motto of your club be:

"Not until every man and woman has been successfully enlisted will we haul down the unconquerable flag of determination."

His Chance To Escape.

"Life at best is but a gloomy prison," said the moralizing bachelor.

"So much the worse for men who deliberately choose solitary confinement," remarked the girl who had her trap set.



TRADE **IDEAL** MARK

"Always Our Aim"

To make the best work garments on the market.

To make them at a price that insures the dealer a good profit, and

To make them in such a way that the man who has once worn our garments will not wear "something just as good," but will insist upon having **The Ideal Brand**.

Write us for samples.

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

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For Ladies, Misses and Children



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PILES CURED
...without...
Chloroform, Knife or Pain
Dr. Willard M. Burleson
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Booklet free on application

THE SLOW CUSTOMERS.

Sweet Little Blondes Buy Neckties for Charlie.

Written for the Tradesman.

The clothing store was crowded that morning. The weather was cold and snowy, and heavy suits, warm underclothing and overcoats were in good demand. The clerks were trying to wait on half a dozen customers at once.

Presently the door opened on this scene of business thrift and two prettily gowned girls entered and walked over to the gentlemen's furnishing goods department.

"There comes a delegation that will hold you for a time," whispered Dick to the young man whose duty it was to preside at the sales of furnishings. "They probably want to buy a yellow tie for Brother Bill."

The other looked up with a frown. He was busy just then trying to make a \$40 deal, and the girls would have to wait.

They did not appear to mind waiting. They bent over the show cases and pointed through the glass with their nicely gloved fingers and nudged each other in the ribs at little remarks which were made.

After a time the furnishings clerk concluded his deal and stepped behind the show case where the girls stood.

"Good morning!" he said. "Sorry you had to wait! We're pretty busy this morning. Something in the tie line?"

"Yes," replied the girl in brown. "We want to see some of those ties. Some of the nice ones, please. Four-in-hands."

The clerk opened the show case at the back and ran his hands over the boxes holding the ties.

"Any special color?" he asked.

"Brown," said the girl in the suit of that color.

"Green," said the girl in the green suit.

The clerk smiled and took out both colors.

"Here are a lot of shades," he said. "We have a large assortment to choose from. How's this?"

He made a green tie up on his hand and held it up.

The girls whispered together for a moment.

"I think it's too lovely for anything," said the one in green.

"That awful Nile green?" said the other, who seemed to have a sharp tongue in her head. "Charlie can never wear that in the world! Green? Why, it would make him look like a lemon!"

The clerk pretended not to hear, but he dropped the green tie and made a brown one.

"This is pretty," he said.

"It's too sweet for anything," said the girl in brown. "Have you a lighter shade? That's pretty dark."

"Pretty dark!" said the other. "I should think it was pretty dark! It would give that midnight-assassin effect to Charley that would drive birds out of the trees. Why not get a green one?"

The clerk, anxious as he was to get back to the customers who were

waiting for suits and overcoats, rather enjoyed the thing. It was quite clear to him that the girls were sisters, and that they were making a merger of their money to lavish a tie on some mutual friend.

"Green!" whispered the brown girl. "He would be ashamed to be seen on the street with it on! The one he wears now is almost brown."

"It's nearer blue," said the other. "Let's look at some blue ones!"

"Why, of course," said the other.

The clerk got out the blue ones and held them up to the light. The girl in green selected a turquoise and walked to the window with it.

"How do you think he'd like this one?" she asked, coming back to the clerk.

The clerk vowed that it was the cutest thing in the whole array. May his future be not so miserable as it might be because of the deception! He was in a hurry to get back to the suit department!

"Blue looks well on every one," he said. "Blue is being worn a lot now."

"He'll never wear it in the world," insisted the brown girl. "It would make him look like the funny men you see at the shows."

The clerk took out a rose pink tie and made it up over his hand.

"This is quite the thing," he said.

"Oh, the idea!" cried the green girl. "You can't know Charlie. That would light him up like a lobster!"

The clerk looked back at the customers who were waiting to give up their money for thirty-dollar suits and overcoats!

"If there is ever a time when I'm busy," he thought, regretfully, "that is the time I get caught in a snarl like this! I wish these sweet things would go somewhere else to buy their presents for Charlie."

"Haven't you got something in brown with a green edge on it, or something like that?" asked the brown girl.

The green girl snickered.

"He'd be arrested if he wore anything like that," she said.

Rendered desperate by the delay, the clerk threw out about half his stock.

"There's an old customer waiting for me down there," he said. "If you'll be so kind as to look the goods over while I go down there and see what he wants?" he said.

"Of course," said the green girl.

"We can look them all over and tell you just what we want when you come back. Do we have to smooth them out and put them back in the boxes? What do you do with the boxes when you get alone with them? I think they look cute!"

"How can we select a tie without a man to advise us?" asked the brown girl. "I'm sure I don't know what men want."

The clerk thought he wasn't doing much in an advisory way, but he remained behind the counter and tried to look pleasant. He knew that his fellow clerks were grinning at him from behind the stacks of clothing.

"There!" said the brown girl,

"here's something that might look all right. It's got a good many shades in it, though. Say, Mame, do you remember the tie George wore that night we had the hay ride? The boys said he was as good as an electric light. I wonder if we hadn't better look a little further?"

"You won't find a better stock anywhere," said the clerk, resolved to make a sale after all the trouble he had been to. "Suppose you take this brown one and let him exchange it if it doesn't suit?"

"What an ideal!" cried the green girl. "We want him to wear the very one we pick out for him! It does seem as if we ought to find something suitable in this stock."

The clerk stood first on one foot and then on the other—waiting!

After a long time the girls selected a monster of a tie with both brown and green in it. How the makers had ever found the nerve to put such a combination on the market he could not understand. However, he was thinking only of making the sale and getting back to more profitable customers.

"How much is this tie?" asked the girl in green.

"That one is one dollar."

"A whole dollar!" said the brown girl. "Why, Neddie buys them for two for a quarter! I never heard of anything like a dollar for a tie like that."

It was clear that the green girl was equally astonished at the price. After all they didn't want the combination of colors. The green girl wanted Charlie to have a green tie so it would match her suit, and the brown girl wanted him to wear a brown one for the same reason! There was nothing in any school of salesmanship that he had ever heard about that would provide against a warring of interests like this. Finally the girls selected two ties—one brown, one green—at half a dollar each.

"We'll each buy one," said the green girl, "and see which one he wears the first time he comes to the house."

"Why didn't we think of that before?" asked the brown girl.

Each one smiled confidently. Charlie had evidently been giving each one the merry love-dope.

The customers counted out cents, nickels and dimes to the amount of half a dollar each, and the clerk wrapped up the ties, each in a separate paper.

"Won't he be surprised?" asked the brown girl, as they took their packages and made for the door.

The clerk closed the show case with a bang and got back to the suit department, where he could make some money for the firm.

"I guess he will be surprised," he muttered, "when he runs up against those shades! He'll probably have a fit when he sees them, and if he ever wears them out it will be by stringing them back and forth around a chair back!"

And people often wonder why clerks are impatient with customers!

Alfred B. Tozer.



The only System in all the world that both makes and saves money for its users.

SUPPOSE when Admiral Dewey, on that memorable May morning in Manila Bay, said, "Are you ready, Gridley?" Gridley had replied, "No. My guns are not loaded; I haven't any ammunition; my range finders are lost. I was ready last week."

But, Pshaw!

Why suppose such a foolish thing? Of course he was ready, and the words had hardly left Dewey's lips before the big guns, that were heard all around the world, were belching forth death and destruction to the Spanish fleet.

Mr. Merchant,

are your weapons efficient and ready? Are you "primed" for every occasion? Honest now! Do you stand ready?

- 1st. To handle all the credit sales just as quickly as your cash sales?
- 2d. To settle any account at any moment, pay day or any other day?
- 3d. To tell in five minutes' time the amount of all your outstanding credit accounts?
- 4th. To tell in less time the amount of credit sales made today?
- 5th. To immediately make up a proof of loss for an insurance adjuster in case of fire?
- 6th. To give your customer the amount which he owed when he came into your store, an itemized statement of what he purchased while there, and the total he owes you when he leaves your store?

If you are ready, you have An American, and you are an American Commander riding every wave, and you will certainly fly your flag in the Harbor of Success.

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Alliance, Ohio

J. A. Plank, General Agent
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Send more particulars about the American Account Register and System.

Name

Town

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THE BANK'S MONEY.

The Express Agent Was Compelled To Guard It.

"I've got \$20,000 in gold coin for you, Blankinson," said Jim Durley, who was station agent, express agent and telegraph operator at the little town.

"So I see," said Blankinson, cashier of the one bank in the place.

"Well, I'm ready to deliver it to you."

"And I'm not ready to take it, Jim. Bank is closed now. The time lock is on the safe. You'll have to keep it until morning."

"Not on your life," said Durley. "I decline the responsibility. There's the money in those little bags and I'm ready to deliver it. You've got to take it."

"The money is consigned to the bank, I notice," said Blankinson. "It's not sent to me. And the bank is closed. Go ahead and deliver it if you can."

The coin had come from Chicago on the 3:15 "limited," and the train was two hours late. Hence the dilemma. Jim Durley pleaded and threatened in vain. Blankinson was within his rights. He was not responsible for the lateness of the train, and he declared his perfect willingness to trust the money in the hands of the express company until next morning.

"But look here," said the agent in despair. "We've got no night man now, and I'll have to leave the money in that bum old safe. Any burglar could open it with his eyes shut. You could open it yourself, Blankinson. You wouldn't need any cold chisels and drills. Why, you can almost hear the tumblers drop in that combination when there's a freight train going by. They've promised me a new safe, but it frightens me to think of leaving \$20,000 in that old cast iron thing over night."

"It's up to you, Jim—you and the company. I'd simply lock it up and go home and say nothing about the matter to anybody. Chances are a thousand to one it'll not be molested. If a burglar should come the company will have to stand the loss. They can't blame you. I'll bear witness to the fact that you tried to deliver it."

Durley was so worried about it that he telegraphed to his superintendent and asked for instructions. The superintendent had gone home, however, and there was nobody in the main office at the moment who would take the responsibility of advising him.

"It's up to you," they said. Jim Durley thought once of taking the money home with him, but he reasoned that if he did that and anything happened he would be in a bad fix. So he simply locked the money in the safe and went home. On the way he met the lone night policeman, and said:

"Keep a lookout for the depot to-night, Sam. I thought I saw some tramps sneaking around a freight car awhile ago."

"All right, I'll watch 'em," said the policeman.

Jim Durley didn't dare to tell him that there was \$20,000 in gold in the safe. That sum might be a temptation even to a night policeman whose salary was only \$40 a month. Why, \$20,000 was a fortune in that town. Even the cashier of the bank got only \$75 a month, and he had to assume all the responsibility in the absence of the bank's owner. When bedtime came, Mrs. Durley noticed that her husband was restless.

"What's the matter, Jim?" she asked.

He explained his trouble.

"Of course it's all right," he said. "Nobody knows about the money being there except Blankinson and ourselves, and it isn't likely that burglars are going to take this particular night to blow up the safe."

"Of course they won't," she assured him. "Forget about it and go to bed."

Jim sat around for awhile and then got up and put on his overcoat and reached in the top drawer of the dresser for his pistol.

"What are you going to do?" his wife asked.

"I'm going to sleep at the station. I'll curl up on that bench in the ladies' waiting room. The safe is just on the other side of that thin partition and if anybody comes around I'll be sure to hear them. Go on to sleep and don't worry about me."

Once at the depot, Jim did not light the lamp, but "curled up on the bench" and tried to go to sleep. The thought of that enormous amount of money kept him awake, however. He could hear strange noises outside and once when he went to the window and looked out he was sure that he saw a man cross the track below the depot and then dodge behind a freight car. This frightened him so that he decided to take the money out of the safe and hide it.

He slipped into his little office, partitioned off between the ladies' waiting room at one end of the station and the "gents" at the other. Jim lighted the lamp and turned it low so that the light would not be seen from the outside. He looked around for a place to hide the money. The depot was boarded up inside instead of being plastered. He took his hatchet and pried one of the boards loose and sprung the end of it out. This left a snug space between the studding.

Propping the board out with the hatchet handle, Jim Durley quickly unlocked the safe and took out the bags of gold, dropped them into this "hole in the wall," and then fastened the siding back into place as noiselessly as he could. Feeling that no burglar would get the gold now, even if he did blow up the safe, Jim put out the light and went back to the ladies' waiting room and soon fell asleep on the bench. He was awakened by a noise, and sat up on the bench, trembling with fright and nervousness.

Taking his pistol in his hand, Jim crept around the corner of the office and looked in through the ticket window, and the sight that he saw made his teeth chatter. A man, clearly a burglar, was kneeling before the open

safe. He had a dark lantern in his left hand and with his right was rummaging among the papers and books in the safe, undoubtedly looking for the money which the agent had hidden in the wall.

With a shaking hand Jim Durley stuck his pistol through the ticket window and fired. He meant to shoot the burglar in the back, and had no qualms of conscience about it. But his aim was bad, and he knew that he had missed. The burglar turned and leaped to his feet, drawing a pistol from his own pocket. He still held the dark lantern in his left hand and awkwardly turned it so the light streamed full in his own face.

Jim was just in the act of firing again, but when he saw the burglar's face he was so astonished that he let the pistol fall to his side.

The man was Blankinson, the bank cashier!

He was trying to burglarize the bank's own \$20,000 in gold from the express company's vault. He dashed the dark lantern to the floor and leaped out of the ticket office, firing as he ran. His aim was better than Durley's, for one of his shots took effect in the station agent's shoulder.

Durley uttered a shout of alarm and sank to the floor just as the

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Commercial and Savings
Departments

cashier burglar leaped through the depot window and disappeared. The night policeman, who happened to be near, had come running at the sound of the shot. He saw the fleeing figure of the burglar and fired a few aimless shots through the darkness. It was useless to pursue the burglar, however, and he made his escape without leaving a clew.

They carried Durley home and the doctor dressed his wound. It was not of a serious nature.

The next day the company's detectives were on the scene, and the papers were full of the agent's heroism. Durley made light of the matter, rightly declaring that if he had not been too excited to shoot straight he could have killed the robber easily. One of the first callers Jim Durley had was Blankinson, the bank cashier. Blankinson was haggard and he slunk into the room like a detected criminal.

"Did you see the robber, Jim?" he asked.

"I saw his back," said Durley. "He had on dark clothes and he was a fair sized fellow."

"Then you wouldn't know him, would you?" said Blankinson, eagerly.

"No," said Durley, "I couldn't identify him. I caught a glimpse of his face as he rose from the safe and turned around, but he had on a black mask."

"Oh, that's too bad," said Blankinson, with a relieved look on his face.

"But the money, Jim?" he asked. "He didn't get away with that, did he?"

"Why, of course," said Jim Durley. "He was carrying the bags of gold with him as he ran away."

"Oh, he was, was he!" said Blankinson, and he went away with a puzzled look on his face.

The express company paid the money back to the bank, but they never found the slightest trace of the burglar. The crime bids fair to remain among the unsolved ones.

But the company did not blame their agent at all. The testimony showed how anxious he had been about the money. The company has him in line for promotion, but he says he has had enough of the business. He is going to buy a farm, he declares.

"I wonder where he got the money to buy a farm?" is the question the bank cashier asks himself. But he can not find the answer.

Ben Burbanks.

Facts About Trees.

The tallest trees in the world are the Australian eucalyptus, reaching a total altitude of four hundred and eighty feet. The biggest are the mammoth trees of California, some of which are two hundred and seventy-six to three hundred and seventy-six feet in height, and a hundred and eight feet in circumference at the base. From measurements of the rings it is believed that some of these trees are from two thousand to twenty-five hundred years old. The oldest tree in the world is said to be on the Island of Kos off the coast of Asia Minor. It is several

thousand years old; but just how many no one has dared to say. The tree is carefully preserved by a wall of masonry round it, and the trunk is thirty feet in circumference.

But there are parts of trees in the form of useful timber which are even older, probably, than any on the stump. Beams in old buildings are preserved to-day which are known to be over a thousand years old. Piles driven by the Romans prior to the Christian era are perfectly sound to-day, and it is known that they have been immersed in the water for upward of two thousand years.

Some woods have remarkably durable properties when immersed in water. They decay rapidly on the stump, many rotting in from five to ten years; but when immersed in water they last longer than iron or steel. An effort is now being made by the Government to preserve woods indefinitely by treating them with oils and tar products. Already telegraph poles and railroad ties have had their average life extended from five to ten years by this process.

How Long They Live.

Scientists have been studying for years to ascertain the average age of different animals, and in the list thus prepared it appears that man is about midway between them in the point of longevity, though physicians believe that he has in himself the power to extend this period rather indefinitely.

The whale leads all animals in point of longevity, his age being placed conservatively at eight hundred to one thousand years. The tortoise comes next, with an age limit extending from one hundred to two hundred years. The elephant, the camel, the eagle, and the crocodile are each credited with one hundred years and upward. The carp is an elusive creature, its age having been figured at from seventy-five to a hundred and fifty years. Tigers, leopards, jaguars, and hyenas live some twenty-five years in confinement, and probably much longer in the wilderness. Swans, parrots, and ravens live two hundred years; pelicans, forty to fifty years; hawks, thirty to forty; geese, eighty years; monkeys and baboons, sixteen to eighteen; squirrels and rabbits, seven years; queen bees, four years; working bees, six months; and drones four months.

From a study of such periods of longevity, it would seem as if Nature had made a sort of Chinese puzzle out of the whole thing. There is apparently no discoverable law that determines the age of the different animals and birds. Why the tortoise and eagle should live some ten or fifteen times longer than cats, dogs, or pigeons is something that no man has yet fathomed.

What He Would Get.

A peasant insured his house against fire. When he got the policy he asked the clerk:

"What should I get if my house were burned down, to-morrow?"

"Three or four years' imprisonment," was the prompt answer.

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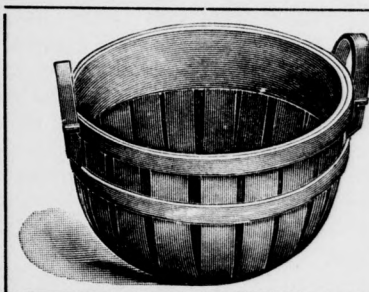
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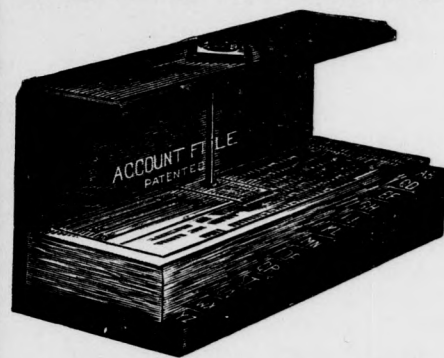
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TRADESMAN COMPANY, Grand Rapids

GOOD OLD TIMES

When Men Worked Twelve Hours a Day.

Written for the Tradesman.

"America is a great country and times change wonderfully."

Old Tim Brent sat down on the steps in front of the Riverside grocery and, producing his jack-knife, began whittling and expectorating vigorously. Several young chaps were sitting or standing about, some of them looking for a job.

The weather was immaculate for an April day.

"The farmers do not seem so anxious to hire men now as they did a year ago," said Bill Sims, the laziest cub in the neighborhood. "Last year at this time it was hurrah, boys, everybody wanted, and lots of jobs going begging."

"Well, who's to blame for that?" drawled an old man who was leaning against the hitching post. "Not the farmers by a blame sight."

"I think they are," growled Sims. "Last year every farmer on the river was hiring; now not a one. Who's to blame if they ain't, old man?"

"The times is out o' j'int, that's all. Farmers can't hire when they can't sell nothing. I reckon the Gov'ment is some to blame."

"That's right, damn the old Government," chuckled old man Brent.

"Something's wrong anyhow," broke in a fourth. "Look the country over and see, what you see—men out of work, prices knocked into flinders and business firms and banks going to the wall. There's a screw loose somewhere."

"Quite right, young feller," chuckled Brent as he continued to whittle. "Some lay it to the Government; others to the Wall street gang. As for the truth of the matter, there's no telling, but a few things are as certain as daylight and water—there won't be so many strikes and labor wars as before."

"Well, no, I guess not," mumbled Sims. "Man'd be a blamed fool to go on a strike if he's holding down a job these times."

"Quite true, my boy," returned the whittler. "Strikes and labor wars usually come in good times, when wages are high and the workingman is riding on the top wave of prosperity. It is then that he sees golden visions and fancies himself as good if not a little better than the millionaire for whom he works. Doesn't he know that it is labor that creates all wealth, and hasn't he a sneaking idea that he isn't getting his share of the spoils? Of course. Consequently, he says to his employer, 'See here, I want you to divide up. If you refuse we'll bust the business.'"

"And that's right, too," said one.

"It is, eh?"

"Certain," declared Farmer Tongs. "Labor creates wealth and it ought to get its share of it, which it doesn't by a long shot."

"I see you are anxious for an argument along the line of an old chestnut, Mr. Tongs. Not this morning, however. That's too dizzying to enter upon now. I was thinking how the world, and Yankee land in par-

ticular, has changed since I was a boy in the fifties."

"Well, that's nat-ral—"

"As pigs," agreed the old man, shutting his knife and dropping it into his pocket. "In my boyhood days there wasn't ever a whisper of discontent, that is, against employers. I lived in the Buchanan hard times before the war, as a boy I mean, and we had hard scratching to make things come out right. One man, a Grand Rapids capitalist of that time, said he expected they'd have to cook the wheelbarrow yet at his house. Men growled about the times, but, you see, there was no 'crime of '73' to look back to then, no labor unions to cuss the plutocrats and thump the heads of honest men who wanted to work—"

"Well, the unions have their rights," interrupted Sim. "I know—"

"Of course, of course," said old Tim. "That's all right. Every man has a God-given right to life, liberty and happiness if he can get them, and even the labor unions have a right to breathe and work—yes, and to strike if they want to—but as to telling other men they shall not work, giving orders to employers as to how they shall run their business, as to what men they may hire, and so forth, that isn't in their bill of rights, and freeborn Americans will not submit to any such dictation for any great length of time. Let that go. I was talking about old times—hard old times, if you please—when men worked for half a dollar a day and boarded themselves."

"Gee snip, did they do that?" uttered Tongs.

"They did just that, my friend, and were glad of the chance. People grumble now at both wages and length of a day's work—ten hours! And a lot work only eight. Why, when I was a boy anybody would have been thought a lunatic who would have declared for an eight-hour day."

"That's long enough, I think," said Bill Sims.

"A lot of folks think the same way," agreed Tim.

"It may do in town," said Farmer Tongs, "but 'twouldn't work on a farm nohow. We have to put in long days to make a living. I tell you—"

"Yes, of course," broke in Tim. "That's all very well. In the times I speak of men worked in mills and on the river eleven hours every day, and they were docked if they failed to make every minute count."

"And got low wages at that," said another. "They may talk of the good old times as much as they like, I don't want none of 'em."

"No, I reckon you don't," pursued Brent. "Men began work in the mills at 6 in the morning and worked until 6 at night, an hour at noon being allowed for lunch. Nobody growled at that, and the ordinary wage was twelve a month and board."

"Whew!" gasped Bill Sims, "that was tough."

"Not so tough as it may seem. I know one of the mill owners thought the hands were having too easy a time and he inaugurated a twelve hour day."

"Twelve hours steady work?" gasped Sims.

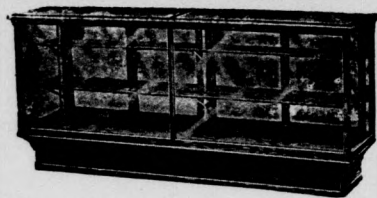
"Exactly that. As a young chap I worked my eleven hours up to this time and was happy as a lark. Had time to fish, go to dances and build air castles outside working hours. Now, when every mill owner took up with the new twelve hour idea, I was mad. I felt it was too much. You see, I was working for eight a month and board. About how much would that be an hour, boys? Figure it out, will you. I've never tried."

"I should have thought there'd been a strike," suggested Bill Sims.

"Strike nothing. Had never heard of such a thing then. Well, the new schedule of time went into operation and soon moved like clockwork. Not a man kicked, verbally or otherwise. We began work at 5:30 and quit at 6:30 at night, having the usual noon-ing. As I was house chore boy, as well as mill hand, I had to get up at 4 every morning, build fires, call the hired girls and make myself generally useful until the mill started up, when I went there to continue my work."

"But, great Caesar! you got a raise of wages?" gasped one of the old man's listeners.

"Not a cent of increase. I didn't ask for any. It wouldn't have done any good if I had. Even with the work going on in this way not many of the mill owners made more than a living. People imagine they work hard now and are persecuted by plutocrats; it's all stuff and nonsense."



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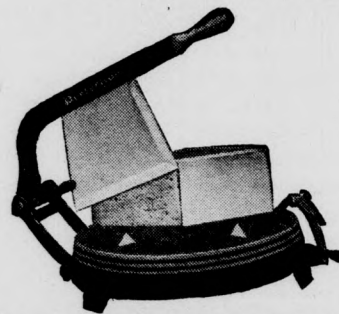
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"I don't think you fellows had a square deal," said Farmer Tongs.

"Perhaps not. I don't remember of a single workman damning the Government or the employers. Of course, we did growl some at first. I thought then, and I think now, that eleven hours' work was quite long enough."

"I should say it was."

"Mind you, that was when every man was on an equality, as he is not to-day," continued Tim Brent. "Now let me tell you something: The special man who inaugurated the twelve hours' work was quite long enough."

"The old skeezoux!"

"He wasn't so very old. He was a good, sociable chap, but he believed that a man who worked ought to make good. He often pleaded for the poor man, even ran for the Legislature on a reform ticket, and his platform was full of love for the dear people."

"He was a hard man—"

"No worse than many others. He was honest in his deal, honest to a penny. Never cheated an employe out of a cent. His claim was that an employer had a right to make the best bargain he could with his employe, and he certainly acted up to that claim. No man need work for him who would not agree to his terms. He may have been right. Sometimes I think so when I see how tyrannical the masses can become when given free rein."

Old Tim sighed, drew out his knife and resumed his whittling.

"Well, I reckon we ain't living in the worst times after all," mumbled Bill Sims, as he straightened up and walked back into the store.

Old Timer.

When the Nose Bleeds.

