

A "Square Deal" for Every Grocer That's the KELLOGG Policy

Kellogg's Toasted Corn Flakes is the only corn flakes that does not put the average grocer at a disadvantage by selling the chain stores, department stores, and buying exchanges at jobber's prices. It is distributed strictly through jobbing channels, and every retailer, great and small, is on the same basis.

It is sold solely on its merits, without premiums, schemes or deals. The National Association of Retail Grocers is on record most emphatically as opposed to these.

It is backed by a generous and continuous advertising campaign. Nothing spasmodic about it. It is the most popular breakfast food in America today; sells rapidly, yields the grocer a good profit, and makes a satisfied customer, and that is why the public insist on getting the

Genuine and Original TOASTED CORN FLAKES

and are looking for this signature on the package

W. K. Kellogg



Toasted Corn Flake Co., Battle Creek, Michigan







The Prompt Shippers



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



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

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

Detroit, Mich.

GOOD GOODS—GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fifth Year

GRAND RAPIDS, WEDNESDAY, JUNE 10, 1908

Number 1290

Kent State Bank

A consolidation of the
KENT COUNTY SAVINGS BANK
and the
STATE BANK OF MICHIGAN
with total assets amounting to nearly
\$6,000,000

The consolidation will become operative about July first next and will be under the same successful management as the present combined banks. For a time the old quarters of both institutions will be maintained: The Kent County Savings Bank, corner Canal and Lyon streets; the State Bank of Michigan, corner Monroe and Ottawa streets, Grand Rapids, Mich.

DIRECTORS

L. H. Withey Edward Lowe T. Stewart White
Daniel McCoy Henry Idema A. W. Hompe
E. H. Foote John A. Covode B. S. Hanchett
Wm. H. Jones M. S. Keeler J. A. S. Verdier

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. Correspondence 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

FRONTS AND WINDOWS.

There is no retail merchant living and successful in business who does not recognize the value there is in an attractive store front and the advertising force there is in well designed and neatly executed decorations of the show windows.

All agree that these things are essentials, but too many of them refrain from indulging in such expense of time and effort, either through a mistaken estimate as to cost or a blind sort of faith that their "trade" will stay by them, whether or not any effort is made to retain their loyalty and patronage.

Both of these positions are erroneous. Any merchant who has the will to do so and is not indolent may, fitting the expense to his legitimate resources, make his show windows particularly attractive by changing exhibits and decorations at least twice every thirty days. All that is necessary to do this is to have a strong appreciation of the season of the year on each occasion; next to have exact knowledge as to what he has to exhibit; what special bargains he has to offer; then, by using common horse sense in accordance with the window space available, to study out a plan for exhibition and make the showing.

Of course, all merchants do not have windows such as are in the Marshall Field establishment, neither do all of them live in Chicago. But, relatively and in proportion to the population served and the lines of goods carried, equally good facilities exist for all merchants and equally good results follow. It is purely a matter of will, and as experience is gained judgment and methods improve, so that in due time the practice becomes a habit.

And, by the way, a sure specific for that foolish faith that you can hold your trade, whether or not you do anything special to hold it, is six months of patient, intelligent and persistent effort along the lines of clean, well kept store fronts and interesting exhibits in your show windows.

Let the visiting merchants in our city this week make a study of the window exhibits in Grand Rapids. It is worth while, inasmuch as they are mostly good ones and as they were prepared especially for the benefit of the visitors.

ENJOY EVERY MOMENT.

When one stops to think it over Grand Rapids is just now filled with machinery as never before.

Two thousand and more Michigan merchants are in town this week and everything in the department of good fellowship fairly whirs.

So you think it is a shame to class men as machines, do you?

And yet you are not willing to admit that there is any machine known that is superior to a well ordered man.

There is not a successful retail merchant in Michigan who is not really and truly a machine—a component factor in the great machine that takes care of both supply and demand.

What would become of city or village if its retail merchants should "stop going," as the phrase is?

And what would become of the farmers and other producers if the retail merchants should cease to operate?

Who would buy and pay for these products? Who would keep track of the needs of the people and supply them?

And so, again, with more than 2,000 Michigan merchants among us, our town is more largely favored with machinery than ever before.

We are glad to have them with us, glad to help line up any faulty shafting, replace wornout pulleys, supply new belts, reveal any secret we have as to making steam economically and utilizing what we get to its full value.

All of these desirable results are obtained through cheery greetings, genuine fellowship, recommendations that are sincere and hand to hand association. The city merchant and his representatives—also machines—profit mentally, spiritually and materially, equally with their visitors.

There is no make believe on either side. Everybody is out for a good time and all will have it except those who fail to catch the spirit of the time and do not flock harmoniously. "Birds of a feather flock together," repeats Miss Georgina to Lord Dundreary in the comedy of Our American Cousin.

Dundreary drops his monocle with a start, hastily replaces it as he looks at the young lady and repeats, "Birds of a feather flock together?" She nods a smiling assent and Dundreary, with an idiotic stammer born of diffidence, says: "N-n-now what d-d-damned nonsense, M-m-m-miss Georgina. H-h-how can a bird with only one f-f-feather f-f-flock together?"

And so, don't be a bird with only one feather.

TEMPORARY SETBACK.

The boats of the Grand River Line have been sold on private terms to somebody who is going to operate them in the passenger service on the Menominee River between Menominee and Marinette on the south and the village of Menominee River, sixty miles to the north.

Thus is written the obituary of the most recent effort by Grand Rapids

to preserve one of its most valuable assets—Grand River as a commercially navigable stream.

One of the misfortunes attending every effort to save our river's navigation to the city is the fact that the enthusiasm which develops each effort loses vigor and value when reverses arise. In any other business involving an investment of fifty or more thousands of dollars the development of reverses and disappointments simply intensifies and perpetuates the determination to win.

There are plenty of men who will stand grim yet smiling as they lose individually five or ten thousand dollars in an industrial or commercial enterprise and who will soothe their chagrin by explaining that it requires three or four years of loss to make any business reach a paying basis; and yet these same men, pocketing a loss of one or two thousand dollars individually, will lose heart and quit the effort if it is in the river steamboat business.

Seemingly, excuses don't apply, experiences in other lines where losses and years of effort are required have no bearing on the problem of navigating Grand River between our city and Grand Haven.

The failure just recorded does not write the last chapter of the navigation of Grand River. Grand Rapids, as an entity, does not give up once it starts after a thing. The Grand Rapids Board of Trade was organized twenty-one years ago with but one specific purpose in view, and that was the improvement of Grand River for navigation purposes. It has never lost sight of that purpose and it will not lose sight of it.

Already a special committee of the Board, appointed to take up the matter, has made a report which contemplates a much broader view of the problem, and that view was approved by the City Engineer in a formal communication to the Common Council on April 7 of this year. This communication was referred to the Committee on Ways and Means.

Meanwhile the special committee of the Board, desiring to co-operate harmoniously, wisely and vigorously, awaits action by the Ways and Means Committee, ready and enthusiastic in its desire to begin writing the next and most valuable chapter of our River Improvement serial. And it will be written beyond any question.

Many a man who says he has rational difficulties in religion means that he has difficulty in being rational in religion.

You would think that their master had said, "Feed my giraffes," by the way some preachers place the food for the sheep.



Arranging Brown and White Leather Display.

Just at the moment all the stores are gay with flag and bunting decorations night and day and ablaze with electricity between sundown and midnight—or later—in honor of the city's distinguished guests, forty-eight Grand Commanderies of Knights Templar in State conclave, a total of 3,000 men, and 2,500 merchants from all over "Michigan, my Michigan," to have one of the best times of their lives in celebration of Merchants' Week, which idea several other cities are now taking up. Ample preparations were made for this latter event by the Board of Trade and the merchants themselves are "doing the rest." If but the weather is propitious nothing will mar the pleasure of this duo of events.

Leather as an Accessory.

Not anything in the way of a background or floor covering makes such an impression in a shoe window as large pieces of leather of the color of the shoes on exhibition. Either large pieces or small ones may be utilized; interest is excited in either case.

In dressing a window with leather it is best to use but two colors, as more produce a kaleidoscopic effect; however, sole or heel leather may be introduced in conjunction with that used for uppers, also patent leather.

Large pieces should be employed in the background and either large or small for the floor. In case of the latter, if, say, brown and white are used, they may be alternated or brown placed in the center with a circle of white samples, or vice versa, or they may be arranged in rows, the brown pieces in one and the white in a second. The shoes may be set in straight lines or in circles or any other way to suit the fancy of the windowman.

In the background alternate the leather with long trailing bunches of brown and white shoe laces and group these at intervals on the floor.

Procure from some milliner clusters of brown roses the same shade as the leather and put them in a cut glass or other fine vase. Little touches like this glorify a perhaps otherwise plain-looking window.

Get Face To Face With Your Display Window.

"Do not allow yourself to believe your window is good enough. Too many dealers do that, and then wonder why their business does not keep apace with the increase of the population of the town. Window trimming and a proper display of

shoes is advertising and is equally as important as the art of buying and selling. 'Get face to face' with your display window, and analyze it as the public does. The experience may do you and your business good. One dealer who recently got face to face with his show window became astonished and remarked, 'Oh! what a bluff!' Once one becomes interested in his windows and puts his individuality into them the displays become fascinating both to him and the passing—buying—public."

Keeping Faith With the Public.

"Extravagant statements in advertisements have done much to make the public skeptical, yet few shoe retailers realize this fact. How often dealers in footwear make claims in their advertisements to sell 'the best shoes made,' or 'nothing but the best in shoes.' Then, again, there are those who claim to have 'the best shoes in town' when many of them know differently.

"Making claims is not sufficient. Statements must be substantiated and there is but one way to do that—by the customer's test of wear and use. Nothing else is more convincing to the public, and it takes time to prove assertions.

"Not alone shoe dealers, but merchants in all lines seem to think they can draw to their stores big business by simply making all kinds of exaggerated offers in their advertisements.

"These methods are more than ever in evidence. Conditions do not warrant that any business man deviate from the methods that have for years brought him satisfactory trade. Putting ginger in your advertising is well and proper. Keep it up. But remember the public does not flock to any store just because the owner advertises in large letters

Nothing but the

B-E-S-T

Shoes Sold at My Store.

"A satisfactory reason should be given for making such claims. You can lead your competitors without resorting to unreasoning methods."

Ingenious Tricks of Decorators in Show Windows.

Chicago's shopping center downtown experiences stronger rivalry in the decorations of its show windows than is felt in any other city in the world. Which means that as a center of art in shop window displays, Chicago takes second place to no other capital on the globe.

New York may have more miles of decorated fronts to its retail stores, but because of the congested retail district of Chicago and the proximity

of one great retail house to all of the others, the element of competition is strained to the utmost. Long ago the progressive retailer discovered that he might expect a cash return on the money invested in window dressing provided the work appealed to the people. In this way window decorations have become a factor in trade competition and because of this fact the Chicago show windows are second to none.

An Educational Feature.

State street is the center of this competition in window displays. Perhaps few people who most depend upon the window display of this great retail thoroughfare appreciate what a tremendous educational feature this window dressing is to the community. For there is a liberal education possible from intelligent observation of the show windows of Chicago's downtown. Virtually everything that may appeal to the needs of man is on display behind polished plate glass and is to be seen for the looking. Not only are these material objects shown in their material purpose but in modern window decorations there are a subtle artistry and technique in the work of the decorator which in itself is educative.

The mere "window trimmer" long ago passed out of State street competition. To-day the man who essays to present a line of goods for inspection behind a wall of plate glass must be a decorator. He must have had schooling in art effects and be able to paint a picture of material objects.

"The window trimmer may be likened to the man who plays the piano 'by ear,'" said a State street master of window display. "He picks out 'a tune' without having the first idea of harmony and counterpoint. The window decorator is the skilled musician playing classical music from the score."

In the beginning the window display of the retail house was commercial. The space behind the plate glass was designed to show the passerby some of the attractive things which the store had for sale on the inside. Perhaps the best demonstration of the first purpose of the window display still is to be seen when on some unusually rainy, dreary morning a small shopkeeper fills a show window with umbrellas and overshoes.

Artistic Display Necessary.

The decorated show window still is commercial in its purpose, but within the last dozen years it has developed that to present this commercial side of the show window effectively an artistic interpretation of the display must be reached. It is one of the accepted truths of art in this sense that even if the layman does not understand it is art, the effect of the artistic display is not lost upon him.

Time was when the old time window trimmer found it all sufficient to turn a coat or jacket wrong side out in a window merely to show that it was silk lined throughout. To-day the window decorator may be called

upon to display two or three ballroom costumes in which the individuality of the artist making them is such that they are priced at \$500 each. The matter of material and lining has been overshadowed by individuality of style and proportion.

Here at once the window decorator finds his opportunity not only in draping these garments to their best advantage but in the choice of a setting for them. Manifestly a ball costume on a dummy figure with a background of a busy street would be an incongruity. The decorator, in order to bring out the effect of the display, reproduces the color and environment of the ballroom. With costumes for the street he must seek for street effects to show them off.

"For these reasons the head of the decorating force must make his plans and his designs, drawing up his specifications in writing just as an architect must do. There may be a score of departments which want representation in these window displays and for each of them a cost estimate is made, just as an estimate would be made by a decorator for an individual home. And how many window decorators there are, so-called, who can not read these plans of the decorator is surprising."

Results Are Looked For.

Ordinarily the average State street window is decorated once a week. Some may be dressed three times in a week, but the average length of the exhibit is six days. What this work of decoration means may be guessed when it is remarked that one State street house has thirty-seven windows that measure 15x10 feet, a total of 5,550 square feet of glass to be dressed. Another great department store presents two full city squares of plate windows to be made attractive with merchandise.

Training the Window Dresser.

These apprentices take training in the Art Institute for the most part. In the school they learn principles of decorative design and in the store they have the merchandise with which to work for effects. The head of the department in the store is a trainer and teacher and at the end of three years the young man of receptive mind and with talent for the work may be able to command a decorator's salary. The period of probation runs from three to five years and men of a dozen nationalities may be represented on the staff.

Year after year the show windows in State street have been calling for greater art in decorating. As this art has developed the evolution of art goods has spurred it and competition has seized upon it as an aid to business. The art of window decorating is now represented by libraries of bound volumes and as a craft it is numbering hundreds of educated experts who are taking the places of the old "window trimmer" who once had as sole measure of his work the consciousness that not another cubic foot of material could be crowded into an already crowded window. Samuel C. Robertson.

What Some Other Cities Are Doing.

Written for the Tradesman.

Buffalo expects to make its old tin cans and other tinware gathered by the refuse collectors yield from \$25 to \$30 per ton. A machine has been installed at the utilization plant which takes the tin cans, flattens them out, polishes the surface, then cuts the tin into small discs with a hole in the center. The discs are used for roofing houses with tarred paper or other material.

Business men of Des Moines are planning a novel "booster" organization, to include in its membership every resident of the city who will pledge himself to purchase nothing but Des Moines made products. Buttons bearing the legend "Plug for Des Moines Made" will be given the members.

The right of the city to abolish billboards is to be tested in the courts of Toledo.

The Board of Directors of the Chamber of Commerce of Zanesville, Ohio, have voted to insert paid advertisements in the local papers calling attention to the city as a most advantageous business center. The Chamber will take no vacation during the summer months.

A movement to organize a retail merchants' protective association in Wheeling, W. Va., has met with much encouragement. A well posted Wheeling man says that 90 per cent. of the retail grocery business of the city is conducted on credit.

Walter Rohleder is the new Secretary of the Grocers and Butchers' Association of Mishawaka, Ind.

The Citizens and Business Men's Association of Charlotte has been organized with the following officers: President, R. S. Spencer; Secretary, Lawrence Robinson; Treasurer, V. G. Griffith.

The city of Pontiac has arranged a public swimming place for boys in a mill pond there.

Almond Griffen.

Every-Day Philanthropy.

A sad and seedy individual found his way into a Baltimore office building, gained admission to the offices of one of the city's best-known legal firms, and, at last, somehow penetrated to the sanctum of the senior partner.

"Well," asked the lawyer, "what do you want?"

The visitor was nothing if not frank.

"A dollar bill," he said, "although," he added, "if you don't happen to have the bill, silver will do."

The man's unusual manner caught the lawyer's curiosity.

"There you are," he said, handing out the money. "And now I should like to have you tell me how you came to fall so low in the world."

The visitor sighed. "All my youth," he explained, "I had counted on inheriting something from my uncle, but when he died he left all he had to an orphan asylum."

"A philanthropist," commented the lawyer. "What did his estate consist of?"

"Ten children," said the visitor—and vanished.

Some Things Tact Will Do.

It takes constant study and careful observation to determine just what constitutes tact in the drug business and self-control in order to use it when the opportunity comes. You may be talented but destitute of tact. Talent knows what to do, but tact knows when and how to do it. Many persons in the drug business are talented pharmacists, but lack sufficient tact to make a success of their calling. They have the consciousness of being worthy, for talent makes a person respectable, but tact makes a man respected. Talent is counted as wealth, but its market value fluctuates. Tact is always ready money. In professional as well as commercial affairs tact outweighs talent many fold, and this explains why some pharmacists soon passed in the race for success their older and more talented competitors. People wonder why the talented pharmacist does not get along any faster and are astonished that the druggist with tact meets with success at every turn. There is no reason why both talent and tact should not be possessed by the same individual. In fact, they are a very compatible mixture for the drug business. The talented pharmacist receives many compliments from those who have only compliments to give, but the one with tact has a busy cash register and manages to make a profit on the goods that he sells. We meet both talent and tact at conventions where talent always speaks in a learned and logical manner, while tact speaks

with assurance and often in a triumphant manner.

We can not in brief space even enumerate the opportunities in the drug business for the exercise of tact. Among the more important are the following, which are but a few of those which will occur to the thoughtful and watchful pharmacists who keep both eyes wide open: First of all come the good-will and respect of customers. Then the confidence and favors of the physicians. The handling of drug clerks so that good ones can be retained. The dealing with salesmen in a manner which insures the best terms in buying. The planning so that life will not be a drudgery, but time found for recreation and vacations. Tact never wastes time nor misses an opportunity. It does not carry dead weight and seldom makes a false step. Tact never refuses to listen to advice, but has the faculty of judging of its value.

The trade paper is a traveling salesman, not calling on the trade once a month, but instead it calls every week in the year. It shows up all the new things and constantly keeps the names of business men before the trade that it is desired to reach. It will call on a score of business men while a human being salesman is opening his grips to show his goods; it will go home with the retailer at night and stay with him, appearing at his breakfast table in the morning. In fact, it is a salesman who never sleeps and is always "Johnny on the spot."

Grocers "Getting Wise"

This Trade Mark has appeared on our Butter Color for over twenty-five years.



From our constantly increasing orders from grocers all over the country we find that grocers everywhere are "getting wise" to the comfortable profit making trade that they can build up on our Dandelion Brand Butter Color (Purely Vegetable.)

Are you wise?

If not send a trial order and get wise.

Dandelion Brand Butter Color

Purely Vegetable

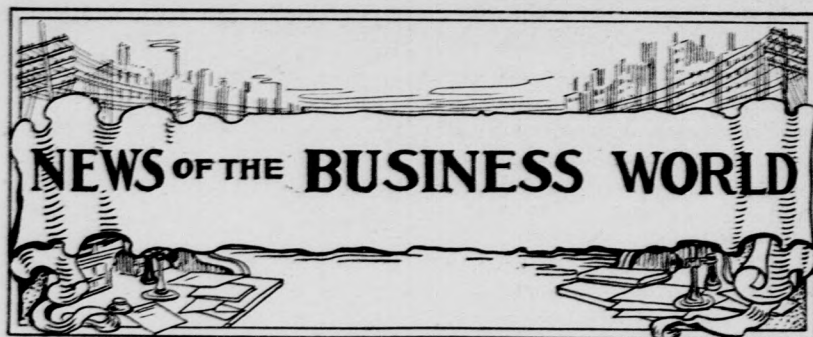
Is the Standard of the World

It is almost as much a staple with buttermakers as sugar and coffee.

Nine out of ten of them have always used it, and the tenth is sure to come to it.

If you have not stocked it yet, write today to us or to your wholesaler for sizes, prices and advertising matter.

WELLS & RICHARDSON CO., Burlington, Vt.



Movements of Merchants.

Hersey—Ed. Wood is succeeded in the meat business by Perry Birman.

Lowell—A new ice cream and cigar store will be opened by John O. Clark.

Benton Harbor—The grocery store being erected by J. T. Walton is nearing completion.

Epworth—H. B. Marsh will conduct a grocery store at the Epworth resort this season.

Dexter—Frank Lemmon & Co. succeed J. W. Fulford & Son in the ice cream and confectionery business.

Vicksburg—C. B. Fraker, cigar manufacturer, will engage in business here, having moved from Kalamazoo.

Houghton—Orenstein Bros., furriers, of Calumet, will open another store here and engage in the same line of trade.

Sault Ste. Marie—A stock of men's and youths' clothing has been installed by M. Newmark, formerly manager for G. Rosenthal.

Detroit—The Brown Pharmacy Co. has purchased the confectionery stock of William P. Murray, Jr., and will take possession July 1.

Lansing—R. C. Whitehead is succeeded in the coal business by F. C. Trager, who will continue the same in the office with the feed business of R. C. Whitehead.

Ashley—The drug stock formerly owned by Anthony Loehr has been purchased by Asa Gilleo, of Ithaca, and his father. Mr. Asa Gilleo will have the business in charge.

Traverse City—F. A. Dean has formed a copartnership with his son, Thomas, under the style of F. A. Dean & Co. to conduct a grocery store on North Manitou Island.