When the nose is bleeding never hold it over a basin or hold the head down in any way. This only causes further rush of blood to the broken tissues in the nose. The head should be held up and back, the flow being caught in handkerchiefs or cloths. One of the most effective and simple means of checking a nosebleed is to press on the upper lip. Near the under surface of the lip runs the artery that supplies the interior nasal passages where the ruptures occur. If this is pressed the flow of blood is mechanically checked, thus allowing the blood around the broken tissues to congeal and seal up the opening. If merely pressing with the finger does not succeed, place a wad of paper under the lip and fold the lip over it, holding down tight. Again, if this does not succeed and a drug store is near, get some adrenalin, saturate a piece of cotton with it and apply to the interior of the nose from where the blood flows.

The church must expect something beside confetti when she lays aside her hymn books and goes out gunning after sin.

FOR THE WOMEN.

Lavatory Luxuries in the Marshall Field Store.

Written for the Tradesman.

During a recent visit to Chicago, I had the great pleasure of being shown, with different guides, through the immense and world-famous establishment of Marshall Field & Company. There was a jolly party of us, and we had two hours at our disposal. We made the most of the enjoyment and every minute of the time was well employed.

We could scarcely tear ourselves away from the laces and the hand-painted chiffon dresses and the opera cloaks and the \$600 cut glass punch bowl and the Tiffany glass and the bronzes and the paintings; but it is not of these that I shall speak at the present. It is on the rest rooms I shall dwell.

In the on-rushing, the mad-rushing life of Chicago I didn't suppose that women ever took an iota of time in which to rest, but my provincialism received a revelation: It seemed as if a whole village of women had suffered physical or mental collapse, if one might judge by the large number who were taking advantage of the many conveniences and luxuries provided by this great firm. Of course, they are not in business strictly for their health, they must find that they get back the expense of maintaining these public comforts; but, still, those who profit by them fully appreciate their privileges.

Soft carpets in the rest rooms and the writing rooms deadened the footsteps of a continuous procession of women passing to and from other locations. In the "silence room" were women stretched out to get every possible profit from the captandum tactics of the place. Here everything was hushed. The room was darkened and no sound was heard except the continued rumble of the street below and the necessary noises of the store itself. The awe-inspiring atmosphere of a bank pervaded the precincts. Women clutched their pocketbooks with the encompassing clasp born of long practice in a pilfering city, while their minds idly wandered in the Land of Nod.

At the writing desks old and homely, young and charming, middle-aged and indifferent femininity scribbled away as if life depended on the sentences being indited, and the store's stationery dwindled by many a ream.

But what struck me as one of the funniest things I have ever seen was the utterly unreserved manner in which the women made use of the toilet rooms. Here renovating processes were being gone through with the abandon one delights to indulge in in the privacy of her own little boudoir. My sensibilities were shocked by a long veil of wonderful red hair held high aloft while its owner made long passes with a brush from the roots of the golden sheen, which so enveloped its owner that I couldn't catch even her profile.

Perhaps a dozen enameled pedestals made an inviting circle of themselves in the center of their mirrored

room. Spotless towels and soap of good quality were provided in abundance and hot and cold water were as free as air. The towels were stacked high in wire holders and were constantly replenished by the neat white-aproned maids, while soiled linen was gathered as quickly as discarded, and disposed of in its proper place. In the corridors ginghamed women on their knees were just more than scrubbing and digging out imaginary dirt in corners. It seemed to be the lunch hour of some of them, for all of a sudden these straightened up, wiped their hands on their aprons, whipped out combs from invisible parts of their anatomy, let down their back hair and began to comb it vigorously. They had a sense of decorum, although they did not fuss about their looks like their more favored sisters in the room beyond, contenting themselves with gathering their locks into an unpretentious knob on the top of their humble heads.

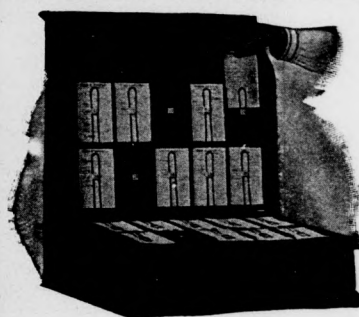
But oh, the prinking that went on behind the discreet doors of the toilet room! I did not know that there were women that would "give away" so publicly the secrets of the dressing room. There were many who went the gamut, beginning by removing their collars and baring their arms to their shoulders, carefully pinning up their sleeves to avoid saturation when they commenced to splash. The sound of constantly running water added itself to the chatter and laughter of the occupants of the room, all of whom were

in various stages of dishabille. By some powder was being daintily dabbed where it would do the most good, while others, reveling in the knowledge that it cost them nothing, slathered it on regardless. Puffs on the head and off were everywhere in evidence and other false hair switched itself into prominence on the dressing tables; it fairly rained hairpins, as the marble floor could easily testify. Rouge was cautiously or incautiously applied, the former applications toned down with white. Then all stray "beau catchers" and "scolding locks" were caught into place, and hats spiked on with millions of pins, for Old Boreas is no respecter of chapeaux in the City of the Lake, and veils becomingly adjusted and Milady was at last ready to sally forth to see and be seen of men and women galore.

I caught all this as our pretty young lady guide whisked us through the room of mysteries, and it amused me still more in retrospection.

As I drifted on I could not help contrasting all this lavatory lavishness with the meager toilet appointments of the average country store—and even with some of the city ones—and conjecturing as to how long it will be before tradesmen in general come to a realizing sense of the great importance of catering minutely to toilet requirements of their women patrons. H. E. Stowe.

The merchant who takes his stock of goods to church with him does not get much good out of the sermon.



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THREE FORTS.

Two of Them Traced in Crumbling Walls.*

There is something about the magic words fort, fortress and fortification that attracts the attention and arouses the curiosity of most of us. To those who have been permitted to live or travel in the region of the Straits of Mackinac the words have a deeper meaning. A circle described with its center on the Island of Mackinac and its diameter reaching to the Soo will include more historic spots than any other territory of equal size in the United States west of the Alleghany Mountains.

Since 1679 there have always been stationed within this area detachments of troops either under the flag of France, England or the United States.

To the average visitor the history of this region has little value, but to those who make the study of history a recreation their visit is doubly profitable.

With the establishment of the palisaded fort at St. Ignace by LaSalle in 1679, under the name of Michillimackinac, from which floated the flag of France; its transfer to the south side of the Straits in 1728, where it was the scene of the Pontiac massacre in 1763, and its transfer under the flag of England to the Island of Michillimackinac in 1780, still retaining the same name; its surrender to the United States in 1796, its capture by the British in 1812, to be again surrendered in 1815, and its abandonment by the United States in 1895 are the connecting links in the long chain of historic years.

It is not my purpose to dwell on the circumstances leading up to the building of the several forts or their abandonment, but I wish in a few words to throw some light upon the history of the grass-grown moat and walls of old Fort Holmes, now the property of the State of Michigan and under the control of the Mackinac Island State Park Commission, of which I have the honor to be the President:

After the close of the Revolution or, to be exact, in 1796, the forts and posts along the Northwest frontier were surrendered, and under orders from the War Department Uriah Tracy made a trip of inspection and report on their condition and needs. His letter, which is on file in the War Department, insofar as it relates to this territory, reads as follows:

Washington, D. C.,
December 20, 1800.

Hon. Samuel Dexter,
Secretary of War.

In consequence of your predecessor's request to visit the posts in the Western territory, I proceeded to Plattsburg..... and on to Fort Michillimackinac.

Our fort at Michillimackinac from every consideration is one of the most important posts we hold on our western frontier. It stands on an island in the Strait, which leads from Lake Michigan into Lake Huron four

or five miles from the head of the Strait. The fort is an irregular work partly built of a strong wall and partly of pickets; and the parade ground within it is from 100 to 125 feet above the surface of the water. It contains a well of never-failing water, a boom-proof used as a magazine, one stone barracks for the use of the officers, equal if not superior to any building of the kind in the United States, a good guardhouse and barracks for soldiers and convenient storehouse for provisions, etc., with three strong and convenient blockhouses. This post is strong, both by nature and art, and the possession of it has great influence with the Indians in favor of the United States. The whole Island on which the fort of Michillimackinac is sit-

mackinac. In fact, the Articles of Capitulation are headed, "Heights Above Fort Michillimackinac."

We have not been able to find in any of the correspondence that anything further was done upon these heights for over fifteen months. Capt. Bullock, the Commandant, in a letter to Noah Freer, Milt. Sect., Montreal, under date of Oct. 3, 1813, says: "Mr. Dickson (Indian agent) and I have consulted together as to the means of defense for the security of Michillimackinac and we are all of the opinion that a reinforcement of at least 200 men with an officer of engineers and twenty artillery men would be required; a stockaded blockhouse (with a well inside stockade) would also be most essentially necessary to be built on a height

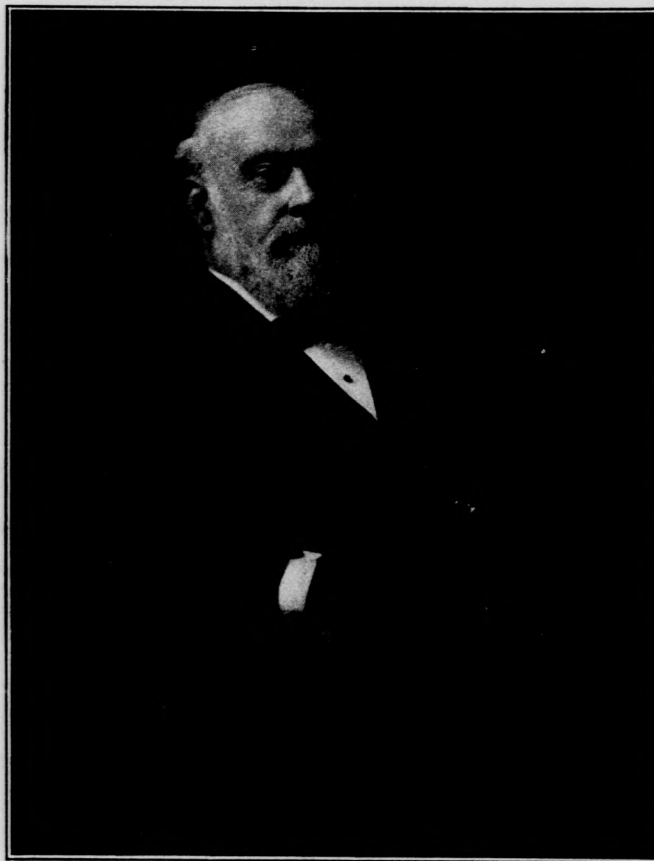
on the north side of the Island except as a reserve point.

Later, through a letter written to Capt. Bulger by Lieut.-Col. McDonall, we learn that by the 1st of March, 1815, he says: "Fort George greatly improved and in a progressive state of improvement; the blockhouse to be unroofed and lowered and the long gun mounted on a circular pivot, the ditch still more widened and deepened, and the glacis raised to a height that will nearly cover the fort. With immense labor stores and magazines have been excavated in the hill close to the entrance of Fort George, and neatly finished, which are bomb proof, and will hold all our provisions and valuables. A bakery is now going on, also undertanks for 400 barrels of water are being made in case we do not find a spring, and the hill itself is surrounded by an abatis of great extent. Depend on it that the greatest difficulties insensibly diminish on being resolutely encountered."

After Fort Michillimackinac was restored to the United States in July, 1815, the name of the fort on the heights was changed to Fort Holmes, in honor of Major Andrew Hunter Holmes, who was killed in the attempted recapture of the fort a year before. It was garrisoned for a few months, when it was abandoned and later the blockhouse was taken down and used as a stable in front of Fort Michillimackinac. Major Holmes was a Kentuckian, a very popular and gallant officer, and belonged to the 32d Infantry. He was shot in five places at once.

Capt. C. Gratiot gives us some light on both forts in his letters and also with the plan he made and forwarded at the time of his visit here in 1817. Writing from Detroit on Feb. 10, 1816, he says: "Your letter relating to Michillimackinac came safely to hand. The importance of its possession has been fully demonstrated during the late war and it has also proven that it has secured to those in possession an uninterrupted intercourse with the Indian tribes residing on the borders of Lake Michigan and the waters of the Illinois and Mississippi Rivers. Had it not fallen, as it did in 1812, the enemy never could have been able to call together such large bands of Indians as he kept engaged on the frontier prior to the recapture of the country by Gen. Harrison; and it is also well known that to the condition of these Indians the disasters which attended our arms in these quarters may be attributed. Its geographical situation is admirably fixed to intercept all intercourse between Lake Huron and Lake Michigan. Permanent possession of it by the Government ought, in my opinion, to be considered of immense importance for the future safety of the whole Northwest Territory."

On the 25th of November, 1817, he writes as follows: "The present work on the heights (Fort Holmes), the plan and section of which are herewith enclosed, consists of a wooden blockhouse enclosed by a thin rampart rivetted with small pieces of timbers mounting four



Hon. Peter White

uated belongs to the United States and is five or six miles in length and two or three miles in width. On the bank of the Strait adjacent to the fort stands a large house which was by the English called "Government House," and kept by the British Commandant of the fort, which now belongs to the United States.

The Island and country about it are remarkably healthy and very fertile for so high a northern latitude.

Uriah Tracy.

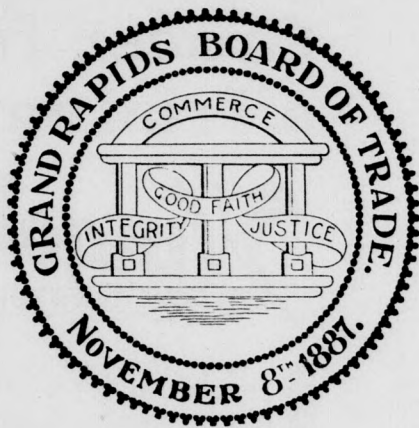
The breaking out of the War of 1812 found the fort garrisoned by only fifty-seven soldiers, ignorant that war had been declared, and so wholly unprepared to defend itself. From the report of Capt. Roberts, commanding the British forces, we learn that he utilized the heights above the fort for the mounting of his cannon and was able to force immediate surrender of Fort Michilli-

about 900 yards in the rear of the fort. This height completely commands the fort, and should an enemy with cannon once get possession of it the fort must consequently fall."

His recommendations evidently bore fruit, as a letter to Gen. Drummond, dated July 17, 1814, signed R. McDonald, says: "I am doing my utmost to prepare for their reception (the American forces). Our new works on the hill overlooking the old fort are nearly completed and the blockhouses in the center will be finished this week, which will make this position one of the strongest in Canada. Its principal defect is the difficulty of finding water near it, but that obviated and a sufficient supply of provisions laid in, no force that the enemy can bring will be able to reduce it."

There is no evidence to show that it was used at the time of the battle

*Paper read before Michigan Pioneer and Historical Society by Hon. Peter White, of Marquette.



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pieces of traveling carriages. This work was thrown up by the English while in possession of the Island during the late war as an important rallying point in case of attack. Its dimensions, together with its construction, does not present a sufficient defense to recommend its reconstruction in permanent material.

Fort Mackinac, a plan and section of which are also enclosed, requires no further repairs than the renewal of its platform. This post must necessarily be kept up as it is in the channel of communication between Fort Holmes and the harbor."

The following year Capt. Gratiot made a study of the fort and drew up a complete plan for rebuilding Fort Holmes, which plan (consisting of fifteen sheets) is now on file in the War Department.

In 1820 the buildings were used for other purposes and Fort Holmes became the prey of the relic hunter.

Three years ago, when the Commission started to create a park in front of Fort Mackinac, it was necessary to remove the old buildings there, and among them was the old blockhouse. The timbers were saved and this spring the old building was restored to its original position.

The last Legislature appropriated the sum of \$800 toward the work of restoration.

The War Department has kindly arranged to furnish guns of as near the pattern of that period as it would have, and when all is completed we would invite the Society to hold a meeting within its historic walls.

While the men were at work last week on the site of the magazine they uncovered a solid shot, which has lain where found for ninety years, and I take great pleasure in presenting it to the collection of the Society.

* * *

Old Fort Michillimackinac (Mackinac) is known to more of the people of this United States than any other fortification now standing. Its snow-white walls have for 125 years attracted the attention of the passing voyager, and as he approached the shore below he marveled at the strange picture on the heights above, the mixture of mediaeval and modern.

In these happy days of peace it is the mecca of thousands of visitors from every state of the Union, and although no blue coated sentinel meets one at its gates the feeling of security is impressed as soon as one passes over the drawbridge and enters the sally-port.

For over 230 years the name Fort Michillimackinac has been known from the Atlantic to the Pacific, and from the most northern inhabited point of this continent to the Gulf of Mexico. Over its walls, in its several locations, have floated the flags of France, England and the United States. For its possession wars and intrigues had, up to the close of the War of 1812, been going on. Indian massacre and starvation depleted the ranks of its brave defenders, and could all the records of councils

of the Indians and councils of the French and English colonial departments become known, it would be found that this post was considered of more value than any other two posts controlled by the countries interested.

To the hardy French, with their love of adventure, religious zeal and trading instinct, we are indebted for the early exploration and final settlement of this region. The traders, pushing out from the settlements along the St. Lawrence River in small barques and bateaux, manned by the half-breed inhabitants of that region, reinforced by soldiers in search of fortune and renown, always had a member of the Society of Jesus along with them. Starting out with sword in one hand and the Bible and cross in the other, they intended to form new empires and expected to open and control, with the contents of one hand or the other, the commerce and trade of the unexplored regions beyond. Meager indeed were the facilities of transportation and communication. Few members of these expeditions took the trouble to record their adventures, and from mere fragments of piecemeal journals the later day historian has not been able to give as concise a story as we could wish. A correction to the above can be made in part when we refer to the records of Marquette, LaSalle and Joliet. In fact, it is from the writings of these that we are able to form an idea of this region at the time Fort Michillimackinac was established.

In 1671 Father Marquette had established a mission at St. Ignace and had attracted to him the friendly Indians near there. LaSalle came in the year 1673, during the month of August, after a stormy passage up the Lakes, in the barque Griffon, in which he noted the woody cliffs of the turtle-shaped Isle of Michillimackinac standing out in the clear air, a guardian sentinel of the Harbor of St. Ignace.

Anchor was cast in the little bay, now the busy scene of shipping, and with many a salute the entire party landed to offer up in the little rough chapel, built some years before by Marquette, thanks for their safe voyage. LaSalle found a palisaded fort built and occupied by the friendly Hurons. After the religious ceremonies were over the trading spirit was pre-eminent and LaSalle was able to secure from the country around a cargo of furs. The Griffon, under the command of the pilot, set sail, it being the intention of those on board to return the following spring with fresh supplies and rigging for another boat. But in her passage down the Lakes she somewhere was struck by one of those September storms common to this region, even to this day, and found an unknown grave. LaSalle remained and built the

First Fort Michillimackinac, overlooking the Bay of St. Ignace, where he had cast anchor a short time before. On a tall staff at the gate floated the flag of France.

From this time on trade flourished and in 1694 Cadillac came with a

detachment to strengthen the fort and protect the increasing number of traders. At this time it was looked upon as one of the strategic points and to conciliate all parties was the immediate task Cadillac found before him. Under successive commandants a garrison was kept here, but the government of New France, desiring to make the settlement at Detroit the center of the fur trade, offered such inducements as to cause most of the friendly Indians to migrate there, followed by the ever-present trader. A settlement having grown up over on the south side of the Straits the fort was moved over there in 1712 and the flag of France again raised over its walls. Thus was established the

Second Fort Michillimackinac.

With the surrender of Canada and its dependence after the battle of the Plains of Abraham, the province of Michillimackinac and the fort were transferred to England and the French domain in this region was extinguished forever. The Indians did not take well to the new garrison. The English traders were not as liberal in their dealings as the French had been and one complaint brought on another. Wampum belts were circulated and when, early in 1763, they found that in truth their French father had ceded them to the English King, their indignation was boundless. Messengers were sent from one tribe to another and it was resolved that upon a set day attacks should be made simultaneously upon the English forts. June 4 was the

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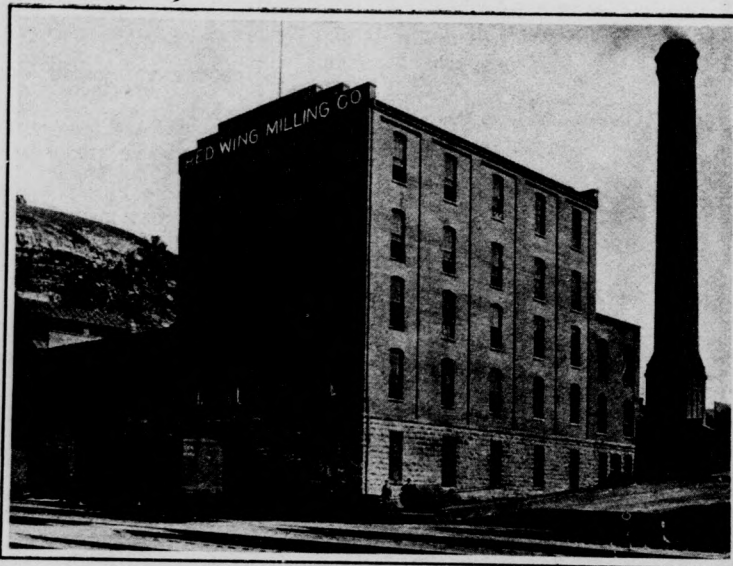
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birthday of the English King, and in honor of the day the Chippewa Indians offered to play a game of ball with the Sacs outside the gates of the fort. The offer was accepted, and so that the garrison and traders could see the game the gates of the fort were left open and all were free to enter. A vast crowd had assembled and during the game the ball was purposely thrown over the stockade into the fort. In an instant, 300 screaming savages were crowding through the gates into the fort, drawing their tomahawks and filling the air with their war cries. But few of the garrison and inhabitants were saved and the trials and sufferings of the survivors were such as to keep others away from the place for several years. The fort was without a garrison until 1767, and during the early years of the Revolution the walls were strengthened and the garrison added to. But fearful of attack by the forces of the United States, Major DuPeyster, in November, 1779, sent over men and supplies to the Island of Michillimackinac for the erection of the

Third Fort Michillimackinac.

It was first occupied by the English troops on the 15th of July, 1780. While the fort was not completed at that time, enough had been done on it to make it safe from surprise and to serve as a good depot for supplies. The walls with the blockhouses were built and buildings for the officers and men were erected as fast as the material was ready. After the close of the Revolution the surrender of this fort to the United States was the subject of much correspondence and it was not turned over until 1796.

Until the opening of the War of 1812 it was occupied by a small detachment of United States troops, and when the British forces came down from St. Joseph's Island on the 17th of July, 1812, demanding and receiving its surrender, they found only fifty-seven men, including officers, in the garrison. Porter Hanks, the commanding officer, in his official report to General Hull, calls attention to the small garrison and to the fact that the opposing force was from 900 to 1,000 strong, the greater part of whom were savages. Again the flag of England was floating over the walls of Fort Michillimackinac. The British at once set in to add to the defenses of the Island, and when the forces of the United States, under the commands of Colonel Croghan and Major Holmes, attempted its capture, they were defeated and the greater part of the attacking force with Major Holmes were killed. No other attempt was made to effect its capture, and after the war was over it was surrendered to the forces of the United States and was the last place occupied by the British troops, and the final act of the drama. The Stars and Stripes were raised on the 18th day of July, 1815, and have ever since floated from the walls. Although the garrison was removed in 1895, it is still kept up ready to defend the liberties and rights of the people of the land of the free and

the sunrise and sunset guns awake the peaceful retreats of this Fairy Isle.

To-day we have the same walls, blockhouses and buildings that were erected years ago. There are but five original blockhouses of that period standing in the United States, and we have three of them here, grim reminders of the days of savage warfare. The old stone quarters, built and used as officers' quarters since 1780, are standing, and with the care given them will stand for 125 years longer. The old sally-ports, with the attendant drawbridge and portcullis, call attention to the days when the foe most dreaded was near at hand.

The history of this most interesting place has been written by master hands and is known to every student of history, as well as every one who has ever heard of Mackinac Island.

Three forts and three flags are all within sight of each other and to-day the ruins of the other two forts can be traced in the crumbling walls at St. Ignace and Mackinaw City.

Employer Was On To His Game.

"What's the matter with you, Jimmie?" asked the kind-hearted employer. "Didn't you get enough sleep last night?"

"I feel kinda sick, sir," replied the junior member of the office force. "I wasn't sleepin'."

"That's rather unusual," commented the kind-hearted employer. "A somnolent condition seems to be normal with you. Come over here and let me see you. H'm! You look rather flushed. Let me see your tongue. Hah! Quite red. This may be serious, Jimmie."

The boy shuffled his feet uneasily and his eyes wandered about the room.

"There's a good deal of grip about," said the kind-hearted employer, seriously, rubbing his chin. "Do you think that you have got the grip?"

"I dunno, sir," replied the boy.

"Because if you have the very best thing you can do is to remain quietly in a warm, even temperature. I think the office is just about right for you. Perhaps I could arrange it so that you could sleep here to-night and send word home to your mother, so she would not be worried about you."

"I don't think it's the grip, sir," said the boy.

"Where do you feel sick?"

"Kinda all over, sir."

"That looks like a complication," said the kind-hearted employer. "It might be a cardiac affection, with a touch of laryngitis and a sympathetic inflammation of the medulla oblongata. Possibly there's a derangement of the epigastric nerve. I don't think it would be wise to neglect this. Have you got shooting pains in the lumbar region?"

"I don't think so, sir," said the boy.

"Any buzzing in the ears?"

"No, sir."

"It's a curious case," said the kind-hearted employer, reflectively. "No buzzing in the ears? Well. No spots

floating before your eyes, either?"

"No, sir."

"You think your eyes are all right—your sight, I mean? You think you could distinguish moving objects at a distance?"

"I guess so," replied the boy, squirming.

"And your lungs? You seem a little husky, but that might be bronchial. Do you think your lungs are so that you could yell at the top of your voice for about three hours at a stretch? Supposing you were looking at something that made you want to holler, do you think you could manage it without serious pain?"

"Maybe," replied the boy. "But I feel sick," he added.

"I'll telephone for an ambulance at once," said the kind-hearted employer, with an air of concern. "Which hospital do you prefer, or haven't you any particular preference?"

"I don't want to go to no hospital."

"What do you want to do?"

"I want to go home."

"You want your mother to care for you, of course. Do you know of any bright, neat, careful, industrious boy whom you would care to recommend to fill your place?"

"I think I'll be well again by to-morrow, sir," said the junior member of the office force. "If I can jest lie down this afternoon—"

"Where's the game going to be, Jimmie?" asked the kind-hearted employer.

He who gives to be seen usually has much he wants to hide.