Cheboygan—Eli Masco, formerly of this place, but lately engaged in the manufacture of cigars in Kalamazoo, has decided to return to this city, remaining in the same business.

Pinconning—Wm. S. Fotheringham has merged his banking business into a stock company under the style of the Pinconning State Bank, with an authorized capital stock of \$20,000.

Romeo—A corporation has been formed under the style of the Maccomb Lumber Co., with an authorized capital stock of \$15,000, of which amount \$7,500 has been subscribed and paid in in cash.

Pontiac—Eli Simpkins, receiver for Reynolds & Son, dealers in hardware and paints, has sold the stock to Colin MacCallum, who will continue the business. Mr. MacCallum was formerly a member of the firm of

Beattie & MacCallum, hardwaremen and plumbers.

Barryton—The Barryton Grain Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in in cash.

Fennville—L. S. Dickinson, hardware and agricultural implement dealer, is succeeded by Chas. A. Dickinson and Ray Raymond, who will conduct the business under the name of Dickinson & Raymond.

Richland—The Richland Guernsey Breeders' Association has been incorporated to deal in cattle, sheep and horses, with an authorized capital stock of \$1,000, of which amount \$500 has been subscribed and \$250 paid in in cash.

Benton Harbor—E. Beckley, who formerly conducted the cigar stand at the Hotel Benton, will remove to Argentine Republic, where he will engage in the automobile business. F. G. Sangster, of Rochester, Ind., succeeds Mr. Beckley in business here.

Minden City—Fire caused by the explosion of a gasoline tank, part of a lighting plant, destroyed the general store of Strang & Baker here June 8, causing a loss of \$20,000. The building and contents were partially insured. The fire spread to all parts of the building a few seconds after the explosion and the intense heat made it impossible to save any of the goods. The store was the largest here. It was formerly owned by Robert Canham.

Manufacturing Matters.

Chassell—The Worcester Lumber Co. has started its shingle mill.

Nashville—A piano bench factory has commenced operations here. It will be conducted by Cross & Zachman.

Iron River—A. W. Quirt has started the erection of a sawmill and shingle mill to replace his former plant, destroyed by fire a year ago.

Bay City—F. T. Woodworth & Co. will bring down 4,500,000 feet of mixed logs from near the Straits, which will be manufactured at this place.

Ontonagon—Logging has been resumed in Ontonagon county by the Diamond Lumber Co. and will be continued throughout the summer season.

Bay City—Nearly all of the box manufacturing plants are doing a fairly good business and some firms have contracts that will carry them through the year.

Perry—The Perry Glove & Mitten Co. has resumed business and it

is probable that the corporation will engage in the manufacture of knit coats and vests aside from the glove business.

Hillsdale—W. S. Pullen, of Allegan, will remove to this place and engage in the manufacture of saw handles, which he makes from apple wood. Mr. Pullen brings some men with him.

Bay City—The Bousefield Wood-ware Works, the largest plant of the kind in the country, started up on full time last Thursday. The plant consumes several million feet of timber annually.

Minden City—A corporation has been formed under the style of the Minden City Creamery, with an authorized capital stock of \$5,000, of which \$4,675 has been subscribed and paid in in cash.

Onaway—As soon as the Lobdell & Churchill plant finishes cutting out 3,000,000 feet of logs new boilers will be installed and other extensive improvements made and the plant will be put in fine condition.

Kalkaska—The Stearns Lumber Co. will take the place of the Thayer Lumber Co. in the vicinity of Stratford and Halstead, having about twenty years' logging in that vicinity. It is now getting out about forty-four cars of logs daily.

Benton Harbor—Roman Jarvis, Jr., and Fred Armstrong will engage in the candy manufacturing business under the name of the Roman Candy Co. Both young men have been identified with the confectionery establishment of Wm. Barentson.

Pentwater—A corporation has been formed under the style of the Butcher's Friend Saw Co. to conduct a manufacturing business. The capital stock of the company is \$10,000, of which amount \$5,100 has been subscribed and \$3,000 paid in in property.

Menominee—The largest single cargo of cedar posts ever taken into a dock here was unloaded the last week. The boat had 21,000 posts aboard and this is anything but discouraging for the market, as the Menominee and Marinette yards are stocking up heavily with cedar products.

Cadillac—If the orders for iron keep up as they have the last week it will not be long before Mitchell & Diggins open their iron furnace. Within the last few days the firm has received orders for 900 tons of iron. The firm is about to begin making some much needed improvements.

Iron Mountain—Andrew Bjorkman is about to take his first vacation in many years. He has just closed his logging operations for the season and states that, while it was smaller than the preceding season, he considers the results satisfactory. Bjorkman is now the largest individual logger in the Upper Peninsula.

Carter—F. C. Desmond, who manufactures charcoal near Traverse City, has formed a stock company under the style of the F. C. Desmond Co. to conduct a similar business and a general store at this place. The corporation has an authorized capi-

tal stock of \$30,000, all of which has been subscribed, \$2,000 being paid in in cash and \$28,000 in property.

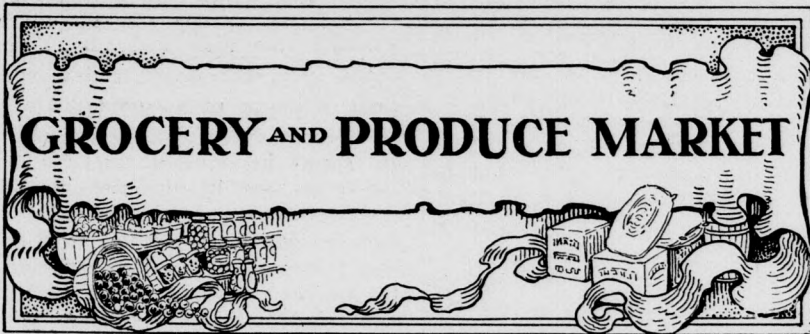
Rexton—Idle since last fall, the sawmill and logging camps of D. N. McLeod, of this place, are to resume operations at once. Mr. McLeod says that general conditions in the lumber business are improving and, notwithstanding the poor start, he is of the opinion the season will be a lively one. He will employ a large number of men in his various operations.

Cadillac—R. A. Sibbitt, of Ottawa, Ont., and F. J. Root, of Bingham, N. Y., promoters of the Cadillac Turpentine Co., feel confident of success. Contracts for the hauling of pine stumps from which the turpentine is made will be made with the farmers of this section at once. The new turpentine company will be the largest of its kind in this State and will be capitalized at \$200,000. It will employ 200 men at the start.

Manton—A peculiar case has arisen over the damage done to the McAfee & Co.'s stave and heading mill by the breaking away of the dam in this village. Andrew McAfee wants damages from the village and in order to bring suit for same will have to resign as President of the village. As village President he could not bring suit against himself. In other words, he could not be the complainant and the defendant in the same suit.

Cadillac—The Cadillac Handle Co., despite the so-called hard times, has begun running night and day and will give steady employment to 130 men for the next two or three months. When asked why it could run double shifts and pay higher wages than several other local concerns, a member of this hustling institution said: "It is not simply to make a showing that we are running night and day. We have an unusually large cut on hand and as the logs check worse in hot weather it is necessary to work them up as soon as possible. Our cut is so large, however, that when the rush season is over and we lay off the night crew we shall still be able to give the day force steady work. By fall times will certainly pick up and then all of the men will find employment."

Menominee—The United Logging Co. has been organized by Delta county men and capitalized at \$100,000. The new company has taken over all the logging contracts which existed between the Escanaba Wood-ware Co. at the time that corporation went into the hands of a receiver, and the following named concerns: Escanaba Manufacturing Co., Kimberly-Clark Co., of Neenah; Northwestern Cooperage & Lumber Co., Gladstone; Menasha Wood-ware Co., Menasha, and the Mason & Donaldson Co., Rhineland. The United Logging Co. will begin active operations at once, so as to provide the various concerns mentioned with the timber supply provided for under their contracts with the Escanaba Wood-ware Co. It plans to carry on its work on an extensive scale and it will give employment to several large crews of men.



The Produce Market.

Asparagus—75c per doz. bunches for home grown.

Bananas—\$1.50@2.25 per bunch.

Beets—\$1.25 per box for Southern.

Butter—There is a good consumptive as well as speculative demand and the quality of the present receipts is very fancy. The market is likely to continue on its present basis as long as present weather conditions continue. The make is about normal for the season, and the situation will probably remain firm and unchanged for the remainder of the month. Creamery is held at 24c for tubs and 25c for prints; dairy grades command 18@19c for No. 1 and 14c for packing stock.

Cabbage — Mississippi commands \$1.25 per crate. Tennessee \$1 per crate.

Cantaloupes—\$4.50 per crate of about 45 for Georgia.

Carrots—\$1.20 per box for new.

Celery—\$1.25 per bunch for California. Home grown will begin to arrive the latter part of the week.

Cocoanuts—\$4.50 per bag of 90.

Cucumbers—75c per doz. for hot house and \$1.50 per crate of about 5 doz. for Southern.

Eggs—The market is unchanged. There is a very good consumptive demand, receipts being about normal. There are still a few fancy eggs going into cold storage and the market is firm on the present basis. No change is expected within the next few days. Local dealers pay 13½@14c on track for case count, holding these at 14½@15c and candled at 16c.

Grape Fruit—Florida commands \$6.50 for 80s and 90s and \$7 for 54s and 64s.

Green Onions—15c per doz. bunches for Silver Skins and 12c for Evergreen.

Honey—17c per lb. for white clover and 15c for dark.

Lemons—Are showing a firmer tone on account of warmer weather which has created a more active demand. Californias are now held at \$3.50, while Messinas have advanced to \$3.50@4.

Lettuce—10c per lb. for hot house.

Onions—White Silver Skins (Texas Bermudas) command \$1.60 per crate. Yellows fetch \$1.50. The demand is still heavy.

Oranges—The tendency is upward, as spot stocks are fast cleaning up. Navels are practically off the market, being now quoted at \$4@4.25 per box. Mediterranean Sweets fetch \$3.75@4. Valencias command \$4.50.

Parsley—30c per doz. bunches.

Peas—\$1.50 per box for Southern grown.

Pieplant—90c per 50 lb. box for home grown.

Pineapples—Cubans and Floridas are now sold on the same basis, as follows: 24s, \$3.50; 30s, \$3.25; 36s, \$3; 42s, \$2.50; 48s, \$2.25.

Plants—65c per box for cabbage and tomato.

Potatoes—Old command 75c and new fetch \$1.50 per bu.

Poultry—Receipts during the past week have been quite heavy, as has been the demand. The call has been specially good on hens and young stock and arrivals have kept well sold up. Local dealers pay 9@10c for fowls and 25c for broilers; 10c for ducks and 15c for turkeys.

Radishes—15c per doz. bunches for Round or Long.

Spinach—60c per bu.

Strawberries—Home grown are now in possession of the market, ranging from \$1.25@1.50 per 16 qts. The crop is large in size and fine in quality. Next week will be the flush of the season.

Tomatoes—\$1 per 4 basket crate.

Veal—Dealers pay 5@6c for poor and thin; 6@7c for fair to good; 7½@9c for good white kidney.

Watermelons—50c apiece for Georgia.

Trade Changes in the Hoosier State.

Fort Wayne—The capital stock of S. F. Bowser & Co. has been increased to \$60,000.

Poseyville—The Poseyville Milling Co. has been incorporated with an authorized capital stock of \$25,000.

Perrysville—Business will be discontinued at the McNeil drug store.

Warsaw—H. M. Hartman has purchased the grocery stock of C. W. Cook, formerly of Elkhart.

Columbus—The stock in the department store of Feibel Bros. has been destroyed by fire.

Akron—The W. W. Warner Co. has been incorporated with a capital stock of \$30,000.

Henry McCormack, Ithaca: My total trade is better than last year. The rainy season has not lasted as long and the farmers are feeling good and are prosperous. My stock is about as large as last year. I think indications for future business are very satisfying. All it needs is push and straightforward dealing, as the money is here to be had. We are troubled some with mail order house competition and premium soap clubs, but are doing nothing to combat the same except giving the best values possible and considerate treatment. One is as important as the other.

The Grocery Market.

Dried Fruits—Peaches are very dull and weak, and old stock can now be gotten around the price of new. The demand is still dull. Apricots are weak also, but the scarcity prevents the same slump which has overtaken peaches. Currants are selling fairly at unchanged prices. Raisins are still very dull and very weak. Prunes are unchanged, except in spots. Forty's, being scarce on spot, have advanced ½c, and the general situation is slightly firmer. The basis price is around 3c. On the coast, however, conditions are stronger, and the asking basis is 3¾@4c.

Syrups and Molasses—Sugar syrup shows no change and only a moderate demand. Molasses is unchanged from last week and in fair demand for the season.

Tea—The demand is from hand to mouth, as it has been for weeks, and prices show no quotable change from a week ago. Values, however, are not particularly strong, and seldom are at this season.

Canned Goods—Tomatoes are unchanged, the market being on a very firm basis. Peas continue strong on account of light supplies. There is no change in string and baked beans, the market continuing steady. The corn situation is growing gradually stronger. The acreage this year is short of last year's, due to unfavorable weather conditions. The demand for canned fruits of all kinds is continually increasing and spot stocks are moving rapidly into consumption. Orders are now being booked for future delivery. The Pacific coast promises a fine yield of fruit this year and prices are likely to be low. The only opening prices named thus far are on peaches and apricots, which are considerably lower than last year. Gallon apples are lower than they ever were at this time of year, which is accounted for by the large carry-over stocks from last year now on the market. Salmon is considerably firmer and the demand is larger as consumption is increasing on account of the warmer weather. Spot stocks of all kinds except pinks are in very short supply and opening prices on the new pack are expected to be as high as those of last year, if not higher. Sardines, both domestic and imported, are firm and in fair request and the same is true of lobster. Cove oysters are steady.

Coffee—Light receipts from now on at primary points and a delayed new crop, it is argued, will cut down the supply of really good drinking coffee to a point where valorization holdings will almost automatically go into consumption. It is estimated that the new crop will be smaller than that of a year ago which was below the average.

Farinaceous Goods—Rolled oats continue on a firm basis, owing to short supplies. Sago, tapioca and pearl barley show no change from last week, prices remaining steady.

Rice—Stocks are said to be somewhat depleted and advices from the South indicate that there is a very

scanty supply left, prices ruling being strong on all sorts.

Fish—Cod, hake and haddock are back numbers for the season. Salmon is in fair demand at unchanged prices, although red Alaska grades are firm. New prices on Columbia River salmon are expected almost any day. Sardines are unchanged, both foreign and domestic. While the nominal price of the latter is still on the basis of \$3.10 for quarter oils Eastport, some of the packers are now declining to go along with the combine and are selling somewhat below that. Mackerel of all grades is unchanged, but the demand shows some improvement. While there is no quotable change in price, a concession could doubtless be obtained on a large order.

Cheese—The quality of the stock now arriving is showing grass flavor and fine quality. There is a very good consumptive demand, which absorbs the receipts as fast as they arrive, and no change is likely within the next few days. If there is a change, however, it will likely be upward.

Provisions—The demand is seasonable for hams and bacon and the market is steady on the present basis. Pure and compound lard are firm and unchanged, and both are in good consumptive demand. Barrel pork, dried beef and canned meats are firm and unchanged, the demand being seasonably good.

Business Changes in the Buckeye State.

Cincinnati — An assignment has been made by the Hartwell Furniture Co., its assets and liabilities each being about \$40,000.

Cleveland—A corporation has been formed under the style of the Klein Manufacturing Co., with an authorized capital stock of \$25,000.

Cleveland—The Cleve Mor Engineering & Construction Co. has been incorporated with a capital stock of \$30,000.

Dayton—A corporation has been formed under the style of the Snyder & Reiger Co., which has an authorized capital stock of \$10,000.

Dorset—The Dorset Milling Co. has been incorporated, having an authorized capital stock of \$12,000.

Girard—A. G. Watson has purchased the drug stock of L. R. Ma-teer.

The Drug Market.

Opium—On account of reports from the growing crop, showing large shortage, the price has advanced 10c per pound.

Codeine—Has declined 15c per ounce.

Morphine—Is unchanged.

Quinine—Is steady.

Bay Rum—The revenue tax of \$1.10 per gallon has been taken off. On Porto Rico the price has declined; St. Thomas is unchanged.

Oil Spearmint—Is weak and tending lower.

Attar Roses—Is very firm and tending higher.

Gum Camphor—Is weak and lower.

Caraway Seed—Is very firm and tending higher.

CALLING IN LIFE.

Get Into Work for Which Nature Intended You.

Written for the Tradesman.

Suppose that a boy expresses a strong preference for some particular calling: He says he wants to be a doctor or a lawyer, or a railroad man, or an electrical engineer. He continues to adhere to this choice for quite a length of time, so that it would seem that he shows considerable steadfastness of purpose regarding it. Is it safe then to conclude that he has decided wisely, and that all that needs to be done is to give him a training course in the art, or craft, or profession he has chosen?

First find out just why he has made this particular selection. Does he have any real knowledge of the work, or any special liking or fitness for it? It often happens that the fancy is attracted by some personal association or by the purely superficial features of an occupation.

For instance, a boy knows a successful physician, whom he happened to admire greatly. Very naturally he concludes that he would like, of all things, to be a doctor. He associates the practice of medicine with the man whom he almost worships and no other calling seems so noble or has so great a fascination for him. Very likely he has never thought for a moment of the qualities that are required for the making of a good physician, nor whether he possesses all or any of them. It is not a passion for restoring the sick to health that possesses him, but simply a desire to be like Dr. So-and-So.

If one is to locate permanently in a place he ought to know what the climate and conditions are during the whole year, not merely what they may be during a few months. A town that is a lovely summer resort may be in winter the most dreary and cheerless spot imaginable.

Just so in choosing one's business in life it is important to know all sides of an occupation, the features that are repellant as well as those that are attractive. The boy who has military inclinations should be made to see the long march and hard-tack side of the soldier's life as well as the dress parade.

Almost every calling has some alluring features, a few gay and festive days. If it is these only that influence the boy in his choice then a sad disillusionment surely awaits him.

A farmer's son, knowing well the hard toil, the monotony, the rough clothes that go with his father's calling, sees a merchant with his smartly dressed family taking a pleasure trip in their automobile. In boyish fancy he pictures himself as the head of a business house, and the cultivation of his father's acres seems irksome and unprofitable.

He does not know that for thirty years this same merchant put in more hours' work than any farmer in the country. He is alike ignorant of the anxieties, the losses, the nervous strain that the successful man

has experienced. He does not consider the reverses that often overtaken the business man. He does not see the multitude of boys who begin a business career and never get further than a clerkship yielding a bare livelihood. He knows nothing of what business is like, or whether it is the work for him. He simply wants good clothes and an automobile and thinks that if he will enter upon a commercial career these prizes will some day be his.

It is not well to ridicule a boy's ideas and aspirations, but parents should try by wise and tactful measures to make him acquainted with the real nature of the work he wishes to undertake in all its bearings before he commits himself to it irrevocably.

It may be best to take up two or more different kinds of work in an experimental way to see how they are liked and what can be done at them. A few months spent in a store or a workshop may make the farmer's son very much alive to the advantages of a life spent in tilling the soil. On the other hand, the same probationary period may show that he possesses unmistakable abilities in some other line.

The young man of 18 or 20 should not be in too great haste to settle himself into the harness of his life work. He may profitably use a few years, spending some of the time in school, some of it at work, and the remainder in travel, testing his abilities and determining what he can do to best advantage.

Many a poor boy very wisely takes a trip West. He strikes a job by which he can earn some money and perhaps continues his travels for a time. Eventually he may return and go to work in his native town, but he will have a broader outlook and be somewhat seasoned by experience.

The famous Mrs. Malaprop gave quaint expression to a bit of wisdom when she remarked that "Familiarity breeds desipery." Frequently a bright boy looks with scorn upon his father's calling, simply because he has seen it at close range and knows all its disadvantages and hardships.

Occasionally there is a father who himself thinks that his own business is the hardest work in the world and advises his sons to do something else, but far oftener the father is rejoiced when he sees that his son is inclined to follow in his footsteps. He is glad to have the boy with him, and often feels that by passing down to him a profitable business or occupation he can do more for him in a financial way than he could if the son were engaged in some other calling.

Whether it is wise for the son to step into his father's shoes is so much an individual question that no rules can be laid down. A son's nature may be so different from the father's that he would be a flat failure in the occupation in which his father has succeeded admirably. But if the father's calling is such that the boy can develop along the lines Nature has intended, then it may be al-

together wisest for him to take up his father's work.

In counsels given for the inspiration and guidance of the young it is often held up that all obstacles can be conquered, all deficiencies remedied. Demosthenes, who overcame the natural impediment in his speech by placing a pebble in his mouth and talking to the roaring sea, is cited as an example, and it is reasoned that anyone can do as well as the illustrious Athenian if he will but try as hard.

Nevertheless common sense teaches that such advice must be taken with a grain of allowance, and that it is extremely difficult, if not utterly impossible, to make a talent out of whole cloth, so to speak. There may be latent ability that will respond wonderfully to cultivation, but if after a reasonable effort this does not develop and one is clearly deficient in some capacity needed for a given work, then it is usually better to choose some other work.

Very few persons are evenly and symmetrically developed; most of us have strong points and weak points. In choosing a calling it is very important to select one in which the hardest work comes upon one's strong points.

No man can hope to succeed for any length of time in an occupation in which he must put hard labor and undue strain upon some spot in his mental or physical organism where he has less than normal strength. The boy with a weak heart can not become a champion sprinter.

Almost without exception persons work with less weariness at something they like than at a task that is distasteful and irksome.