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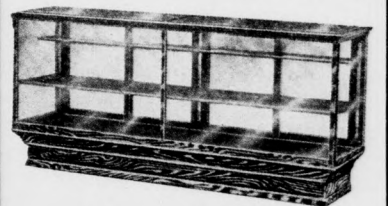
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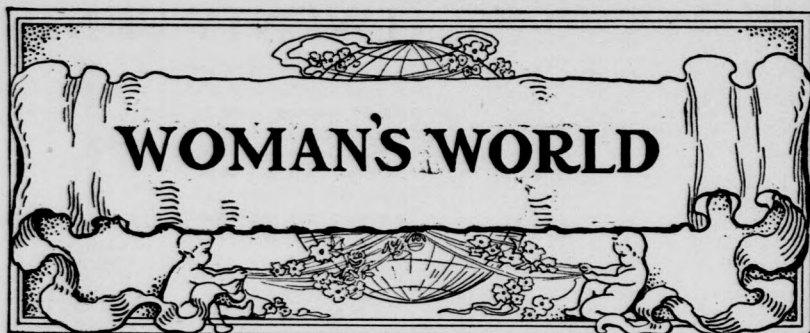
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Relative Value of Boys and Girls.

Is a boy worth twice as much to his parents as a girl would be?

Is the sturdy little son, O father and mother, twice as precious to you, and as necessary to your happiness, as the golden-haired little daughter that nestles on your breast?

If the angel of the flaming sword hovered over your house, and it was yours to direct the fatal hand, would you lead the dread presence by the cot where your boy slept to your daughter's snow-white bed and say: "Take her, Death, if I must be robbed of one, for my son is doubly dear to me?"

Upon whose arm do you lean heavier, O aged parents, now that your tired old feet are stumbling along in the valley of the shadow? Whose voice is it that cheers you, whose presence that comforts you, whose hands administer to you more—your son's or your daughter's?

What father or mother can answer these questions honestly and say that their sons have been twice as valuable to them as their daughters?

Yet the law has just settled this important point and has declared in cold, hard figures that the life of a boy is worth twice as much as the life of a girl.

Some time ago there was a terrible trolley accident in New Jersey. A street car, full of children on their way to school, was wrecked. The light-hearted little things were laughing and chatting and playing pranks upon each other, when, suddenly, everything was silenced by a shriek of alarm from the whistles of a railroad engine that was almost upon them. The warning came too late for the motorman to stop the car. There was a terrible crushing, grinding noise, mingled with childish cries of agony, as the engine plunged through the car, and then, when all was over, nine little mangled bodies were taken from the wreck. The trolley company did not deny their responsibility for the tragedy, and the courts were simply asked to fix the amount of damages to be paid for each death in the catastrophe.

In doing this test cases were made of a boy and a girl. The boy was an intelligent, strong and manly little fellow, a son of whom any father might be proud. The girl was a beautiful and winning creature, who had already made a notable record in the high school by her cleverness, and who was peculiarly beloved by her family and friends for her sunny and amiable disposition.

Yet, in comparing the loss that the parents sustained in losing these two

children, both so full of promise and both so dear, the Judge decided that the loss of the boy was twice as great a deprivation to his family as the loss of the daughter was to hers, and accordingly he awarded the boy's father a verdict of \$6,000 against the Trolley Company, and the girl's father \$3,000.

Heart and reason alike cry out that such a decision as this is monstrous, and that it is not justified by either sentiment or fact. There is no family in all the land where the girls are not just as much beloved as the boys, and where the death of a daughter would not be a grief as bitter and as poignant as the death of any son could be. Indeed, in almost every home it is the daughter who is the light of the house. A man loves his son, he is proud of him, boastful of him; but from the minute when he first looks into his little daughter's face she holds his heart in the hollow of her little palm. A thousand strands, fine as gossamer and strong as steel, that spring from the very difference of sex—a chivalrous pity and tenderness for her weakness, and helplessness, and a desire to protect and shield her from all the hardships of life—draw her to him as he is never drawn to his sons; while, for the mother, no matter how much she may adore her son, it is to her daughter that she must look for companionship.

Nor is this all. The daughter naturally fills the larger place in the family life. It is for his girl baby's face that the father watches when he comes home of an evening, and not for the boy's, who is out playing ball. It is the little girl, grown wondrous womanwise, who fetches his slippers of an evening, and knows just how he likes the light for reading, not the boy, who is busy over school games and interest, and later on it is the daughter who brings music, and laughter, and the cheerful stir of young life to the house, not the son, who is seeking his own pleasure away from home. So, hard and cruel as it would be if a father or mother had to choose between the loss of a son or a daughter when both were heart of their hearts and flesh of their flesh, no one can believe that they would twice as willingly give up a girl as a boy.

This is, of course, looking at the matter from the point of the affections, and it may be objected that the Judge's decision was based on the practical aspects of the case, and not on sentiment. In awarding the verdict of \$6,000 for the death of the boy, and \$3,000 for the death of the girl, the Judge declared that a boy

was twice as valuable to his family as a girl for two reasons: First, that a man's earning capacity was greater than a woman's, and, second, that it was liable that the girl would marry, in which case she would cease to be of any value whatever to her family. Theoretically this opinion is sound justice, but in real life it is unjust because common experience and observation do not bear it out. Undoubtedly men are better paid for their work in the majority of cases than women are, and as a general thing a man's earning capacity is greater than a woman's. There are also many noble and devoted sons who consider it a pleasure and a privilege to support their aged parents, if the parents are poor, but in ninety-nine cases out of a hundred where the old father and mother are dependent on their children you will find that it is the daughters who take care of them and who cherish their declining years, and not the sons.

The workingman may get double the wages that the working woman does, but on Saturday night it is the girl who takes her pay envelope home to her poor mother, while the boy blows in most of his wages across the saloon counter, or in friendly games of cards. Look into almost every poor home and you will see that the little adornments, the little comforts, the little presents, for father and mother come out of the girl's thin pocketbook and not out of the boy's roll. Take it by and large and the first thought of almost

W. J. NELSON Expert Auctioneer

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

BRUSHES

Deck scrubs, floor, wall and ceiling brushes, wire scrubs, moulders' brushes, radiator brushes, etc.

MICHIGAN BRUSH CO.
211 So. Division St. Grand Rapids, Mich.

Our registered guarantee under National
Pure Food Laws is Serial No. 90

Walter Baker & Co.'s Chocolate & Cocoa



Registered,
U. S. Pat. Off.

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

48 HIGHEST AWARDS
in Europe and America

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

Simply
Sells Itself

Karo

CORN SYRUP

Never was the popular ideal of a truly perfect syrup so thoroughly appealed to as with Karo Corn Syrup. This healthful extract of corn possesses every quality of purity, wholesomeness and food value, with an exquisite flavor and genuine goodness that make it irresistible. It is a sure self-seller.

No better way to prove its popularity than having it in stock. The big Karo publicity campaign now in the papers will help you.

CORN PRODUCTS MANUFACTURING CO.,
Davenport, Iowa.



every working girl is to help the people at home. She does it as her highest pleasure, but when a boy does it, except in rare instances, from a sense of duty, and with a distinct feeling that he is a hero and a martyr and deserves to be canonized. The honor and the pleasure and the liberal education, for I consider it all three, have been vouchsafed me to come into intimate contact with thousands of working women, and almost without exception every one of them—no matter how little she was making—was stinting herself to help the people at home.

I know nerve-wrecked school teachers who toil far into the night over extra work to surround with luxury a mother once rich and now poor, so that in all the years of her altered fortunes she has never missed the dainties to which she was accustomed in her time of prosperity. I know shop girls who starve themselves to educate a little brother or sister, and I talked once with a little woman who was a trick bicycle rider, who nightly risked her life in her daring feat, and I asked her if anything could repay her for the chances she took of meeting a horrible death.

"Yes," she answered, "I tell you what pays me—it's the thought of what I have been able to do for my father and mother. They had been poor and hard-worked all of their lives, and I've bought them a beautiful home, where they live in every luxury."

"My son's my son till he gets him a wife,
But my daughter's my daughter all the days of her life."

This does not redound in spirit to woman's credit, but practically it shows how strong family feeling is among women, and how loyal a daughter is to her father and mother. Most women give their mother-in-laws a cold welcome, but there is always a warm place by their fireside for their own mother, and as a matter of fact any old couple with no home of their own are better off with one daughter than if they had forty sons and forty daughters-in-law.

Nor is it safe to compute the value of poor girls who are working to support their feeble old parents; when we think of all the sunshine that the beautiful young daughter brings into a home; when we think of the loving care and companionship that a devoted daughter gives to the old mother or father, and how lonely and how desolate they would be if left to depend upon a son—no matter how dutiful, but who is overburdened with his own interests and ambition—when we think of all that and when we hear that the law says that a boy is worth twice as much to his parents as a girl, we are bound to agree with the opinion of the philosopher who once declared that the law is an ass. Dorothy Dix.

Come To the Front.

When an Ingham county farmer who had brought potatoes into Lansing to sell was asked if he had any turnips to dispose of, he thought for a minute, and then replied:

"I've got about forty bushels at home, but I'll have to ask my son Bill about selling them."

"He is the young man I have seen in town with you several times?"

"Yes."

"But does Bill run the farm?"

"Purty near it. Bill has come to the front in a wonderful way this spring. He's got to be consulted now about everything."

"Why, what happened?"

"Wall, along last winter Bill began to get cantankerous and rub shoulders with me. I saw that he wanted taking down a few pegs, and so I came up town and hired a scrapper to go down to the farm and lick him out of his boots. In a couple of days the fellow appeared as a tramp, and as Bill saw him coming, he said:

"'Dad, there's a husky big tramp coming, and I'm going to knock his head off.'"

"'Better let him alone,' says I.

"'But I feel like scrappin' and am goin' to give him a whirl. Just watch my left jabs and uppercuts.'"

"And he tackled the tramp, did he?" asked the grocer.

"You bet he did."

"And he was laid up for two weeks?"

"Not much. He laid the tramp up for six. Yes, sir, knocked him out and broke his jaw and came right to the front, and now when I go home and ask Bill if we've got any turnips to sell I shall take my hat off to him and let him understand that it's for him to say 'Yes' or 'No.'"

She Wanted To Know.

Gerald—Somebody advised man to hitch his wagon to a star.

Geraldine—Is that cheaper than hiring a boy to hold your horse?

Treat Your Employees Right.

It seems as if the advice contained in the title should be unnecessary, but is it? Watch the proprietors of many stores as they enter their places of business in the morning. Do they address each clerk cheerily? Have they a hearty "Good morning" for everybody? Often not. They tell themselves, "I'm IT. Why should I ko-tow to my help?"

Now, this is absolutely foolish. No man has yet been found who is entirely independent, and should there be any chance be any, they surely will not be found among merchants. The success of all merchants depends largely upon the degree of co-operation they can arouse on the part of their clerks, and treating clerks distantly is not one way of rousing this co-operative spirit. A cheerful "Good morning, Miss Sweet," or a hearty "Good morning, Mr. Walker," on the contrary, will accomplish wonders. This is a little thing, but it pays.

Then, do you invite co-operation or do you repel it? Do you permit your clerks to give you suggestions, or do you know it all? Have you ever a word of praise or do all things look alike to you? Do you dock a man for being late, and work him overtime without compensation? Do you raise a clerk's pay when it should be raised, or do you "work him" for all you are worth, and for all he will stand? Answer, "yes" or "no," as your conscience dictates, and take a look at yourself in a convenient mirror, and view a man who knows a man who is either a happy man or an unhappy man, an honest, fair-minded man or a duffer and rascal. Which? What's your answer?—Advertising World.

Lying usually is a plan of hiding one blemish with a bigger one.

Light Economy

Your lighting expenses can be most effectively reduced by using superior lighting systems. The Improved Swem Gas System not only costs less to operate but gives a clearer and brighter light. Write us.

SWEM GAS MACHINE CO. Waterloo, Ia.

Mica Axle Grease

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

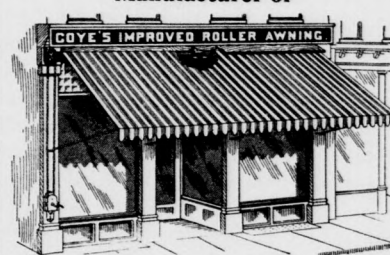
Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in 1/2, 1 and 5 gallon cans.

STANDARD OIL CO.
GRAND RAPIDS, MICH.

Chas. A. Coye

Manufacturer of



Awnings, Tents Flags and Covers

Send for samples and prices

11 and 9 Pearl St.

Grand Rapids, Michigan

Mention this paper.

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

HAND SAPOLIO

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

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

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



INCREASING SALES.

Lesson To Be Learned from an Obsolete Proverb.

Proverbs, maxims, epigrams, etc., are good things to be guided by—at the proper time, however, and in the proper place and under the proper conditions. We see them printed on cards in various styles and colors and pasted or hung up in our stores, offices and factories, or placed there on the desk, in front of our eyes; in a word, they are made use of in every conceivable form and manner. When they are appropriate for the particular occasion and chosen with tact and discretion, they certainly work for the good of the cause; otherwise they defeat the very object in view.

Years ago there was one particular adage that reigned supreme among the business folk of that time, and that was: "Happy is he who is contented with his lot;" but the advent of modern methods of advertising exposed the folly of that statement from a business viewpoint, and that pet quotation began to lose its might and significance. In fact, the vast amount of advertising now being done by our manufacturers and merchants is one of the surest signs that we are living in an age of progress. Yet, notwithstanding this, it is really remarkable to find how many hardware dealers still remain in the background and with folded arms and peaceful hearts gladly resign to the law laid down by the proverb mentioned above. Approach them with some advertising proposition, prove to them that it will help to increase their business, put money in their pockets, and the stereotyped reply will be: "No, thank you. We don't care for more business. We're perfectly satisfied with what we are doing now."

But, without considering this class of people, let us direct the searchlight on the principles pursued by the typical, aggressive hardwareman who supposedly takes advantage of each and every possible opportunity towards promoting sales, more sales and still more sales; and what do we find? He, too, unconsciously though, is often nodding his head practically to the same tune set up by that old maxim aforementioned. Let us follow step by step the tactics adopted by the up-to-date, shrewd and experienced dealer, and we will then be able to asterisk just where he is caught nodding.

The hardwareman is of course in business to sell his goods and make a fair and reasonable profit on the capital he employs in so doing. The

character of the foundation on which his business is built depends absolutely upon the quality of the articles he handles, and to a certain extent on the consistency of the prices he charges. The judicious and would-be successful trader, therefore, knows that his goods must possess merit, must have true, sterling value. That is of primary importance. The quotation of prices is frequently of a subsidiary nature, for "the quality of the goods is remembered long after the price is forgotten," yet there must be harmony between the two. When buying his stock he will not allow tempting profits to warp his good judgment. In making up his list he will bear in mind the particular class of people he intends to cater to or expects will patronize him. The overlooking of this vital element, when buying, invariably results in the dealer loading himself with goods that are a veritable millstone round his neck. Previous to his placing the order, he will make it his business to know exactly which manufacturer turns out the best of a certain article at a certain price and the promptness with which he makes deliveries.

Having then stocked his store with the right goods at the right prices for the right people, the question of selling his wares to the best possible advantage in the shortest time possible confronts him. It is right at this juncture that he resorts to advertising, and that solves the problem.

Now a majority of people fail to realize the full import and purpose of advertising. Some imagine that that word is used only in reference to announcements of goods for sale inserted in newspapers and other periodicals. Others go a little farther and say that it covers any piece of literature that is designed to interest the public in a certain article and create a demand for it. That is, however, only one phase of advertising. The word in itself practically means to sell. It is absolutely immaterial what methods of business one may adopt; if they conduce to sell his articles, they come under the category of advertising. There are personal advertising and silent. The former refers to the salesman behind the counter; the latter to written salesmanship, such as advertisements in the papers, booklets, folders, etc., and particularly does your show window come under this head.

Retracing our steps to the dealer who is now about to clear his shelves of his stock, he, in the first place, engages his salesmen with care and discretion. He satisfies

himself that they have a knowledge of human nature, that they possess tact and judgment and are thoroughly familiar with the hardware trade. Then he turns his attention to his show window. He has learned enough to know that that is his letter of introduction to the public and appreciates the value of an expertly trimmed window—one that attracts, suggests and makes enquirers out of passers-by. He will endeavor to see that a certain individuality typifies his particular store. He will inculcate system in every department. He will believe in fostering the personal element in all his transactions and greet personally all the customers he can. But everybody in the town does not know of him, his goods, nor the exceptional advantages he is prepared to offer his patrons, so he makes his proclamations either in the papers or through the medium of circulars. He knows exactly the minds of the people he is appealing to and couches his statements and arguments in terms that will influence them. He does not expect wonders from a single advertisement any more than he would from a single watering of his garden. Persistency is his creed; and after having bought his goods wisely, after carefully selecting his salesmen, after exerting his skill in the manipulation of his show window display, after spending money for printing circulars, folders, etc., and after paying the bills for space used in the papers, his entire and steady aim—to get the customers to the store—is at last crowned with success.

So far, so good. The customer steps in with a somewhat hesitating air, asks for what he wants, gets treated courteously and promptly.

Established in 1873

Best Equipped
Firm in the State

Steam and Water Heating
Iron Pipe
Fittings and Brass Goods
Electrical and Gas Fixtures
Galvanized Iron Work

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

Clark-Rutka-Weaver Co.

agents for

"ACME"

Paints and Varnishes

Send mail orders or call
us by phone

New Era Paint
Michigan Seal White Lead
Paint Removers, Etc.

All kinds of

Shelf and Heavy
Hardware

32 to 46 So. Ionia St.
Grand Rapids, Michigan

**Foster,
Stevens & Co.**

Wholesale
Hardware

Fire Arms
and Ammunition

33-35-37-39-41 Louis St.
10 and 12 Monroe St.

Grand Rapids, Michigan

Lightning Rods

We manufacture for the trade—All Kinds of
Section Rods and Copper Wire Cables.

E. A. FOY & CO.
410 E. Eighth St. Cincinnati, O.



THE NEW IOWA.

The Easiest Selling and Stays Sold.
Awarded the Only Gold Medal at the
Jamastown Exposition.

The New Iowa is entirely different from any other makes of cream separators. It has all the good features of other makes and a great many entirely new and practical improvements not possessed by any of its competitors.

It has a low supply can, gear entirely enclosed, smallest bowl on earth with a large skimming capacity. It will skim thick or thin cream, hot or cold milk. Upon investigation you will be convinced of the phenomenal merits of the New Iowa which is built accurate and strong in the best equipped cream separator factory in the world.

Write for our new and large illustrated and descriptive catalog or ask to have our traveling representative call on you with a separator and demonstrate its unequalled merits.

Iowa Dairy Separator Co., 132 Bridge St., Waterloo, Iowa.

either by the dealer himself or by his salesmen, there is an exchange of greetings and the customer walks out. It is right here, Mr. Dealer, where you are caught nodding unconsciously to the tune of "Happy is he who is contented with his lot."

Now, mentally considered, when the customer enters your store he is in a good frame of mind, responsive and susceptible to all impressions connected with the idea of purchasing. Those few minutes are golden ones to you. You have been lying in wait for them, have spent time, brains and money to snatch at them—therefore don't be contented with what the customer offers you in the way of business, but use all the tact, all the knowledge of human nature that is in you towards selling him more goods, and making him feel, at the same time, that the certain articles you are trying to sell him are just as indispensable to him as his first purchase. Do not be too insistent, however. You simply press the button of suggestion, seasoned with just enough persuasion, and the customer will do the rest unconsciously. You will be gratified with the results if the plan is worked correctly.

When the prospect comes in and asks for a certain article, just let him have it in the usual way, but delay making out the bill. Instead, begin to suggest articles that are employed in some way or other in connection with what he just purchased. Of course, the goods so brought to his attention should be of a subordinate character if possible, and if your assistant is standing idle at your side, give him the hint so that before the customer can have a chance to put you off you have the goods right there on the counter. The customer will then find it mighty irresistible to tear himself away from you. Make it a point to connect the article you are endeavoring to sell him with that just sold, in so far as quality, adaptability, etc., are concerned.

Let us suppose, for example, that a man came into your store and asked for a lawn mower—obviously you would not suggest to him buying a stove, but it would be appropriate enough to call his attention to the fact that you have grass rakes and shears, garden hose, and such other accessories which he ought to use in connection with a lawn mower. Accordingly you will proceed to show him as quickly as you can the goods themselves, and you will be agreeably surprised to find how readily he will yield to a little gentle but firm pressure on your part if you emphasize in the proper manner the fact that the extra purchases are almost as essential as the original one, and so incite a desire on his part to procure them.

Practice of this selling subtlety will make you an adept at it, and if the pages of the credit side of your ledger carry larger figures than they have been doing up to now, the mission of this article will have been fulfilled.

On the other hand, should your

customer be a determined man, and your efforts in the direction outlined above be futile, even then don't be contented. Have some neat and attractive folders ready and place one in his package. Let the headline refer to his purchase. "If you're pleased, tell your friends; if not, tell us," or "Come in and complain if it does not do you justice," and other similar sayings could be invented for the purpose. You secure free advertising then, if nothing else, and that is really, after all, the main lever of your business. On leaving, tell the customer you'll be glad to have him call and let you know how the articles he bought wear, etc.

Remember that a few minutes' personal talk of the right kind is the cement that binds you and your customers inseparably together; and if you get the golden opportunity of encouraging your patrons to further purchases and convincing them that you strongly appreciate their friendship and trade, why should you not embrace it with both your arms instead of nodding to the tune of that obsolete and impractical proverb?—R. M. Sherlock in Hardware.

Take a Day Off Occasionally.

Take a day off occasionally and go to some strange town; there study windows and store interiors, unbiased by the prejudices and preferences that always warp your judgment in the midst of your own business acquaintances. Besides, whole towns sometimes get into a single rut; and then again, whole towns not far away may be most wondrously enterprising or may release their surplus energy along channels new to us.

In the home town we can never get quite away from the tradesman's end of the telescope. In a strange place we are only one of the gazing crowd and we see things from a different point of view.

The comments of these passing strangers, too, will do us good. A casual criticism may point out a fault in window construction that we have been guilty of a hundred times and never noticed. If one of our neighbors dared to call attention to it we would say to ourselves, "Oh, well, that is only old Mossback's judgment; what does he know about window dressing? He never dressed a window in his life." The criticism of a stranger forces us to realize that this is the way our window looks to some of the public, and we profit by the suggestion.

An occasional day spent away from familiar scenes is a good thing in any case, although we are too apt to spend it in some big city, where, we mistakenly believe, all good ideas originate. Sometimes we could learn more of practical value in our everyday business by spending the time in some town similar to our own, where the people are no more metropolitan in their tastes, and where their natural limitations are more in harmony with ours.

A country town of 4,000 people may learn much from a city many times its size, but much of it will be little suited to rural conditions. The

small town needs some of its lessons from progressive members of a similar class.

Take your day off among a class of people similar to your own townsmen in taste, necessities and environments. Take it, not in a spirit of rivalry or criticism; neither take it with the idea that nothing good or worthy of imitation can be found in your own town. Study your lesson with a desire to learn; with a desire to make your own town better in the future if it is behind the times a little at some points, and to appreciate it all the more heartily wherever it is found to be in the lead. And always remember that there are others in this great old world who can excel us in some ways, and who will surely do so if we fail to keep alive.—Hardware.

A Caustic Comment.

He—I see that in Norway when a woman travels on the railways with her husband she has to pay but half fare.

She—That's an improvement. In this country she frequently has to pay her fare and her husband's, too.

The easiest selling Mower on the market. Send for circular.

The Clipper
The modern Mower demanded by the trade.



Clipper Lawn Mower Co.
DIXON, ILL.
Manufacturer of Hand and Pony Mowers and Marine Gasoline Engines

Largest Exclusive Furniture Store in the World
When you're in town be sure and call. Illustrations and prices upon application.
Klingman's Sample Furniture Co.
Grand Rapids, Mich.
Ionia, Fountain and Division Sts.
Opposite Morton House

Harness

Ours is
Made of the Best Material

Have You Our
Catalog?

Prompt Shipments

Brown & Sehler Co.

Manufacturers

Grand Rapids, Mich.

WHOLESALE

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.

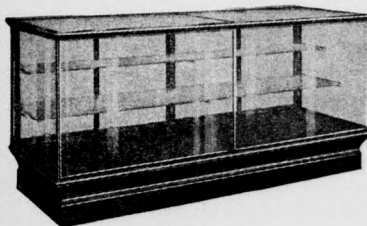
Sherwood Hall Co., Ltd.
Grand Rapids, Mich.

Clearance Sale of Second-Hand Automobiles

Franklins, Cadillacs, Winton, Marion
Waverly Electric, White Steamer and others.

Write for bargain list.

Adams & Hart 47 N. Division St.
Grand Rapids, Mich.



Our Crackerjack No. 25

Improve Your Store

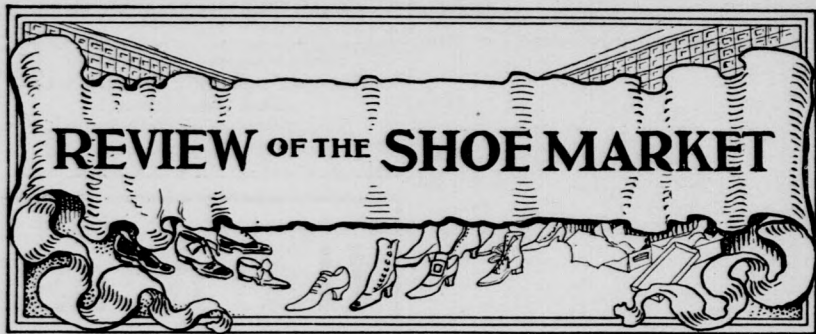
Up-to-date fixtures are your best asset and greatest trade winner.

Send for our catalogue showing the latest ideas in modern store outfitting.

GRAND RAPIDS SHOW CASE CO.
GRAND RAPIDS, MICH.

New York Office, 750 Broadway
(Same floor as McKenna Bros. Brass Co.)
St. Louis Office, 1331 Washington Ave.
Under our own management

The Largest Show Case Plant in the World



STORY OF DOLGEVILLE.

Rise and Fall of a Socialistic Enterprise.

The news of the death of Alfred Dolge several weeks ago at Dolgeville, N. Y., recalls the story of the rise and fall of the working colony that bears his name. The Dolgeville idea was that of profit-sharing by employees according to merit and was worked out by this poor German youth, a piano maker by trade, when he began to establish a factory. Like many other similar schemes, it got along all right until it achieved a general reputation.