In advocating the favoring of weak points and the selection of work that is congenial, it is not intended to advance the idea that anything worth while can be accomplished without severe and persistent effort. That such effort is necessary makes it all the more important that one get into the work for which Nature has intended him, for in this, paradoxical as the expression may seem, he can work hard easily. Quillo.

Qualities of a Good Manager.

A real manager does not try to shoulder all the work in the house and take care of it himself. He knows that almost every hour of the day there is something going to turn up which will require his very best judgment, and time to consider it thoroughly. He can not do that and at the same time take care of a mass of detail work. If he attempts it he is not a real manager. He may be filling a manager's chair and drawing his pay, but he is really nothing but a substitute for a manager, or a manager in the kindergarten stage.

Thousands of good men are to-day fooling themselves into the belief that they are properly managing a business, when, in fact, they are slaves to the detail work of the business. They fear to delegate authority to their subordinates, when, in fact, that is exactly what should be done. All worthy subordinates are

anxious to shoulder responsibilities, knowing that their real value depends upon such action, and a judicious selection of assistants is one of the main duties of a real manager. He knows he can not take care of all details and he at once puts all that work in competent hands, and then he gets a short report to show how that part of the work is going. He realizes at once that if he has the right kind of help the business will run along well, even although he is not there, but with an outfit of poor help he will be unable to do anything, no matter how hard he works himself. This is a little point which is often overlooked by men who wish to be managers.—Hardware and Metal.

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Our feeds are made from
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Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.

Grand Rapids, Michigan

Movements of Michigan Gideons.

Detroit, June 9—In the north part of Grand Rapids there is a beautiful grove carpeted with velvet grass. The trees are thick with foliage, the leaves of dark green covering the trees, filled with singing birds and constantly moving with the zephyrs of air filled with fragrance from the wild flowers which grow in this spot where God has manifested so much of his love for the Brotherhood of the Berean church, where they meet every Sunday afternoon to take in and give out. C. F. Louthain, Harry Mayer, W. H. Andrews and other Gideons met to sing and give testimony last Sunday afternoon and all were in harmony and praise—the singing of the birds, the beautiful grove and those who came to receive what God only can give. "Peace be unto you"—this was the lesson for the morning and this was the gem sought after for the afternoon meeting in the grove. It is from the inspiration from this grove and God-given blessing that the Berean Baptist church has more than doubled the past two years, aided by the pastor, Rev. Robert Gray, the Brotherhood and five Gideon members, who will next Sunday study the Golden Text, "Lo, I am with you always, even unto the end of the world," and "Feed my sheep" and "Feed my lambs." In the afternoon at the grove this thought was seasoned with singing by the Brotherhood and Gideons. These grove meetings are the life of the church, giving health and sweetness.

National President Charles M. Smith attended the Ohio State Gideon convention at Columbus, June 6 and 7.

The Great Northern Gideon Hotel meeting at Chicago every Sunday evening is well attended and increasing in interest.

H. W. Beals smiled on his Jonesville customers last week.

D. W. Johns was in Port Huron last Sunday with his brother and during this week will call on Canadian customers and will be in Port Huron next Sunday.

I. Van Westenbrugge supplied the Alto church last Sunday and during the week will attend the meetings of his church, the Berean Baptist.

Aaron B. Gates.

Detroit, June 9—It was a cheery lot of fellows who met in the Ohio State convention at Columbus last Saturday and Sunday, June 6 and 7. About twenty of the Ohio Gideons, with several visitors from other states, met in the R. R. Y. M. C. A. rooms Saturday afternoon and there transacted their annual business. Officers elected were as follows: A. B. Skipton, Zanesville, President; H. C. Shreve, Cincinnati, First Vice-President; W. O. Miles, Columbus, Second Vice-President; John Emerson, Toledo, Third Vice-President; Smith Bartlett, Cleveland, Fourth Vice-President; M. P. Ashbrook, Grandville, Secretary and Treasurer.

Under general discussion matters were taken up of a national character, inasmuch as the National President was present and brought up some matters which required the urgent

attention of all the membership, chiefly in relation to our financial situation.

As we are so largely dependent upon the payment of dues for our financial needs, the invitation was extended for all to present a plan which might be in their minds to better our condition.

It was clearly evident that the membership of Ohio believed the dues should be collected by the state and camp secretaries and members not be expected to remit to national headquarters as they are too far removed from that office but are always in close touch with local officers.

Reports of camps all indicated a good work being done throughout this field by the boys of the old Buckeye State and financial matters were easy with them, as about \$40 was in the Treasurer's hands with all indebtedness paid.

This State, so rich in gifted men and the fertile field to grow presidents, might have been expected to have had a high quality of speakers, and so it proved, for at the mass meeting in the afternoon, held at Spring Street Mission, J. S. Dohmer, of Zanesville, delivered a masterly oration on the subject of Young Men. He showed that the great events which have been accomplished in days gone by have been by men not much past thirty years of age, and that the Gideons, only nine years old, are destined to work great changes towards the evangelization of the world.

Installation of officers was held at the First Baptist church, Rev. Geo. B. Cutter, pastor. In the morning a fine sermon on Gideons was listened to by the boys at the Mt. Vernon avenue M. E. church, Rev. J. L. McGee, pastor. Altogether everything passed off well and everybody had a good time. The Toledo quartette was there and enlivened the occasion with many choice selections.

Brother Geo. S. Webb, of this city, was there with his fine voice and made the occasion more joyous; also Old Kazoo (Brother Parmelee), and he recited poetry and related experiences that cheered all.

To prove how well Columbus enjoyed the convention, the choice of place of meeting next year, third Saturday and Sunday of April, the boys of this Camp invited and solicited so hard that they were successful in securing it, and thus another joyous occasion is promised those who came, and we believe the great majority of those present vowed they would be there. Charles M. Smith.

Who Owns Your Business?

We believe that too many implement dealers fail to keep their individuality prominent enough in their business. They allow themselves to depend more upon the reputation of the particular lines they are selling than upon their own reputation for selling good goods only, and are thus often handicapped by having to pay more for their goods than others equally meritorious could be bought for, or find themselves

hesitating about discontinuing a line that they are not receiving protection on. There are too many good lines of implements on the market for any dealer to feel that any particular one is essential to his success, and in this connection, it might be well not to overlook the fact that the mail-order house sells its implements upon its own reputation, and not upon that of the goods.

We know of many large dealers who hold themselves in a position to drop any line at the expiration of their contracts. One of these dealers, who is prominent in the trade and has been successful, in writing about this matter, recently said: "I own my business; I educate my trade to look to me, and not to any manufacturer for quality of goods or fulfillment of warranty, and conduct my business so that I can discontinue any line on which I find the trade at large is not receiving due protection or for which I am paying too much money, and I try to make my customers understand that when I make a change it is for their best interests." And any dealer who has managed his business right can do the same.

Were it necessary we would cite numerous instances where dealers have made changes, and have been able to so inspire in their trade confidence and the belief that the new line must be better or the change would not have been made, that it has actually resulted in increased business.

It takes something besides merit

to make any line a "winner," and that "something" is the push and energy of the dealer in introducing it and his reputation for selling good goods. The dealer is too much inclined to overlook this. He laments the loss of an agency or hesitates about throwing up one in order to stand loyal to the manufacturers who protect the trade, forgetting the part he himself had in making the line he has been selling popular.

A dealer must own his business; that is, he must keep a firm hold upon the reins of his trade, he must have the confidence of his customers to such an extent that he can change his lines, without material effect upon his success, and not let any manufacturer gain the impression that the agencies he holds have built up his business, and no matter what policies they choose to pursue he must have their goods.

If members of the several associations affiliated in the federation make a success of their efforts to protect their business, they must be in a position to show their loyalty to the manufacturers who honestly protect them.—Implement Dealers' Bulletin.

His Wish.

Husband (of sarcastic wife)—Oh, I wish I was dead!

Wife—Yes, I dare say it would just suit a lazy fellow like you to be lying in your coffin all day with nothing to do.

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HEATERS

FOR
HOT WATER
OR
STEAM HEAT

our Prestige Creator and
Model of Perfection
which wins for us friends
and gratified customers all
over the country.



Doesn't look like a bridge, does it? Nevertheless, it has been praised by contented users as the bridge that carried them over the past winter's zero weather. It maintains a clean, healthful, evenly heated building. It saves time, attention, sickness and golden dollars. Send for full information. Will extend same free.

RAPID HEATER COMPANY
GRAND RAPIDS, MICH.



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OF BUSINESS MEN.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

O. L. Schutz, Advertising Manager.

Wednesday, June 10, 1908

THE BACK NUMBER LOSES.

"We have too many luxuries," says the venerable cynic who insists upon living back in the fifties or sixties, and then he arraigns a lot of evidence much as though he was about to prosecute the Present Day.

"There's the delivery of goods which every retailer insists upon doing for his customers. Why, bless your soul, there isn't any such thing to-day as the family market basket. The boys and girls of to-day have no sort of an idea as to doing errands—with the telephone and the messenger service to help them on in their lives of indolence."

At which the man who is alive and ready to figure as the attorney for the defense, says: "Yes, and way back in the sixties we had dried apples, dried currants, dried peaches and jams for sauce. There were not any green peas canned and we did not 'put up' any cherries, berries, peaches, plums and pineapples. We could not have in midwinter tomatoes, corn and all the rest of the garden stuff as fresh as though out of the ground just before dinner."

Then the veteran diverts the attention of the jury by reference to the good old days when mothers and daughters knitted all the family stockings; when one county weekly newspaper was sufficient as family literature; when such things as windmills, bath rooms, furnaces, sewer systems, and so on, were considered only as adjuncts to public buildings and now and then a hotel. "I tell you we're living too fast and too comfortably. We need to practice a little self denial and to let up on this constant rush for luxuries."

"Yes, and while we're about it," responds the live man, "we should plot to make our wives and daughters carry all the water used in the house, split all the fire wood, do the washing, ironing and mending, and at the same time keep us well fed and neatly housed, so that by the time they are 35 or 40 years old they will be ready for funeral obsequies."

The case was closed, both pleaders

resting their case, while the Spirit of Progress, too busy to know what was going on, began the daily recital of new possibilities. Navigation of the air is an assured fact; light, heat and power are near at hand at a minimum of expense to consumers; the white plague will soon become little less than a tradition; co-operative effort among men for the common good is more vigorous and effective than ever before and the time is very near at hand when 99 per cent. of the people will live eternally in the future, with the highest of ideals and a faith in each other that will be supreme.

PROCRASTINATION.

It is quite the thing just now to sneer at the merchant or other business man who displays in his office the terse expression, "Do it now."

"Oh, that is a meaningless chestnut," says one superciliously. "I'll bet he doesn't live up to his suggestion," says another in a disdainful tone.

The fact remains that the "Do it now" recommendation is one of the best the average man of business can accept and utilize. For example, many thousands of invitations to participate in the Merchants' Week pleasures were posted to all parts of Michigan about two weeks ago. The sole exaction specified in that invitation was that all acceptances must be in the hands of the Board of Trade Committee or must be posted to that Committee not later than Saturday, June 6.

Hundreds of merchants failed to observe this request, and not a few of the Grand Rapids jobbers were delinquent in this regard; so that on Monday and Tuesday the Committee was tremendously puzzled, annoyed and chagrined, and besides a vast amount of extra labor and expense was required to handle the tangle.

This sort of thing is simply inexcusable in 90 per cent. of the cases, and it is caused by the first class, level headed, busy and well trained business men who do not heed the warning, "Do it now." They mean well, wouldn't do anything to cause embarrassment if they knew it and realize their shortcomings in this respect most keenly.

But they are also very busy always; their minds are filled with other things; they have not decided what they can do or will do and so they lay the formal notice, the invitation, the instructions, the request or whatever it may be, aside for an hour or a day or so—and the thing is neglected, forgotten, abused.

It is a wretched fault of which we are all of us guilty—unless it is a notice to attend a directors' meeting, where each one receives a fee. It is an imposition which proves two things: First, that "Procrastination is the thief of time" most truly; and, next, that the material phase of any proposition is more impressive, so far as a large majority of us are concerned, than is any ethical consideration.

The kingdom of heaven is not waiting until we have decided on the biology and history of the devil.

FATAL PEACE GUARANTEE.

We have had a great deal of talk about the settlement of international disputes by arbitration and the prospect that thereby wars will be entirely abolished.

If human beings were governed by conscience and moral principle to such an extent that all selfish desire to rise in social station, to acquire wealth and to gain political power by oppressing and depriving others, were eliminated, there would be no fear of any more violent crimes at home or of bloody conflicts between nations. In a word, it would be necessary to change human nature in order to realize the happy condition proposed.

But the experience of the past shows that no such state of feeling has ever been known in any age or among any people, but that in every era and in every race of people there have been the same lack of love and charity and the same desire to rise, to accumulate and to gain power at somebody else's expense. We talk of equality, but we really want to be able to lord it over someone else who has humiliated us, and to this end we seek to gain every possible advantage in material wealth and social and political power.

As with individuals so with nations. From the earliest times it was the rule of the stronger to plunder the weaker, and the more powerful nations maintained themselves chiefly by conquering and robbing the lesser. It cost more in bloodshed and devastation with fire and outrage to get rich by war than by the peaceable processes of commerce, but the result was accomplished more quickly, and robbers are always greedy and in haste.

In the earlier wars the conquered people were reduced to poverty and slavery, and there were in Rome vast numbers of white slaves from European nations, as well as blacks from Africa, and brown and yellow slaves from Asia.

It is not the rule now to carry off into slavery all the conquered people that are not put to the sword, but they are loaded down with heavy indemnity funds, which is the next thing to slavery.

While wanton and unprovoked making of war upon a weak nation for purposes of plunder should be discouraged, there might be wars growing out of keen commercial competition. If one industrial nation should be able to break down another's trade in such competition it would be a more serious grievance than a direct invasion, for it would bring the direst calamities upon the nation deprived of its trade. Such a nation might be justified in going to war to save its trade, and it might fail in the attempt and suffer greatly multiplied misfortunes.

England and Germany are the most strenuous commercial competitors, and this fact is said to be at the bottom of the unconcealed hostility between the two peoples. In this connection one prominent writer supposes that England might lose in a contest between the two, and he pictures as a result a complete

change of trade channels. Wealth is soon transferred from businesses remunerative only in peace time to those called into increased activity by the demand for war material and special provisions of all kinds, and this sudden dislocation invariably brings hardship to the individual in its train. If the war is prolonged, then, as a rule, the trade of the victorious country develops extreme speculative activity; and enormous fortunes are rapidly made, often at the expense of the conquered enemy. The fate of the vanquished is, of course, precisely the reverse, and although "modern victors no longer sell their prisoners into captivity or massacre them wholesale in cold blood, yet by the terms of the treaties of peace" they can, if they please, so completely cripple their adversary financially that his power of competition in the world's markets may be wrecked forever, and when the object of the war has been to destroy a competition, it would be contrary to common sense to forego this advantage once it has been gained. Whether it is possible to ruin a race of strong vitality and strong individuality as a whole may be open to question; but it seems an unshakable conclusion that by pressure of commercial restrictions brought about by a crushing indemnity such wholesale emigration of both capital and labor may be occasioned that the race may be driven to shift its center of gravity to some more favorable location, provided that any such choice is open to it.

It is not merely the men who are killed in battle and those who die of disease that would make such a defeat terrible. The suffering entailed upon the women and children would be the most frightful part of the situation, not to mention the serious social revolution that would take place among the defeated people themselves. Examples are seen in the revolution of the French communists against their own government when it had been humiliated in the disastrous war with Germany in 1870. Another example was the anarchist uprising in Russia after the Empire had been defeated by Japan. Unless a government shall have sufficient military power to keep down the revolutionary element among its own people and carry on a war at the same time it will be wise to avoid foreign war at almost any cost.

The rottenness in the heart of every country is a greater menace of danger than the threats of foreign nations. But there is no nation, unless it be Japan, that is free from this interior revolutionary rottenness and therefore not one of them is eager for war. It is a fatal guarantee of peace.

One of the most dangerous rogues is he who is so busy regulating others he has no time to do the right himself.

The man who spends Sundays dreaming over heaven often spends the week growling over the dirty city.

BY SEA AND LAND.

For months the eyes of the far-seeing world have been watching the voyage of the American Armada on its perilous passage through the Straits of Magellan and around the wave-washed headland of Cape Horn. From even the optimist's point of view doubts were seen flecking the uncertain future as to the wisdom of the sailing, the objects to be accomplished and the effect of the result. While to the over-confident American the expedition could only be one of advantage, more than a little uncharitableness has been expressed in regard to the purpose of the Yankee, accompanied with the anticipation that now it would be seen what the American machine was worth when subjected to the real tests of ability and endurance. Kind-hearted old Europe showed her affection by a daily scanning of the newspapers to read with an "I told you so" how "ship after ship was driven ashore on the wild rocky coast"—the fate of that other Armada in 1588. France, if the report is to be at all depended upon, was glad that the time had come for the world to find out that machinery in the United States is not what it is cracked up to be; and all along the line disaster by flood with the humiliation sure to follow was the pleasing anticipation generally indulged in.

It is easy here to fall in with the acknowledged vernacular and remark that "it didn't pan out worth a cent." The Straits had nothing in common with Scylla and Charybdis. There was not a siren to lure to destruction either war vessel or sailor, and when, several days ahead of time, the entire fleet steamed through the Golden Gate with colors flying, amid the joyful greeting of welcoming guns, not only was the Armada idea found to be a misnomer but a new standard was set up as the measurement of maritime achievement for all coming time. The American fleet had asserted its superiority. It had met and braved the perils of the sea. From start to finish the wake of its ships was followed by the wonder and astonishment of an unbelieving world; and the despatch that flashed from the Admiral to the President that the long voyage was over and that without repair the fleet was ready for further orders only confirmed what had been long believed, that the American battleship is ready for every emergency, and so the country is safe by sea and land.

While the passing of the Golden Gate by the fleet was an unparalleled sight in naval history, the real unparalleled fact of interest was behind the guns. San Francisco uproariously welcomed the sailors as heroes, brave in battle and in facing the perils of the sea; but the answering guns bore willing tribute to the bravery that greeted them from a city shattered by earthquake and swept by fire—equal meeting equal—and both triumphant. Behind the fleet lay the shock of seawaves and of rock-girdled shore, only so many

threatened disasters, while in her queenly loveliness stood San Francisco surrounded by a city where two years ago only ruin reigned and from whose wreck and ashes has risen a city already wonderful in realization and more wonderful still in the ideal promises she holds up for our admiration. It has been aptly said that it takes courage to be ready for the fight on the uncertain sea—of waters, winds and rocks; but the courage that meets unsubdued the desolation of fire and earthquake, incurring a loss of \$350,000,000 and in two years almost the same as repairing the damage, only in another way reveals the same spirit that the sailor shows, offering proof that the soul behind the gun is the same that faces shock and flame and that the work of such souls is the surest promise of a nation's safety on sea and land.

It is this invincibility of soul that has disturbed the on-looking nations of the earth. Conceding that the New World is a braggart, it must also be conceded that he is making his vaunting true. He declares that his country is the greatest one on earth and that nothing in any respect will come anywhere near describing it but the superlative and, not satisfied with that, proceeds with fact upon fact to buttress his statements. He had been telling all along that his is the greatest country under the sun; that its grain fields feed the earth; that its cotton and its wool are clothing the earth's inhabitants; that its petroleum is lighting its darkness and that its genius is crowding even its corners with comforts. Better than that—it is his favorite story—it sprang from nothing and with brain and muscle alone has made itself a power to be reckoned with among the nations of the earth, and the nations of the earth are beginning to believe it. It is the spirit behind the gun and the warship as it is the spirit behind the earthquake and the conflagration that tells the story exactly as San Francisco and the American Armada has told it and is telling it by sea and land.

FORESTRY IN PRACTICE.

Forestry as a business and a science, although long recognized in Europe as economically important, was at first regarded in this country as an academic fad more novel and interesting in theory than practicable, or even advisable, in the management of the forests. Until within recent years timber was regarded as something to be cut and marketed to the extent of the merchantable growth, while the residue, including the smaller growth that could not be converted into firewood, was to be cleared off to make way for the plow and grazing stock. As a rule any good agricultural land was considered too valuable to be lumbered with woods and the timber was cleared off as rapidly as the merchantable portion could be disposed of in order to pay the cost of the labor involved in the operation.

While farmers pursued the policy indicated, the lumbermen, who owned large tracts of timber land, slaughtered the growth for the sole

purpose of converting it into money, considering the land or second growth, or smaller growth, of no appreciable value at all, leaving the cutover areas to become waste wilderness. In Michigan and Wisconsin thousands of acres were thus left to lapse to the state for taxes which lumbermen neglected to pay because they considered the land worthless after the best timber had been cut off. Such an economic waste and lack of foresight were probably never before witnessed in any country. In later years large owners of cutover timber lands, whose lumber operations have reached to recent times, have found that there is wealth in second and third cuttings, and that their partly denuded lands have a value that they would not have dreamed of as a real possibility ten to twenty years ago.

Within recent years such has been the decline in the timber supply and the area of the land on which timber is growing that holders of such properties have awakened to the importance of a more economical cutting of timber, to conservation of the younger growth and a perpetuation of the forests as an asset of increasing profit. The more intelligent among lumbermen have become awakened to the importance of the forestry idea and no longer scoff at what they once considered the fanciful and enthusiastic theories of the advocates of forestry. Their attitude toward the forestry school from being one of toleration has become one of interest and co-operation, so that the faithful and persistent men who for many years have labored against great odds in behalf of forestry can rejoice in the fact that their efforts have been crowned with a large measure of success.