When Dolgeville ceased to be entirely a factory town and became in part a model working community on exhibition its integrity began to totter. Eventually, although apparently a sound financial organization, it failed and Alfred Dolge was declared a bankrupt. His community passed into other hands and he left for the West to begin all over again.

Beginning of Mr. Dolge's Life Work.

The story goes that Alfred Dolge's father in Germany was a rabid Socialist and was condemned to death as such. The sentence was changed first to seven years' imprisonment and then dropped. Perhaps it was the example of the treatment of his father, or perhaps it was that he had what he considered better ideas, which influenced Alfred Dolge when he came to this country. He was educated in the common schools in Leipzig, which he left when he was 18 years old to come here. He worked at the bench as a piano maker and established himself in business as an importer of piano felts in 1869. Later on he got the idea that it would be well to make the felts in this country instead of sending away for them.

His First Factory.

In 1869, therefore, he established in New York City the first factory for the manufacture of piano felts and of felt shoes in the country. He was then 21 years old and believed that men would do better work if encouraged by money premiums on their activities. Thus he felt that profit sharing should not be conducted on the basis of the total profits of an enterprise but that men who worked in a certain department should get a premium if their particular department made money even if the factory as a whole lost.

His Ideas Were New and Daring.

These ideas were new and daring at the time, but no particular attention was called to the establishment at Brackett's Bridge, not far from Little Falls, N. Y., in 1874, of the

community that came to be known as Dolgeville. When Dolge arrived there were a few huts, a deserted tannery and a powerful stream dropping down through a gorge. The air was keen and healthful and it was a good place for a factory enterprise, the more so because land was cheap. Dolge got it at his own terms and transferred his operations from the city.

Developing the Brains of Employees.

The idea of personal interest was carried beyond merely rewarding the diligent department employee. If a man thought out a labor-saving device and took it to Dolge the latter spent what money was required to prove it worthy or useless. If the invention was valuable the inventor got from Dolge the amount the new device saved over the established system, from that sum being deducted the amount of money laid out by Dolge in fitting up the invention for its original test. In this way, between premiums for good work and their inventions, many of the men were very well off indeed.

If a carpenter employed to set up a shed about a piece of machinery did his work so that the machinery was damaged work was done over at the expense of the carpenter, who also had to pay for the deterioration in the machinery. This was taken out of his share in the surplus, never out of his wages.

Introduced Labor Insurance.

A system of labor insurance was adopted. For every five years of consecutive service an employee received a policy for \$1,000. The policies were limited in value to \$3,000, but they cost the employee nothing. A pension system was established, operating in case of accident or old age and starting with 50 per cent. of the employee's wages, running up by steps of 10 per cent. until the full sum was reached. For every 10 years of service before he became 60 years of age the employee had 10 per cent. added. For every 10 years of life after an accident the employee profited too.

In some years Dolge paid out more than one-third of his profits in pensions, insurance and the like, not counting the premiums to good workmen and endowments. His idea was, "Improved machinery may be invented, but improved workmen may only be developed."

Dolge married in 1868 Anna Augusta Horn. They had two sons, Henry and Rudolph. Rudolph was in the firm of Alfred Dolge & Son. With Alfred Dolge in his working community up the State lived his father,

whom he brought over from Germany when prosperity came.

Growth and Failure of the Business.

The original investment in Dolgeville was less than \$30,000. The business grew to be 50 times that size, but the end of the system of "economic distribution of earnings," as Dolge called it, came in 1898. On January 1 of that year Bradstreet's published a statement that showed the firm to have \$1,298,999 assets; liabilities \$331,205. Added to this were individual assets of Alfred Dolge, \$469,761, making a total net surplus of \$1,437,555. However, the assets were not quick, being mostly in real estate, and the firm was a heavy borrower of money for running expenses. The system of paying the employees limited the cash.

The beginning of 1898, with the war scare, cut the value of commercial paper, and the firm, unable to raise money, went into the hands of a receiver. That in effect put an end to the community which was established in 1874 with a few hands and ended with 700 operatives in 1898.

New Dolgeville Founded.

In 1899 Dolge, having been declared a bankrupt, left for the West. He established himself in the San Gabriel Valley in California, where he began with the help of the Southern Pacific Railroad Company another community which also was called Dolgeville. This was not a manufacturing settlement, however, because he is spoken of as a viticulturist. He returned recently to Dolgeville, N. Y., to visit a son, and died there at the age of 60 years.—Shoe Retailer.

Best Methods To Push Sales of Findings.

Reports from the findings manufacturers and jobbers show that the findings business has picked up wonderfully. Some dealers, for some unexplained reason, stopped buying findings when the financial flurry of last fall began, and December, January and February were dull months with the findings houses. The result was that March and April have proved to be splendid months. The demand for tan silk laces, for example, was particularly strong early in April, and as Easter drew near those who had not made purchases began to wire in their orders. They realized that they had made a serious mistake in not placing their orders in the fall when the salesmen called.

Now we advise that you do not let this happen again this year. When the salesmen call with their fall samples buy, even though you feel obliged to buy in limited quantities.

Hints for May Trade.

It is "up to you" to figure out what is the best method to adopt to push May sales in shoes and findings. Do not cut shoe prices and avoid cutting findings prices. The tan shoes this spring have medium size eyelets, but plenty large enough to accommodate a lace an inch in width. Now that tans are selling like hot cakes, arrange with your jobber to have a good supply of tan laces on hand in May. Also have good tan shoe polish and, like the laces, show it to

each tan shoe customer. Of course, if you are waiting on two or three persons you can not do this, but under ordinary circumstances you can and you will be surprised at the number of extra sales you will make.

White shoe cleaner will not be in large demand this spring. Yet it is well to have a small supply on hand, as June weather will bring out white shoes of the "sweet girl graduates," and the June-time brides will no doubt buy white slippers, and, of course a bottle of cleaner, or whiteners, to go with the shoes.

Heel Protectors and Can't Slips.

Do you sell heel protectors and can't slips? These you should have in good supply in May. The heel protectors save the stockings and prevent shoes slipping at the heel. The can't-slips are pasted into the counter to keep oxfords from slipping off. These little articles oftentimes help to sell a pair of oxfords where the prospective purchaser complains of their slipping or sliding at the heel.

Don't overlook the black leather dressings. While 50 per cent. of your sales may be of tan shoes, yet black shoes will always be sold, and black dressings and shoe pastes are always essential to a complete findings department.

Hot Weather Necessities.

In the hot days corns and bunions give more pain than ordinarily, as the feet are apt to swell. Carry a good, safe line of corn remedy, or plasters, also bunion protectors. Foot powder is also timely in May.

Keep Separate Record of All Sales.

Starting in May why not keep a separate account of your findings department? For instance, take an inventory of stock on April 30th, and then keep a careful record of sales and purchases. It is a good plan to take stock every month, or even better, to keep a record of the daily sales, so that you may have a constant record of your department. Such a record would show you how much you have made on the sale of different articles, and also how much hosiery, heel cushions, polish, polishers, daubers, corn remedy, shoe trees, etc., etc. you have sold in each month.

An Invaluable Help.

Do you realize what an invaluable help this would be to you the coming year in making your purchases? It would also show you in what months the several articles sold best, and further, which clerks are disposing of the most findings. Of course, if you have a young man or woman at the findings counter the clerks would not enter into it. Take the two summer months of July and August, for another idea, and in July simply ask the clerks to push shoe trees as hard as possible. In August, tell them you will give them a "P. M." on every pair sold. At the end of August figure up the total sales of each month, and you will then know if the "P. M." system has paid you. If it has been successful you no doubt will continue it.—Shoe Retailer.

The recreation that makes conscience squirm is almost sure to be desecration.

When you sell
our

Overland Shoes

You are sure to have
satisfied customers

When your customer is satisfied he
will come again and will
also send others

**Overland Shoes Are Trade
Builders**

Grand Rapids Shoe & Rubber Co.

Headquarters for Hood Rubbers Grand Rapids, Mich.



Silent Talkers



Our shoes exercise a persuasive influence
on their wearers that's always sure to bring
them back for another pair.

There are two causes for this. One is fit!
They are always comfortable. And the other
is that our shoes last a great deal longer
under severe hard usage than the ordinary
every day variety.

In fact, our trade-mark is a symbol for
a line of shoes that has for years repeatedly
withstood every hard wear test.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.



It Never Rains Money

Opportunity is always ready to go more than halfway
to meet you, but a record of the shoe business for the last
fifty years will show that the substantial success has come to
the fellow with the strong lines like H. B. Hard Pans on his
shelves and who is not afraid to hustle.

Better values and better treatment attract new trade.
"Where there's a boy there's a family." If you're looking
for a selling plan that will stimulate the family trade, the
"Natural Chap" will cover your
particular case.

The facts for a postal. Send
it today.

**Herold-Bertsch
Shoe Co.**

Makers
of the original

H. B. Hard Pans

Grand Rapids, Mich.



No. 923 Elkskin Bicycle Cut
Men's, Boys' and Youths'
Black or Olive
Nailed and Fair Stitched

What Is the Good

Of good printing? You can probably
answer that in a minute when you com
pare 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

Shoe Patterns Shown by Michigan Jobbers and Manufacturers

**BLUCHER**

Shown by Grand Rapids Shoe & Rubber Co.



Shown by Michigan Shoe Co.

**OXFORD**

Shown by Grand Rapids Shoe & Rubber Co.

**MEN'S WORK**

Shown by Herold-Bertsch Shoe Co.

**SKIPPER RUBBER**

Shown by Grand Rapids Shoe & Rubber Co.

**LADIES'**

Shown by Michigan Shoe Co.

**MEN'S WORK BLUCHER**

Shown by Herold-Bertsch Shoe Co.

**HEAVY BOYS'**

Shown by Herold-Bertsch Shoe Co.

How Dutch Dummies Made Shoe Displays Different.

Written for the Tradesman.

A large shoe window may be made to draw all the attention to itself that the most eager trimmer might desire.

Shoes alone, if up-to-date, and styles snappy, are always interesting, whether they be for men or for women or for youths or for the tiny tots, but the interest in them may be increased many, many fold if the aid of some shoe manufacturer be enlisted.

A window decorator I know recently put this theory into practice. He had had the idea revolving in his cranium for some little time, but other plans kept crowding it to the rear. When he finally did carry it out, his success was even beyond his expectations.

I will let him tell about it in his own words:

"Well, I at last swung around to this particular window that I had had in my mind for quite a while.

"First, my floor must be appropriate. As a general thing, window dressers employed in a shoe store get their accessories entirely too dainty. In my opinion, the floor should be a covering that would not be too fine to be actually walked on. I may be mistaken in this, but I think not. Of course, for special occasions that call for something out of the ordinary, it is all right to have a window with delicate coloring or even white for the floor and background; otherwise not.

"Turkish or crash toweling, denim, plain or figured burlap, linoleum or carpeting of all grades—all are excellent for the floor. The changes may be rung on these special materials with telling effect. Indeed, one of the best windows I ever got up had old-fashioned rag carpeting on the floor—what our grandmothers used to call 'hit-an'-miss.'

"I borrowed a dummy of a fellow window trimmer in a dry goods store, a man who is always extremely accommodating. We lend each other things back and forth. It was a real nice dummy—one that minded you when you told it to sit down. Some of 'em, you know, you can't induce to be seated for love or money, but this one's joints were so very limber that she would do exactly as she was bidden.

"I got some gingham duds for her from an old Holland lady, filled her out—the dummy, not the Holland lady—with pillows an' things, until she had the typical Holland figure—that of a woman who has let her shape go. I put a fierce brown wig over the hair with which Nature—under the guise of her manufacturer—had endowed her, topped that off with a lace cap and those fearful and wonderful silver-wire corkscrews with which Old Countrywomen deck themselves out on their native heath, but which custom they drop soon after reaching our shores.

"I placed the dummy, thus attired, in a large old-fashioned rocking chair with spindle back and wooden seat, and put a long, red, half-finished sock

in her hands and a ball of yarn in her pocket as if she was knitting. I bought the lay-out of that same Holland woman. They were so bright that they could be sighted half a block off; many came way across the street to see what the old lady was up to. That dummy, although not exactly a Spiritualist, still might have been called a good advertising medium.

"She had on some of our coarse felt shoes (enormous size), and I fixed her feet so that these shoes should be conspicuous below her red-and-white-striped all-wool—and very near yard-wide—hosiery.

"I tell you she was a sight to behold. But, do you know, that week we sold twice as many felt shoes as usual, which showed conclusively enough that our extra trade was drawn by that Dutch peacherino in the front window!

"The following week we varied matters by placing a big Dutch doll in the peacherino's arms, piling baby shoes a foot deep all over the window. For this exhibit we had her standing up, the better to call attention to the baby shoes all around her.

"We put an enormous placard against the background reading:

For
Little
Dutch Babies
And Those
Of
All
Other
Nationalities.

Step In
And
Take
Your Pick.

"The next week this scene was presented:

"A wooden gate separating the window into halves, with the afore-said peacherino on one side and a Holland man dummy on the other, the intervening gate proving no bar to a kissing bee going on above the pickets.

"A placard depended from the pickets so that it lay flat against the window where all could read:

"Swinging on the gate?
Yes, we can't deny it.
They think it's fun!

Don't you want to try it?"

"The osculatory peacherino and her beau each had a pair of our shoes hanging on their arm."

Such "distinctly different" displays as these can not help but set tongues awagging and awagging with profit to their originator. Jennie Alcott.

How the Other Half Lives.

A lady philanthropist was applied to for charity by a well-dressed woman.

"Are you married?" was the question.

"Yes."

"What is your husband?"

"Out of work."

"But what is he when he is in work?" asked the philanthropist.

"You don't understand, miss," was the reply. "He's a regular out-o'-worker."

500 Candle Power for 1/4 Cent Per Hour

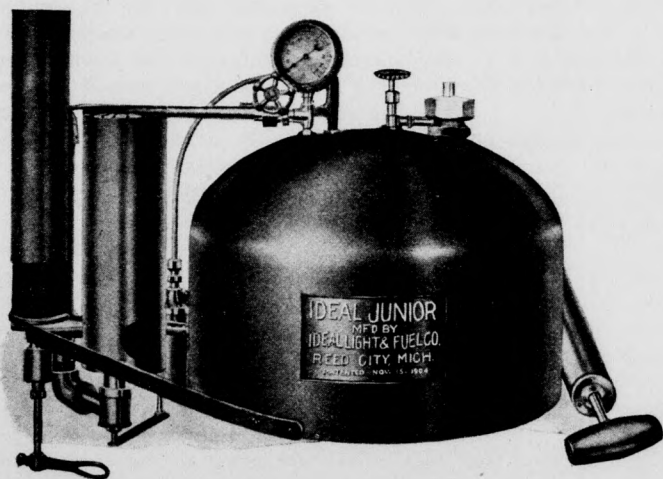
1,500 Machines in Daily Use in Michigan Alone

No fire was ever caused by one of these machines.

Never had a single explosion.

No smoke. No soot. Occupies small space.

So simple that the most inexperienced can operate it. We guarantee the machine to be perfectly safe or no sale. Satisfaction guaranteed.



Write today for prices, giving us size of store, church or dwelling, number of lights required and cost of gasoline in your locality, and we will at once tell you not only cost of plant but what it will cost you to operate it.

IDEAL LIGHT & FUEL CO.

REED CITY, MICH.

W. R. Minnick, Michigan Sales Mgr.

Grand Rapids Office, 363 Houseman Bldg.

WON BY A WATERWAY.

Where Railroad Impudence Was Not Backed by Tact.

Written for the Tradesman.

Monopoly is a bad thing.

It is not only bad for people who do business with it, but often for those who have money invested in it.

People hate a monopoly, and do all they can to beat it, and it is risky doing business with hostile patrons.

Many a business concern has been brought to grief by having too sure a thing. Rivals are always trying to get the best of a sure-thing game, and insulted and over-charged customers are usually willing to help them.

There was the case of the M. U. D. Railroad Company. If ever there was a corporation that had a cinch, that one had. It ran from an East and West line away up into a land of potatoes, railroad ties, cordwood and fence posts. It was a wabby line, running over swales and through pine barrens, with a train a day each way if the officials didn't lay off for a rest.

It was a weak little road, but the officials were cold and haughty. The president, and the superintendent, and the passenger agent, and the freight agent, and leading stockholders, all had private cars, and they used to lay them out on sidings and shoot at the farmers' pet stock on the theory that they were away in the heart of Nature.

Shippers along the line used to say that they had to go after the station agents with a ten-dollar note or a gun in order to get a car whenever they had something to ship. But, notwithstanding all these drawbacks, the line paid big dividends, after the original stockholders had been frozen out by the bondholders. Twice in ten years a stock dividend had been declared, showing how easy it is to double your money in legitimate business when you have a majority of the stock.

One day Dad Gridley went down to Redding to see about cars for some potatoes he had raised and contracted for. Redding is right in the heart of the potato and fence-post district of the road. In those days the company was sending its profits away from the town in bales. Dad found Crofts, the agent, sitting in his private office, smoking a good cigar and laughing over a comic incident in a recent railroad wreck where several passengers had been killed because a senile switchman had slept at his post.

"I want to get three cars early next week," said Dad, venturing into the private office without removing his hat. "I've got a lot of tubers that must be shipped out before the frost comes."

Crofts, who copied his manners, and his clothes, and his tricks of speech from the highbrows of the company, looked up with scorn in his eyes. Then he again fixed his attention on his newspaper.

"What about it?" demanded Dad.

"Oh," said Crofts, "I didn't know you were in here. Didn't hear you knock, you know."

"What about the cars?" said Dad, trying to look as if he liked to be talked to in that way.

"What cars?"

"Three cars! Potato cars! Freight cars! Early in the week!"

Dad was becoming provoked.

"I didn't hear you say anything about cars," said Crofts. "I didn't even hear you knock before you came into my private office."

"Look here," said Dad, "if I go back out there in that cattle-pen of a waiting room and stick my face up to that little peek-hole, and speak soft an' low an' humble, do you think you might possibly hear me ask you for three freight cars early next week?"

"We can't let you have any cars next week," said Crofts. "We are short of cars just now."

"When can I have them?"

"I don't know, I'm sure, not being a mind reader."

"But my potatoes will freeze."

"Sell them to Farling. He's got a place to store 'em."

"Yes. Sell 'em to Farling for eight cents a bushel! What is the use of your crippled old line if we can't ship things?"

Crofts went back to his paper, and Dad went out and repeated such parts of the dictionary as he had been whipped for remembering while at school. He sat long that night in front of his open fireplace. Every shipper in the district had the same trouble in getting cars. Often potatoes froze and rotted on their hands. And that was not the worst of it. Freight rates were so high that the Railroad Company made more money carrying a bushel of potatoes than the farmer did in raising them. The road surely had the country by the scurff of the neck, and was pinching quite plenty.

"There isn't much use of raising things," Dad concluded. "Farling is Croft's uncle, and Crofts holds cars back so we will have to sell to Farling, who is the only man about here who can get cars whenever he wants them. We shall have to do something to the M. U. D. Railroad Company."

Dad Gridley was a busy man during the next few days, and at the end of that time about a hundred farmers met at Grange hall, just outside of town. Crofts knew that something was going on, and sent a spy to soak up the proceedings. The spy was discovered, tossed out, and rolled in the mud. This excitement over, Dad stood up to make the first speech of his life.

"I know when I'm down and out," he said, "and I know that I'm that right now, although I hope the condition is a temporary one. The railroad has us up against the ropes, if you know what that means. We can't get cars. All we can get is rates! Now, there's a river out here running into Cedar Bay, and Cedar Bay connects with the lake, and vessels ply up and down the lake to a better market than the railroad reaches."

"How are we going to get the goods down to the lake?" demanded an old fellow who had lost two

thousand dollars in potatoes the previous year. "You have any notion we can get 'em down in a balloon?"

"There's a good channel to the bay," said Sutton. "I've often thought of the river as a means of beating the railroad."

"Exactly," said Dad, "and we can do it if we can raise the money. Competition is what we need. If we start the competitive line and it pays we can sell out and get our money back. If it doesn't pay, we can run it ourselves, and then pay no higher freight rates than the railroad asks. What we want to do is to buy three or four big scows and a tug to tow 'em. There you are. Who'll take stock?"

They all took stock, and the next day Dad went to Chicago to buy the scows and the tug, and to make arrangements with a steamship company to take freight off the scows at the mouth of Cedar Bay. The scheme got out long before the first load was carried down the river, and Crofts used to sit in his doorway and laugh at the farmers as they drew their potatoes, ties, cordwood and fence posts down to the new warehouse on the temporary dock.

Then, one day, the tug whistled on the river, and the freight house of the railroad became an idle place. The farmers wouldn't ship a thing by rail. They wouldn't buy of a merchant who brought his goods in over the M. U. D. They reduced rates to those who had to pass other towns in order to reach the new docks. They refused to ride on the railroad. Crofts sat all day in his private office and snarled at the country, and Farling's store caught fire one night and burned down. It was never rebuilt.

One day, after the farmers were making money with their water line and getting good prices for what they had to sell, the President of the M. U. D. came to Redding and drove out to Dad's place. He was a nice looking old gentleman, with white whiskers and a smooth, shiny spot at the top of his head. Sitting in his automobile, in the dust of the country road, he looked quite benevolent.

"What's the trouble between you and Crofts?" he asked of Dad.

"Nothing," replied Dad. "We speak whenever we meet."

"Look here," said the benevolent President, "if you fellows want rates and cars, send a representative down to my office. We've lost a good many thousand dollars by this fool scheme of yours."

"If you want our business," said Dad, "you meet the stockholders of the transportation company at the Grange hall. I think you'll learn to like 'em."

The rates they got were a wonder. Cars soon lay on all the sidings within ten miles of Redding, waiting for loads. Crofts was fired and went braying. Dad Gridley was put in charge of the station business.

"Now burn those scows and that tug," said the President.

"Not on your life," said Gridley. "We're going to board 'em up an' keep 'em right there at the docks—lest you forget. Competition is the thing that makes a railroad kind and considerate!"

Other towns besides Redding are learning this! Don't forget the waterways!

Alfred B. Tozer.

Genteel Tramps Who Sponge on Their Friends.

Every large city and many smaller places have their human derelicts; men and women who drift about homeless, ever seeking, never finding, the work that they do not want to do, yet profess to be hunting for.

The persons described are above the genus tramp; they are not hoboes, although these also are derelicts. The real "genteel" derelict generally remains in one place or merely travels in order to visit friends. Sometimes they delude those who know them into a belief that they are sincere in their effort to get employment. One situation after another is offered, but in vain. Some trivial excuse is given for not accepting it. The one most commonly pleaded is that they are just on the verge of getting something fine. A large salary is the object of their hopes, or a "deal with big money in it." Under such circumstances it is not worth their while to waste time with any petty job at \$10 a week.

Make a Bluff at Working.

In the case of women, they often are hangers on with relatives, pretending to help in their housework. Sometimes men make themselves useful around the house doing trifling things in a lordly way that seems to put the host under great obligations to the guest.

One woman spent three months with a chance acquaintance in this way. She made a great pretense of helping in the housework, for her hostess was a busy woman. She was free to volunteer to do all sorts of things and then full of specious excuses for not doing any of them until, at last, the business woman got tired and the guest discerned that she had worn out her welcome.

An elderly person volunteered to keep house for a professional woman whose duties took her away from home most of the time. This retired schoolmistress was so proud that every guest who entered the door was informed within a half hour thereafter that she was not a servant, but was there simply as an accommodation to her benefactor. She at length made herself so disagreeable that she was ordered to leave and she took with her supplies enough to last several weeks.

Pretends To Be Critically Ill.

Another put herself upon an acquaintance who was about to leave home for a brief visit and refused to leave her bed, claiming to be too ill to move, yet desirous of taking care of the place during the owner's absence. This shrewd woman was not easily "worked," and threatened to call a public ambulance to take her unwelcome guest to the county hospital, where she would "receive prop-

er care," but the invalid made a quick recovery.

Canvassing, brokerage and a vague something called a "commission business" afford a pretense of occupation for some of the men. They frequently hire a cheap room of some poor woman who illy can spare the money, and by dint of giving her an occasional dollar keep a shelter.

When driven to it they will address envelopes for a few days, and get a little to pacify their landlady, but as a rule they shun labor. How they manage to dress so well is a mystery to friends, but they may have some relative or well to do acquaintance who helps them out by "hand me downs." Once in a while they may strike luck and split a commission with some bona fide dealer and be able to buy new clothes. This is a jubilant occasion and the lucky man struts proudly around to show his fine raiment.

First Are Victims of Circumstance.

These derelicts doubtless came into their irresponsible condition without conscious effort, probably being the victims of circumstance. When first started on the road to becoming a hanger on with their friends they perhaps were unable to get work, and then, finding it easy to prey upon society without laboring, they took to "working" their friends or whomsoever they were able to, until they got the habit of idleness fixed upon them.

Sometimes these poor creatures become addicted to drugs and then the case is hopeless. They will use any subterfuge to get means to indulge their appetites, yet they hesitate to beg, steal or degrade themselves openly. They will "borrow" small sums, acting as if insulted if there seems any suspicion that they will not return them, and they may ask a loan of one to repay to another to "keep their credit good." What can be done for them? It is a hard problem for the sociologist.

Marian Ainsworth.

His Accomplishment.

Sammy, a little boy from the slums of New York, was invited with about twenty others to a charity dinner given at the house of a lady in fashionable society. When the dinner was over the lady asked the little ones to sing or recite in turn.

All went well until it came Sammy's turn, when he made no sign of starting until the lady said, "Come, Sammy, let us hear you sing."

After a moment's pause the young guest answered, "I can't sing, lady."

"What?" said the lady. "You can not sing? Then what can you do?"

"Well," said Sammy, "I ain't used ter singin', but I'll fight any of the other kids in the room!"

No Need Of It.

"Well," said the young lawyer, after he had heard his new client's story, "your case appears to be good. I think we can secure a verdict without much trouble."

"That's what I told my wife," said the man, "and yet she insisted at first that we ought to engage a first-class lawyer."

Hardware Price Current

AMMUNITION.

Caps.	
G. D., full count, per m.	40
Hicks' Waterproof, per m.	50
Musket, per m.	75
Ely's Waterproof, per m.	60

Cartridges.	
No. 22 short, per m.	2 50
No. 22 long, per m.	3 00
No. 32 short, per m.	5 00
No. 32 long, per m.	5 50

Primers.	
No. 2 U. M. C., boxes 250, per m.	1 60
No. 2 Winchester, boxes 250, per m.	1 60

Gun Wads.	
Black Edge, Nos. 11 & 12 U. M. C.	60
Black Edge, Nos. 9 & 10, per m.	70
Black Edge, No. 7, per m.	80

Loaded Shells.	
New Rival—For Shotguns.	
No. Powder	Per 100
120 4 1 1/2 10 10	\$2 90
129 4 1 1/2 9 10	2 90
128 4 1 1/2 8 10	2 90
126 4 1 1/2 6 10	2 90
135 4 1/2 1 1/2 5 10	2 95
154 4 1/2 1 1/2 4 10	3 00
200 3 1 10 12	2 50
208 3 1 8 12	2 50
236 3 1/2 1 1/2 6 12	2 65
265 3 1/2 1 1/2 5 12	2 70
264 3 1/2 1 1/2 4 12	2 70

Discount, one-third and five per cent.

Paper Shells—Not Loaded.	
No. 10, pasteboard boxes 100, per 100	72
No. 12, pasteboard boxes 100, per 100	64

Gunpowder.	
Kegs, 25 lbs., per keg	5 25
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 96
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 66

Shot.	
In sacks containing 25 lbs.	
Drop, all sizes smaller than B.	2 00

AUGERS AND BITS	
Snell's	60
Jennings' genuine	25
Jennings' imitation	50

AXES	
First Quality, S. B. Bronze	6 00
First Quality, D. B. Bronze	9 00
First Quality, S. B. Steel	7 00
First Quality, D. B. Steel	10 50

BARROWS	
Railroad	16 00
Garden	33 00

BOLTS	
Stove	80
Carriage, new list	70
Plow	50

BUCKETS	
Well, plain	4 50

BUTTS, CAST	
Cast Loose, Pin, figured	65
Wrought, narrow	75

CHAIN	
Common 1/4 in. 5-16 in. 3/8 in. 1/2 in.	
BB. 7/16 in. 1/2 in. 5/8 in. 3/4 in. 7/8 in. 1 in.	10c
BBB. 9/16 in. 5/8 in. 3/4 in. 7/8 in. 1 in.	7c
BBB. 1 1/16 in. 1 1/8 in. 1 1/4 in. 1 1/2 in. 1 3/4 in. 1 7/8 in. 2 in.	7c

CROWBARS	
Cast Steel, per pound	5

CHISELS	
Socket Firmer	70
Socket Framing	70
Socket Corner	70
Socket Slicks	70

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 16 17	
Discount, 70.	

GAUGES	
Stanley Rule and Level Co.'s	60&10

GLASS	
Single Strength, by box	dis. 90
Double Strength, by box	dis. 90
By the light	dis. 90

HAMMERS	
Maydole & Co.'s new list	dis. 33 1/2
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 70

HINGES	
Gate, Clark's 1, 2, 3	dis. 60&10
Pots	50
Kettles	50
Spiders	50

HOLLOW WARE	
Common	dis. 50

HORSE NAILS	
Au Sable	dis. 40&10

HOUSE FURNISHING GOODS	
Stamped Tinware, new list	70
Japanese Tinware	50&10

IRON	
Bar Iron	2 25 rate
Light Band	3 00 rate

KNOBS—NEW LIST	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85

LEVELS	
Stanley Rule and Level Co.'s	dis. 50

METALS—ZINC	
600 pound casks	8 1/2
Per pound	9

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	70&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	60-1c
Copper Rivets and Burs	50

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	09

SAND PAPER	
List acct. 19, '86	dis. 50

SASH WEIGHTS	
Solid Eyes, per ton	30 00

SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 71
Nos. 18 to 21	3 91
Nos. 22 to 24	3 06
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	24

SQUARES	
Steel and Iron	75%

TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade	1 25

TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade	1 50

BOILER SIZE TIN PLATE	
14x56 IX, for Nos. 8 & 9 boilers, per lb.	13

TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	12 1/2
Mouse, delusion, per doz.	1 25

WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 85
Barbed Fence, Painted	2 55

WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10

WRENCHES	
Baxter's Adjustable, Nicked	80
Coe's Genuine	46
Coe's Patent Agricultural, Wrought	80

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. 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, ball, per doz.	86
1 gal. fireproof, ball, per doz.	1 10

Jugs	
1/2 gal. per doz.	68
3/4 gal. per doz.	61
1 to 5 gal., per gal.	8 1/2

SEALING WAX	
Per doz.	
Pontius, each stick in carton	40

LAMP BURNERS	
No. 0 Sun	40
No. 1 Sun	42
No. 2 Sun	55
No. 3 Sun	90
Tubular	60
Nutmeg	60

MASON FRUIT JARS	
With Porcelain Lined Caps	

Per gross	
Pints	4 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	4 85
No. 2, Crimp top	2 85

Fine Flint Glass in Cases	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10

Pearl Top—1 doz. in Cor. Carton	
Per doz.	
No. 1, wrapped and labeled	75
No. 2, wrapped and labeled	85

FORESTS AND WATERWAYS.

Mutual Relations They Sustain To Each Other.*

It is hardly necessary for me to remark that we are behind some other nations in forestry. I believe that reason is that the people of the United States do not know the facts. In Germany, for instance, they have a government that works from the top down. They can carry out plans there under their system of government that we can not carry out here because with us all power springs primarily from the people themselves. Our Government is nothing more or less than a reflection of the influence of the great current of thought springing from the minds of the citizens. If the five or seven million voters of the United States all knew the facts that we have had presented to us this evening so ably, forcibly and eloquently this question would be solved in a time so short that we would look back upon it as incredible.

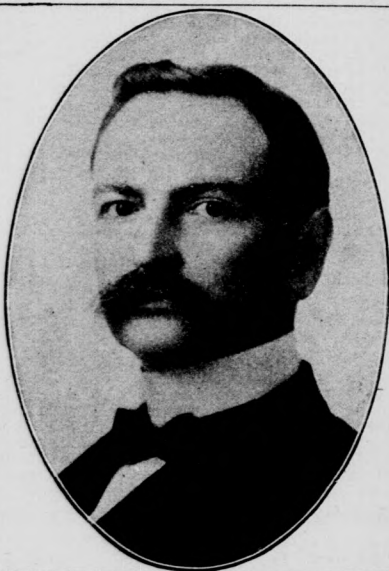
The difficulty lies in the fact that in the first place the great majority of our people know nothing about the subject, and, in the second place, those who know take no special personal interest in it. The people of this nation are patriotic to the very center of their hearts and from the center out, but their patriotism has run in certain fixed channels and the customs and the habits of thought are so very strong that we do not see the comparison between destroying the country by wiping out the sources of our natural resources and destroying it by the invasion of a foreign foe. When the Maine was blown up in the harbor of Havana the national life of this nation was charged with an impulse that was absolutely irresistible, and the very men in Congress who are to-day blocking progress along these great lines of preserving the nation's resources sprang to the front and in fifteen minutes raised \$50,000,000 to start the Spanish War. If the people of the United States took the same interest in these profoundly, fundamentally important questions you have heard discussed here this evening that they do in questions relating to our relations with foreign nations and the possibility of attack from a foreign nation this question would be settled so quickly that there would be no necessity of presenting it to public audiences. It is not a question of congressmen or senators, but it is a question with you who are here to-night. You must yourselves carry the propaganda into the streets of Chicago and among the people of this nation until we have awakened them to the tremendous importance of this matter, so that they will compel action by Congress as certainly as though an invading army were being marched across our Northern border.

Patriotic Duties in Times of Peace.

I was glad when I saw that flag brought in here to-night, because it has always seemed to me that if there is a higher patriotism than any

*Address by Geo. H. Maxwell before Union League Club of Chicago.

other it is the patriotism that dwells at the fireside, that looks into the future, that preserves the things that God has given to this nation in greater abundance than to any other in order that they may pass down to posterity, from generation to generation, and from century to century. Our splendid freedom and human liberty have been achieved by the struggles of our forefathers in the past and we have to-day reached the point where we have political and social liberty. It remains for us to solve these questions of developing a citizenship that will carry the responsibilities on their shoulders, and not allow our great nation to die as other nations of the past have done, rather from ignorance than anything else. When I looked at this splendid map here I could not help but think that here is the opportunity for a people



who are more intelligent and far more masters over the forces of nature than any others to carry out the great work of developing the natural resources of this nation to their utmost and not destroy the things which are necessary to the welfare of the future.

Creation vs. Destruction.

It is possible so to handle our utilities of forest and transportation as to build up homes on those arid Western plains where in the past generations there has been no sound but the wail of the wolf and the coyote. And there is a greater and more inspiring spirit of patriotism that urges us to do that than the spirit that fired the heart of Alexander when he marched the Macedonian phalanxes across the plains of Asia to create an empire in a country that practically is destroyed to-day. I asked Professor Roth this evening if recorded history would substantiate the statement which has been made that that country had been devastated through the depletion of the forests, and he said not recorded history but that there was no other way of accounting for it, and I know that the statement has been made in a paper read before one of our eminent societies that the city of Persepolis was finally abandoned because of the destruction of the surrounding forests. The army of Alexander could not be marched to-day along that route, and I ask you

whether you are going to allow the same thing to happen in the territory shown on this map of our own country.

Forest destruction has contributed more than anything else to transforming much of the vast territory

POST (Formerly called
TOASTIES *Elijah's Manna*)
The "Supreme Hit" of the
Corn Flake Foods—
"The Taste Lingers."
Postum Cereal Co., Ltd. Battle Creek, Mich.

New York to Paris--They're Off

AUTO BUBBLES

May Exceed the SPEED LIMIT, but we are not

Afraid of Being Arrested

No matter how fast they go. They travel in a basket and weigh in at 25 lbs. The fare is 13 CENTS PER LB. All aboard!

Start from PUTNAM FACTORY, Grand Rapids, Mich.

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Our Serial Number is 6588

Are you supplying your customers with Jennings' Flavoring Extracts?

Jennings' Extract Terpeneless Lemon

Is unexcelled in Purity, Strength and Flavor.

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Contains only the flavor of Prime Vanilla Beans.

These Extracts bring customers back to your store—"There's a reason."

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Pure Vanilla
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ORIGINAL TERPENELESS EXTRACT OF LEMON

Not Like Any Other Extract. Send for Recipe Book and Special Offer.

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are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. We will send you samples and tell you all about the system if you are interested enough to ask us.

Tradesman Company - - - Grand Rapids, Mich.

once embraced in the Empire of Alexander the Great from the fertile region it was in his time to the ruined and desolate region that we see it to-day, especially in Asia Minor. Where are the splendors of Sardis and Ephesus? Where are Tyre and Sidon, with their commerce that whitened the sea? Where is Babylon, with the teeming millions that surged through its gates? Where are Ecbatana and Susa and Persepolis and all the riches and magnificence of the old Persian kings? The places where their cities stood are now the haunts of the desert animal, and no longer the home of the human race. There is more than one reason for this. It is not only that they destroyed the natural resources, but they destroyed humanity also. They did not learn that there is no other wealth than human life; that a nation's greatest wealth lies in the largest development of human character and in the largest number of sturdy and intelligent citizens of the nation that can possibly be attained.

In introducing his series of stereopticon views the speaker made the point that the problem embraced the poor of the cities as well as the lands of the nation. Each must be fitted for the other. This nation, he said, did not want to make the mistake of European nations in forcing its population into factory sections, so that when England wanted to enlist soldiers for the Boer war it was found that 75 per cent. of those examined in some of the factory cities were physically unfit for military duty. The first slides therefore were devoted to showing what has been done in the way of school gardens and vacant lot gardens in various cities of the country, and some very interesting things were shown in this connection, both in training the children and keeping them occupied during the vacation season, and in giving labor to men out of employment. Mr. Maxwell said that when our public school was what it ought to be every public school would have its garden.

A beautiful series of colored slides was then exhibited, showing some of the products of irrigated lands in the dates, almonds, olives, bees, ostriches, alfalfa, sheep and cattle.

A series of slides was shown of primitive irrigating canals in that region, one being a prehistoric canal of great antiquity, no legend remaining as to the time of its construction. The other canals were built by early settlers, some of which were in use until the Government came in and took them over and improved them. Then followed an extensive series of slides showing Government work on the various irrigating projects. In these large irrigating projects, as is well known, water in large volume is diverted from a river into an irrigating canal at an altitude higher than the ground to be irrigated and conducted to it through the canal, of permanent cement construction. Mr. Maxwell, however, was very enthusiastic about another form of irrigation which is applicable to a very large portion of the Western desert. In many cases

where it is not feasible to flume water from a distance the water level is not far beneath the surface, and some slides were shown of individual irrigation of farm and garden tracts by means of windmill and storage pond. The Government method, however, is by the development of electric power in a central station using local supplies of lignite coal for fuel. The current is transmitted by lines of wire to the pump installations at a river or at various wells, and the water is pumped into local distributing canals. One interesting view showed how one of these canals was taken under a river through a cement tunnel in the form of an inverted siphon. The river may dry up in the summertime, but the irrigating canal goes on all the while. Other views were devoted to swamp lands, which in area, the speaker said, were nearly as great as the arid lands.

Relation of Irrigation To Navigation.


The speaker referred to the subject of a deep waterway from Chicago to the Gulf and stated that it would be impossible to maintain this except in connection with the general subject of irrigation, as the two were branches of the one subject. For many years the annual floods in the Mississippi River have been growing greater, because, the speaker explained, an increasing proportion of the lands in the Mississippi watershed—which he traced upon the large map, showing it extended over one-third of the total area of the United States—have passed from grass into cultivation, losing their power of retaining moisture, and thereby delaying it on its way back to the sea. He showed the immense quantities of water which could be used in irrigation projects within this watershed and which thereby would be held back and, after performing other functions of irrigating the growing crops, would be distributed back to the streams during the summer months, thus increasing their flow at the minimum point.

Toward the last Mr. Maxwell was inclined to hurry somewhat through his slides for fear of tiring his audience, but he need have had no fear on this point, as they were of unusual quality and interest. In concluding Mr. Maxwell said:

I have been over this country from California to New England times without number and I have come to the conclusion that the centers of influence are in the city of Chicago. If the city of Chicago would take this great question up, not as a matter of affecting you locally but as a matter affecting this great nation as a whole and present it in that light, you would be able to overcome the unfortunate blockade that exists in Congress to-day. If I may say it without being misunderstood as criticising the movement for the Appalachian reserve, I think they have made a mistake in urging it as a local matter. It is not a local matter but affects the entire nation and if Chicago can take it up from that point of view and induce Congress to pass the bill, you will have inaugurated a policy that will solve the

whole great question of preserving the forests. You have to make a beginning somewhere, no difference where. The Appalachian campaign is on, they are well organized and have a measure which should be passed, and you gentlemen can get it passed better than any other influence in the United States to-day. If we are going to adopt any such plan for the preservation of the Eastern forests, we must at the same time pass the law which has been recommended to Congress time and again by the Secretary of the Interior and by President Roosevelt in his messages—repealing the timber and stone act and stop the cutting away of those magnificent trees shown by Professor Roth. He said they have done this. Why, gentlemen, they were doing it yesterday, are to-day and tomorrow it is going on, week after week and month after month and we can not seem to get the blockade started so as to get the bill repealed. We must get this done and Chicago is the place to do it.

Your foes will not fear you as long as you fret over them.



Ground Feeds

None Better

WYKES & CO.

GRAND RAPIDS

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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MANY STYLES. Satisfaction Guaranteed. Send for Catalog.

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CASH CARRIERS

That Will Save You Money In Cost and Operation

Store Fixtures and Equipment for Merchants in Every Line. Write Us.

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265 Jackson Boulevard, Chicago

Dry Sound

Our feeds are made from **Dry Corn**. We give you grain that will draw trade. Let the other fellow worry with cheap, damp, sour goods. Send us your orders for

**Molasses Feed
Cotton Seed Meal
Gluten Feed
Old Process Oil Meal**

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.
Grand Rapids, Michigan



This cut shows exactly the appearance of our new glass hermetically sealed package

This Package Tight Keeps Ben-Hurs Right

It means much to be able to sell such a good cigar as the **Ben-Hur** from a package that always insures for it its splendid freshness and perfect flavor.

Orders are pouring in for this new package from dealers far and wide, to whom it appeals because of its real merit and who are convinced that it will be taken up by their customers and more sales will be assured.

Gustav A. Moebs & Co., Makers
Detroit, Mich.

Worden Grocer Co., Distributors
Grand Rapids

Removal Notice

The Grand Rapids Stationery Co.

will remove to

134 and 136 E. Fulton St. About May 1

Store at 29 N. Ionia St. For Rent



How To Get Good Results From New Men.

The personal character of a salesman I place higher than perhaps anything else," said one sales manager. "If a man lacks character in salesmanship he lacks the biggest qualification for permanent success. No matter how naturally brilliant he is, it will not pay a reputable house to engage him.

"I have in mind now a gifted salesman who is also an eager poker player and occasionally a hard drinker. This man foolishly believes that a prospect can not detect his hidden weaknesses in his selling talk, but this supposition usually is untrue.

"When a man has not had a good night's sleep or the condition of his nervous system is not what it should be through indulgence in some bad habit, there will be a distinct absence of plus energy and force which will certainly cause him to lose many sales he otherwise would secure.

"The prospect will feel there is something wrong with the salesman without being able to decide exactly what is the matter."

There is nothing more certain than this—it usually costs lots of money, time and energy to train new men to sell goods. Provided they "make good," this time, money and energy have been well expended; but, if they do not, as often happens, the company has to continually go through the same wearisome task of training new men.

Say, for instance, that Salesman Blank, working for a clothing house, has been with the company for several months, coming to them from another house. After considerable coaching from his new employers he become a fairly successful salesman. But a time comes when Blank's private life becomes demoralized. He does not do his work right. His territory "goes to pieces." Customers place their business elsewhere. Accordingly Blank is "fired" and a new man put in his place. But harm done is not easily undone. It is questionable whether Blank has not been a distinct failure, taking his losses and gains and averaging them together.

The great fault with many houses is that they do not try to develop their own successful men, but are all the time attempting to hire them away from other houses. Although a certain amount of changing around is inevitable, yet in the main this policy is a bad thing for both employer and employee. The biggest wholesalers, and the largest firms selling certain specialties have grasp-

ed this truth and do everything in their power to keep a good man when they once get him.

The farsighted sales manager prefers to get the right kind of a man in the first place and then to train him thoroughly.

"I would rather get a man obviously cut out to be a salesman who has been working in the credit or correspondence department of some firm and who is clean-cut, honest and trustworthy in every way than take the average man who has been earning \$5,000 to \$8,000 a year elsewhere," said the manager of a large merchandising house recently. "It is not that I object to paying the higher price, because all men are paid on commission, but because I am morally certain the outsider will not stay with me longer than he can possibly help. He will leave me just as quickly as he left his former employer if he can make a few more dollars a month."

One of the large publishing houses recently commissioned a man to offer the employe of a competitor 50 per cent. advance on his present salary, already in five figures. The man thus sought declined to consider the offer for the reason that he believed in the ideals and methods of his own house, that his advancement had been as rapid as his own house could give him consistent with its own best interests, and that until he saw the policy of his own house changing from recognizing merit on the inside of its organization rather than seeking for it outside he believed his future was best assured in his present position.

Many sales managers assert with a certain amount of truth that it is very difficult to pick out men who will develop into high grade salesmen. Oftentimes the most unlikely men who apply for positions as salesmen turn out to be the best business-getters. On the other hand, those who impress the most favorably at the outset frequently turn out fiascos.

Long experience with applicants for positions on the sales force has developed in many sales managers marked dexterity in selecting the right kind of men.

Here is the way one sales manager weeds out poor material: He takes the applicant into a back room in which there are samples of the machines the firm sells and after explaining the proposition for a few minutes, he turns on the newcomer and says: "I suppose you know that this is the hardest proposition to han-

dle in the United States. Ninety-five per cent. of the men we engage 'fall down' in selling these articles.

"I believe a man working for us has more to put up with in getting interviews with various merchants than salesmen who handle any other line on the market."

If a man has any yellow streak in his composition, he will almost certainly lose heart after he has listened to this talk. To let the man down easy, he is told to think the matter over for a day or two and then come back if he wants to do anything further with the proposition.

Salesmen of the right kind, when told about the extreme difficulty of selling the line, will ask, "I suppose you have salesmen successfully selling your product?" or say something to the effect that things hard to sell usually are the most profitable. A real salesman smiles at the mention of almost insurmountable difficulties when being interviewed by a sales manager. The "near salesman" gets "cold feet" and goes out to find some undertaking which looks easier.

The science of handling men to the best advantage is even to-day but little understood. Some men take longer to learn a new line than others, but when they know it they become very efficient workers. Others grasp knowledge with great rapidity, but are very apt to forget quickly. Some salesmen will take a large number of fair sized orders, while their more brilliant and flashy brothers—the "star salesmen"—will make a big coup every so often. At the end of a given period the latter are often little in advance of the steady and laborious workers.

The tendency of far too many sales managers is to pay too much attention to the brilliant worker and not enough to the other type. It is persistence that tells, and the man who is doing his best with a moderate talent is just as much entitled to encouragement and will repay it as well as the salesman whose career is meteoric in fits and starts.

Too large a number of houses start their men selling goods after a very hasty preparation. The salesmen are not put through an exhaustive process of learning. They stay around the house for a few days, are given some literature to read and then put to work selling goods.

Out of fifteen salesmen who went out selling a specialty a year ago for one manufacturer, but one man proved a success. These men received next to no training. The manufacturer did not think it necessary to aid his men. He believed that a good salesman could sell anything, whether the house helped him or not.

The men were posted in a slight degree on how to sell his specialty, but the sales manager didn't think it worth while to explain the competition they would have to meet on the road. He did not tell them the objections that would be raised, nor coach them on how to overcome them.

To-day he is wiser, and he now gives his men ample instruction, but

he has paid dearly for his experience.

It might be asserted with truth that a house can not well be greater than its salesmen. The most successful houses are usually those who employ the best salesmen. Good team work between the inside and outside organizations is essential if a firm would achieve the greatest degree of efficiency. Selecting the right kind of salesmen—those who will work in harmony with the ideals of the institution that employs them—is a task that may take a lot of pains, energy and trouble. But in the best interest of both employer and employee, it is essential that a determined and persistent effort be put forth to accomplish that end.

If competition didn't exist, ninety-five out of every hundred salesmen would have to get into some other profession.—Salesmanship.

Don't Wait for Business.

The three ways of getting business are waiting for it to come to you, meeting it halfway and going after it.

The man who waits for business to come to him has his first busy day when the sheriff sells him out.

The man who meets business halfway won't meet more than he can handle with one clerk.

The man who goes after business is the fellow who keeps it away from the other two.

Grand Rapids, Holland & Chicago Ry.

TO CHICAGO

In Connection With
Graham & Morton Line

Steamers

Puritan and Holland

Holland Interurban Steamboat Car
Leaves Market St. Depot

FARE
\$2 Nightly 8 P.M.

Freight Boat Every Night

"The Smile That Won't Come On"

They all wear it in some hotels. The moment you step in

Hotel Livingston
Grand Rapids

you see the word WELCOME written across every face.

THE HERKIMER—"European"

GRAND RAPIDS, MICH.

Electric light, steam heat, running hot and cold water in every room, private and public tiled baths, telephones and all modern conveniences. Rates 50c a day up.

What Is Doing in Other Cities.

Written for the Tradesman.

The John Henes Park Commissioners of Menominee have awarded the contract for constructing a mile of boulevard to encircle the park. The park is being improved by the planting of trees and the laying out of walks.

The Industrial Committee of the Commercial Club of Joliet, Ill., is furnishing manufacturers and business men of the city with leaflets to be enclosed with outgoing business mail, setting forth the advantages of Joliet. On receipt of enquiries a more complete prospectus is sent out, with map, and a personal letter urging the industry to locate in that city.

Subscriptions to the industrial fund of \$40,000, which is being raised in behalf of a Greater Ann Arbor, have reached \$30,000 and the committees at work believe that victory is in sight.

President Herman Van Tongeren, of the Merchants' Association, and other well-known citizens and business men of Holland are planning a relief measure for the worthy poor of the city, in the way of providing them with free land on which to raise potatoes and other vegetables this summer. There are many vacant lots scattered here and there throughout the city which if properly utilized will prove almost a God-send to many families during the coming winter. Owners of such vacant property, who are willing to turn it over to the use of the unemployed are asked to leave their names and the location of their lots at Mr. Van Tongeren's store on East Eighth street.

The Board of Health of Jackson has begun its annual inspection of business blocks in that city and some decidedly unsanitary conditions have already been unearthed in a number of the rooming blocks. Buildings are inspected from basement to attic and past experience has shown that the work done is profitable in the way of reducing the fire hazard as well as in ameliorating the sanitary conditions.

The directory of Kalamazoo, just issued, contains the names of 17,812 adults. Using a multiple of $2\frac{1}{4}$ the population is estimated at 40,077. The increase during the past year is estimated at nearly 2,000.

The Detroit Board of Commerce is arranging for an outing by steamer June 4-7, with stops at Alpena, Mackinac and the Soo. It is expected that 600 Detroiters will make the trip.

Secretary Walter J. Shepard, of the Buffalo Chamber of Commerce, says that stop-over privileges are more important than conventions to Buffalo, and the Transportation Committee of that body is trying to secure stop-over privileges on all railroad tickets to Niagara Falls. Before doing this, however, the railroads insist that the city shall adopt an ordinance driving the ticket scalpers out of business.

C. W. Graves has resigned his position as Secretary of the Business Men's Association of Marshall, and has accepted a similar position in

Boone, Iowa, a city of about 9,000 population.

The city of Evansville, Ind., evidently believes that well-lighted downtown streets are a good business investment. The Common Council has authorized the expenditure of \$1,600 in placing twenty-three new lights on decorative poles along Main street.

A committee of two, John A. Hibberd and Irving A. Sibley, appointed by President Otto C. Bastian, of the Business Men's Association of South Bend, after making a tour of outside cities, has reported in favor of a live board of trade or commercial organization for South Bend, an incorporated body, with paid secretary and annual dues of members fixed at \$25.

The Board of Trade of Wheeling, W. Va., recently concluded a successful three-days' excursion trip by special train in Wheeling territory. One of the features of the trip was the placing at the disposal of the business men at each stop of free use of telephones by the two companies, the National and Bell. Through this means the Wheeling men were able to keep in close touch with affairs at home.

At a recent meeting of the Board of Trade of Traverse City it was voted to increase the membership dues from \$2 to \$10 a year, and about 100 business men have already enrolled as members at the advanced cost. Under the \$2 rate the Board was not able to accomplish a great deal for the city.