Forestry is now a concern of the National Government, an established policy of the nation and the states, and the Forest Service is a branch of the Department of Agriculture at Washington. Chairs of forestry have been established in several universities, schools of forestry are becoming common, several of the states have forestry associations, there is a thriving National Forestry Association and the cause has made great headway in Canada. In fact, forestry in North America has become a recognized science and an economic policy that will increase in influence and force as the decades shall pass, until the full measure of its usefulness, so ardently sought by the earnest workers in the cause, will eventually be realized.

The promotion of the cause of forestry against the ignorance, indifference and opposition that it first encountered in this country of course depended upon the missionary work of a few men who were firm in the faith and enthusiastic and earnest enough to preach, write and labor persistently, with comparatively small encouragement from any quarter or class. All honor to the Fernows, the Pinchots, the Schencks, the Garfields, the Sargents, the Roths and others who were willing to sacrifice what their abilities would have won them in other pursuits for the sake

of educating the people in the cause of forestry and making it a power for perpetual good in the nation.

In a current issue of a bakers' journal there appears an advertisement calling attention to a filling for lemon pies. The manufacturer advertises his serial number under the food and drugs act, and we have been wondering if that baker is a manufacturer who uses the filling and sells the pies made therefrom to other bakers to retail. If so, is it necessary for him to place his serial number upon each pie, as a medical proprietor would do whose tablets are made for him by another. From the official rulings it would seem to us that each pie is an original package and it should therefore bear a number. This is undoubtedly so with pies that have a top crust, like apple. But how will the authorities define a pie without a top crust, like lemon? If an apple pie is an original package and a lemon pie is not, what sort of a package is a cranberry pie, which only has a few strips of crust across the top? Must the serial number be on the tin plate, the crust or the filling? The attention of the U. S. Department of Agriculture should be called to these vital questions, for official information is necessary before satisfactory answers can be stated.

That an ounce of prevention is worth a pound of cure is nowhere more true than when losses by fire in this country are under computation and consideration. It is said on the authority of an article in the Outlook that the per capita annual loss from fire in America, not taking into account the insurance and fire fighting charges, is \$2.30, while in Europe it is only 33 cents. In Boston the per capita cost is \$3.61, while in Dublin it is only 24 cents. The greatest saving, of course, can be made by having the construction better. A few thousand dollars annually spent by cities for inspectors who will make builders live up to strict rules and regulations will save the expenditure of many times larger sums for men, apparatus, etc., and reduce the loss to a minimum. Buildings properly constructed are much less liable to burn than the other sort.

Italy's latest law decrees a weekly day of rest. The measure directs that all industrial and commercial concerns throughout the kingdom must grant their employees a weekly rest of not less than twenty-four consecutive hours. The general sense of the law is that Sunday shall be the rest day, but it is provided that the period of freedom from work may be given in a day other than on Sunday in certain cases. No attempt is made to apply the new law to transportation services, either rail or water, to places of amusement or to any of the public utilities.

The chief objection to liquid air as a power is that the intense cold renders the metal containers brittle. The only way to obviate this would be to use gold, which cold renders pliable instead of brittle.



The Clerk Who Wishes to Render Efficient Service.

The manager of a firm employing over fifty office men was approached by a young man who had been in his employ scarcely two weeks, and who announced that he had a complaint to make. The manager, as is the common custom among superiors—Heaven save the mark!—put on his green-persimmon expression and said:

"More salary wanted, I suppose?"

"No."

"Earlier hours?"

"No."

"Trouble with the head clerk, then?"

"Yes."

"Ah! I thought we would be getting at something presently. Is he overbearing and malicious? Does he insult you the first thing in the morning and the last thing at night?"

"No. As a matter of fact he is very pleasant and gentlemanly."

The manager rubbed his chin thoughtfully and then said:

"You've got me guessing, young man. I thought I had all the common ailments committed to memory, but you seem to have a new one. Let's have it!"

"Well," said the complainer, "the truth is that I'm not getting enough work to do. When I came here you assured me that I would be given a chance to rise, and you are not keeping your word."

"What!"

"I mean exactly that. You are paying me for nine hours' work a day and giving me seven. It isn't fair or generous. You gave me employment under false pretenses."

The manager gazed wildly around, with a half-formed idea of calling the police, but checked himself.

"You wish to quit your job, then?" he asked.

"No," said the complainer, "I want more work."

"He got it," said the manager later, discussing the matter. "I gave him enough to wreck the nervous system of a good-sized horse and put Thomas A. Edison to shame as a lazy and shiftless trifle; and he did it like a man. To-day he is running this office when I am gone, and getting more pay than any two other men in the establishment."

A man becomes of value to a business far beyond the bounds of an ordinary estimate the minute he begins looking for work instead of looking for pay. And, in the usual case, when one becomes of value to a business he is more certain of his sal-

ary than the owner is of an annual surplus. The man who is cheerful and constantly seeking the burden of additional work is second only in importance to the man who is looking for a higher and more important kind of work and fitting his mind or hand for it. In good times he will receive better pay than the rest. In hard times, when the whirring of machinery is stopped and panic stalks abroad, he is certain of employment when other men are idle. He is the king of laborers, and ten to one he is a student of his business as well, because mental ambition and physical energy are close of kin.

Labor conquers all things, because it makes a man of service to his fellows, and binds him to their purses and their soul as mortar binds brick and stone. It lifts him to a place of power, for men, like bees and laboring ants, have no use for the useless, and no man can long retain the esteem and regard of his fellows who does not render to mankind some helpful service of brain or brawn.

Labor binds friends together. The man who cleans his sidewalk in winter and mows his lawn in summer is sure of some friendly greeting from a passing neighbor, just as the faithful clerk may look in time for the commendation that promotion most eloquently expresses. Hard work is a certificate entitling the nobleman of commerce to a list of friends, and in the society of the decent no man is despised whose hands wear the callous of plow or whose shoulders are rounded with the stoop of toil. All opportunities are open to the seeker after burdens, and no palace of reward has a closed door to the man of faithful and intelligent service.

Complainers without cause are as easy to find as cornstalks on an Iowa farm. They infest the universe and howl like coyotes on a wintry night. They cry out for ease and plenty, for deliverance from the ordinary cares of life. But the man who protests because he is not asked to do enough or complains because his burden is too light for the development of his powers is as hard to find as a contented man in Russia or a fresh biscuit in the Klondike.

The time to complain is when the work you are burning to do is removed from your hands, when the service you would render is put beyond you, when the opportunity you seek is for a time shut off.

Complain, if you must, loudly and long, and with a vigor that will startle, shock and amaze; but be sure

the complaint is founded on the desire to render more or better service. Then it will be directed on three hundred and sixty-five days in the year against yourself. It will arouse you to action and self-inspection. It will compel you to take a daily inventory of yourself, and it will light within your breast the fire of an ambition that can not be quenched by any force or power save the one within your own breast—Business Monthly Magazine

You Must Make Your Salary Sufficient.

Few lessons to be learned of life compare in importance with that lesson which would prepare men to preserve sane perspectives and a sane sense of proportion in all things. Not that one brain ever encompassed all this in all sanity. But if one may prepare and study to the end of righting the perspectives as to those tangible and intangible things that concern him almost at his feet he has done much toward making plain the way to right living.

I met a young man the other day in whom I have been interested. He is single and started in his line of work three years ago under the most auspicious circumstances. He had a fair salary from the beginning and in three years has developed in his work until his salary at the present time is twice as large as it was three years ago.

But this young man plainly was unhappy when I met him. His state of mind was so plain in his face that I questioned him. I was prepared for the explanation that he was dissatisfied with the salary which his employers were paying him.

Well, we took up the question of salary and talked it out. In order to determine its sufficiency we canvassed his needs. He was living comfortably in lodgings and taking his meals outside. He had no one dependent upon him in any way. He had no thought of marriage. He was a little embarrassed to confess that in three years he had saved virtually nothing. At the moment, indeed, he had a few small debts.

But his salary was insufficient. It was insufficient not only because he felt that he was earning more money for his employers but because he could spend more money on himself quite easily and comfortably. I found that he was much more sensitive in point of the money he wanted to spend than he was on the score of rendering more than value received to his employers.

"Insufficient salary!" I exclaimed when I had sounded him. "My dear boy, the best thing that could happen to you would be for your employer to cut your salary at least \$5 a week."

Why? For the sole reason that a young man, devoid of all responsibilities to others and saving nothing from his income against future conditions in life, may be in a fair way to wreck his whole future on the rocks of bitter disappointment.

Not only is he not learning the great lesson of responsibility, without

which knowledge he can not hope to succeed, but he is courting the selfish, self-centered sense of irresponsibility which inevitably must doom him to failure. He is learning a wrong perspective, which must spoil the whole picture of life. To-day this distorted vision of men is ruining millions of human lives. Where is that man of selfish impulses anywhere in any position who has sufficient salary or income from his business? Find him, point him out, and the world will stare at him as a strange personality who is out of touch and harmony with the times.

What of the man who makes of his material and social comforts a mere miserable, unsatisfying condition for the reason that he wants more money for greater extravagances? Let the young man understand as almost a fixed principle that, other things equal, the man who has \$1,000 a year and needs \$100 is richer than is the man having \$10,000 and needing \$1,000.

Why? For the reason that need under either circumstance points to an income which both have made insufficient. In such a case this extravagance increases, I might say, as the square of the income. The man who has \$1,000 a year could feel rich if he could have \$1,500; the man with \$10,000 a year may be miserable in coveting \$100,000—which still would be insufficient. I despise cant; I have supreme contempt for the rapid teachings of the conventional twaddler who gets his ideas of life from anything other than the life with which he has mixed and milled, having his eyes open to facts and conditions. But in spite of this I do want to say to the young man in all earnestness which I feel is born of knowledge of the world: You are the man, more than your employer, who must make your salary sufficient!

John A. Howland.

Too Much of a Good Thing.

George Marshall, a philanthropist who always kept a sharp lookout never to be wasteful, decided to go for a week's camping, taking as his guests some ragged street urchins. One morning he used the bits of meat left from the evening before, and made hash for breakfast. There was some left over, which he concluded to reheat and serve again at noon.

"Johnnie, will you have some hash?" he asked one lad.

"Bet your life," replied the lad, who was constitutionally hungry.

"Peter, pass your plate for some hash," to another freckle-nosed lad.

"Not if I knows it," was the unexpected reply.

"I thought you liked hash, from the way you ate it this morning," replied Mr. Marshall.

"I did like it for breakfast," said the lad, "but none of your review of reviews for me for dinner."

Friendships never are the better for being punctured and then patched up.

Vindictiveness is the jaundice of memory.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, June 6—There is a mighty quiet coffee market reported by jobbers generally. Buyers are taking the smallest possible quantities and seemingly are waiting to see if the article is to be dumped by the Brazilian government in increasing quantities on the world's markets, with consequent demoralization of prices everywhere. At the close Rio No. 7 is quoted at 6½¢. In store and afloat there are 3,539,572 bags, against 3,930,249 bags at the same time a year ago.

Most of the refined "old-contract" sugar has been pushed out and the market is at the moment decidedly quiet. Two refiners quote at 5.25¢ less 1 per cent. cash. Distributors are generally pretty well filled up and what is needed is some real summer weather.

Slowly but apparently quite surely the tea market is gaining in tone and dealers profess a greater degree of confidence than for some little time. The arrival of new crop goods will add to the general hopefulness. No large blocks are moving, to be sure, but there is a steady movement, nevertheless, and prices are steady although unchanged.

Importations of foreign rice continue to be quite liberal in order to make up the shortage in certain domestic grades and at the close the market is firm. Good to prime domestic, 5¼¢@5½¢.

Stocks of spices are only of moderate proportions and prices are on a very low level. Buyers take only enough to repair broken assortments and, altogether, the situation is a waiting one.

Molasses is firm. Stocks are moderate and the demand is rather quiet, as might be expected at this season. Prices are unchanged, and this is true of syrups.

In canned goods the gloomy reports continue of the effect of wet weather upon the pea pack. Quantity and quality are both falling off and the whole blooming pack is going to the bow-wows. And yet—there will be other reports before long. Some say that next week will see the end of the pack. Standards are quoted at 80¢ f. o. b., but sellers generally ask 85¢ and more. Spot tomatoes are moving moderately at 75¢. Probably some activity might arise if a decline to 72½¢ should occur, but holders are loath to make any concession. For future it seems to be the general impression that 75¢ will prevail, but no important transactions have as yet taken place. Corn is quiet and unchanged for spot or futures. Little business is being done and neither seller nor buyer is apparently caring much whether school keeps or not.

Butter shows some advance.

Whether this is justified or not can be told better a little later. The demand is good and the nearby summer resorts are taking large quantities. Special creamery, 24½¢; extras, 24¢; Western factory, firsts, 19½¢; seconds, 18½¢@19¢; process, quiet and without special change; packing stock, steady at 18¢@19¢.

Cheese is steady for old goods and the little that is left is working out at about 15¢ for full cream. New stock shows better quality and the quantity, too, is increasing day by day. Full cream, 11¢@12¢.

The better grade of eggs shows some advance, as supplies seem to have fallen off, so that 20¢ is the rate for nearby stock. Western regular pack, extra firsts, 17½¢@18¢; fresh gathered firsts, 16½¢@17¢.

World's Biggest Clock Starts.

Colgate & Co.'s giant clock, the biggest in the world, on top of the soap plant in Jersey City, was set in motion May 25 at 3 o'clock. Mayor Wittpenn pressed a button which started the wheels going.

The dial of the clock is 38 feet across. The minute hand is 20 feet long, and with its counterpoise weighs nearly a third of a ton, while the weight that moves the mechanism weighs 2,000 pounds. At night the hands are outlined with incandescent lights, red lights marking each numeral and an incandescent lamp each minute mark. The tip end of the minute hand travels twenty-four inches every minute.

New Process in Milling.

A new process in milling, by which the phosphates and other essential mineral salts are retained and a good merchantable white flour produced, has been devised by Mr. C. F. Ireland, a food expert. The flour produced by the new system of milling is uniform in quality, whether made from old or new wheat. The bakery shows a yield of 20 per cent. more bread and of a more nutty flavor and certainly of greater hygienic value than bread made of any flour under the old system. In this new system no chemicals whatever are used in the process. The flour has a slight yellowish color owing to the retention of the phosphates and other mineral salts, which are all or nearly all refined out of the white flour by the system now in use. In this new flour the starch, gluten, nitrogen, carbon, calcium, sulphur, sodium, iron, potassium and magnesium are retained. All these essential constituent, found naturally in the wheat, are so consolidated together and in such a manner that the very best refining machinery, while useful in removing the bran, which is a substance of straw, can not remove the mineral salts mentioned. They are left in the flour, no matter how fine it is made.—Scientific American.

The Whole Thing.

"What part of speech is 'woman'?"

"Woman isn't a part of speech, my son. She's the whole speech."

There's Every Good Reason for Grocers to Handle

Post (Formerly called Elijah's Manna) Toasties

Continuous, liberal advertising makes the first sales, and every time you pass a package of Toasties over the counter, you can count on a pleased customer and a "repeat" order.

Distinctly Different—Delightfully Crisp—with a delicious, toasty flavour—

"The Taste Lingers"

It is not to you, but through you, that we sell Post Toasties, and we don't count a single package sold until it reaches the consumer. We guarantee the sale of Retailer's stock, and the profit is pleasing!

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ALLEGAN COUNTY.

Incidents of Early Days in That Locality.*

Allegan is of Indian origin, named for a tribe in the Alleghanies, Allegany being Allegan when the "y" is dropped. Gan signifies a lake. The majority of the settlers of this county were people of education and refinement and were in every way accustomed to the usage of good society and the common form of civil government in force in the populated districts from which they came.

Neither were the Indians so hostile that they had need to protect their homes with a rifle but, instead, often showing great kindness to the whites.

The settling of Western Michigan was progressing rapidly in the thirties, one county after another being organized until by the time she became a State the counties from Detroit clear to the lake were well organized. March 29, 1833, a law was passed that changed the county of Allegan to the township of Allegan and made it a part of Kalamazoo county, and on April 6, 1833, the first township meeting was held in the house of Samuel Foster in Otsego. In 1835 they petitioned the Legislative Council for a separate county organization, which was granted and became effective Sept. 1, 1835. The following year an act was approved which divided the county into four townships, viz., Plainfield, Otsego, Newark and Allegan. Plainfield embraced what is now Gun Plain, Martin, Wayland and Leighton. Otsego embraced the present Otsego, Watson, Hopkins and Dorr. Newark embraced the present townships of Lee, Clyde, Manlius, Fillmore, Casco, Ganges, Saugatuck and Laketown, while Allegan covered Trowbridge, Allegan, Monterey, Salem, Cheshire, Pine Plains, Heath and Overisel. These townships elected supervisors in April, 1836, and the Board of Supervisors met Oct. 4 of the same year. By 1861 the boundaries and names of the present twenty-four townships had been settled and were as they are now. In the spring of 1830 Wm. G. Butler, of Rochester, N. Y., located at what is now Saugatuck, his being the first house in that village, and for three years his family were the only white residents of the western half of the county. In the fall of the same year Giles Scott, of Rochester, N. Y., with his family settled at the mouth of Pine Creek in what is now Otsego township. Dr. Samuel Foster came a little later in the same year and was the first resident in the corporate limits of Otsego. The first postoffice in the county was at Otsego and Dr. Foster was postmaster. This was in 1832.

The first sawmill in the county was built by Turner Aldrich, Jr., of Lodi, N. Y., on Pine Creek, about a mile from its mouth, in 1831. It was the old fashioned perpendicular saw.

The first frame house in the county was built in Gun Plains township by Dr. Cyrenus Thompson in the

summer of 1832, and the first church in the county was built in the same township by the Baptist society.

Hon. H. E. Blackman, of Allegan, says that Alexander Ely (1834) had secured some land on the Kalamazoo River and hired Leander Prouty to work for him a year at \$12 a month. The Indian trail being the only road and the only transportation by way of the river, no boat being at hand, a raft was in order, so Mr. Prouty bought some lumber at Pine Creek, built a raft and loaded his scanty supplies of household goods, tools and provisions. Among other things he had with him a barrel of pork and a plow. On June 6, 1834, he started on his voyage, accompanied by his wife and Eber Sherwood, also Mr. Crittenden. They had floated twelve or fifteen miles from Pine Creek and were yet about eight miles from their destination when their conveyance snagged and was wrecked to some extent. They lost their plow in the river but secured it afterward. Late in the evening they landed for the night and Mrs. Prouty was very much frightened by the howling of the wolves near the camp. The next day they built a cabin, where they lived the following year. This was the first white man's dwelling on the present site of Allegan, as well as the first between Pine Creek and the mouth of the Kalamazoo River.

Mr. Blackman tells the following relative to Alexander Ely: In Nov. or Dec., 1834, Mr. Ely, accompanied by another man, came to Pine Creek and found the inhabitants raising a barn and, as whisky was furnished at the raising, some were considerably under its influence, so they deemed it unsafe to remain for the night, and about 4 o'clock in the afternoon they started by boat for his place, twenty miles below. When they were just above the site of the present dam above Allegan they struck some flood wood, their boat was capsized and both were thrown into the river. The other man was drowned, but Mr. Ely swam to the north shore and made for his destination as best he could. There was no road, it was dark and his clothes were frozen. He was in a bad way when he heard a dog bark. He went toward the dog and finally saw a light. He then hallowed and an Indian came across the river to his aid and took him in for the night. The Indian was going north to Mackinaw the following fall and Mr. Ely fitted him out for his trip and again in the spring when he returned Mr. Ely aided him and was always kind to him and finally, when he died, Mr. Ely buried him.

Mr. A. H. Stillson, of Saugatuck, says the Indian's name was doubtless Macsaubee, and that Mr. Ely gave the two Macsaubee boys a good education, common schools being the best then, and named them Joe and Louie. Mr. Stillson says he knew them well. They were traders with the Indians later and considered themselves far superior to the common Indians. Mr. Blackman tells of a circumstance where an Indian befriended a white man and lat-

er the white man would betray him. He knew the parties, but withholds their names, as the white man's descendants are good people and giving the name might reflect upon them. The white man was sick and in need and the Indian brought him food—venison and such other eatables as an Indian can provide. When the whites were transporting the Indians West to Indian Territory the man was hired to help hunt them. This Indian did not want to go because the Indians West were his enemies and would kill him, but the white man persisted in hunting him, so one morning he went to the home of the white man and said, "Two mornings I have seen you in the woods looking for me; if I see you again I will shoot you." But he never had occasion to shoot.

Mr. E. B. Born, of Allegan, says that Jannette E. Prouty, eldest daughter of Leander S. Prouty, was the first white child born in Allegan. She married Wm. A. Gibbs, of Portage township, Kalamazoo county, on May 10, 1854, and Mr. Born attended the wedding.

Speaking of Portage township, Kalamazoo county calls to mind, we are told it was in those particular "Oak Openings" that Cooper found material for some of his characters in his delightful novel of that name, and how passing on down the river to its mouth, he laid the plot, weaving into the story so much of the romance of which that historical territory abounds. Many residents of Saugatuck can point you to the exact spot where the Bee Hunter concealed his boat and its precious cargo from the Redskins, and where the cask of liquor was spilled among the rocks and deluded the Indians with the idea of a whisky spring.