A meeting of 150 business men and citizens of Hillsdale was held recently under the auspices of the Business Men's Association of that city and the sentiments expressed in the many talks given were to the effect that there is nothing the matter with Hillsdale and that all that is needed for a Bigger Hillsdale is consistent and united work along definite lines. In order that citizens might know what the town already possesses in the way of industries to be proud of, and to give them greater heart and more talking points when speaking of their home town, the rather novel plan was carried into effect of setting apart the afternoon of April 28 for the closing of all places of business in the city, so that citizens might visit the factories. A Committee composed of H. B. Waldron, Wm. Prideaux and H. C. Blackman was in charge of this visitation. Almond Griffen.

Jackson Business Men To Touch Elbows.

Jackson, May 5—The first annual banquet of the Jackson business men will be held Tuesday, May 6, at 6 p. m., at the Masonic temple, when it is hoped that some plan will be perfected for a permanent organization of a Business Men's Association, the purpose of which will be the up-building of Jackson and the furtherance of plans and projects for its physical and material growth.

Every business man in Jackson should be vitally interested in this project, and all are earnestly urged to be present at this banquet and

lend their views on the subject in order that the organization when perfected will be along the most practical lines which the combined minds of the business men of the city can conceive.

The neighboring cities of Jackson, Battle Creek and Kalamazoo have organizations of this kind which have been tried and not found wanting. On the contrary, information is at hand which proves that they have been productive of great good in these communities. Business ventures have been encouraged to such an extent that instead of the number of manufacturing industries in the two towns being on the decrease, they are being increased gradually by the addition of concerns brought into those places by the business men's organization, after careful and thorough investigation as to the merit of their products and the likelihood of their remaining as a permanent institution.

From a commercial standpoint the facilities of Jackson are equal, if not superior, to those of the cities mentioned. Jackson is a great railroad center, its shipping facilities being of the best, and manufacturing establishments could look far and wide and not find a more desirable point at which to erect a factory.

Some time ago one of the most conservative business men in Jackson was heard to remark: "I do not understand, for the life of me, why it is that Jackson does not get its share of the factories which are leaving the larger cities every year and seeking quarters in the smaller towns. Other cities and towns, which seemingly have far less advantages from a commercial standpoint than we have, are being built up by the addition of one or more of these concerns every year while, instead of acquiring new factories, some of those we have are gradually slipping away from us. This is a problem which should be looked into."

The fact that many concerns are leaving the larger cities every year is true indeed. Can not the fact that they do not settle in Jackson be explained by the assertion that they do not receive the proper amount of encouragement? Therein lies the remedy which it is the purpose of the association, which is yet to be organized, to apply.

Boost for greater Jackson. Boost its facilities and its commercial advantages. Advertise them throughout the land. Make the word "Jackson" a byword in every hamlet in the country, and the results will be far greater than the most sanguine believers in an organization of this kind can conceive.

This is the purpose of the proposed organization in brief: Encourage the institutions which are already with us, and assist them to build up their business. Make a united effort to bring new institutions here and assist them after they have become located by giving them the benefit of the combined thought and interest of every business man who has the future welfare of the city at heart.

In short, do away with all the selfishness which causes so much havoc among the business interests of any city, and get together on a common level, with one purpose and one aim, all working hand in hand for the creation of "Jackson, the best city in Michigan."

Unusual Opportunity For Michigan Druggists.

Detroit, May 5—For a few years past we have had a joint meeting of druggists and doctors, sometimes as their guests and sometimes they were our guests.

Next Monday evening, May 11, should be a red letter day with us for we are to have with us Prof. Remington, of the Philadelphia College of Pharmacy, who as chairman of the joint committee of Medicine and Pharmacy of the American Medical Association and also chairman of the joint committee for Revision of the last U. S. P., is put in an exceedingly commanding position to engage the serious attention of both pharmacists and physicians. That evening at 8 p. m. he will address a joint meeting at the Detroit Museum of Art, corner of Jefferson and Hastings streets, on the subject of The Doctor and the Pharmacopoeia, and we want every druggist or those interested in pharmacy to be present.

Now, men, don't fail in this, but sidetrack any and every other engagement that conflicts with this. Speak to your clerks about it and, so far as possible, have them attend, for this is a very rare chance to hear such a man as Prof. Remington, who has done more or at least as much as any living man by tongue and pen to advance the status of pharmacy. Such meetings help very much in our mutual relations and direct the physician's attention to official preparations, which, by our training, we should prepare in the best possible manner. Get away from patent medicines and let us pay more attention to the professional side, which will bring much better returns in reputation and to our cash drawer.

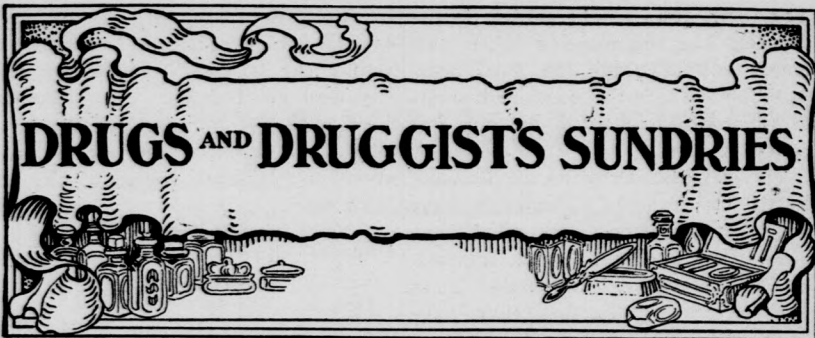
Geo. B. Simons, Sec'y.

Movements of Michigan Gideons.

Charlevoix, May 5—George W. McKay was here over Sunday at Hotel Elston and attended the Episcopal church. Brother McKay handles a line of sweetness from Chicago and, as he is of that makeup himself, is a success.

Fred Brecault, of Saginaw, representing the W. Bingham Co., of Cleveland, was here the first of the week selling hardware and skates. He says everything is moving business and the girls on skates. In Bay City the big girls can be seen and 12 is the size of the Bay City skate. It is expected soon to have cemented roads and have an auto on each No. 12 skate.

F. M. Mellborn, representing the Hibbard, Spencer, Bartlett Co., of Chicago, sells skates, but he took the boat the first of the week from this place to Beaver Island. The skate fad this year may reach the resorts with boat and paddle attachment. Aaron B. Gates.



Michigan Board of Pharmacy.
 President—Henry H. Helm, Saginaw.
 Secretary—W. E. Collins, Owosso.
 Treasurer—W. A. Dohany, Detroit.
 Other members—John D. Muir, Grand Rapids, and Sid A. Erwin, Battle Creek.

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.

Novel Method of Attracting Trade.

A sticker for packages, set in a plain border about one inch square used by one firm, reads as follows: "Our aim is to give the public perfect satisfaction and a drug supply of superior quality, realizing that a well-satisfied customer is the best possible advertisement."

An attractive window display was recently used by a druggist. A large amount of soft soap was prominently displayed with the following phrase attached: "We have soft soap but we do not apply it to you. We do not soft soap you; if you wish to do it yourself our soap gives a fine, soft lather."

This is a good idea to use on special days, during County Fair or Street Fair week. Advertise a rousing special sale of home-goods that will interest the farmers' wives, and offer prizes to farmers bringing into town in one wagon, from a distance of not less than four miles nor more than ten, the greatest number of people over fifteen years of age. Double the prizes for those coming more than ten miles. The merchant using this idea specified that all loads were to be dumped at his store, where a record was kept of the arrivals.

A merchant furnished free to the publishers of the local daily paper all the paper needed for one certain issue if they would allow him to furnish a distinctive color. Without previous announcement, the paper came one day printed on pink paper instead of white. The explanation was given on the reading pages. He also carried a big advertisement in the advertising columns. He made big sales and was talked about for weeks as the man who "got out the pink paper."

Get children to your place of business. If you arouse their interest they will talk of your store and be more effective for results than newspaper advertising. When there is any event that will bring the children to your town in large numbers, devise some plan that will induce them to come to your store. Secure a sou-

venir which can be presented to them, one that will be kept and thus be a permanent advertisement. In most towns where a County Fair is held one day is set apart for children. Make your store one of the points of interest. A pretty article given to children during a certain week will make your store popular with them.

In many parts of the country, especially in the larger cities, there has been so much said about "substitution" that most druggists have found it very unprofitable to try to switch people away from what they want when they come in and ask for a thing by name. A druggist prefers to sell what is called for by name and trusts to another opportunity to sell the things which he is especially interested in; but if the druggist pushes his own goods legitimately in his store, he will find it profitable, provided his goods are all right.

One way for pushing such "own preparations" is by counter wrappers made up in the form of a pad with a neat strong advertisement in the center of each sheet. This advertisement should have few words, because as the wrapper is torn off the person handling the package is not inclined to read fine type. Some interesting headline which would catch the eye and then a terse talk—that is what is needed on such pads. These sheets can be very neat so that they will not detract from the appearance of the packages on which they are used.

Little counter slips cost almost nothing. Supposing a druggist makes fifty sales a day. There are 365 days in a year. That means 18,250 packages leave his store per year; it also means if he puts a little slip in each package, he will make over eighteen thousand bids for business to people who have been in his store and know him. Isn't that good business? Isn't it the most effective advertising that he can possibly do for such a small expense?

A great many people come into a drug store and look around. They may be waiting for a friend or for a car. They may want something but be undecided as to what it is, and being close mouthed, they simply wander around the store. Others wait for prescriptions. Almost every drug store has in it during a day a great many people who wait anywhere from five minutes to half an hour. If around in a dozen different places in the store there are neat little packages of the advertising for the druggist's own articles, tens of thousands of these pieces of advertising are going to be picked up and

read and a great proportion of them put into the pocket and carried away, provided the druggist has used the right kind of advertising matter. That is effective but inexpensive advertising.

Then there are show cards. The records reveal almost innumerable cases in which a druggist has simply put up a show card and let it stay for six months and sold a dozen a week or more of one preparation through that kind of advertising alone. Show cards are silent salesmen. All the people who come into the store glance around the walls and counters, and they can't keep from seeing attractive signs if the signs are there. The more attractive the signs are the better. The more a customer is pleased by the style of the show cards the better advertising for the druggist.

Their own make of cold cream was boomed in a unique fashion by one alert drug firm. A big show window was heaped with the jars of cream in two sizes, ten-cent and twenty-five-cent. In the center was a display of the raw materials of which the cream was manufactured with a convincing placard talk about the purity and valuable healing and stimulating properties of the goods. The taking feature of the display, however, was a big placard headed, "Gold Pieces Given Away." Money talks, loudly and always, so nobody got by without stopping to find out the whole story. The placard went on to tell that in five of the twenty-five-cent jars of cream a \$2.50 gold piece had been placed, which would become the property of the customers lucky enough to purchase these jars.

Liquid Court Plaster.

In a paper read before the American Pharmaceutical Association at Indianapolis two years ago, George M. Beringer, of Camden, N. J., stated that several of the so-called "liquid court plasters" now on the market contain acetone as the main ingredient. Here is one of the formulas which has yielded satisfactory results in his hands:

Pyroxylin 5 grams
 Camphor 1 gram
 Acetone, enough to make .100 Cc.

Dissolve the pyroxylin and camphor in a clean bottle with 99 Cc. of acetone, and, after solution has been effected, add sufficient of the acetone to make the product measure 100 cc. If the pyroxylin is of good quality the solution will be prompt and perfect, otherwise it will be necessary to permit the liquid to stand until it has become clear and then decant.

Acetone collodion as thus made, according to Mr. Beringer, evaporates a little more slowly than the official alcohol-ether collodion, but it yields a much stronger film, which is transparent, adheres closely to the surface, and is flexible without the addition of other materials. An entirely different preparation under the name of "liquid court plaster" is in use in some of the hospitals in this city. Here is a formula:

Compound tinct. of benzoin. 60 Cc.
 Glycerin 5 Cc.
 Collodion 120 Cc.

The Noble Drug Store Man.

Sing ho, the noble drug store man!
 He's got the nicest store;
 And on the most obliging plan
 He runs it to be sure.
 Consult his big, fat, shiny clock,
 If you no timepiece own,
 And every neighbor on the block,
 May use his telephone.

Your telegram he'll gladly send
 His errand youngster by;
 He's window mops and pails to lend
 To all who may apply;
 Of cards and stamps a long array
 On hand hath always he,
 And all may look who pass that way
 At his directory.

He'll tell you if it's apt to rain
 As near as he can guess;
 He'll tell you how to take a stain
 From out your muslin dress.
 He takes the laundry if you choose;
 He's always at your beck,
 Nor is he like to e'en refuse
 To cash a casual check.

Sing ho, the noble drug store man!
 It is his constant care
 To serve us in what ways he can,
 While we with virtuous air
 Accept with scanty graceful shrugs
 His services galore—
 Then go down town to get our drugs
 At the department store.

A Painful Memory.

"Why do you always look in a chair before you sit down?"
 "I sat on my wife's hat once."
 "Yes."
 "And she had left a hat pin on it."

Living for others is an imperative of the higher life.



YOUNG MEN WANTED—To learn the Veterinary Profession. Catalogue sent free. Address VETERINARY COLLEGE, Grand Rapids, Mich. L. L. Conko, Jr., Prin.

Local Option

Liquor Records

For Use in Local Option Counties

We manufacture complete Liquor Records for use in local option counties, prepared by our attorney to conform to the State law. Each book contains 400 sheets—200 originals and 200 duplicates. Price \$2.50, including 50 blank affidavits.

Send in your orders early to avoid the rush.

TRADESMAN COMPANY

GRAND RAPIDS, MICH.

WHOLESALE DRUG PRICE CURRENT

Acidum			Scilla Co.			Rubia Tinctorum			Vanilla		
Aceticum	60	8	Copaiaba	1 75	1 85	Liquor Arsen et	12	14	9 00	8
Benzolcum, Ger.	70	75	Cubebae	2 15	2 25	Hydrarg Iod	10	12	Zinci Sulph	70	
Boracie	50	12	Erigeron	2 35	2 50	Liq Potass Arsenit	10	12			
Carbolcum	26	29	Evechthitos	1 00	1 10	Magnesia, Sulph.	3	5	Oils		
Citricum	50	55	Gaultheria	2 50	4 00	Magnesia, Sulph. bbl	1 1/2	1 1/2	Whale, winter	bbl. gal.	
Hydrochlor	30	5	Geranium	oz	75	Mannia, S. F.	45	50	Lard, extra	85	70
Nitrosum	80	10	Gossippi Sem gal	70	75	Menthol	2 65	2 85	Lard, No. 1	60	65
Oxalicum	14	15	Hedeoma	3 00	3 50	Morphia, SP&W	3 15	3 40	Linseed pure raw	42	45
Phosphorium, dil.	14	15	Junipera	40	20	Morphia, SNYQ	3 15	3 40	Linseed, boiled	43	46
Salicylicum	44	47	Lavendula	90	30	Moschus Canton.	3 15	3 40	Neat's-foot, w str	65	70
Sulphuricum	1 1/2	5	Limons	1 50	1 60	Myristica, No. 1	25	30	Spts. Turpentine	Market	
Tannicum	75	85	Mentha Piper	1 80	2 00	Nux Vomica po 15	25	30	Paints		
Tartaricum	38	40	Menta Verid	8 00	8 20	Os Sepia	35	40	Red Venetian	bbl L.	
Ammonia			Morrhuae gal	1 60	1 85	Pepsin Saac, H &	1 00	1 00	Ochre, yel Mars	1 1/2	2 3/4
Aqua, 18 deg.	40	6	Myrica	3 00	3 50	P D Co	1 00	1 00	Ocre, yel Ber	1 1/2	2 3/4
Aqua, 20 deg.	60	8	Olve	1 00	3 00	P D Co	1 00	1 00	Putty, commer'l	2 1/2	3 1/2
Carbonas	13	15	Picis Liquida	10	12	P D Co	1 00	1 00	Putty, strictly pr	2 1/2	3 1/2
Chloridum	12	14	Picis Liquida gal.	10	12	P D Co	1 00	1 00	Vermilion, Prime	13	15
Aniline			Ricina	98	1 04	P D Co	1 00	1 00	American	13	15
Black	2 00	2 25	Rosmarini	21	00	P D Co	1 00	1 00	Vermilion, Eng.	13	15
Brown	80	1 00	Rosae oz.	6 50	7 00	P D Co	1 00	1 00	Green, Paris	29 1/2	33 1/2
Red	45	50	Succini	40	45	P D Co	1 00	1 00	Green, Peninsular	13	16
Yellow	2 50	3 00	Sabina	90	1 00	P D Co	1 00	1 00	Lead, red	7 1/2	8
Baccae			Santal	24	50	P D Co	1 00	1 00	Lead, White	7 1/2	8
Cubebae	24	28	Sassafras	90	95	P D Co	1 00	1 00	Whiting, white S'n	2	90
Juniperus	8	10	Sinapis, ess. oz.	1 10	1 20	P D Co	1 00	1 00	Whiting, Gilders'	2	95
Xanthoxylum	30	35	Tigil	1 10	1 20	P D Co	1 00	1 00	White, Paris Am'r	2	25
Balsamum			Thyme	40	50	P D Co	1 00	1 00	White, Paris Eng.	2	25
Copaiaba	70	80	Thyme, opt	21	60	P D Co	1 00	1 00	Shaker Prep'd	1 25	1 35
Peru	2 75	2 85	Theobromas	15	20	P D Co	1 00	1 00	Varnishes		
Terabin, Canada	75	80	Potassium			P D Co	1 00	1 00	No. 1 Turp Coach	1 10	1 20
Tolutan	40	45	Bi-Carb	15	18	P D Co	1 00	1 00	Extra Turp	1 60	1 70
Cortex			Bichromate	13	15	P D Co	1 00	1 00			
Abies, Canadian.	18		Bromide	18	20	P D Co	1 00	1 00			
Cassia	18		Carb	12	15	P D Co	1 00	1 00			
Cinchona Flava	60		Chlorate	12	14	P D Co	1 00	1 00			
Buonymus atro.	20		Cyanide	30	40	P D Co	1 00	1 00			
Myrica Cerifera	15		Iodide	2 50	2 60	P D Co	1 00	1 00			
Prunus Virgin.	12		Iodide	2 50	2 60	P D Co	1 00	1 00			
Quillaja, gr'd	24		Potassa, Bitart pr	30	32	P D Co	1 00	1 00			
Sassafras	25		Potass Nitras opt	7	10	P D Co	1 00	1 00			
Ulmus	20		Potass Nitras	6	8	P D Co	1 00	1 00			
Extractum			Prussiate	23	26	P D Co	1 00	1 00			
Glycyrrhiza Gla.	24	30	Sulphate po	15	18	P D Co	1 00	1 00			
Glycyrrhiza, po.	28	30	Radix			P D Co	1 00	1 00			
Haematox	11	12	Aconitum	20	25	P D Co	1 00	1 00			
Haematox, ls.	13	14	Althaea	30	35	P D Co	1 00	1 00			
Haematox, 1/2s	14	15	Anchusa	10	12	P D Co	1 00	1 00			
Haematox, 1/4s	16	17	Arum po	20	25	P D Co	1 00	1 00			
Ferru			Calamus	20	40	P D Co	1 00	1 00			
Carbonate Precip.	15		Gentiana po 15	12	15	P D Co	1 00	1 00			
Citrate and Quina	3 00		Glycyrrhiza pv 15	16	18	P D Co	1 00	1 00			
Citrate Soluble	55		Hydrastis, Cana	2 50	3 00	P D Co	1 00	1 00			
Ferrocyanidum S	15		Hydrastis, Can. po	2 50	3 00	P D Co	1 00	1 00			
Solut. Chloride	15		Hellebore, Alba.	12	15	P D Co	1 00	1 00			
Sulphate, com'l	2		Inula, po	18	22	P D Co	1 00	1 00			
Sulphate, com'l, by	70		Ipecac, po	2 00	2 10	P D Co	1 00	1 00			
Sulphate, pure	7		Iris plox	35	40	P D Co	1 00	1 00			
Flora			Jalapa, pr	25	30	P D Co	1 00	1 00			
Arnica	20	25	Maranta, 1/4s	25	30	P D Co	1 00	1 00			
Anthemis	50	60	Podophyllum po.	15	18	P D Co	1 00	1 00			
Matricaria	30	35	Rhei	75	1 00	P D Co	1 00	1 00			
Folia			Rhei, cut	1 00	1 25	P D Co	1 00	1 00			
Barosma	40	45	Rhei, pv.	75	1 00	P D Co	1 00	1 00			
Cassia Acutifol.	15	20	Spigella	45	50	P D Co	1 00	1 00			
Cassia, Tinnevely	25	30	Sanguinari, po 18	50	55	P D Co	1 00	1 00			
Cassia, Acutifol.	25	30	Serpentaria	50	55	P D Co	1 00	1 00			
Salvia officinalis.	18	20	Senega	85	90	P D Co	1 00	1 00			
Uva Ursi	80	10	Smlax, off's H.	20	25	P D Co	1 00	1 00			
Gummi			Smlax, M	20	25	P D Co	1 00	1 00			
Acacia, 1st pkd.	40	45	Scilla po 45	20	25	P D Co	1 00	1 00			
Acacia, 2nd pkd.	40	45	Symplocarpus	20	25	P D Co	1 00	1 00			
Acacia, 3rd pkd.	40	45	Valeriana Eng.	15	20	P D Co	1 00	1 00			
Acacia, sifted sts.	40	45	Valeriana, Ger.	15	20	P D Co	1 00	1 00			
Acacia, po.	40	45	Zingiber a	12	16	P D Co	1 00	1 00			
Aloe Barb.	22	25	Zingiber j	25	28	P D Co	1 00	1 00			
Aloe, Cape	22	25	Semen			P D Co	1 00	1 00			
Aloe, Socotri	22	25	Anisum po 20	20	15	P D Co	1 00	1 00			
Ammoniac	55	60	Apium (gravel's)	13	16	P D Co	1 00	1 00			
Asafoetida	35	40	Bird, ls	4	6	P D Co	1 00	1 00			
Benzoinum	50	55	Carui po 15	15	18	P D Co	1 00	1 00			
Catechu, ls	13		Cardamom	70	90	P D Co	1 00	1 00			
Catechu, 1/2s	14		Coriandrum	12	14	P D Co	1 00	1 00			
Catechu, 1/4s	16		Cannabis Sativa	7	8	P D Co	1 00	1 00			
Comphorae	75	80	Cydonium	75	1 00	P D Co	1 00	1 00			
Euphorbium	40		Chenopodium	25	30	P D Co	1 00	1 00			
Galbanum	1 00		Dipterix Odorate.	80	1 00	P D Co	1 00	1 00			
Gamboge po. 1	25	35	Foeniculum	7	18	P D Co	1 00	1 00			
Gauliacum po 35	35		Foenugreek, po.	7	18	P D Co	1 00	1 00			
Kino po 45c	45		Lini, gr'd. bbl. 2 1/2	4	6	P D Co	1 00	1 00			
Mastic	75		Lobelia	75	80	P D Co	1 00	1 00			
Myrrh po 50	45		Pharlaris Cana'n	9	10	P D Co	1 00	1 00			
Opium	90	1 00	Rapa	5	6	P D Co	1 00	1 00			
Shellac	45	55	Sinapis Alba	8	10	P D Co	1 00	1 00			
Shellac, bleached	60	65	Sinapis Nigra	9	10	P D Co	1 00	1 00			
Tragacanth	70	1 00	Spiritus			P D Co	1 00	1 00			
Herba			Frumentum W D. 2	00	2 50	P D Co	1 00	1 00			
Absinthium	45	60	Frumentum	1 25	1 50	P D Co	1 00	1 00			
Eupatorium os pk	25		Juniperis Co O T	1 65	2 00	P D Co	1 00	1 00			
Lobelia os pk	25		Juniperis Co.	1 75	3 50	P D Co	1 00	1 00			
Majorium os pk	25		Saccharum N E	1 90	2 10	P D Co	1 00	1 00			
Mentha Pip. os pk	25		Spt Vini Galli	1 75	2 00	P D Co	1 00	1 00			
Mentha Ver. os pk	25		Vini Oporto	1 25	2 00	P D Co	1 00	1 00			
Rue os pk	25		Vini Alba	1 25	2 00	P D Co	1 00	1 00			
Tanacetum V.	22		Sponges			P D Co	1 00	1 00			
Thymus V. os pk	25		Florida sheeps' wool	3 00	3 50	P D Co	1 00	1 00			
Magnesia			Nassau sheeps' wool	3 50	3 75	P D Co	1 00	1 00			
Calcined, Pat.	55	60	Velvet extra sheeps'	2 00		P D Co	1 00	1 00			
Carbonate, Pat.	18	20	wool, carriage	2 00		P D Co	1 00	1 00			
Carbonate, K-M.	18	20	Extra yellow sheeps'	2 00		P D Co	1 00	1 00			
Carbonate	18	20	wool carriage	2 00		P D Co	1 00	1 00			
Oleum			Grass sheeps' wool,	2 00		P D Co	1 00	1 00			
Absinthium	40	50	carriage	2 00		P D Co	1 00	1 00			
Amygdalae Dulc.	75	85	Hard, slate use.	2 00		P D Co	1 00	1 00			
Amygdalae, Ama	80	85	Yellow Reef, for	2 00		P D Co	1 00	1 00			
Amygdalae, 1st	60	70	slate use	2 00		P D Co	1 00	1 00			
Anisi	1 00	1 10	Syrups			P D Co	1 00	1 00			
Aurant Cortex.	2 75	2 85	Acacia	50		P D Co	1 00	1 00			
Bergamii	3 75	4 00	Aurant Cortex.	50		P D Co	1 00	1 00			
Calicut	85	90	Zingiber	50		P D Co	1 00	1 00			
Caryophylli	1 00	1 20	Ipecac	50		P D Co	1 00	1 00			
Cedar	50	60	Ferri Iod	50		P D Co	1 00	1 00			
Chenopadi	3 75	4 00	Rhei Arom	50		P D Co	1 00	1 00			
Cinnamon	1 75	1 85	Smlax Off's	50		P D Co	1 00	1 00			
Citronella	50	60	Senega	50		P D Co	1 00	1 00			
Conium Mac	80	90	Scilla	50		P D Co	1 00	1 00			

Peck-Johnson Co.

Mfg. Chemists

Grand Rapids, Mich.

Originators of

OV

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

Spring Wheat Flour

DECLINED

 Rolled Oats
 Cheese
 Twine
 Corn Syrup
Index to Markets
By Columns

Ammonia	1	Col
Asle Grease	1	
B		
Baked Beans	1	
Bath Brick	1	
Bluing	1	
Brooms	1	
Brushes	1	
Butter Color	1	
C		
Candles	1	
Canned Goods	1	
Carbon Oils	2	
Catsup	2	
Cereals	2	
Cheese	2	
Chewing Gum	2	
Chicory	2	
Chocolate	2	
Clothes Lines	2	
Cocoa	2	
Cocoanut	2	
Cocoa Shells	2	
Coffee	2	
Confections	11	
Crackers	2	
Cream Tartar	4	
D		
Dried Fruits	4	
F		
Farinaceous Goods	5	
Fish and Oysters	10	
Fishing Tackle		
Flavoring extracts	5	
Fresh Meats		
G		
Gelatine		
Grain Bags	5	
Grains and Flour	5	
H		
Herbs	5	
Hides and Pelts	10	
I		
J		
Jelly	5	
L		
Lard	5	
M		
Matches	5	
Meat Extracts	5	
Mince Meat	5	
Molasses	5	
Mustard	5	
N		
Nuts	11	
O		
Olives	5	
P		
Pipes	5	
Pickles	5	
Playing Cards	5	
Potash	5	
Provisions	5	
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Rice	7	
S		
Salad Dressing	7	
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Salt Soda	7	
Salt	7	
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Shoe Blacking	7	
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Ten	8	
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V		
Vinegar	9	
W		
Wicking	9	
Woodenware	9	
Wrapping Paper	10	
Y		
Yeast Cake	10	

1	2
ARCTIC AMMONIA 12 oz. ovals 2 doz. box...75 AXLE GREASE 1 lb. wood boxes, 4 dz. 3 00 1 lb. tin boxes, 3 doz. 2 35 10 lb. pails, per doz. 6 00 15 lb. pails, per doz. 7 20 25 lb. pails, per doz. 12 00 BAKED BEANS 1 lb. can, per doz. 90 2 lb. can, per doz. 1 40 3 lb. can, per doz. 1 80 BATH BRICK American 75 English 85 BLUING Arctic 40 6 oz. ovals 3 doz. box \$ 40 16 oz. round 2 doz. box 75 Sawyer's Pepper Box No. 3, 3 doz. wood bxs 4 00 No. 5, 3 doz. wood bxs 7 00 BROOMS No. 1 Carpet, 4 sew. 2 75 No. 2 Carpet, 4 sew. 2 40 No. 3 Carpet, 4 sew. 2 25 No. 4 Carpet, 4 sew. 2 10 Parlor Gem 2 40 Common Whisk 90 Fancy Whisk 1 25 Warehouse 3 00 BRUSHES Scrub 75 Solid Back 8 in. 95 Solid Back, 11 in. 85 Pointed Ends 85 Stove 90 No. 3 1 25 No. 2 1 25 No. 1 1 75 Shoe 1 00 No. 8 1 30 No. 7 1 30 No. 4 1 70 No. 3 1 90 BUTTER COLOR W. R. & Co.'s 25c size 2 00 W. R. & Co.'s 50c size 4 00 CANDLES Paraffine, 6s 10 Paraffine, 12s 10 Wickling 20 CANNED GOODS Apples 3 lb. Standards 90@1 00 Gallon 3 00@3 75 Blackberries 2 lb. 1 25@1 75 Standards gallons 6 5 Beans Baked 80@1 30 Red Kidney 85@1 95 String 70@1 15 Wax 75@1 25 Blueberries Standard 1 35 Gallon 7 00 Brook Trout 2 lb. cans, spiced 1 90 Clams Little Neck, 1 lb. 1 00@1 25 Little Neck, 2 lb. @1 50 Clam Bouillon Burnham's 1/2 pt. 1 90 Burnham's pts. 3 60 Burnham's qts. 7 20 Cherries Red Standards @1 40 White @1 40 Corn Fair 80@85 Good 1 00@1 10 Fancy 1 45 French Peas Sur Extra Fine 22 Extra Fine 19 Fine 15 Moyen 11 Gooseberries Standard 1 75 Hominy Standard 85 Lobster 1/4 lb. 2 25 1 lb. 4 25 Picnic Tails 2 75 Mackerel Mustard, 1 lb. 1 80 Mustard, 2 lb. 2 80 Soured, 1 1/2 lb. 1 80 Soured, 2 lb. 2 75 Tomato, 1 lb. 1 50 Tomato, 2 lb. 2 80 Mushrooms Hotels @ 24 Buttons @ 28 Oysters Cove, 1 lb. 90@1 00 Cove, 2 lb. @1 85 Cove, 1 lb. Oval. @1 20	Plums Plums 1 45@2 50 Peas Marrowfat 1 00@1 3 Early June 1 00@1 50 Early June Sifted 1 25@1 80 Peaches Pie 1 45@1 60 No. 10 size can pie @4 00 Pineapple Grated @2 50 Sliced @2 40 Pumpkin Fair 85 Good 90 Fancy 1 00 Gallon 2 75 Raspberries Standard @ Russian Caviar 1/4 lb. cans 1/2 lb. cans 1 lb. cans Col'a River, tails 1 95@2 0 Col'a River, flats 2 25@2 7 Red Alaska 1 35@1 45 Pink Alaska 1 00@1 10 Sardines Domestic, 1/4s 3% @ 4 Domestic, 1/2s @ 5 Domestic, Must'd 6% @ 9 California, 1/4s 11 @ 14 California, 1/2s 17 @ 24 French, 1/4s 7 @ 14 French, 1/2s 18 @ 28 Shrimps Standard 1 20@1 40 Succotash Fair 85 Good 1 00 Fancy 1 25@1 40 Strawberries Standard Fancy Tomatoes Fair 95@1 00 Good @1 10 Fancy @1 40 Gallons @3 60 CARBON OILS Barrels Perfection @10 1/2 Water White @10 D. S. Gasoline @15 Gas Machine @24 Deodor'd Nap'a @13 Cylinder 29 @34 1/2 Engine 16 @22 Black, winter 8% @20 CEREALS Breakfast Foods Bordeau Flakes, 36 1 lb. 2 50 Cream of Wheat 36 2 lb. 4 50 Egg-O-See, 36 pkgs. 2 85 Exello Flakes, 36 lb. 4 50 Exello, large pkgs. 4 50 Force, 36 2 lb. 4 50 Grape Nuts, 2 doz. 2 70 Malta Ceres, 24 1 lb. 2 40 Malta Vita, 36 1 lb. 2 85 Mapl-Flake, 36 1 lb. 4 05 Pillsbury's Vitos, 3 doz 4 25 Ralston, 36 2 lb. 4 50 Sunlight Flakes, 36 1 lb. 2 85 Sunlight Flakes, 20 lbs 4 00 Vigor, 36 pkgs. 2 75 Voigt Cream Flakes 4 50 Zest, 20 2 lb. 4 10 Zest, 36 small pkgs. 2 75 Crescent Flakes One case 2 50 Five cases 2 40 One case free with ten cases. One-half case free with 5 1/2 cases. One-fourth case free with 2 1/2 cases. Freight allowed. Rolled Oats Rolled Avena, bbls. 6 50 Steel Cut, 100 lb. sks. 3 35 Monarch, bbl. 6 25 Monarch, 90 lb. sacks 2 90 Quaker, 18-2 1 50 Quaker, 20-5 4 65 Cracked Wheat Bulk 3% 24 2 lb. packages 2 50 CATSUP Columbia, 25 pts. 4 15 Snider's pints 2 25 Snider's 1/2 pints 1 35 CHEESE Acme @12 1/2 Elsie @15 Gem @13 Jersey @13 Riverside @13 Springdale @13 1/2 Warner's @13 Brick @15 Lelden @15 Limburger @19

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Pineapple 40 @60 Sap Sago @22 Swiss, domestic @16 Swiss, imported @20 CHEWING GUM American Flag Spruce 55 Seeman's Pepsin 55 Adams Pepsin 55 Best Pepsin 45 Best Pepsin, 5 boxes 2 00 Black Jack 55 Largest Gum Made 55 Sen Sen 55 Sen Sen Breath Per'f 1 00 Long Tom 55 Yucatan 55 Hop to it 55 Spearmint 55 CHICORY Bulk Red Eagle Frank's Scherer's CHOCOLATE Walter Baker & Co.'s German Sweet 26 Premium 31 Caracas 38 Walter M. Lowney Co. Premium, 1/4s 36 Premium, 1/2s 36 COCOA Baker's 35 Cleveland 41 Colonial, 1/4s 35 Colonial, 1/2s 33 Epps 42 Huyler 45 Lowney, 1/4s 40 Lowney, 1/2s 39 Lowney, 1s 38 Lowney, 1s 40 Van Houten, 1/4s 12 Van Houten, 1/2s 20 Van Houten, 1s 40 Van Houten, 1s 72 Webb 35 Wilbur, 1/4s 39 Wilbur, 1/2s 40 COCOA SHELLS 20 lb. bags 4 Less quantity 4 Pound packages 4 COFFEE Common 10@13 1/2 Fair 14 1/2 Choice 16 1/2 Fancy 20 Santos 12@13 1/2 Fair 14 1/2 Choice 16 1/2 Peaberry 19 Maracalbo 16 Choice 19 Mexican 16 1/2 Fancy 19 Guatemala 15 Choice 15 Java 12 African 12 Fancy African 17 O. G. 25 P. G. 31 Mocha 21 Arabian Package New York Basis Arbuckle 16 00 Dilworth 14 75 Jersey 15 00 Lion 14 50 McLaughlin's XXXX McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract Holland, 1/2 gro boxes 95 Felix, 1/2 gross 1 15 Hummel's foil, 1/2 gro. 85 Hummel's tin, 1/2 gro. 1 43 CRACKERS National Biscuit Company Seymour, Round 6 N. B. C., Square 6 Soda N. B. C. Soda 6 Select Soda 8 Saratoga Flakes 13 Zephyrette 13 Oyster N. B. C. Round 6 Gem 06 Faust, Shell 7 1/2 Sweet Goods Boxes and cans Animals 10 Atlantic, Assorted 10 Brittle 11 Cartwheels 8 Cassia cookie 9 Currant Fruit Biscuit 10 Cracknels 16 Coffee Cake, pl. or iced 16 Cocoanut Taffy Bar 12 Cocoanut Bar 10 Cocoanut Drops 12 Cocoanut Honey Cake 12 Cocoanut Hon. Fingers 12 Cocoanut Macaroons 13 Dandelion 10 Dixie Sugar Cookie 9 Frosted Cream 8 Frosted Honey Cake 12

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Fluted Cocoanut Bar 10 Fruit Tarts 12 Ginger Gems 8 Graham Crackers 8 Ginger Nuts 10 Ginger Snaps, N. B. C. 7 Hippodrome Bar 10 Honey Cake, N. B. C. 12 Honey Fingers, As. Ice 12 Honey Jumbles 12 Household Cookies 8 Household Cookies Iced 8 Iced Honey Crumpets 10 Imperial 10 Iced Honey Flake 12 1/2 Iced Honey Jumbles 12 1/2 Island Picnic 11 Jersey Lunch 8 Cream Klips 20 Lem Yem 11 Lemon Gems 10 Lemon Biscuit, Square 8 Lemon Wafer 16 Lemon Cookie 8 Mary Ann 8 Marshmallow Walnuts 16 Mariner 11 Molasses Cakes 8 Mohican 11 Mixed Picnic 11 1/2 Nabob Jumble 14 Newton 12 Nic Nacs 8 Oatmeal Crackers 8 Orange Gems 8 Oval Sugar Cakes 8 Penny Cakes, Assorted 8 Pretzels, Hand Md. 8 Pretzettes, Hand Md. 8 Pretzettes, Mac. Md. 7 1/2 Raisin Cookies 8 Revere, Assorted 14 Ruber 8 Scaloped Gems 10 Scotch Cookies 10 Snow Creams 16 Spiced honey nuts 12 Sugar Fingers 12 Sugar Gems 12 Sultana Fruit Biscuit 16 Spiced Gingers 9 Spiced Gingers Iced 10 Sugar Cakes 8 Sugar Squares, large or small 8 Superba 8 Sponge Lady Fingers 25 Sugar Crimp 8 Sylvan cookie 12 Vanilla Wafers 16 Waverly 8 Zanzibar 9 In-er Seal Goods Per doz. Albert Biscuit 1 00 Animals 1 00 Butter Thin Biscuit 1 00 Butter Wafers 1 00 Cheese Sandwich 1 00 Cocoanut Dainties 1 00 Faust Oyster 1 00 Fig Newton 1 00 Five O'clock Tea 1 00 Frotna 1 00 Ginger Snaps, N. B. C. 1 00 Graham Crackers 1 00 Lemon Snap 50 Oatmeal Crackers 1 00 Oysterettes 50 Old Time Sugar Cook. 1 00 Pretzettes, Hd Md. 1 00 Royal Toast 1 00 Saltine 1 00 Saratoga Flakes 1 50 Social Tea Biscuit 1 00 Soda, N. B. C. 1 00 Soda, Select 1 00 Sultana Fruit Biscuit 1 50 Uneeda Biscuit 50 Uneeda Jinjer Wayfar 1 00 Uneeda Milk Biscuit 50 Vanilla Wafers 1 00 Water Thin 1 00 Zu Zu Ginger Snaps 50 Zwieback 1 00 Holland Rusk 36 packages 2 90 40 packages 3 20 60 packages 4 75 CREAM TARTAR Barrels or drums 29 Boxes 30 Square cans 32 Fancy caddies 35 DRIED FRUITS Apples Sundried 9 @10 1/2 Evaporated 9 @10 1/2 Apricots 20@24 California Prunes 100-125 25 lb. boxes @ 5 1/2 80-90 25 lb. boxes @ 6 70-80 25 lb. boxes @ 6 1/2 60-70 25 lb. boxes @ 7 50-60 25 lb. boxes @ 7 1/2 40-50 25 lb. boxes @ 8 30-40 25 lb. boxes @ 9 1/2c less in 50 lb. cases Citron Corsican @20 Currants Imp'd 1 lb. pkg. 8 1/2 @ 9 Imported bulk 8 1/2 @ 8 1/2 Lemon American 15 Orange American 14 London Layers, 3 cr London Layers, 4 cr Cluster, 5 crown 2 25 Loose Muscatels, 7 c Loose Muscatels, 3 cr. 7 Loose Muscatels, 4 cr. 8 L. M. Seeded 1 lb. 8 1/2 @ 9 1/2 Sultanas, bulk Sultanas, package

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FARINAGEOUS GOODS Beans Dried Lima 6 1/2 Med. Hd. Pk'd 2 45 Brown Holland 45 Farina 24 1 lb. packages 1 50 Bulk, per 100 lbs. 3 50 Hominy Flake, 50 lb. sack 1 00 Pearl, 200 lb. sack 4 00 Pearl, 100 lb. sack 2 00 Maccaroni and Vermicelli Domestic, 10 lb. box 80 Imported, 25 lb. box 2 50 Pearl Barley Common 3 65 Chester 3 75 Empire 4 40 Peas Green, Wisconsin, bu. 2 60 Green, Scotch, bu. 2 65 Split, lb. 44 Sago East India 5 1/2 German, sacks 7 German, broken pkg. 7 Tapioca Flake, 110 lb. sacks 6 1/2 Pearl, 130 lb. sacks 5 1/2 Pearl, 24 lb. pkgs. 7 1/2 FLAVORING EXTRACTS Foote & Jenks Coleman Brand Lemon No. 2 Terpenessless 75 No. 3 Terpenessless 1 75 No. 8 Terpenessless 3 00 Vanilla No. 2 High Class 1 20 No. 4 High Class 2 00 No. 8 High Class 4 00 Jaxon Brand Vanilla 2 oz. Full Measure 2 10 4 oz. Full Measure 4 00 8 oz. Full Measure 8 00 Lemon 2 oz. Full Measure 1 25 4 oz. Full Measure 2 40 8 oz. Full Measure 4 50 Jennings D. C. Brand Terpenessless Ext. Lemon Dos. No. 2 Panel 75 No. 4 Panel 1 50 No. 6 Panel 2 00 Toper Panel 1 50 2 oz. Full Meas. 1 25 4 oz. Full Meas. 2 00 Jennings D C Brand Extract Vanilla Dos. No. 2 Panel 1 25 No. 4 Panel 2 00 No. 6 Panel 3 50 Paper Panel 2 00 1 oz. Full Meas. 90 2 oz. Full Meas. 1 80 4 oz. Full Meas. 3 50 No. 2 Assorted Flavors 1 00 GRAIN BAGS Amoskeag, 100 in bale 19 Amoskeag, less than 19 1/2 GRAIN AND FLOUR Wheat New No. 1 White 93 New No. 2 Red 93 Winter Wheat Flour Local Brands Patents 5 50 Second Patents 5 25 Straight 5 00 Second Straight 4 75 Clear 4 00 Subject to usual cash discount. Flour in barrels, 25c per barrel additional. Worden Grocer Co.'s Brand Quaker, paper 4 70 Quaker, cloth 4 90 Wykes & Co. Eclipse 4 70 Kansas Hard Wheat Flour Fanchon, 1/2 cloth 5 60 Judson Grocer Co. Grand Rapids Grain & Milling Co. Brands Wizard, assorted 4 50 Graham 4 40 Buckwheat 5 75 Rye 4 75 Spring Wheat Flour Roy Baker's Brand Golden Horn, family 5 65 Golden Horn, baker's 5 55 Duluth Imperial 5 80 Judson Grocer Co.'s Brand Ceresota, 1/4s 6 00 Ceresota, 1/2s 5 90 Ceresota, 3/4s 5 80 Lemon & Wheeler's Brand Wingold, 1/4s 6 00 Wingold, 1/2s 5 90 Wingold, 3/4s 5 80 Pillsbury's Brand Best, 1/4s cloth 6 20 Best, 1/2s cloth 6 10 Best, 3/4s cloth 6 00 Best, 1/4s paper 6 00 Best, 1/2s paper 6 00 Best, 3/4s paper 6 20 Worden Grocer Co.'s Brand Laurel, 1/4s cloth 5 90 Laurel, 1/2s cloth 5 80 Laurel, 3/4s cloth 5 70 Laurel, 1/4s paper 5 70 Wykes & Co. Sleepy Eye, 1/4s cloth 5 80 Sleepy Eye, 1/2s cloth 5 70 Sleepy Eye, 3/4s cloth 5 60 Sleepy Eye, 1/4s paper 5 60 Sleepy Eye, 1/2s paper 5 60

6	7	8	9	10	11
Meal Bolted 3 60 Golden Granulated 3 70 St. Car Feed screened 29 50 No. 1 Corn and Oats 29 50 Corn, cracked 28 00 Corn Meal, coarse 28 00 Winter Wheat Bran 28 00 Cow Feed 28 50 Middlings 27 00 Buffalo Gluten Feed 30 00 Dairy Feeds Wykes & Co. O P Linseed Meal 31 60 Cottonseed Meal 29 00 Gluten Feed 29 00 Malt Sprouts 24 00 Brewers Grains 24 00 Molasses Feed 24 00 Hammond Dairy Feed 24 00 Oats Michigan carlots 56 Less than carlots 57 Corn Carlots 71 Less than carlots 73 Hay No. 1 timothy carlots 13 00 No. 1 timothy ton lots 14 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 2 35 15 lb. pails, per pail 50 30 lb. pails, per pail 98 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 4 75 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 25 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 25 Good 22 Half barrels 2c extra MINCE MEAT Per case 2 90 MUSTARD 1/4 lb., 6 lb. box 18 OLIVES Bulk, 1 gal. kegs 1 20 @ 1 40 Bulk, 2 gal. kegs 1 10 @ 1 30 Bulk, 5 gal. kegs 1 00 @ 1 20 Manzanilla, 3 oz. 75 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 9 00 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 8 50 Half bbls., 600 count 4 75 Small Half bbls., 1,200 count 5 7 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 25 No. 20 Rover enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist 2 25 POTASH 48 cans in case 4 00 Babbitt's PROVISIONS Barreled Pork Mess 14 00 Clear Back 16 50 Short Cut 15 00 Short Cut Clear 15 50 Bean 14 00 Brisket, Clear 16 00 Pig 17 50 Clear Family 14 00 Dry Salt Meats S. P. Bellies 11 Bellies 9 1/4 Extra Shorts 9 1/4 Smoked Meats Hams, 12 lb. average 12 Hams, 14 lb. average 12 Hams, 16 lb. average 12 Hams, 18 @ average 12 Skinned Hams 12 1/2 Ham, dried beef sets 13 California Hams 8 1/2 Plebic Boiled Hams 13 1/2 Boiled Ham 18 1/2 Berlin Ham, pressed 9 Mince Ham 9 Bacon 12 1/2 Lard Compound 8 1/4 Pure in tierces 9 1/2 80 lb. tubs advance 1/2 60 lb. tubs advance 1/4 50 lb. tubs advance 1/4 20 lb. pails advance 1/4 10 lb. pails advance 1/4 5 lb. pails advance 1	Sausages Bologna 7 Liver 7 Frankfort 9 Pork 9 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 13 50 Rump, new 17 00 Pig's Feet 1/4 bbls. 1 00 1/4 bbls., 40 lbs. 1 80 1/2 bbls. 3 80 1 bbl. 8 00 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 30 Beef, rounds, set 16 Beef middles, set 40 Sheep, per bundle 90 Uncolored Butterine Solid dairy 10 @ 12 Country Rolls 10 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 50 Corned beef, 1 lb. 1 45 Roast beef, 2 lb. 2 50 Roast beef, 1 lb. 1 45 Potted ham, 1/4 s 45 Potted ham, 1/2 s 85 Deviled ham, 1/4 s 45 Deviled ham, 1/2 s 35 Potted tongue, 1/4 s 45 Potted tongue, 1/2 s 85 RICE Fancy 7 @ 7 1/2 Japan 5 @ 6 1/2 Broken 4 SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer 3 10 Deland's 3 10 Lwight's Cow 3 15 L. P. 3 00 Wyandotte, 100 lbs 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100 lb. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. 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 Holland Herring 13 Pollock @ 4 White Hp, bbls. 7 50 @ 9 00 White Hp, 1/2 bbls. 4 00 @ 5 00 White Hoop mchs. 75 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 90 Scaled 13 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 15 00 Mess, 40 lbs. 6 20 Mess, 10 lbs. 1 65 Mess, 8 lbs. 1 35 No. 1, 100 lbs. 14 00 No. 1, 40 lbs. 5 80 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 35 Whitefish No. 1, No. 2 Fam 100 lb. 9 75 @ 3 50 50 lb. 5 25 @ 1 90 10 lb. 1 12 @ 55 8 lb. 92 @ 48 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 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 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, 70 bars 2 90 Marseilles, 100 cakes 5 80 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 Marseilles, 1/2 bx toilet 2 10 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 50 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Battle 3 75 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 12 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyana 22 Cloves, Zanzibar 16 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-10 25 Nutmegs, 115-20 20 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 lbs. 5 Muzzy, 40 lbs. 4 1/2 Gloss Kingsford 7 1/2 Silver Gloss, 40 lbs. 7 1/2 Silver Gloss, 16 lbs. 6 1/2 Silver Gloss, 12 lbs. 8 1/2 Muzzy 48 lb packages 4 1/2 16 lb. packages 4 1/2 12 lb. packages 5 1/2 50 lb. boxes 3 1/2 SYRUPS Corn Barrels 29 Half Barrels 21 20 lb. cans 1/2 dz. in cs 2 00 10 lb. cans 1/2 dz. in cs 1 95 5 lb. cans 2 dz. in cs 2 05 2 1/2 lb. cans 2 dz. in cs 2 00 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sndried, medium 24 Sndried, choice 32 Sndried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31	Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5 lb. 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 Kilo 35 Battle 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 69 Boot Jack 86 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, 5 lb. 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 40 Myrtle Navy 43 Yum Yum, 1 1/2 oz. 39 Yum, Yum, 1 lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1 lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 WINE Cotton, 3 ply 20 Cotton, 4 ply 20 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N. 24 Wool, 1 lb. bails 8 VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80 gr 12 1/2 Pure Cider, B & B 15 Pure Cider, Robinson 15 Pure Cider, Silver 15 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 00 Bushels, wide band 1 25 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 25 Willow, Clothes, small 6 25 Bradley Butter Boxes 2 lb. size, 24 in case 72 3 lb. size, 16 in case 68 5 lb. size, 12 in case 63 10 lb. 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 65 Barrel, 15 gal. each 2 90	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 Case No. 2 complete 28 Case No. 2 fillers 15 sets 135 Case, mediums, 12 sets 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 35 No. 1 common 80 No. 2 pat. brush holder 85 12 lb. cotton mop heads 140 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, all red, brass 1 45 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 50 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 22 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable No. 1 9 25 18-in. Cable, No. 2 8 25 16-in. Cable, No. 3 7 25 No. 1 Fibre 11 75 No. 2 Fibre 10 25 No. 3 Fibre 9 50 Wash Boards Bronze Globe 2 50 Lewey 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 13 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short 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. 1 00 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 18 Whitefish, No. 1 14 Trout 11 Halibut 12 Ciscos or Herring 8 Bluefish 17 Live Lobster 30 Boiled Lobster 30 Cod 11 Haddock 8 Pickrel 12 1/2 Pike 8 Perch, dressed 9 Smoked, White 13 1/2 Smoked, White 12 1/2 Chinook Salmon 14 Mackerel 14 Finnan Haddie 15 Roe Shad 15 Shad Roe, each 40 Speckled Bass 8 1/2 HIDES AND PELTS Hides Green No. 2 4 1/2 Green No. 1 5 1/2 Cured No. 1 6 1/2 Cured No. 2 5 1/2 Calfskin, green, No. 1 10 Calfskin, green, No. 2 8 1/2 Calfskin, cured, No. 1 11 Calfskin, cured No. 2 9 1/2 Pelts Old Wood @ 20 Lambs 20 @ 40 Shearlings 10 @ 30 Tallow No. 1 @ 5 No. 2 @ 4 Wool Unwashed, med. @ 18 Unwashed, fine @ 14	CONFECTIONS Stick Candy Standard 8 Standard H H 8 Standard Twist 8 1/2 Cases Jumbo, 32 lb. 8 Extra H H 10 Boston Cream 12 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 10 Broken 8 1/2 Cut Loaf 9 Leader 8 1/2 Kindergarten 10 1/2 Bon Ton Cream 9 French Cream 9 1/2 Star 11 Hand Made Cream 17 Premio Cream mixed 14 Paris Green Bon Bons 10 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 13 Fudge Squares 13 Peanut Squares 13 Sugared Peanuts 12 Salted Peanuts 12 Starlight Kisses 11 San Blas Goodies 13 Lozenges, plain 13 Lozenges, printed 11 Champion Chocolate 13 Eclipse Chocolates 15 Eureka Chocolates 16 Quintette Chocolates 16 Champion Gum Drops 9 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 13 Red Rose Gum Drops 10 Auto Bubbles 13 Fancy-In 5 lb. Boxes Old Fashioned Molasses Kisses, 10 lb. box 1 80 Orange Jellies 50 Lemon Sours 60 Old Fashioned Hornound drops 60 Peppermint Drops 60 Champion Choc. Drops 70 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and 1 10 Dark No. 12 1 10 Bitter Sweets, as'd 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops 90 Lozenges, plain 60 Lozenges, printed 65 Imperial 60 Mottoes 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Cr'ms 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 70 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 assortment 6 75 Scientific Ass't. 18 00 Pop Corn Cracker Jack 3 25 Checkers, 5c pkg case 3 50 Pop Corn Balls, 200s 1 25 Azulikit 100s 3 00 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell 12 @ 13 Brazil 12 @ 13 Filberts 13 Cal. No. 1 14 Walnuts, soft shelled 18 Walnuts, Marbot 14 Table nuts, fancy 13 @ 16 Pecans, Med. 10 Pecans, ex. large 12 Pecans, Jumbos 13 Hickory Nuts per bu. Ohio new 47 Cocoanuts 47 Chestnuts, New York State, per bu. 47 Shelled Spanish Peanuts 7 @ 7 1/2 Pecan Halves 45 Walnut Halves 32 @ 35 Filbert Meats 27 Alicante Almonds 42 Jordan Almonds 47 Peanuts Fancy H. P. Suns 6 1/2 @ 7 Roasted 7 1/2 @ 8 Choice, H. P. Jumbo 8 @ 8 1/2 Roasted 9 @ 9 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes....75 9 00
Paragon55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS

Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots31
El Portana33
Evening Press32
Exemplar32

Worden Grocer Co. brand
Ben Hur

Perfection25
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Flins35
Panatellas, Book35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
85 1/4 lb. pkg. per case 2 60
88 1/4 lb. pkg. per case 2 60
18 1/4 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass8 @11
Hindquarters10 @13
Loins11 @16
Rounds8 1/2 @10
Chucks8 @9 1/2
Plates8 @6 1/2
Livers8 @6

Pork

Loins@11 1/2
Dressed@7 1/2
Boston Butts@10
Shoulders@8 1/2
Leaf Lard@9 1/2
Trimnings@8

Mutton

Carcass@11
Lambs@16
Spring Lambs@16
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 29

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 45

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; Fiebach 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

Small26
Medium26
Large34

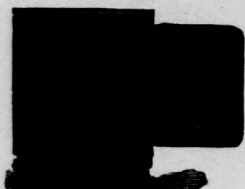
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's, 1 doz.1 80
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Nelson's1 50
Knox's Acidu'd, doz.1 20
Oxford75
Plymouth Rock1 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

Michigan, Ohio And Indiana Merchants

have money to pay for
what they want. They
have customers with as
great a purchasing power
per capita as any other
state. Are you getting
all the business you want?
The Tradesman can "put
you next" to more pos-
sible buyers than any
other medium published.
The dealers of Michigan,
Ohio and Indiana

Have The Money

and they are willing to
spend it. If you want it,
put your advertisement
in the Tradesman and
tell your story. If it is a
good one and your goods
have merit, our sub-
scribers are ready to buy.
We can not sell your
goods, but we can intro-
duce you to our people,
then it is up to you. We
can help you. Use the
Tradesman, use it right,
and you can not fall
down on results. Give
us a chance.