Many years have passed since the swift Indian runners carried to Ft. Dearborn information of the fall of Michilimackinac, and yet the Indian trail is plainly marked in this locality. As you are floating down the Kalamazoo River you are going nearly straight west for some time before you reach Kalamazoo Lake (an expansion of the river between Douglas and Saugatuck). At Saugatuck it turns nearly north, keeping on north by west about a mile, then it turns to the west, and making a grand curve sweeps on to the south and continues to a point nearly due west of Saugatuck, when it suddenly bends to the west and empties into grand old Lake Michigan. In the early days of which I am writing, at the bend in the river known as the "ox bow," midway between Saugatuck and the mouth, is located the site of the entirely deserted village of Singapore. It was once the most flourishing lumber manufacturing town in the State. Think of the now entirely submerged town, once boasting of three large lumber mills, several general stores, two hotels and a bank issuing its own currency! Over seventy years ago Mr. O. Wilder made an elaborate map of the town. It had broad and regularly laid out streets bearing such names as "Broad," "Detroit," "Oak," "Cherry," "Cedar," "River," etc. Its cor-

ner lots were at a premium.

Judge Cooley, in his history of Michigan, quotes as follows from the Bank Commissioner's reports of the year 1838: "The singular spectacle was presented of the officers of the State seeking for banks in situations the most inaccessible and remote from trade, and finding at every slip an increase of labor by the discovery of new and unknown organizations. * * * * One bank was found in a sawmill and it was said with pardonable exaggeration in one of the public papers, 'Every village plat with a house, or even without a house, if it had a hollow stump to serve as a vault, was the site of a bank.'"

H. M. Utley, in Michigan Pioneer collections, says: "No school boy ever saw the name of Singapore on his map of Michigan. That was a happy thought in christening this particular wild cat bank to give it a name with an East India flavor. It inspired respect. A gentleman who took the bills because of the mellifluous title of the bank relates a mournful story of how the aforesaid bank failed while he was traveling about in the western part of the State looking for Singapore."

John P. Wade, of Ganges, now nearly 85 years old, recently gave the following relative to the Singapore bank:

"Oshea Wilder & Co. came to Singapore about 1836 and built the Singapore bank. The money was furnished by the Lancaster Bank, of Lancaster, Mass. The law at this time required that each bank have on hand a certain amount of specie as a reserve fund at all times, so it was arranged between the bankers that the right amount be held at some point 'up country' when the Examiner called first on his round of inspection. When the specie had been counted at Kalamazoo a special messenger was hurried ahead of him to Allegan with the bag. After he had counted it at Allegan another messenger was hurried on to Singapore with the small sack of reserve fund. On one occasion an Indian was taking the sack from Allegan to Singapore in a canoe and when between the present site of New Richmond and Saugatuck by an accident the canoe was capsized and said specie reserve rested in the bottom of the Kalamazoo. The Examiner was detained at New Richmond and feasted and treated until men could go with the Indian and fish out the bag and get him started on to Singapore so when the Examiner came the required amount would be there. So much for the bank in its flourishing days."

The late Levi Loomis, one of Ganges' first settlers, told the following:

"Mr. Loomis was engaged in the boot and shoe business at Singapore. His customers offered him pretty pictures of the Singapore bank in exchange for his goods and he refused to sell them for anything but good money. There were about two hundred men in the town and no other place within miles where boots could be bought. This state

*Paper read at annual meeting Michigan Pioneer and Historical Society by Mrs. Nina Daugherty, of Kalamazoo.

of affairs did not suit the officers of the bank and they went to Mr. Loomis and told him that if he would sell his goods for their money they would give him bills on Eastern banks in exchange when his bills became due in Utica, N. Y., where he purchased his stock. He finally agreed to this and the whole stock was sold, amounting to about \$600. The day was fixed on which the bank was to redeem the money. Mr. Loomis wisely made the date a month ahead of the time to pay the Utica dealers, for, as might be expected, the bank was unprepared when the day arrived and they put him off with a promise of payment in four days. Then a draft was made on an Eastern bank and after a short time it was returned as worthless. Things went on until more than another month had passed and Mr. Loomis became desperate. His credit and honor depended on the payment of his debt and he resolved to have good money at any cost. Hill, the cashier of the bank, slept in a chamber in Loomis' house, with other boarders, but in a separate bed, and did not rise as early as the others. Mr. Loomis suspected that Hill carried with him the good money of the bank and slept with it under his pillow. He formed a plan and one morning after the others had gone down Mr. Loomis went to his room, entered and locked the door and wakened Hill, laid the wild cat bills on the bed, drew a pistol and told him that the exchange must be made then and there. Hill was surprised and indignant and began to protest, saying he could do nothing until he went over to 'the office.' 'I know better,' said Mr. Loomis, 'and you will not go down these stairs until you are carried down unless you fulfill your promise and make the exchange.' These words, with the look of determination and the pistol, were sufficient and without more ado Hill raised his pillow and took from a roll, containing about one thousand dollars, the total genuine capital of the bank, the six hundred dollars, and took the bills in exchange. Mr. Loomis was not a man given to extreme measures, but one of whom it was said in the pioneer days, 'He was always kind, being a natural nurse and doctor both in sickness and by reason of his being handy with carpenter tools. Many a loved one was laid away in the "casket" made by his hands and never was anything done for money.' His son Marion, who lives opposite the old homestead at present, was the first white child born in the township of Ganges. Mr. Loomis said one evening in the winter of 1838 he and a man by the name of Moulton were invited to the house of one of the officers of the Singapore bank to witness the destruction of the bills on hand at the time the bank was suspended. When they arrived they found a table 3½x4 feet in size covered with bills in packages, lying in piles from 3 to 6 inches deep. These they were requested to burn in a stove. This was the closing chapter of the famous Singapore

bank. Then later the mills closed, and being the industry of the place all other business places were forced to give way and to-day the sands are drifting over all, burying the last vestige of the place and the waves breaking on the beach seem to chant its requiem. Even one who is familiar with the facts can scarcely realize, when walking over these barren, dreary and wind-swept hills that beneath his very feet are the streets and dwellings of a village that was once a flourishing town."

Late in the fall of 1842 the schooner Milwaukee lay anchored off the mouth of the Kalamazoo River, taking in flour, which had been floated down from Kalamazoo. A terrible storm came on from the northwest. She was driven on shore and wrecked. The whites and Indians hearing of this took advantage of the situation and secured an ample supply of this staple for their present use. The flour being in barrels it was not damaged by the water. That flour was the means of saving much distress and possibly lives during the following season, as it was the one remembered and referred to as "that hard winter."

Captain Chas. M. Link, of Ganges, says: "The Captain of the Milwaukee wanted to make sail and get out to sea that night when the storm came on, but the crew were timid and would not move the ship. No doubt the Captain was killed by a man named Williams, one of the crew, for he was never seen again." Mr. Link built the schooner Trio at Pier Cove in 1864. He can tell many interesting things relative to the early happenings of the lake shore. Pier Cove is not a buried city, but it surely is the "Deserted Village," where once stood four stores, a postoffice, one saloon, hotel, sawmill and grist mill. Not one business place stands.

"But now the signs of population fail. No cheerful murmurs fluctuate the gale, No busy step the grass grown foot may tread, And all the blooming flush of life is fled."

In the early days the question of mail was a difficult one, only receiving it about once in two weeks. Sometimes it was taken down the river from Allegan by Indians in canoes and at other times on a lumber raft. The postage was 25 cents a letter, paid by the receiver, each extra sheet in a letter being subject to extra postage. To avoid this excess a sheet of foolscap paper was used as a wrapper, there being no envelopes then, and the extra was written on this in skim milk. This could not be seen until heated, when it would come out and be readable.

Are the women of to-day as brave as those women of the pioneer days of Allegan county?

In 1832 Mrs. John P. Wade drove all alone through the woods from Singapore to Kalamazoo with a six-months-old babe in her arms. The only house on the road between Singapore and Allegan was the famous old "Pine Plains Tavern," located about five miles east of Fennville. She saw many wild animals

on her way, but reached her destination without mishap and is living to-day, enjoying the best of health in her Ganges home.

The Rossiter was the first steamer to enter the Kalamazoo River. It was owned and sailed by Captain Robinson, a one-armed man. The first line steamer to sail between Saugatuck and Chicago was the Ira C. Chaffee, Captain Costam and Engineer Geo. Dutcher.

Elisha Weed, who died about five years ago in Casco township, claimed to have been the second white man to settle in Southwestern Michigan and to have built the first sawmill operated in Saugatuck. In those days of the unbroken forest who could prophesy of the enterprising villages that now dot the county, and that the lake shore would some time become the center of an immense fruit industry? The swamps seemed then such a waste and to contain germs for so much malaria, but now they are covered with fragrant fields of peppermint and yield a good profit. Where the village of Fennville now stands was once only a swamp.

The late Mrs. Laura C. Hutchins, from whose prolific pen has come some of our most authentic pioneer history of the western part of the county, tells of the first Fourth of July celebration in "The Woods" in 1849:

"At the time all the dwellings between the old Bailey mill (four miles southeast of Fennville) and what we know as Peachbelt (three miles west

of Fennville) were those of Geo. Veeder, John Billings, Walter Billings, James Wadsworth and Harrison Hutchins. Chas. Billings, Levi Loomis and Nathan Slayton were neighbors off from the road. Beyond Peachbelt lived Jas. Wadsworth, Cyrus Cowles and Henry Barrager. Still farther on lived John Goodeve, and on the lake shore road Jas. Haile and Banner Seymour. These were all, or until you reached Saugatuck or 'The Flats,' as it was usually called. Mrs. Hutchins and her family were invited to attend the picnic near the Veeder house on this Fourth of July and to furnish bread for the occasion. She accordingly made a loaf in a milk pan of the delicious old 'salt rising,' baking it in the great brick oven. 'Elder Grant,' the M. E. presiding elder, was present and read the Declaration of Independence. Songs were sung and when dinner was announced John Billings, for drollery and to please the small boys, led the procession as they marched to the table, facetiously tooting upon an old fife, without time or tune."

Mrs. Hutchins wrote many poems relative to pioneer life, weaving in the names of those early settlers and their families, and we think as we read them, with their touches of humor, she must have thought like Kipling:

I have written the tale of our life
For a sheltered people's mirth,
In jesting guise—but ye are wise,
And ye know what the jest is worth.

Simple Account File



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TRADESMAN COMPANY, Grand Rapids

PRESERVATION OF WOOD.

How It May Be Effectually Accomplished.*

Wood preservation has become a question of commercial importance within the past fifteen years. Its importance in relation to the approaching "timber famine" is vital inasmuch as it is a factor which may be undertaken at once—at 6 o'clock to-morrow morning, so to speak—both by the large and more especially by the small consumer.

Large consumers, like some of the Western railroads, whose annual consumption of ties amounts to about fourteen million, may reduce consumption to one-one-hundredth of their former amount. The small consumer will have even a greater effect upon the gross consumption for a year.

The argument made by the lumbermen against preserving this timber is that it will reduce their business. On the contrary, it will increase their profits by raising the market price and will be more economical in the long run.

Axiom: "Preservation of timber is a paying proposition. It is the most important phase of forestry."

The Santa Fe Railway rejects all ash and hickory stock for ties, not because they do not make good ties, but because they will bring better prices to the farmer when sold for different purposes. This is an example of good forestry principles.

The Factors Influencing Methods of Treatment.

The first steps taken in the preservative treatment of wood were made in England. It arose from the exhaustion of the national oak forests used for ship building. They then experimented by painting the ships with tar, etc., and then the railways took it up and so the industry grew.

One of the fundamental principles of preservation is:

"The more preservative you pump into a piece of wood the more durable it becomes."

The method of treatment of a stick of wood is influenced by the qualities of the wood and the purposes for which it is to be used. For example, a well treated soft wood used for railway ties will be rendered unfit for service by mechanical wear before it starts to rot, hence it does not require so much treatment.

Likewise timbers to be used for mere props and other purposes demanding only a short life should not receive the amount of treatment that a tie should.

On the other hand, soft woods to be used in bridge supports are not subject to wear and should receive as much of the preservative as possible up to fifteen pounds per cubic foot. They will then last indefinitely. For example:

Pilings in British marine docks creosoted and set in 1850 are now in an absolutely good state of preservation. (Baltic Pine.)

Of ties set in 1869, taken out thirty-

five years later, 50 per cent. were put back in as first class stock.

In Europe the railway companies put in treated beech and Baltic pine ties and do not even look at them for ten years.

The more thorough treatments are more expensive. Other factors influencing the methods of treatment are the species, genera, density, color, weight, wood fibers and the relation of osmotic forces in the wood.

Some of the classes arranged according to the above characteristics are:

Hard Hard Woods.

1. Red oak family (red gum, water willow, oak, etc., and all black oaks).

2. Ash, hickory, pecan, hard maple, white and black walnut.

Hard Woods.

1. Yellow pine and hemlock.

2. White elm and black gum.

3. Beech and birch.

Soft Woods.

1. Red gum.

2. Red elm, sycamore and soft maple.

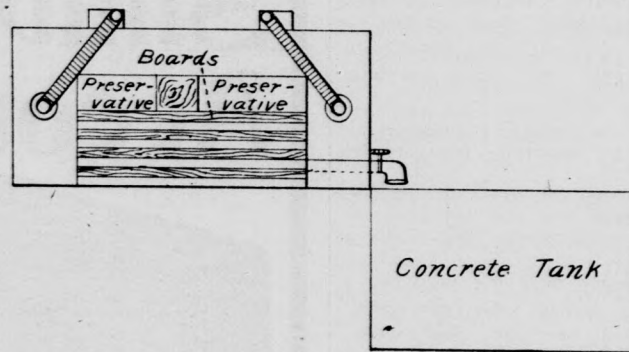
Extra Class Very Hard To Treat.

Douglas fir, mountain pine and lodge pole pine.

Railways require that the different classes shall be separated in loading.

Sap wood well penetrated will never decay. This principle is made use of by the railways in making specifications for ties.

Specifications call for square timber and make no sap specifications. Thus from one square piece they make two ties and the heart wood is surrounded by a ring of well treated sap wood.



The capital on hand is also a factor influencing the process to be used.

A few years ago all treating plants had appliances for steaming the wood to kill the fungi in the wood. This is no longer practiced and all infected timber is thrown out. For instance: Recently at the large plant at Little Rock, Ark., where 500,000 ties are now stored, all ties that showed any signs of punk were discarded.

Any fungi that are present in wood have come from an external source and in freshly cut timber there are none present. In many timbers, however, their presence can not be detected from an external examination.

The object of treatment is to bring about conditions within the wood under which the fungi can not exist. To

do this we remove the factors which are necessary to their existence, videlicet:

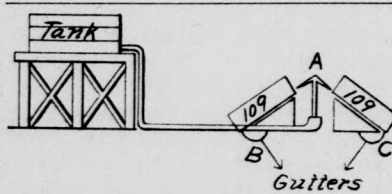
1. Water.
2. Air.
3. Organic food material.
4. Certain amount of heat.

"For practical purposes water is the most important factor, for without water no fungus growth is possible, and consequently no decay is possible."

Dry rot even requires moisture and gets it from the atmosphere. But too much water will prevent fungus growth because it shuts off the oxygen and air supply. Wood freshly cut contains more than enough moisture to support fungus growth at all seasons of the year.

Since fungi can not exist in dry wood our aim is to cut off their water supply. For this reason thousands of ties are at present being shipped North from Little Rock, Ark., at a big expense, simply to get them out of the rainy belt and thus escape the moisture.

Briefly, cutting off the moisture in wood is done by thoroughly driving out the moisture by



seasoning, then precluding the entrance of it by the introduction of creosote.

Thus we see that the older processes were at fault when their aim was to introduce a poison. The new

country thus necessitate cheap processes:

1. The oldest methods employed were merely to paint on the preservative, and its efficiency was directly proportional to its penetration and its persistency in sticking, and in this way keeping the surface intact and the fungi out.

Several "painting on" preparations are on the market to-day, like the "C A" and Woodline; but straight coal tar creosote is to be preferred.

2. Next came the dipping or open tank treatment and the effectiveness of this treatment was dependent upon the limpidity of the fluid used.

Experiments at St. Louis showed that the timber must be left in the preservative to cool.

3. The modern methods are based upon the introduction of a definite amount of preservative under pressure and the withdrawal of a certain amount under a vacuum.

It takes from three to six hours to get the greatest amount of preservative into piling.

Pine 4 hours.

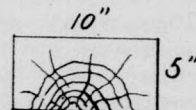
Oak 4 hours.

Forms of Treating Plants.

A very simple and cheap form of treating plants is shown here:



The tube A B is simply to get the fire away from the tank and prevent fire. Many of these plants are in use along the Santa Fe Railway and are very successful in treating posts, etc. No attempt is made to extract any of the preservative.



Lowrey Process.

The previous sketch shows a form of plant that is the most modern and efficient process yet devised.

The timbers to be treated are introduced into the upper pair of cylinders on steel cars. Creosote is then run in from the storage tanks above and pressure applied from an air compressor pump. The tanks have a capacity of 1,000 ties and will accommodate five treatments daily.

Seven gallons are introduced into one tie under pressure and four and one-half extracted by the lower or vacuum tank, thus leaving two and five-tenths gallons to a tie. The workings of the apparatus have been calculated to a nicety and the amount introduced can be regulated easily.

The Piping Process

is practically the reverse of the above process and only leaves one and five-tenths gallons to a tie.

There are one to eight plants of the Lowrey type in operation on one Western road alone.

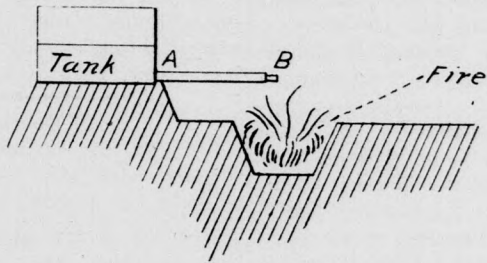
*Paper read before forestry and engineering students of the Michigan Agricultural College by Dr. Hermann Von Schrenk.

The cheap stumpage prices in this

The refinement of work in these plants is more complete than ever before attained.

Open Tank Treatment.

Sketch shows appliance for holding down boards in an open tank:



Treatment: One inch boards are left in two to three days, then fluid is run into lower tank and then pumped back into upper tank when ready for another treatment.

The truth of the statement that a process must be cheap is illustrated by the \$200,000 plant erected in Rome, now abandoned because the operating expenses were too high.

Boucherie Process.

Logs are placed along on racks, big end up, as shown, and the bark is

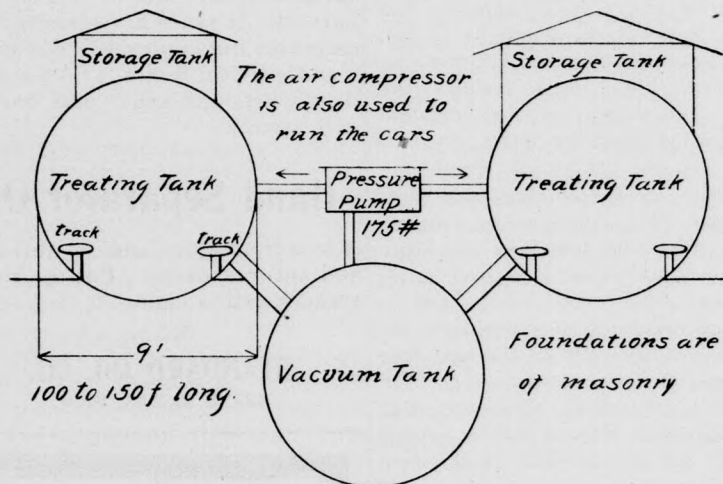
fifteen years." Two to three steamers arrive per month from England, bringing over all the surplus from that country.

As yet nothing has been found that will make a satisfactory substitute.

"Texas crude oil leaches out in the time it takes to put it in." Examinations are now being made with the crude oil petroleum at Bakersfield, Calif., also of Oklahoma and Eastern Kansas. They are not expected to do more than make a water proofing.

A Dutiful Child.

The Youngs had unexpectedly dropped in on the Baileys just as dinner was about to be served. The hostess, considerably disturbed, call-



removed. Then the preservative, which is a 5 per cent. solution of blue vitriol, is introduced by the nozzles at A. It thus runs the length of the log, is caught in the gutters at B and C and returned to the tank. Especially recommended for pole lines, etc.

Kyanizing Process.

One part corrosive sublimate, 180 parts water. Heat solution. Keep in wooden receptacles. Use no iron nails. This process is used extensively in Europe and some concerns in this country are adopting it in the preserving of cross strip and the like.

A plant is at present being erected for the treatment of cross pieces used in piling lumber. It is estimated that the process will cost \$5 per 100 and will be sold to the consumer for \$25 per 1,000.

The costs of the different processes are varying rapidly on account of unsteady timber and labor conditions.

"Coal tar creasote is in danger of exhaustion, but is secure for at least

ed her little daughter Helen aside and explained that there would not be enough oysters to go around, and added:

"Now, you and I will just have some of the broth, and please do not make any fuss about it at the table."

Little Helen promised to remember and say nothing. But when the oysters were served Helen discovered a small oyster in her plate which had accidentally been ladled up with her broth. This puzzled the little girl, as she could not recall any instructions covering this contingency. After studying a few moments, she dipped the oyster up with her spoon and, holding it up as high as she could, piped out:

"Mama, mama, shouldn't Mrs. Young have this oyster, too!"

A Fine Mind.

"She has a fine mind, hasn't she?" "Remarkable! One of those minds that, when you are with her you can't decide which makes you the more happy—to listen, or to realize that you are not married to her!"

One Phase of the Mail Order Question.

A phase of the mail order question, well worth consideration, was made the basis of some remarks made not long ago by the editor and publisher of a small weekly newspaper. According to this man's statement, he publishes his paper in a town where the local merchants have never felt there was much benefit to be secured from advertising, inasmuch as the town is a small one and each of the merchants is well known locally, and throughout the county. One who knows anything at all about the publication of a newspaper realizes that it is by the advertising patronage the publisher must live—if he lives at all. Some do not. It might be imagined that civic pride alone would influence some successful merchants to support, by their advertising patronage, a paper worthy of their growing town—taking a chance, if they choose to put it that way, on the advertising results. A newspaper is a good thing for a town and a well supported and efficiently conducted one is a valuable asset. This fact will be readily attested to by many who have the experience to speak authoritatively.

But neither civic pride nor the value of advertising can move some.

Mail order houses, however, believe in advertising. It is the pivotal point around which their business revolves. The publisher of the small weekly, or daily, finds himself not so scorned as by his townspeople for whom he has been fighting on soldiers' pay.

According to the statements of the editor referred to in the beginning, the local merchants in his town have condemned his past actions in accepting the advertisements of mail order houses and by so doing becoming a factor in the injury to their business. Yet it should be remembered an editor must live. To live he must have money, and any who attempts to live without money must fail—miserably. The whole trouble is the result of the dealers' misconception of the subject of advertising. Advertising pays! No matter how well the dealer may be known, it still pays. Advertising, as it is understood and practiced by those who make a success of it, is not merely letting people know one's

name and where one is, so much as it is telling them what special bargains one has to-day or this week, or about the new goods just received, and other information of this nature. No matter how well known the dealer, people can not secure this kind of information unless they be advised—and the quickest and lowest-priced way to do it is to advertise.

The matter of supporting the local paper does not need to be put on a basis of civic pride nor be accounted for by any other contributory excuse. It may be charged up to advertising with just as clear a conscience as any other legitimate expenditure is charged up under any other legitimate head.

There is not a particle of doubt that the growth of the mail order houses has been contributed to by the local dealer who, in so many instances, has lain down and gone to sleep.

Some, it is true, advertise for results, and get them, but the burden of a town can not be successfully carried by one or two enterprising merchants in it, nor can it be expected. Live merchants can do no better than to lend their influence toward getting other more backward tradesmen to make an attempt at intelligent, continuous advertising. The result will be a powerful and concentrated effort to turn the tide of trade into local channels, and the local publisher, with present support and faith in the future, will find no incentive offered by mail order houses sufficient to cause the acceptance of an advertisement having for its purpose the detraction of business from his good friends and partners, the local dealers.—Furniture dealers.

Bringing It To a Climax.

"I know what's passing in your mind," suddenly said the maiden as the habitually silent caller stared at her. "I know, too, why you are calling here night after night, appropriating my time to yourself and keeping other nice young men away. You want me to marry you, don't you?"

"I—I do!" gasped the young man. "I thought so. Very well; I will."

It is always easier, and often safer, to preach on old saints than on modern sinners.



The Ben-Hur Cigar Makes a Good Partner

There is not a box to-day in all the thousands of show cases where it is shown that is not accounted good stock and worth its full value.

The Ben-Hur Cigar is made so generously good that it is bound to please men who love a good cigar and appreciate buying one at just half the price of a ten-center. We know how good we are making the Ben-Hur, and we want a chance to prove it to every Ben-Hurless Cigar Case.

GUSTAV A. MOEBS & CO., Makers

DETROIT, MICHIGAN

WORDEN GROCER COMPANY, Distributors

GRAND RAPIDS, MICHIGAN

THE AGE LIMIT.

Does Not Prevent a Man Changing His Occupation.

"What can I do? I'm too old to start life over again. I have a family to support, yet my health is broken. I must give up the only business I know, but I can not stop work. The future holds nothing for me but despair."

You have heard something of this sort many times. Perhaps you have used similar words yourself. It is an everyday occurrence for a man to awaken to the fact that disease has attacked him, and that he must leave the calling of a lifetime if he hopes to gain a new clutch on life.

When a man is 40 or 50, or older, such a decree of the doctor is no light thing. "Why, doctor," he protests, "it is impossible. I can't do anything else. I don't know how. I'd starve to death if I tried it. One might as well die of disease as die by starvation."

World Full of Examples.

Yet, after all, one can do many things undreamed of. The world is full of examples. Every city has thousands of men who have changed occupation late in life at the edict of their physicians. What seems impossible when viewed at a distance often becomes easy when tackled at close range.

On one of the busy streets of my native city there is a photographer who stands as a fair instance of this truth. He has a model studio and an excellent patronage. He is making money—twice as much, indeed, as he ever made in the days when he was a Presbyterian minister.

This photographer was 55 years old when his doctor told him he must abandon the pulpit or die within a year. His nerves were in a state of collapse, and his friends predicted that he was beyond help. His life's work had brought him nothing financially.

He had done a little amateur photography, and in his desperation he commenced taking pictures to sell. He went among picnickers and made small snap shots at a low price. In a little while his business expanded into a tent studio. Then winter came on and he found a more permanent place. That was eight years ago. To-day his health is largely restored and he finds himself engaged in an independent business. In those eight years he has saved enough to buy the cottage in which he lives—more than he could do in thirty years of preaching.

On the west side there is a tea and coffee store owned by a man who was a locomotive engineer until he was 50. Sickness compelled him to relinquish the calling, and he was confronted with the task of supporting a large family by some other means. The first thing that offered was a chance to solicit orders from door to door.

Ignored Advice of Friends.

"Don't do it," most of his acquaintances advised. "You'll starve to death canvassing. It's the last thing in the world a man ought to

try—especially a man of your age. Hunt up something else."

But the ex-engineer did not starve. Before a great while he had a horse and neat little wagon. Then he opened the store. In two years he moved to larger quarters. He is on a main business street now, and enjoys a high class trade.

"There's more than one way to make a living," he says. "Once I thought that I couldn't do anything except run an engine. You see, I'd been doing that for twenty-five years. I'd been on a locomotive from the time I was 17. My horizon was bounded by railroad tracks. That's the trouble, in effect, with most folks. They can't look beyond the little nook they've made for themselves."

Every large city is full of these small stores owned by men who have changed occupation late in life. The old theory that a man must grow up in a business in order to succeed in it is disproved in hundreds of instances. Often the men who get along best are those who engage in business with the benefit of mature judgment. A man who has seen adversity and knows the value of money usually is conservative. He has no visionary schemes. He does not hope to get rich or make a big spread. All he wants is a living, and he moves with caution.

It takes little money to start one of these small stores. A few hundred dollars suffices in many instances.

Other Avenues of Existence.

But it is not necessary to go into business for oneself in order to live. The middle aged or elderly man, confronted with the necessity of giving up the calling in which he has worked for many years, can find in every city innumerable avenues of existence—not alluring, to be sure, but respectable and not arduous. Many of these positions, once gained, are good for life, or as long as the holder is able to discharge his duties.

One of the ticket agents at a certain depot is 80 years old. When he was 70 he was forced to give up a clerical position he had held thirty years. A nervous affliction prevented him from using a pen eight hours a day, as his duties demanded. He had an invalid wife and daughter to care for, and the future looked black, but before long he dropped in to his new niche of life, and things have gone along without a ripple.

If you could stand at the top of a high building at midnight and endow yourself with the power to penetrate the roofs and walls of downtown buildings and factories you would see thousands of men to whom fate has been unkind, and yet far from merciless. They are the watchmen who guard the city from thieves and fire. The majority of them worked at other callings until past middle life. Most of them despaired when they found themselves forced to give up. They were carpenters, painters, machinists, book-keepers, clerks—they came from all the paths of life. Years of toil brought them

no competence, and when injury or sickness barred the door for them they thought the almshouse their only refuge. Yet there they are, earning a living just the same.

One Old Man's Job.

In the railroad watch towers are still other graduates from the ordinary occupations of life. In many offices are elderly messengers and reception room clerks. For example, the ante-room of a certain large concern is presided over by an affable old man whose chief delight is to make friends for the house. At the age of 60 he was forced to relinquish his calling of telegraph operator. At that time he was a nervous wreck. Now his health is excellent. His duties do not crowd him, and all his surroundings are congenial. Furthermore, he is immensely popular with his employers and with the patrons of the house. Formerly the place was held by an unkempt and insolent youth, who deemed it his duty to insult callers.

Another white haired old man is a clerk in a downtown department store. He never sold goods over the counter until he was 64 years old. Unable longer to stand the life of a traveling man, he found a place as retail salesman. If you walk through the great stores of Chicago and New York you will see hundreds of men who belie the popular delusion that the "age limit" is a deadline that marks the despair of the man who has turned onto the down grade of life.

"What can I do?" then, is a question full of possibilities for such a man. First, let him take the situation philosophically. It is part of the scheme of life. At every stage of their careers men have problems and responsibilities. To do the best they can and be content relieves the battle of half its sting. Often the sting is imaginary. Many a man is passing his old age in contented employment who thought the world had come to an end ten years ago.

Edward M. Woolley.

Starting Right.

Penny in the slot savings banks are the latest idea to promote thrift among Berlin school children. A manufacturer of candies recently applied to the municipal council for permission to place automatic sweetmeat machines in the communal schools. The town authorities refused to grant it, but the suggestion gave them an idea, which has been so successfully carried out that it is to be adopted in all Berlin schools. Automatic savings banks were placed in a school house. The child who dropped in a coin received in return a numbered counter. When the child has collected ten of these

cardboard counters they are taken to the schoolmaster, who presents him with a savings bank book in which the deposit is entered.

The machines have been in operation for two months at the Shoenberg schools. During the first month over \$250 was found in the form of ten pfennig pieces. The month just expired brought only half a dollar less.—New York Sun.

Of Course.

She (at the summer resort)—I wonder how Mrs. Coyne manages to make her husband still love her.

He—She won't let him draw on her principal, and that naturally keeps up the interest.

Serving two masters is stealing from one or both.

The Perfection Cheese Cutter

Cuts out your exact profit from every cheese. Adds to appearance of store and increases cheese trade.

Manufactured only by

The American Computing Co.

701-705 Indiana Ave. Indianapolis, Ind.

Mica Axle Grease

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

Hand Separator Oil

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

STANDARD OIL CO.
GRAND RAPIDS, MICH.

Umbrellas

and telephones are much alike—you may not use them all the time, but it's worth a good deal to know they are right there when you do want them.

To go a bit farther, one hardly needs an umbrella at all. It is more comfortable to stay at home in bad weather and

"Use the Bell"

IT
PAYS

CALL
MAIN
330



Sherwood Hall Co., Ltd.

Grand Rapids, Mich.

Our HARNESS are strictly up-to-date and you can make a GOOD PROFIT out of them.

Write for our catalogue and price list.

The Big Wind of Fifty Years Ago.

Written for the Tradesman.

"These tornadoes in the South make me think of the big wind of '56 we had right here in Michigan," said the schoolmaster, who was waiting for the shower to pass so that he could go home.

Dick and Ned Turner, two young farmers sitting near, became curious at once, and asked Mr. Tanner to tell about the big wind.

"It was in September of that year," began the old man. "I was nothing more than a good sized boy then, old enough, however, to remember things more distinctly than later happenings. Father was at The Mouth after a load of provisions and was expected to return that afternoon. Our family consisted of mother, my brother older, myself and the girl who worked for her board and attended school in Bog Hollow, which was half a mile down the river."

"I suppose there wasn't much of a settlement thereabouts," said Ned Turner. "What was the name of the river?"

"The Muskegon, to be sure, and the place then called The Mouth afterward became Muskegon village and city. You want me to give a complete history of those times, boy?"

"Not to-day," and the young farmer laughed. "There wouldn't be time, you know, unless it rains all day. I have heard Uncle Steve speak about a big wind in Ohio somewhere about the time you tell of."

"Guess 'twan't much of a breeze," put in Dick. "I'm sure the pamphlets advertising Michigan lands and homes for sale especially mention that Michigan is entirely outside the cyclone belt."

"All of which may be true," admitted the schoolmaster. "You must remember, however, that there are exceptions to all rules. A stray twister sometimes goes cavorting into outside territory, as that one did over half a century ago."

"My brother and I stood at the kitchen window watching the rain clouds and falling drops of water, delighted to see the storm. Most children you know think it's fun to see a cloudburst. I was no exception at that time."

"While we stood watching our sight was greeted with a sudden tumble of trees at the far side of the clearing. I remember distinctly seeing the bark fly off some dead pines, then down they went like dry sticks. Brother and I clapped our hands and shouted in glee at the sight."

"In another moment, however, the green forest turned turtle as though snatched out by the roots with some giant hand; and then, slam dash! our window burst in and we were hurled to the floor. I let out a yell. Mother came to the rescue, dragging us into another room, closing the door. The hired girl hadn't come from a neighbor's where she had gone on an errand."

"Our house stood on the brow of a hill and, luckily for us, the twister lifted and passed too high to scoop

the dwelling into the river. Out-buildings, fences, trees, all were swept away like chaff. I remember what a sight was presented when we ventured forth the next morning. Where once stood a frowning forest nothing but an immense pile of debris was to be seen. The fallen trees were piled twenty feet high, the road to The Mouth being entirely obliterated.

"Mother was very much worried about father. Not until late in the evening of the following day were her fears alleviated by his return, quite exhausted from his experiences. The team he had left on the 'openings' while he made his way on foot through and around the big wind-fall."

"It must have taken a beastly while to cut out the road again," said Dick.

"Boy, the road was never cut out. It would have taken a regiment of men a year to do that, and we had neither the time nor men with which to accomplish such a task."

"What did you do?" from Ned.

"The next best thing, swamped a road around the fallen timber. You see, the wind was as eccentric as a human. It cut great swaths in the woods, leaving many spots wholly untouched. It had all the tornado peculiarities all right enough. Father was a week getting his load of provisions home. He had remained at The Mouth that afternoon else he might have been killed in the storm."

"By the way, I forgot to mention the McHenryrs, husband and wife, who boarded with us at the time. They were a young couple, spending their honeymoon in the pine woods—from Illinois, I think. George McHenry was some sort of a landlooker. Anyhow, he and his wife lived with us for nearly or quite a year."

"It so happened that George had been absent all the week and was expected home on the night of the great wind. Of course he did not come. He had to walk from Newaygo, a distance of twelve miles, through an unbroken forest. Naturally his young wife was wild with fear for his safety. I call to mind seeing her sitting at a window, her face pressed against the narrow pane, staring into the darkness, straining her eyes to catch sight of the familiar form. She was sitting thus when we boys were sent upstairs to bed that night."

"The wind roared and howled all night, but boylike we soon fell asleep and knew nothing more until morning. Poor Mrs. McHenry looked haggard enough in the light of day. She had not slept a wink all night and absolutely refused a morsel of food in the morning."

"Both women were feeling pretty husky, I tell you. Dave and I, however, rather enjoyed exploring the ruins, which we did as soon as we had swallowed our breakfast."

"It was a serious time and no mistake," said Dick.

"You bet it was," agreed his brother. "I think Uncle Steve had some such experience in Ohio."

"How about the girl who went to a neighbor's?" questioned Dick.

"Did she come back all right?"

"Yes, but only after three days. The roads were piled full and she waited until the men folks had marked a path around the windfall."

"It' holding up, Ned," suddenly cried Dick Turner. "We must be going back to work."

"Now hold on just a minute," demurred Ned. "I want to know what became of the McHenryrs. Did he get through the storm safely, Mr. Tanner?"

"Quite so," returned the schoolmaster. "He got to our house about 4 o'clock in the afternoon. Had been ever since the previous afternoon making his way through the fallen timber. He said he must have walked at least forty miles to make twelve. He was unhurt, however, and Mary, his wife, nearly collapsed at sight of his face."

"The McHenryrs were nice people. They stopped with us a long time. We boys thought a heap of Mrs. McHenry, who was jolly good company. She had time to entertain us as her husband was absent the larger part of the time."

Mr. Tanner got up and walked to the door, glancing at the sky. It was rapidly clearing and he was ready to depart homeward.

"I tell you," he said to the young men as they passed from the store, "that storm fifty odd years ago made a coward of me. I never see a storm approaching but what I think of that one and wonder if it may not be a duplicate of the tornado of '56."

"I don't wonder either," said Dick.

"What became of the McHenryrs?" "George entered the army. He made a good soldier and fell mortally wounded in the battle of Perryville. His wife—ah, I can't help wondering where she is to-day if living. We never saw her after the time of her sojourn with us. Doubtless she has long before this joined her George on the other side."

Old Timer.

Old Styles Revived.

The button shoe in wave top resembles in many ways the shoes for women that were so fashionable twenty to twenty-five years ago. The same wave tops—the fad for buttons—the short vamps—all remind the old-timers of a quarter of a century ago.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

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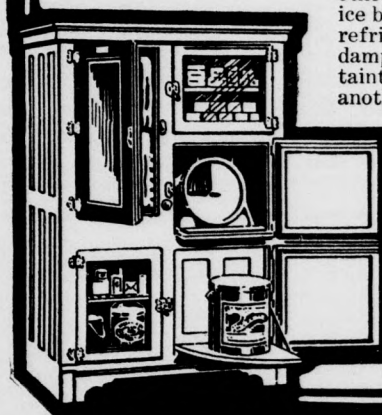
"My Trade Stays With Me

because my goods are always kept in perfect condition, fresh, pure and tempting. I also use less ice with the McCray Refrigerator than I ever did, and my store looks better with the beautiful workmanship and finish of the refrigerator, which attracts so much attention. A McCray Refrigerator brings trade. You cannot lose trade with it in your store."



McCray Grocer's Refrigerators

are used everywhere—are built right, and have the best system of cold air circulation. They use less ice than any other kind, and save enough in ice bills to actually pay for the refrigerator itself. There is no dampness and no stagnant air to taint one article with the odor of another. They keep all provisions fresh and pure.



McCray Refrigerators are built in regular sizes for immediate shipment, or are built to order. Send us a postal card with your name and address, and state whether you want catalog No. 65 for grocers, or No. 58 for meat markets, and let us tell you more about the celebrated McCray Grocers Refrigerators.

McCray Refrigerator Co., 5568 Mill Street, Kendallville, Indiana.

THE FUTURE MERCHANT.

He Will Not Be a Graduate of the Slums.

Written for the Tradesman.

Murray was angry. He bounced into the grocery with blood in his eye and his biceps straining under his coat sleeves. If he had met Wheeler, the owner of the store, right then, there might have been something doing, but Wheeler was back at the desk, talking with a customer, and Murray had time to cool down a little before he secured his attention.

Finally the grocer came forward and stood waiting for Murray to begin.

"You're a fine friend!" began Murray.

Wheeler looked amazed, but did not speak.

"Thought you were going to do something for Tommy?" continued Murray.

A look of annoyance came to the face of the grocer.

"Well?" he asked.

"And you keep him a day or two and fire him! How do you think he's going to get another place after you turning him down? You've sent the boy away with a bad name, and you're no friend of mine!"

Murray was swinging his big fists by this time, and his face was the color of a well-cooked lobster. Wheeler has something of the Old Adam in his composition, and he felt as if he was holding himself down to the floor with his toes.

"I gave the boy a fair trial," he said.

"Fair nothing!" roared Murray. "Why didn't you tell me if he wasn't making good? I'd have straightened him out!"

"It's too late to straighten that young man out," said the grocer.

Murray stepped back and leaned against the counter. He was angry, and was speaking in defense of his son, but the words of the grocer sent a chill of fear through him. He had been observing Tommy closely of late, and the impression came to him that, after all, Wheeler might be right.

"What's the matter with him?" he asked.

"He's too tough."

"Tough? What do you mean?"

"His ideal man is a prize fighter. He wants to be tough, and he wants people to know just how tough he is. He glories in tough language and sneers at self-respecting boys who keep themselves clean in thought and dress. I can't see how the boy ever got away from you, Murray. He used to be a clever, wholesome little chap."

Murray looked out of the door for a moment and pondered.

"If I whip him into shape, can't you do something with him?" he asked.

Wheeler shook his head.

"I'm sorry," he said, "but the boy would contaminate every young clerk in the store."

"Isn't he honest?"

"Oh, he won't steal—not yet—but he thinks it smart to cheat and de-

fraud, to get something for nothing. He is sullen and when he does talk his speech is the speech of the slums."

"He never learned that at home."

"Of course not. He picked it up at the cigar stores and pool rooms he hangs about. Where has he been spending his vacations lately?"

Murray winced.

"I don't know," he said.

Wheeler took the man by the arm and led him to the little office.

"I can tell you," he said, after they were seated. "He has spent his vacations in the streets, in billiard and pool rooms, in vacant lots with the gang." He came home when he pleased and had his own way about everything. You should have kept him busy at something during the long vacations."

"I was too busy," said Murray.

"Well, he'll keep you busy for a time now," said Wheeler. "You have other, younger, boys. Are you going to let them run loose during the long vacation now coming on?"

"What can I do?"

"That is up to you," said Wheeler. "You can't turn boys out on the street and expect they will grow into business men. The business man of the future, my friend, is not rolling in the filth of the slums. He is either in school or engaged at some work where he is taught self-restraint and the fundamental principle of commercial life, which is to give the full value of a dollar for every dollar acquired. The future business man will not be a 'Jimmy Tough,' with a swagger in his walk and a mind warped and distorted by the communications of diseased and degenerate brains. Take care of your boys and girls during the long vacations, my friend. A child's soul is a spotless thing when it comes to you. Be sure you keep it so as long as possible."

"But you can't always keep boys tied to their mother's apron strings," urged Murray. "Sometime they've got to go out for themselves and meet the world, fight their way through, give blow for blow. They can't always have cute little curls falling down on white collars."

"Of course," replied Wheeler, "but you can keep your boys out of the muck until they become old enough to know just how nasty muck is, can't you? You can keep them away from vile company until they are wise enough to know that a filthy brain is worse than a diseased leg. You put on a clean, white duck suit now and then, Murray, and you know that in time it will become wrinkled and soiled from use, but you don't go and daub it with filth just because you know it can not always remain as it came from the laundry."