Use

Tradesman

Coupon

Books

Made by

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—Shoe stock and fixtures in a good Northern Indiana town of 25,000 people. Will invoice about \$3,000. All new goods. Nothing over one year old in stock. Will sell for 75c on the dollar. Address No. 704, care Michigan Tradesman. 704

For Sale—In Oscoda Co., Mich., a general merchandise and mill business; a good clean stock of merchandise, inventorying between \$7,000 and \$8,000; store building 25x100 feet, two stories, with 8 living rooms above; doing a prosperous business. Mill is a sawmill and shingle-mill combined and a money maker, working in well with store; from \$3,000 to \$5,000 per year can be made in the business, \$10,000 will buy it. Good reason for selling. Address Box 111, Kneeland, Mich. 701

For Sale—An improved farm in Barry County. Clay loam soil. Good buildings. Wind mill, ten acres hardwood timber. Or will exchange for shoe stock. Address B. M. Salisbury, Ovid, Mich. 700

For Sale—Two Alpha belt separators like new, close skimmers, 3,000 lbs. capacity. Bargain. Also engines, boilers, vats, weigh cans, scales, pumps, etc., cheap. E. A. Pugh, Oxford, Pa. 698

To Buy—Dry Goods. Ex-merchant desires correspondence with party doing profitable business. Live town 3,000 upwards. Owner wishes to retire. Stock \$5,000 to \$10,000. Mention size store, show-windows, case, sales, expenses. Will be in Michigan in July. Address No. 697, care Tradesman. 697

For Sale—Barred Plymouth Rock eggs, \$1.50 per setting of 15. Incubator eggs \$5 per hundred. My yards are headed by some of the best laying strains in the country. I. W. Harris, Box 540, Hampton, Ia. 696

For Sale—The best paying drug store in Lansing. Terms to suit purchaser. Must be sold at once. Rent cheap. Best location. Connected with opera house. Best reason for selling. Money no object. Security is what we want. Apply to H. N. Meloche, Lansing, Mich. 694

For Sale or Rent—First-class meat market, including horse, wagons and fixtures. Box 36, Harbor Springs, Mich. 693

Wanted—Stock groceries or shoes for store building. Paying good revenue, not above \$2,500. Also second-hand National cash register wanted. State price. D. A. Kloethe, Piper City, Ill. 692

G. B. JOHNS & CO.
Merchandise, Real Estate, Jewelry
AUCTIONEERS
GRAND LEDGE, MICH.

I have just closed a successful sale for
F. H. Ballinger, Shepherd, Mich.
Write him about it.

For Sale—Only drug store in town of 500, with country trade of 2,000 people. Will invoice about \$3,000. Rent low. Terms reasonable. Address No. 691, care Michigan Tradesman. 691

For Sale—A retail lumber yard. Fine location. Good patronage. For particulars address The Ewart Lumber & Hardware Co., Topeka, Kansas. 690

For Sale—At half off inventory price. Just like finding \$1,000. Great opportunity to start in business. Good assortment; fine location. Proprietor going west. John Cook, Box 62, Owosso, Mich. 702

For Sale—Drug store in Southern Michigan, town 1,500. Invoices \$3,000. Address No. 703, care Tradesman. 703

For Sale—A general mercantile store in the garden spot of Colorado; town of 2,500; sugar factory, beets, potatoes, alfalfa and grain. Stock invoices about \$15,000; annual sales, \$35,000. Will bear the closest investigation. The best money-making store in the section. Reason for selling, other interests require too much time. Address direct, Box 87, New Windsor, Colorado. 682

Good feedmill cheap. Run 5 years. Reason, ill health. Feedmill, Wixom, Mich. 688

For Sale—General mercantile business, 15 years' established trade; stock and fixtures invoicing about \$4,000. Good chance for the right man. For particulars write Lock Box 610, Neillsville, Wis. 686

For Sale—Complete moving picture outfit in first-class condition. Address Box 54, Bronson, Mich. 684

648 acre stock farm, rich soil, with new buildings, wire fencing, well water, 8 miles from Quincy, Ill. Price \$50,000. Accept stock general merchandise as part purchase. Address No. 681, care Michigan Tradesman. 681

For Sale—Only drug store in prosperous town, center of large fruit growing district; gets all trade from neighboring town. Lot, building, fixtures, elegant soda fountain, large stock, and good will. Pays three thousand dollars profits annually and increasing rapidly. Owner wants to retire. Price \$5,500 cash. Tudsbury & Turner, Real Estate Agents, Loomis, Calif. 680

Meat Market—In Wisconsin county seat, for sale; take about \$1,000 to handle. Good business. Write Polk County Bank, Balsam Lake, Wis. 679

For Exchange—Fine, modern steam-heated, three-story brick business block, well rented; also other improved property and some cash, for stocks of merchandise invoicing \$10,000 to \$50,000. Address Box 56, Marion, Ind. 677

100 to 20,000 Pairs of Shoes Wanted

or part or entire Shoe, Dry Goods, etc., Stocks
Quick deal and spot cash
Write to

P. L. Feyreisen & Co., 12 State St., Chicago

If you want to sell your shoe business for spot cash, address No. 676, care Tradesman.

Subscribe for the Democrat and get a 5 year 3 per cent. one dollar bond, only six thousand issued. Just organizing, no other indebtedness. Paper one year and a bond for one dollar. R. M. Young, North Side, Scottdale, Pa. 674

For Sale—Big paying saloon within 10 miles of Grand Rapids. Bonds and license guaranteed. Reason for selling, ill health. Hotel of 17 rooms, 10 miles from Grand Rapids. Bar in connection. Doing big business. Another without bar, in thriving town near Ludington. First-class drug stock in an up-to-date city of about 20,000. Stock will invoice about \$5,000. Cusick Bros., Widdicomb Bldg., Grand Rapids, Mich. 673

Bakery, restaurant and soda fountain. Middleby oven, everything complete. In hustling Kentucky city of 3,000. Brisk trade all the year around. Reason, sickness in family. Address Baker, Box 41, Sturgis, Ky. 672

For Sale—An up-to-date grocery and meat market in a lively town of 5,000. Annual sales over \$60,000. Stock will invoice about \$1,500. Have been in business 28 years and want to retire. Will only consider cash deal. Address J. W. B., 116 South Front St., Dowagiac, Mich. 671

For Sale—Cash, stock of hardware, tinware, queensware, harness, wagons, buggies and farm implements, invoicing about \$12,000. Good reasons for selling, good business, located in Missouri. Address W. M., care Michigan Tradesman, Grand Rapids, Mich. 667

Wishing to retire from the hardware business, am offering my stock for sale. Stock is clean and up-to-date. Is located in the county seat of Southern Wisconsin within a rich farming and dairy country. Stock will invoice \$4,500. One other hardware and business enough for both. This is worthy of your consideration and can be bought reasonable. Charles Freligh, Elkhorn, Wis. 663

Hardware, furniture and undertaking in best Michigan town. Stock well assorted and new. A winner. Owner must sell. Other business. Address No. 587, care Tradesman. 587

For Sale—One Dayton computing scale, almost new. Cheap. Judson Grocer Co., Grand Rapids, Mich. 617

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. 533

Wanted—Stock of groceries in exchange for real estate, not above \$2,500. Address C. T. Daugherty, R. D. 2, Charlotte, Mich. 592

For Sale or Exchange—Small hotel; forty rooms, mostly furnished; will sell or exchange for farm. Enquire Winegar Furniture Co., Division and Cherry Sts., Grand Rapids, Mich. 685

Will sacrifice 1,000 pair pants worth \$1.50 to \$2.00 at \$1 pair, mostly peg tops, side buckles; swatches or pants sent. Three references required or send remittance for quantity desired. E. Brown, 27 E. 10th St., New York City, N. Y. 687

Farm For Sale—In Garfield County, the Banner County of Oklahoma, 240 acres, new 7 room house, new barn, 100 acres in cultivation, 5 springs, timber, fruit, good pasture, close to school and church. A model farm. N. F. Cheadle, Guthrie, Okla. 662

For Sale—One 200 book McCaskey account register, cheap. Address No. 548, care Michigan Tradesman. 548

For Sale or Rent—Store building at Croton, suitable for general stock. No other store within nine miles. L. E. Phillips, Newaygo, Mich. 410

For Sale—Egg cases. Veneer Box Co., 423 Straight St., Grand Rapids, Mich. 654

For Sale—On easy terms, or exchange for desirable real estate, good clean stock dry goods, groceries and crockery, located in exceptionally good farming country in village of 500. Has three factories running regularly. Only stock of the kind in the village. Will invoice about \$5,000. An elegant established business. Sales in 1907 nearly \$30,000. Corner location, living rooms over store. Both steam heat, rent \$18 month. This is better than ordinary. I have good reasons for selling. Address No. 706, care Michigan Tradesman. 706

Fine factory plant for sale cheap. New two-story brick building, 70x40 on G. R. & I. R. R., 30 miles from Grand Rapids. Address No. 618, care Tradesman. 618

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

Would like to hear from owner having good paying business for sale. Not particular about location; please give price, reason for selling and state when possession can be had. L. Darbyshire, Box 2984, Rochester, N. Y. 659

SITUATIONS WANTED.

Wanted—Young man with twelve years' retail hardware and store experience, wishes change of position. Am of good character and thoroughly posted on all branches of the business. Capable of filling any position about the store. Good salesman. Can trim windows or look after advertising. Address No. 699, care Tradesman. 699

HELP WANTED.

Salesman Wanted—To sell enameled ware on commission basis. State territory you are covering and line you are handling. Pittsburg Stamping Co., Pittsburg, Pa. 695

Wanted—Practical man to take charge of machine shop. One having some capital to invest preferred. Box 4, Station D, Grand Rapids, Mich. 705

Want Ads. continued on next page.

Here Is a Pointer



Your advertisement, if placed on this page, would be seen and read by eight thousand of the most progressive merchants in Michigan, Ohio and Indiana. We have testimonial letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising in this paper.

VARIOUS PATRONS.

There's much of human nature that comes daily to the average salesman back of the counter or in front of it, as may happen, and those who visit the stores to shop have no idea how speedily and accurately they are being sized up by the attendants.

Strange as it may seem the floor-walker, as a rule, rarely needs to go into detailed directions to the clerks to enable them to tell almost at a glance the kind of a customer they have to deal with.

The woman who knows what she wants, just which counter to visit to satisfy her needs and within a cent or two as to what her purchases will cost is not so rare as some would seem to think. There are many such women and every clerk is glad to see them coming their way.

The old traditional shoppers who visit a store just to annoy and disappoint salesmen or women are growing less, but they still exist and are recognizable on sight.

A disagreeable visitor is the man who always picks out and buys his wife's dresses, hosiery, and so on, because he knows the quality and value of fabrics when he sees them and because he is convinced that his taste as to what she should wear is superior. He will haggle over prices, indulge in hints as to statements made by the clerks and indirectly threaten to go elsewhere unless he can get what he wants at his price, and, knowing his peculiarities, salesmen are able to handle him successfully much as they may dislike him.

Are salesladies emotional? I should say they are. I have known scores of them who would, out of pure sympathy and friendly interest, struggle and suggest as to patterns or garments in an almost hopeless effort to please a customer whom they knew to be of very limited means, but who had the temperament, the figure and the carriage to wear the most expensive gowns or coats, hats, and so on—to wear them well and to the credit of the store. For such a customer the average saleslady will use her best ability to satisfy and please because she knows her efforts will give pleasure unexpected, well deserved and appreciated.

The star trader is the man who comes in, by his wife's orders, buys what he wants, pays for it without a comment, says "Thank you" when he receives his purchase and goes away.

And, by the way, the visitor who is courteous does not patronize, treats the salesman as a person of intelligence and refinement and lets fall a pleasant word or two as to the weather, some current happening or in a general way, is always welcome. is known to every clerk in the store and, of course, is looked upon as a person who is entitled to the very best treatment possible.

The "noo-rich" patron is not necessarily vulgar or overbearing. Most people in this age, if they are wealthy, are recently so, and very many of them are persons of natural refinement and highly cultured. It is quite as common for those who are

wealthy by inheritance to be cheaply ostentatious and always disagreeable as it is to discover those characteristics in persons who have not long been free from the stress of economy and even poverty.

And the average salesperson of experience, whether woman or man, is able to discriminate to a nicety almost on the instant.

LOCATION IS WHAT COUNTS.

A majority of the American cities are less than 100 years of age, and it is safe to say that the main business streets in 90 per cent. of these cities are a constant source of irritation and intemperate criticism on the part of citizens because of their architectural shortcomings.

There are abundant well known reasons why the pioneer business structures erected a hundred or even fifty or thirty years ago, in the then new towns, should have been crudely designed and economically constructed, and from the purely selfish standpoint of the owners there are sufficient reasons why such buildings should be still in service.

Real estate has, almost from time immemorial, held an exalted position as an investment and does not appear to be losing ground very rapidly. Taxation and fire are serious factors in the real estate game, but the most potent essential is location.

A first class location is the king-pin feature, so that a business street of five, eight or a dozen squares in length, which has won a high grade position as a retail business center, must maintain that reputation or submit to being superseded by some rival.

And chief among present day requirements of a first class retail center are modern conveniences and harmonious and attractive facades. Many "has beens" in the shape of most popular retail centers are on record to-day in Buffalo, Cleveland, Detroit, Cincinnati, Milwaukee and elsewhere, and in their places are new and other most popular retail centers, simply because the owners of the old places would not rebuild, would not repair and would not refrain from seeking a return of 30 per cent. net instead of the 20 per cent. they were receiving.

So it happens that the deserted old and once favored neighborhoods in these cities are given over to whatever businesses can be induced to locate therein and the stubborn, greedy landlords of old are forced to accept whatever they can get.

Some such record as is above outlined is about due in Grand Rapids and half a dozen other Michigan cities.

PLANTING FOR POSTERITY.

All Michigan is talking to-day of the splendid success attending the Arbor Day observance in Grand Rapids, so that, aside from the ethical gain sought and viewed from the purely material standpoint, our city has already reaped a reward as an advertisement of Grand Rapids loyalty, energy and hustle worth ten times all that it has cost.

The enterprise, conceived and car-

ried out by the Municipal Affairs Committee of our Board of Trade, had for its main purpose the creation of a widespread individual interest in and appreciation of the subject of forestry, and to-day there are many thousands of people in our city, men and women, boys and girls, who have had their attention forcibly attracted to the subject. Ten thousand seedling elm trees were sold at a penny apiece and, with rare exceptions, they were all set out and are being carefully tended. Forty members of the Board of Trade made short addresses at as many public schools, setting forth the purpose of the effort, and the children themselves took part in recitations and songs bearing upon the love for trees and flowers, respect for property rights, the deplorable condition of our land as to timber resources and the Governmental efforts to correct that condition.

It was an enthusiastic and delightful campaign, clearly planned and splendidly carried out, with the participating adults quite as thoroughly satisfied and pleased as were the children. Indeed, it was a revelation to the gentlemen who spoke that the children so readily comprehended and so sincerely took up the somewhat idealistic character of the enterprise. The experiment will be repeated with added force next year, and at the same time reports will be made as to the trees set out last Friday.

TO PROMOTE PEACE.

A great many people are anxious for peace personally, politically, nationally, and internationally, and all such will be interested in the Peace Conference which is to be held soon at Lake Mohonk. Eminent men from various countries will be present to discuss the questions which the title suggests. John W. Foster, ex-Secretary of State, will preside. He ought to be especially anxious about peace just now, because Castro is his client and there is the possibility that somebody may go down that way with gunboats and blow sections of Castro's country and some of his people off the earth, if they do not settle their debts. Of course just now Mr. Foster is in favor of putting all gunboats out of business and relying wholly upon moral suasion or eloquent persuasion for all purposes where nations are concerned. The Conference also can talk about President Roosevelt's demand for four battleships and the order of Congress that there shall be but two.

The Hague Peace Conference last year did not impress people as having accomplished a great deal of substantial value. The claim will be made for it at Lake Mohonk that it did more than it has been credited with and that really its achievements are of actual account. There were forty-five nations represented and as substantial unanimity was necessary for the adoption of any proposition it is easy to see how difficult it would be to reach any kind of an agreement. It did decide that an offer of arbitration must precede the

use of force for the collection of debts and that there should be international appeal from the determination of prize courts, and then it did the very easy and obvious thing of adjourning for eight years. Really the best possible experiment is that being made in Central America, where revolutions come up as quickly as thunder storms and sometimes last about as long. In Washington last winter Guatemala, Salvador, Honduras and Costa Rica were represented in a Peace Conference and they really agreed to something, and if they keep their agreements they will all prosper and make money, or rather save it, and they say that a penny saved is as good as two earned. If Central American nations can promote peace by contract others certainly ought to do as well.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, May 6—Creamery, fresh, 24@27c; dairy, fresh, 20@23c; poor to common, 15@18c.

Eggs—Strictly fresh, 16@16½c.

Live Poultry—Springs, 13@14c; fowls, 13@13½c; ducks, 14@16c; geese, 10@11c; old cox, 10c.

Dressed Poultry—Springs, 15@16c; fowls, 13@15c; old cox, 10@11c; turkeys, 16@20c.

Beans—Marrow, hand-picked, \$2.25; medium, hand-picked, \$2.25; peas, hand-picked, \$2.35; red kidney, hand-picked, \$1.80; white kidney, hand-picked, \$2.30@2.40.

Potatoes—White, 80@85c per bu.; mixed, 70@75c. Rea & Witzig.

De Organ's Busted.

In a little church in Maryland, not far from Washington, the motive power for the organ comes from the strong arm of an industrious Irishman.

During a recent service there the choir got into trouble and, to cap the climax, during the confusion that ensued, the organ suddenly stopped.

The situation was not greatly relieved when there came floating out into the auditorium a hoarse whisper:

"Sing, all youse! Sing like the devil! De organ's busted!"

If you cannot trust your friends you cannot be trusted with friendship.

BUSINESS CHANCES.

Wanted—To buy, second-hand National Cash Register. Must be cheap. Give lowest cash price, full description and number of machine in first letter. Address No. 600, care Michigan Tradesman. 600

Wanted—Stock general merchandise, shoes or clothing. Address R. E. Thompson, Galesburg, Ill. 707

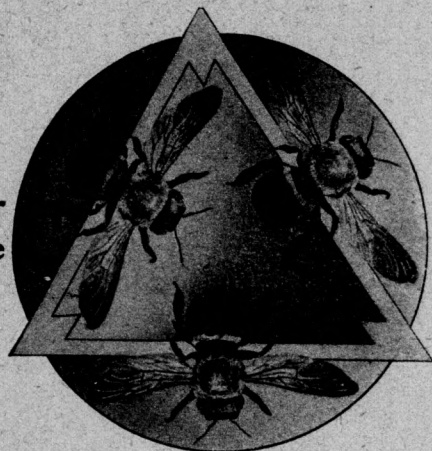
We want a general manager for the state of Michigan to handle our "Dampicide" (protects pianos against rust and all evils of dampness) also "Dampicide" brand disinfectants (odorless) for food compartments in refrigerators. Capital required, about eight hundred dollars. For particulars address the Dampicide Co., Owego, N. Y. 708

For Sale—Stock of fancy groceries in good residence district. Stock and fixtures will inventory about \$2,500. Reason for selling, owner has other business. Address No. 709, care Michigan Tradesman. 709

For Sale—The Ed. Struensee harness business at 73 N. Market St., Grand Rapids, consisting of harness, robes, blankets and harness hardware. The entire stock will be sold in whole or in part to suit purchaser. Write or call John Sehler, Trustee. 710

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These Are the Busy Boys for Business

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to Burn
or Throw
at the Birds



You are not **in business for fun or for your health.**

You have **no money to burn**, and for that reason you carry insurance on your property and stock of goods.

You take no chances against fire or theft of the money taken in during the day.

You should be just as careful to **protect your credits, for they are your most valuable assets.**

You **don't throw money at the birds**, yet that's about what you are doing when you extend credit without a proper system to protect you against losses.

The New Keith Fire Proof System protects your accounts to the fullest extent, both from **without** and from **within**.

It stops forgotten charges.

It stops disputes.

It gives your customer a statement of his account with every purchase and thus fosters prompt remittances.

It places you in a position to limit credit and stop it at will.

See our new catalog—it's free.

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Is to get twenty packages of
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at 2 for 25 cents.

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to sell it. Everybody *knows* it.
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Have it where everybody can see it
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Angldile Computing Scale Company

Elkhart, Indiana

No Argument Against Facts

Success in merchandising is a result of close attention to the **little things** and the application of methods which have been proven efficient by actual experience.

If your present system is subject to **losses** by errors in computation or the giving of overweight, remember that it is **your** money and **your** merchandise that are getting away from you.

We offer you our services **gratis** for the purpose of showing you where the losses occur, and how they can be successfully prevented.

We make no claims or statements regarding

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which cannot be proven to your entire satisfaction. The accuracy and efficiency of our scales are proven, not only by successful users, but by

Four High Court Decisions

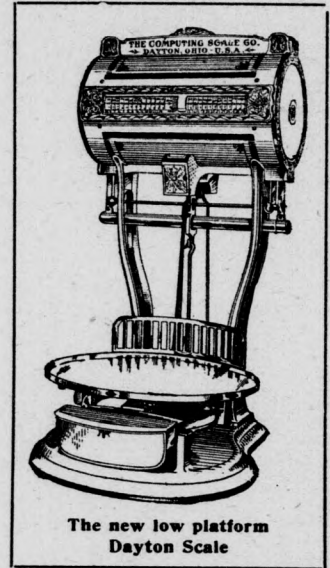
If you are at all interested in knowing how to improve your present system of weighing, send us the attached coupon or your name and address. Don't be the **last** to investigate.

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Next time one of your men is around this way, I would be glad to have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.
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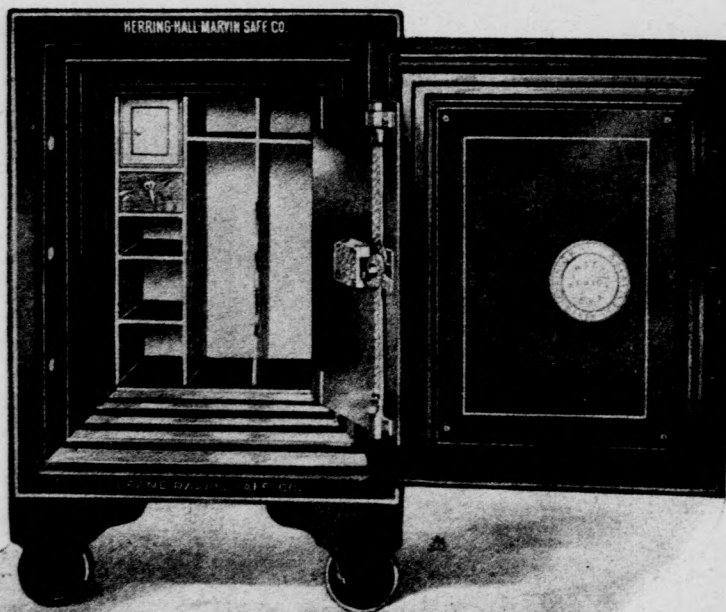
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The illustration shows our No. 177, which is a first quality steel safe with heavy walls, interior cabinet work and all late improvements.

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