Murray was not eager for battle now. He sat like a man who had wrought an evil thing which was now beyond his power of control.

"What can I do?" he asked.

Wheeler did not reply.

"The boy is bright enough," Murray added.

The grocer nodded.

"Bright and rather well educated," he said.

"Then there must be hope for him."

"He may be improved, but he was thrown into the muck when his brain was best suited to receive impressions. All his life he will have warped views of things."

"I'd like to know where he got his head filled with such fool notions," said Murray. "Perhaps at school."

"Of course there are bad boys at the school," said Wheeler, "but the fault does not lie there. Look here, Murray, if you buy a bicycle or an automobile you study it, don't you? You find out all about its mechanism, don't you? There isn't a wheel or a spring that you don't know the use of. You master it fully, don't you?"

"Of course I do. Couldn't keep it in respectable form if I didn't. It would be breaking down on the road and making me all sorts of trouble if I didn't understand how to control it. Of course I've got to understand the machine, if I run it."

"Then, why don't you try to understand your boy? Oh, yes, I understand that the thing I am saying now has often been said before. However, it can't be said too often. Find out what your boy is thinking. And see that he doesn't get into the muck and become smeared and stained with filth and warped with wrong notions of life before he is old enough to understand what he is doing."

"But how?"

"You'll have to figure that out for yourself. In the end it will pay you to give it some attention. You want your boys to grow into good citizens and successful business men, don't you? Then train them for it. The human being is rather primitive at the start. He is like a tree. If

The Sun Never Sets
where the
Brilliant Lamp Burns

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

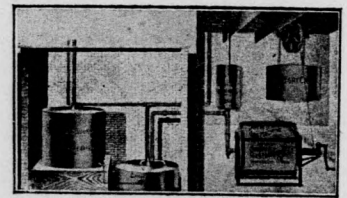


BRILLIANT GAS LAMP CO.

24 State Street

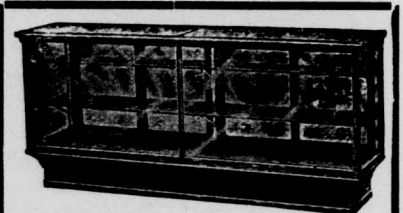
Chicago, Ill.

MODERN LIGHT



The Swem Gas System produces that desirable rich, clear and highly efficient light at a saving of one-half in operating cost. The price for complete plant is so low it will surprise you. Write us.

SWEM GAS MACHINE CO. Waterloo, Ia.

A Case
With a Conscience

is known through our advertising, but sells on its merit.

The same can be said of our DEPENDABLE FIXTURES.

They are all sold under a guarantee that means satisfaction.

GRAND RAPIDS FIXTURES CO.

Grand Rapids, Mich.

Jefferson and Cottage Grove Avenues

Jennings' Extracts

(At It 36 Years)

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.

Jennings' Extract True Vanilla

Contains only the flavor of Prime Vanilla Beans.

These Extracts bring customers back to your store—"There's a reason."

Direct or jobber. See price current.

Jennings Flavoring Extract Co.

C. W. Jennings, Mgr. Grand Rapids, Mich.

ESTABLISHED 1872



he starts crooked he'll be crooked all through his life. There is a long vacation coming on. Know what the children are doing. Keep them under control—at work if possible.

"It is a hard proposition," said Murray.

"Well, you have to work hard for anything you get that is of any account. You know something about business yourself. You know that merchants are always on the lookout for good, intelligent young men. You know that the merchant of the future is not being reared in the slums."

Murray was thoughtful now, instead of angry.

"I have plenty of opportunities to take on young men," continued Wheeler. "Fathers who think their boys are suited for business life because they are cunning and tricky often come here. I always turn them down. A boy must be clean, morally and physically, to make a hit with me, and in this I am not different from other merchants. I know that I am blamed for not keeping the sons of my friends in my store, but I can't help it. All merchants have the same trouble, but the real fault is with the parents themselves. Of course I am talking over old ground, but it needs to be talked over. Let me repeat this: The future merchants of the land are not the 'Jimmy Toughs.' They are not being trained in the slums, but in refined Christian homes."

Murray went away with a thoughtful look on his face. After all, it might not be too late to get Tommy started right. Alfred B. Tozer.

Conventional Talk on the Subject of Honesty.

Perhaps never before in the history of this country have we had so much conventional talk on the subject of honesty.

One of these days some observant citizen of the future, delving into the ephemeral literature of the time, will come to the conclusion that in this first decade of the twentieth century the people seemed to have experienced a sudden renaissance of honesty, just as in certain unexpected sections of the country a wave of prohibition arose and spread. As some one has characterized the movement, we seem all at once to have discovered the Ten Commandments. We are preaching honesty most as if it were a new cure-all just added to the pharmacopoeia.

Not long ago a young friend came to me with a discouraged face and dejected pose. He had lost his place in a great counting house because of the influence of a recent money stringency. He was less affected by the loss of his position, however, than by the circumstances attending it. At the time he was employed by the house another young man of his own age entered the service. They were of the same age, in the same department, and with this tie of strangeness to the place appealing to them they had become acquainted readily.

My young man I had known from

childhood. I knew his sterling worth and was convinced of his capacity and equipment for his work. I was surprised especially when he told me that while he had been "let out," the other young fellow had been retained in the service. I questioned him as to possible reasons for this and I got the true story of the move.

Jones, as I shall call him, was of the shy type, quick, apt and conscienceless to a degree. He earned occasional reprimands in his work, but could squirm from under their full force. He possessed a shifty diplomacy and tact which, while making him no warm friends, made numerous pleasant acquaintances for him. He was a "good fellow," neither trusted nor distrusted by his associates. There are countless thousands of his type in the business world.

"Both of you were in positions of trust," I said. "Could you make no showing for preference on the score of honesty and dependableness?"

"That's the point," exclaimed my young friend. "No, for you see, both of us were under bond."

Still further in explanation he showed me how impossible it was in this counting house for the average worker whose honesty might be impeachable to have this honesty recognized by any one as a part of his working capital. There was a time clock at the entrance doors. A superintendent kept a literal eye upon the working force of the office. An auditor checked up the work of every one whose cupidity or carelessness might involve loss to the concern. And, above all, those men responsible in any way for moneys were under bond with a surety company.

The whole tendency of the business world to-day is toward fostering dishonesty because of its determination not to recognize honesty. Find me a man or woman who is responsible for money or for commodities of value who has not given bond against possible thefts from his employers. The cash register has become almost universal in the retail stores. The street car conductor who takes your nickel fare rings up the collection. The time clock in the office records the promptness alike of the honest and the dishonest employee.

Why in this time, of all others, should we concern ourselves with the wordy preachment of honesty? Has it come to the point that we are lecturing on honesty as a lost virtue, as the critic lectures on the lost arts? When we have so hedged all men that dishonesty is impossible, then honesty must become impotent and unimportant. And we are nearer the condition than we think.

Civilization naturally imposes dissimulation and the small hypocrisies. Honesty comes only of training in right thinking and under circumstances which give opportunities for exercising the virtue. Continue to preach honesty to the young man who has been walled in until dishonesty on his part is an impossibility and in another generation he

will sneer at the doctrine as he would at a game law to preserve the mastodon! John A. Howland.

Shop Shots.

It isn't the largest advertisement that is the best advertisement. What would you think of a man who took the largest size pair of shoes in order to get the biggest value. The shoes must fit and the advertisement must fit.

Don't tie yourself to the wrong side of the street just because you have been there a long time. It takes a radical change to make a big success. If you want to be noticed do something noticeable.

In new lines of goods is where the profits lie. The old standbys that every dealer keeps have the prices all cut to pieces on them. Get the new things ahead of the other dealers and make the bigger profits.

If you have one or two customers who like to pay outrageous prices for goods, don't forget that you can better afford to lose all such customers you're likely to have than a tenth of the trade that wants to buy as cheap as possible. Frank Farrington.

A Likely Spot.

Old Clothes Man—Are you sure you haven't an old coat of your husband's, ma'am?

Lady—No! I tell you I have looked all over.

Old Clothes Man—Have you looked on his back?

No man knows whether he is brave until he has to stand alone.

H. LEONARD & SONS

Wholesalers and Manufacturers' Agents
Crockery, Glassware, China
Gasoline Stoves, Refrigerators
Fancy Goods and Toys
GRAND RAPIDS, MICHIGAN



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To send for catalog showing our line of

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

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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.

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Opposite Morton House

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In Connection With
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FARE **\$2** **Nightly 8 P. M.**

Freight Boat Every Night

FIREWORKS

This being presidential year we look for a big demand for fireworks and other

Fourth of July Goods

We carry everything in this line and are prepared to make prompt shipments. Catalogue mailed for the asking.

Our "Leader" Fireworks Assortment is a Winner. - - Price \$8.50

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FOOTE & JENKS' PURE FLAVORING EXTRACTS



(Guaranty No. 2442)

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ORIGINAL TERPENELESS EXTRACT OF LEMON

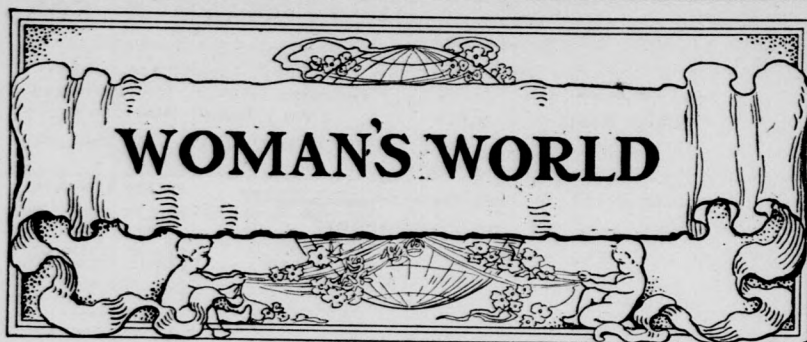
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Tradesman Company - - - Grand Rapids, Mich.



Can Dead Love Ever Be Revived?

The question that is asked me oftener than any other one is, whether love that is dead can ever be revived. There is scarcely a day that does not bring me a letter from some girl complaining that her sweetheart has tired of her, and asking what she can do to rekindle his waning affections, or from a wife moaning that her husband has ceased to love her, and imploring to be told how to win him back again.

To me it seems that these letters strike almost the high note in tragedy, because any honest answer to them must be so hopeless. There is no magic to compel love; no power to stay its flight. The wise and the foolish stand equally impotent and ignorant before the mystery of the human heart. There is no formula for winning love; none for keeping it; none for finding it again after it is lost.

There is nothing so dead as a dead affection, and physical death is not so sad as the perishing of the ties that bound another to us. We still have those we have loved when they lie in the grave. Nobody disputes their dear possession with us. Our hearts are not torn with the sight of their treachery and faithlessness. Our very souls are not tortured with the knowledge that the looks, the tenderness, the smiles, the kisses that were once ours are now given to another.

No such comfort have those who still have the body of love without its soul, who are doomed to sit by the altar at which they worship and see the flame of affection burn lower and lower, and at last flicker and go out, and know not how to feed the sacred fire.

This experience is not peculiar to women. It belongs to men, also, but it happens oftener to women than men, and it hurts women's hearts more, because men are so peculiarly constituted, as a general thing, that they can change their affections as easily as they can their coats, and, if they can't get the woman they want, possess a cheerful philosophy that enables them to be just as fond of the woman they can get.

Unhappily, as a sex, women have the virtue of faithfulness, and when they once set their affections upon a man he becomes the one man in the world for them, and they break their foolish hearts in pining for him if he proves faithless.

Therefore we have the common and pathetic spectacle of the girl who clings to the lover when he has wearied of her, and neglects and in-

sults her, and tries in every possible way to force her to release him from the bonds that have become fetters upon him. We see her anxiously waiting of an evening for the visits that come rarer and rarer.

We see her humble her pride to write him long, loving letters that are never answered. We see her dishonor her womanhood by haunting the places he works and calling him up by telephone, until she becomes the laughing stock of coarse wits.

And so seeing, we could weep at the uselessness of it all, for if a man is tired of a woman he is tired of her, and against that blank wall of fact every argument and persuasion and effort falls dead. He can not help it. She can not help it. Nor is it any one's fault. We can not explain satiety, nor changing taste. We can not tell why the thing that tempted us one moment revolts us the next. We only know that it is true.

It will seem cold comfort to tell the girl who is clinging to a man who is trying to disengage himself from her that the only thing to do is to let him go, but that is the best advice that anybody can give her. If anything will bring him back to her and revive his interest in her it will be a little spurt of independence on her part.

The women who hold men hold them on a pack thread that the man feels that he can break any minute, and that he is scared to death for fear the woman is going to snap on her own accord. Nothing gets on to a man's nerve like the nagging of love—the ceaseless demand on a girl's part to know where he spent every hour he was away from her, whom he saw, what he did; her unreasoning jealousy over every casual attention and look at other girls; her constant bombardment with letters and telephone messages that are sticky with sentiment.

He simply gets sick, satiated, disgusted with love and the indiscreet maiden who gorges him upon it, and the wise move, the only move, that she can make with dignity to herself and any hope of good results from him is to voluntarily set him free. Let him see that she can exist without him, and that she can get tired of him as well as he can of her. That will at least arouse his vanity and pique his self-conceit, and if his love is not dead beyond all resurrection it will galvanize it into new life. For it is one thing to discard and another to be discarded.

The wife whose husband has grown weary of her has a more dif-

ficult problem. She can not ruthlessly cut the marriage tie and give the man his liberty. Still, her best policy also is to let her husband have a free rein and a long rein. Nothing is to be gained by tears and reproaches and always throwing up to the recreant spouse his sacred duty.

Doubtless it is our duty to love the one to whom we are married and whom we swore so glibly at the altar to always love and cherish, but love is not a matter of duty or volition, or even of determination. Love is slain of a thousand things beyond our control—by growth, for one thing; by a man developing away from his wife; by enforced absence; by simple boredom; by things that the man can not help in his taste and feelings, and that the woman can not remedy in herself.

It is one of the terrible experiences of life when two people find themselves involved in a marriage that is nothing but bondage on the man's side, while the woman still loves, but there is no overt act that she can perform that will bring back the love that is dead. She can only wait, and so strange is the curious bond of wedlock, so mystic is the tie, that the very fetters at which a man frets are still powerful enough to draw him back almost in spite of himself. The very fact that a woman is his wife, whether he loves her or not, gives her a prestige in his eyes, a certain power and influence over him that no other woman possesses.

?

Did you ever get tired explaining why it didn't happen?

Did you ever have folks refuse to accept that old gag—"It must have been a poor sack?"

Wouldn't you prefer pushing a brand that you can buy and sell with the distinct understanding—"complete satisfaction or no sale?"

Because we know just what goes into each sack labeled—



We are able to make this guarantee and can allow you to make the same guarantee to your customers.

Wouldn't you like to try it?

Write us.

Voigt Milling Co.
Grand Rapids, Mich.

Do You Know

That we grind a superior grade of

Fruit Powdered Sugar

Peerless XXXX Sugar

**Peerless Standard
or
Fine Frosting
Sugar**

Judson Grocer Co.
Grand Rapids, Mich.

So the woman who has the patience to simply wait for her own to return to her nearly always gets it back in the end.

And sometimes it is worth waiting and praying for, and sometimes not. But all that she can do is just to wait.

Dorothy Dix.

Pet Economies of Women Extravagances in Disguise.

When panics and hard times come women are far more original and ingenious than men in the matter of cutting down expenses. They do not consider the luxuries so necessary to existence as men count them, and they never fail to eliminate the numberless little items that take the dollars out of pockets insidiously.

Since early last fall, when the financial troubles began, the beauty parlors, the Turkish baths, and the matinee performances where idle women spend so much of their time, have felt a decided decrease in their feminine patronage. At some of these establishments where in the old days it was impossible to get any attention unless there was an engagement made long ahead, there have been rows of empty chairs and some of the help has been dispensed with.

Women learn that they can produce a pretty wave by means of celluloid wavers, upon which they roll their hair when going to bed. This not only saves them the money which they would have to pay to have their hair dressed but is so much easier on the hair than the curling tongs that the hair does not have to be coaxed to grow by means of expensive massage and scalp treatments. Women have found that they can even do their own manicuring and facial massage if it comes to a pinch.

Men Ignore Little Economies.

On the other hand, men continue to lunch as formerly or with little difference so far as expense is concerned, and they will not cut down on the theater, on smoking, or on the occasional cocktail, the usual shine and the shave, for they say these are the necessities.

Housekeepers have observed that since money has become scarce certain markets have advertised lower prices, and they will travel long distances and brave the terrors of a bargain hunting mob in order to get a few cents' difference on their side of the book. Servants' wages have gone down also. Employers have given their cooks and maids the choice of accepting a reduction in pay or losing their places, and, as many servants have been dispensed with in large establishments, the servants decide to stay on at a lower rate of pay. Many women who formerly lived in houses moved into apartments when they felt the effect of the financial crisis. Fewer servants are required in apartments and the innumerable small expenses of running a house are done away with.

Makes Over Her Old Hat.

When a man buys a new hat he is almost always sure to require it, but a woman is apt to buy a new hat either because it is particularly be-

coming to her or is marked low. When a panic comes along she makes up her mind to do with the hats she has on hand. She buys some flowers, wings or ribbon at a sale and trims the hats herself. This rule holds good in regard to almost everything else she wears.

Doing without things is one of the simplest methods of saving and the one which women understand and practice. A man will plan one big retrenchment, and often the economy will be unsuccessful.

The feminine mind seems to have a particular talent for small economies, and it is due to this that the loss of women's patronage was noticeable during last midwinter, while the stores catering to men have felt little decrease in their sales.

The Chicago woman is extravagant so far as outer seeming goes. A rainy day downtown will show many women with patent leather shoes, silk stockings and handsome silk petticoats as they cross the muddy streets or get onto the crowded cars.

In smaller towns you see women on rainy days wearing outfits suited to the weather—cravenette rain coats, rubbers and small hats without huge wings and great bunches of flowers for trimming, dark gloves and dark skirts. They wear their second best clothes when the weather is bad.

But the Chicago woman apparently has no second best. Perhaps she lives in a flat and does not have room in the tiny closets for two sets of clothes, or, if she does not buy the best materials and go to a good tailor, her clothes will not look well the second season if they have had to stand the hard wear given them in a crowded city.

Everything that is not perfectly fresh and shining and smart is considered shabby and is not permissible even on the worst of rainy days.

The smartly dressed woman usually has her pet economies to make up for her extravagances in dress. She will cut down on her food or she will live in a small back room somewhere or do her own washing and ironing, but she will have handsome petticoats, silk stockings and ooze calf pumps that cost her \$6 or \$7, and she will wear them through mud and slush that will ruin them in one afternoon.

If she put on a pair of old shoes she would imagine that she looked dowdy and probably would be talked about, so she keeps to the same style in all weathers, and usually will not spend money for a cab, which would save her clothes from the rain and the muddy streets.

Chicago women are just beginning to learn that money spent on cabs in bad weather is a practical economy. The \$2 or \$3 cab fare saves them \$5 or \$6 on their shoes, the \$3 to \$3.50 which it would cost them to have a suit cleaned and pressed, and the cost of a new hat.

Silk Stockings at \$1.50 a Pair.

Another pet economy with some women is the cheap tailor. He makes a suit for a little less than a first class tailor would charge. But it is

a saving in cash at all events, and the time spent in traveling back and forth to the man's place is not considered by the economical woman, who, on the other hand, would never even consider wearing hosiery that cost less than \$1.50 a pair. A man will wear 35 cent socks, but he will go to the best tailor he can find near to his home or his place of business.

A feminine extravagance which poses as a thrift is the tailored "shirt" that so many business women affect as an almost constant uniform. Yet these "shirts" can be worn only one or two days at the most, when they have to be sent to the laundry, where a quarter of a dollar apiece is charged for doing them up.

Besides the "skirt" itself there is the necessary neckwear, which in these days of handsome jabots, butterfly bows and hand embroidered collars makes decided inroads in the average allowance. Most of these neck fixings are so sheer that a few trips to the laundry take away their freshness. So the woman who sticks to "shirts" as an economy could dress in silk all the year round for less money. The shirt waist is clean and fresh and dainty, but it is an expensive mode. From the time it is made or bought in the shop it is a source of constant expense, and by the time it is worn out it represents a goodly amount of money.

Extravagance of "Ready Mades."

Another extravagance which also poses as an economy is the "ready

made" habit. Instead of a woman going to a good dressmaker and paying \$60 or \$70 for a complete gown she thinks she is saving money by buying a ready made suit for \$40 or \$45 which looks shabby after a little wear. To complete her outfit she must buy a ready made waist, a belt and other little items, which bring the cost of her outfit up to or above the price asked by the dressmaker. The woman who buys her things "ready made" must depend on accessories for effect, and unless these are of the best her gown will not have the desired chic.

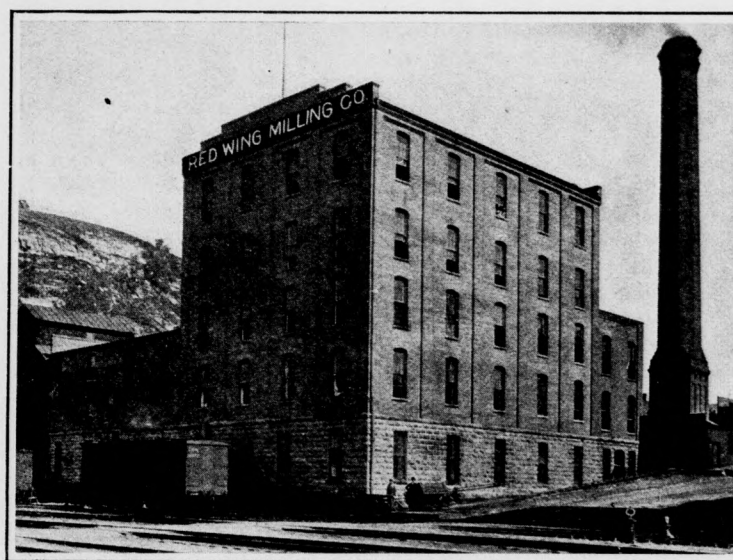
Many women never spend money in a restaurant, although they enjoy restaurant fare, and never miss a chance to lunch or dine when some one else has to settle the bill. Then they invariably order the most expensive dishes they can find and about three times as much as they possibly could eat. They will even allow absolute strangers who may happen to know some one in their party to pay for their food.

When a woman of this type goes to a restaurant with another woman she immediately settles the matter of the bill by saying that she can not possibly eat anything, as she has just had luncheon, etc. This shifts the responsibility of the bill to the shoulders of the other woman, after which the one who is not hungry proceeds to eat enough for two or three people. This is another one of the distinct cash savings that many women practice

The Mill That Mills

BIXOTA FLOUR

In the Heart of the Spring Wheat Belt



The excellent results women are daily obtaining from the use of Bixota Flour is creating confidence in its uniform quality.

Grocers handling the line know this—and the result is that all recommend Bixota.

Stock Bixota at once if you want more flour business at better profits.

Red Wing Milling Co.

Red Wing, Minn.

S. A. Potter, Michigan Agent, 859 15th St., Detroit, Mich.

OLD GREER'S START.

Story of Pluck Told by a Traveling Man.

Written for the Tradesman.

"The Guarantee Grocer Company must be doing a smashing business up at Clayton," said the head of the wholesale house to the traveling salesman. "Every month their orders increase in size."

"Mighty good people," said the salesman.

"The best ever," replied the head of the house. "Only the best stock ordered, and every bill discounted."

"They've got the trade of the county," continued the salesman.

"And the best of it all is," observed the head of the house, "that we've got their business cinched. No one else seems to get a look-in. Of course we expect you to sell goods, but, sometimes, I can't exactly see how you get such a half-nelson on certain gilt-edged customers."

"Oh, there're a good many ways of getting next to the trade," observed the salesman, with a smile, "and a lot of tricks in keeping solid. If you don't mind, I'll tell you a little story, by way of illustration."

"Go ahead," replied the head of the house.

"About ten years ago," began the salesman, "I was out on the road drumming up business in a new territory. I had been told to look sharply after men who wanted credit, and I was obeying orders. One evening I found myself hung up in a town of good size with nothing doing between dinner and bedtime, so I lighted a cigar and started out for a stroll about the residence streets."

"Away out on a retail street, I came across a little story-and-a-half building labeled as a grocery. It was after business hours, but I could see a man moving about on the inside, and so I entered. A man of about 50 came forward to meet me. He was erect and bright-eyed, but there was a sprinkling of grey in his hair. Of course I didn't tell him that I was there by accident, for I was looking for an order, and that would never have answered. I handed out my card and explained that I had been busy in another part of the town and had just reached his place."

"The man looked at the card, motioned toward a chair, and kept on with the work which my entrance had interrupted. He had half a dozen bushels of potatoes spread out on the floor and was sorting out the small and imperfect ones."

"I wondered at that, and half expected to see him put the culls in the bottom of the baskets, but he didn't. I saw there was no use in hurrying him, so I waited. I find it a good idea to let the customer set the pace for the conversation. Presently he said:

"It is hard work getting the right kind of vegetables. I sell only the best, and there's a lot of waste. See, I'll lose a bushel of potatoes right here."

"Do you always do that?" I asked.

"Sure," was the reply. "I won't send anything out to a customer that I wouldn't be willing to pay good

money for myself. I've been in the grocery trade all my life, and I find that the honest way is the best way."

"He saw me looking around the shabby little store, doubtfully, and smiled."

"Oh, I haven't been in here long," he said, in explanation, "in fact, I've just started in. You see I worked for others as long as I could get a job, but the time came when the grocers wanted younger men, so I had to start in on my own hook or starve. One man I had worked for five years, a fellow ten years older than I am, said he wasn't running a home for the aged when I asked him why I was fired."

"You were lucky to have the money to start in with," I said.

"I didn't have a cent," was the reply. "I just got in here on my nerve. I pay the rent of this place in trade, and keep bachelor quarters in the loft. I guess your firm would charge the account up to you if you should sell me anything."

"As you may imagine, I began wondering what sort of a fellow I had struck. He was so frank, and honest, and alert, that I rather liked him, but he wasn't pursuing the right sort of talk to get credit from me. While I smoked and puzzled he finished sorting the potatoes, threw the culls out in the alley, and came back with a big basket on his arm."

"Look here," he said, with what seemed almost like a blush, "I'd like to have you stay here and talk with me, for I get lonesome sometimes, but the fact of the matter is that I've got to get out and deliver a lot of groceries. I promised them to-night. Can't leave the store in the daytime, for I have no clerk. I won't be gone long. Would you mind sitting here by the stove until I return if you are not busy? There's a good long evening before us," he added, tentatively.

"Sure," I replied. "I'll be glad to stay. Nothing to do but go to bed."

"The grocer went away with his basket and directly came back after another load. When he came in the second time he drew the shades at the front door and sat down by the stove with a basket of eggs before him. While he talked he made a cylinder of his right hand and candled the eggs before a kerosene lamp, that being the only illumination in the place."

"These eggs are supposed to be strictly fresh," he said, "but I've found a few bad ones in the lot. It doesn't pay to sell rotten eggs. And butter! I've had a fight to get good butter! Have you folks got some coffee and tea that one can recommend? I'll have a little money in a few days, and I want to get in a stock of the best. I won't handle anything else."

"Don't your customers kick on the prices?" I asked. "The best costs money."

"People never kick when they get the worth of their money," was the reply. "I give my customers what they pay for. Of course, it takes time for people to learn to believe in you, but in time it all comes out

right. I've been in the grocery business so long, and heard people kick so often, that I just thought I'd run this thing on the level, as nearly as it can be done. I don't trust out a cent, and I'm getting to the front slowly. Just as soon as I can pay the cash I'm going to put in new lines over on that south side. You see there isn't much there but brooms and woodenware. Just stuff to fill up with."

"I should think you'd be a trifle lonesome here," I said.

"Well," was the reply, "I do get a trifle blue now and then, but I'm going to stick it out. Not for me any more home for the aged talk. I'm going to stay right here in this little nest of my own, and build up a trade you couldn't get away from me if you got to giving away groceries. I should have done something of the sort years ago, but I didn't. Perhaps, in a few months, I'll be able to get a larger store farther down town. Guess I'm not too old to want to eat and to need a place to sleep!"

"I found myself wondering if the old man wasn't giving out a cute line of talk just for the purpose of working me for credit. I realized that he was doing the thing right if that really was what he was up to. You know we meet all sorts of people and hear all kinds of arguments. The fellow finished the basket of eggs and threw a dozen out in the alley."

"It's a waste," he said, "but it can not be helped. I'll make the commission man stand half the loss."

"We sat there and talked a long time. The man didn't look old to me. I have seen plenty of men older at 40. And, at last, I had to urge him to make out a list of everything he needed to stock that store! He looked astonished when I told him the goods would be sent on at once, and that he could pay when he got the cash. Once or twice I thought I was going to lose him. Taking chances? Not a bit of it! I knew that a man who knows enough to run a grocery right knows enough to be honest. I loaded him down, you bet! And grow! Say, that fellow was out of that store in three months. He kept moving nearer to the center of the city, and now he's got a whale of a store."

"Yes, sir, the man who was thrown into the discard by young squirts has 'em all beaten to a frazzle! Now, you don't suppose that that man will ever buy groceries of any one but me, do you? Not in a thousand years. Give you the name? Oh, no, I can't do that. He might not like it, you see. I didn't tell you the story to

HATS

At Wholesale

For Ladies, Misses and Children



Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Division St.
Grand Rapids, Mich.



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.

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

boom any man for tact or honesty, but to show two things: That the right sort of a man will win anywhere, and that it pays to be able to pick out the right sort of men now and then. Guess I'll move on! Hello! Here comes that man Greer, now head of the big Guarantee Grocery Company. Never met him? I'll present you."

A fine looking old fellow of 60, with keen eyes and square shoulders walked into the private office and was introduced to the head of the house. Then he turned to the salesman and held out his hand.

"Mighty glad to see you," he said. "You look pretty good to me if you did overstock me with tinned goods! Say, do you remember the time you sat by the stove while I candled a bushel of eggs and sorted about a ton of potatoes?"

"What," said the grocer, with staring eyes, "not the—"

"Never you mind," said the salesman. "Let's go out to the Morton for dinner." Alfred B. Tozer.

The Power of the Purse Strings.

The old Quakers were taught to cherish the value of money and the fear of God. Nowadays we value money and fear nobody. Women who were formerly romantic and impractical are learning to attach a new importance to wealth, and especially to wealth that belongs to them. Indeed, if we probe to the root of most conjugal unhappiness it will be found in money. Just as our forefathers cheerfully cried, "Cherchez la femme!" so we now shrewdly ask, "Where is the money?" Money governs all things—habits, customs, pleasures, pains. It is the cause of the great struggle, never ending, between the "haves" and the "have nots"—the wages of life, and some of us, as has been bitterly said, receive only a dying wage. Whence do matrimonial worries spring? From the power of the purse strings, tightly drawn, squeezed together, shut. Take the case of the young wife, generally ignorant of her husband's financial affairs, with no allowance or income of her own. Like all her sex, she loves pretty things—she just dotes on them—she wants a trinket, a ribbon, a bunch of flowers, a new hat. If she goes with her innocent request for money to her husband, ten to one, in her inexperience, she seizes the moment when he is worried, out of temper or tired out, with racked and weary nerves. Naturally she receives a curt or disagreeable refusal. Probably she says nothing, retires to her room to shed impotent, bitter tears, and irrevocably registers the act of injustice against him. By degrees she acquires the art of diplomacy, lights his cigars on his knee after dinner, wheedles, caresses, kisses and tries to obtain her desire. Being treated like a slave she adopts a slave's vices.

Or take the unmarried girl thirsting for amusement, for the frolics of her age, for luxuries, treats, dress, travel and entertainment. All these things, pleasures of the intellect, the imagination, and the senses, are forbidden her, for she has no money.

This kind of girl writes for starvation wages for the women's journals, goes out as lady assistant in bonnet or tea shops, does a little mild typewriting or secretary work, receiving for her labors a mere pittance—just a few shillings to buy new gloves or perfume with—irretrievably reducing the wages and spoiling the market of those women who must work to live. Occasionally she descends to lower depths still—finds a man to offer her the luxuries she craves, to take her out to treat her, and has to pay terribly for the privilege.

How often does a mother feel the heavy yoke of the tightly drawn purse strings! How dearly she would love to give her daughter a new ball dress, to liquidate the boy's school or college debts—debts he dare not tell his father about, and which, harmless follies at the beginning, with their sad corollaries of money lenders' arts, heavy interest and intolerable blackmail, poison his life, and bring him, perhaps, to ruin and suicide! How willingly would she indulge in the little hidden charity, doubly valuable because secret, veiled in its impulse, and purifying in its sympathy! But she dare not. She has no income of her own. The purse strings are not only a power; they can also be converted into an oppression of the cruelest type. Besides the crude domestic tyrant who bullies and swaggers and brutally proclaims his mastery over the household, there is also the man who enjoys the sense of power over the weak—the most subtle and degrading of sensations—who gives when he is asked, even pleasantly, but wields the keen sword over the head of his victim, loves to bring her to her knees, to make her bend her proud head, as he revels in the knowledge of his omnipotence and her unwilling obedience. Unlimited power is a dangerous weapon in the hand of man. It is as bad for the oppressor as for the oppressed. It leads many a woman into wicked extravagance on the plea that she may as well be hung for a sheep as a lamb, and that the unpleasant quarter of an hour is the same in both cases. What reck she of the source of money, so hard to get, so humiliating to acquire, so tinged with deceit and tainted with lies, so hateful and yet so necessary? The most wasteful and profuse of her own sex, when she has no personal income, often becomes the most careful and economical when dealing with her own money. I do not say this is a nice trait in a woman, but it is a human and natural one.

The upper classes and the lower are both fairly immune from these temptations. The rich have their settlements and their pin money (often, however, inadequate to their position). The sensible workingman hands over his earnings to his misus, keeping for himself only the money he requires for beer and tobacco. But in the middle and professional classes many girls have nothing of their own. All their available money is spent on the boys' education and in setting them up in life. The custom is, perhaps, a relic of Oriental tradition and Judaic belief, where

the male child was so much more important than the female. In America girls share with boys, and, if anything, are better endowed; and in France, of course, the universal practice of the "dot" prevails. The result in marriage is far more satisfactory. Equality of means at once equalizes the sexes. The rich wife is in a position to command respect for her wishes and opinions. Sex, where money is concerned, is of no importance. The rich girl controls where the poor one obeys; and the tyrant man in one case becomes the accommodating lover in the other. The intangible, insidious power of the purse strings is not due to intellect or character, but is purely and simply the power of money. Where the wife has a reasonable housekeeping allowance with which she can deal as she pleases, all grounds for quarrels are sensibly reduced; a new feeling of independence animates the woman and gives a dignity to her behavior and a graciousness to her manners. She is sure of herself; she neither cringes, fawns nor flatters. The married woman's property act has probably done more for domestic happiness than all the diatribes and sermons launched at the heads of erring husbands.

Parents should give their girls an allowance, however small, from their earliest years. To learn economy it is necessary to spend, and how can one spend what one has not got? Keeping accounts* is an admirable practice, although the great Dr. Johnson scoffed at it. "You won't

eat less beef to-day," he said, "because you have written down what it cost you yesterday." From which utterance you can gauge the good doctor's capacity for housekeeping. The woman who keeps accounts holds the mastery of her fate in her hands. She does not drift with the tide or worry foolishly. She can prepare for eventualities, and jealously preserve that valuable margin which the wise Micawber declared must always prove the boundary line between happiness and misery. But why, after all, must such a sordid affair as money embitter our lives and rule our conduct? Why can we not be like those simple Sicilian players who live for art and goodfellowship, who say they do not care for riches so long as "one has a roof and enough to eat," un poco di pasto, e vino rosso, and a little sum to send home to keep us when we are old? What is the good of money beyond that? We Italians do not believe in working more than is necessary. We love the dolce far niente after work is over. But then we have the sunshine. Is not that, perhaps, the gist of the whole matter?

Violet Greville.

Good Suggestions.

Wife—I'm actually ashamed to go to church with this old hat on. It isn't up to date at all.

Husband—Is the cook going to church this morning?

Wife—No; I think not.

Husband—Then why not borrow hers?



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BLACK BEN.**How He Eluded an Alleged Government Detective.**

Pentwater, June 2 — Benjamin Gray is an old resident of this city. Ben, as he is familiarly called, looks upon a traveling man as one for whom there is nothing too good and takes great pleasure in a laugh that is infectious. But when our big furniture factory burned a few years ago it made Ben almost sick. He knew that some fifteen or twenty traveling men would not come this way who had been good guests of the Clendee and upon whom he had waited for a good many years. "If they don't build that factory up this town is dead," Ben would say. Often when he was at work he would take a long sigh and say, "Don't you miss them traveling men? I do. What did I tell you?" I saw it was making him sick. Something must be done. Well, one day Ben got a letter purporting to come from a man who claimed he was some relative of Admiral Dewey and that he was coming up in this neck of the woods to run for Congress if Mr. Gray would help him. The letter stated that this campaign was going to be a whisky campaign. The Republicans were going to use whisky, and plenty of it, to affect the Democrats, and if he would accept it he would send him a barrel of whisky to be used as he saw fit to help him to be elected. And, furthermore, when in Congress he would try to get some laws passed in the interest of the colored race. One that he was very much interested in was to have all colored porters in Congress and he wanted Mr. Gray to make application immediately for head porter. He said, "The work is light and the pay big. All you have to do is to stand at the door and when the Senators pass in give their long Prince Alberts a brush or two with a whisk broom, lay their slick plug hats on a rack and pass the whisky three or four times in the forenoon and eight or nine times in the afternoon. Say, Ben, those fellows all drink whisky."

Ben thought very favorably of this, but didn't believe that his correspondent would send him the barrel of whisky.

Our druggist was told when he had a barrel of whisky to send it to Hotel Clendee and he would get it back all right. One day our drayman stopped in front of the hotel and enquired for Mr. Gray. "What have you got, George?" asked Ben. "It looks like a barrel of whisky," said George.

"Are you going into the saloon business?" asked the drayman.

"Is that for me?" asked Ben.

"Here is your name," said the drayman, pointing to a card on the barrel.

Ben came and hunted me up and exclaimed, "That fellow did send me the whisky. I thought he wouldn't, but he has, sure as you live. Them fellows that wants office will do most anything to get it, won't they?"

Looking over the barrel I discovered there was no revenue stamp on

it and told Ben it was running a great deal of risk to keep it here and that he had better go and see the druggist as he had so many barrels around it could be kept there in safety. Ben had no trouble in getting the druggist to take it. When Ben came back he said that it was whisky; that it was at least fifteen years old and he would bet that it was made in old Virginia among the hills and was moonshine all right. For when he was down there they had it buried among the hills and this fellow had got hold of it cheap.

"What do you think I had better do with it?" asked Ben of me.

"Make a party," said I, "and ask in your friends."

He consulted me as to whom he should ask and when we came to counting them up I found there were twenty-three good fellows — merchants, doctors, lawyers and a few traveling men — the best the place produced. When he invited them he told them to come at 9 o'clock in the evening, for he was going to have a party in the basement of the hotel and he wanted them to come not more than two or three at a time so it wouldn't create any suspicion. I volunteered to go and get the whisky, so as not to have people see him hanging around the drug store too much, for you can't tell who might be watching.

It is needless to say Ben had everything ready — lamps, glasses, etc.—and when his guests had assembled he had a smile that made the western sun look like an ink blot on a white piece of paper. No trash among them. All good, respectable fellows. His delight was supreme, for he was doing it all.

When the outside cellar door creaked on its hinges, just as twenty-three glasses clinked together, there was a cloud spread over Ben's countenance like a thunder cloud.

"Oughter have locked dat door," said Ben.

"Whist, whist," said I, so Ben could hear it and motioned him back.

The lamp had a reflector. Ben stepped very quickly in the dark, where I keep my potatoes. There is no floor, nothing but sand in there.

In walked a man in a policeman's uniform and a big star that shone on his breast, revolver in hand. I stepped out from the crowd and asked him what authority he had to break in upon a little social party of this kind. He whipped out a big insurance paper, which had a big seal, and flashed it in the light and asked if there was a colored man by the name of Benjamin Gray among this assembly.

"What do you want of Mr. Gray?" asked I.

"He has received a barrel of moonshine whisky that I have traced all the way from Kentucky," he replied.

Ben went flatter than a pancake in the sand. Never did a fellow hug the earth closer than did Ben.

"You won't find him in this crowd," said I.

"What have you back in here?" asked the detective.

"Only a laundry," I replied.

"I am going to search your premises," he said, walking towards the laundry.

Ben saw an opportunity and it took him but a jiffy to map out his future course of conduct. There were only one or two who saw him disappear in the darkness. He ran around the sample room and through the office, up the stairs, making three or four steps at a leap and, meeting my boy at the head of the stairs, he grabbed him by the shoulders, lifting him off of his feet and said, "Frank, if any one enquires for me tell them I ain't here," and ran down the hall at a three-minute gait. I commenced to look for him. When my boy told me how Ben acted at the head of the stairs I went up and down the hall. Ben knew my footsteps and he opened one of the bedroom doors and I shall never forget how scared he looked. His eyes stuck out like peeled onions.

"Where is he?" enquired Ben.

"Oh, you have got away from that fellow slick," said I. "Now, go back in your own room and lock the door and you are safe."

But just as he got back into the back hall, who should come upstairs but this same detective. As I saw him, I talked very loudly and asked him what he wanted to wake up all of my guests that time of night looking for a man that wasn't within forty miles of him for. I heard a thump and a bang and I knew something had rolled down the back stairway. I hurried back, but could not find Ben. He had gone. One

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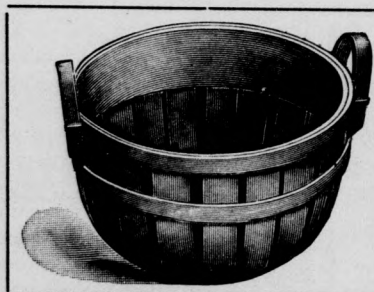
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of his guests had gone home and was standing by his gate, laughing at what had happened, not knowing what was going on after he had left. His home was about five blocks from the hotel. He heard someone come lumbering down the sidewalk breathing like a heavy horse. It was Ben.

"Where are you going, Ben?" asked George.

"I am going to Ludington," said Ben.

He had thrown off his coat and hat and prepared himself for a long run.

George persuaded him to go into his ice house, where he put a few pitchforks of straw over him, and called me up to say that he had Ben in his ice house safe and sound.

I went up and got him and he was made a hero for the way he had given the detective the slip.

"That fellow could not have taken you," they told Ben, "while there were twenty-three of your friends there," they all said.

"If it hadn't been the Government was doing it," Ben would say, "I wouldn't have run."

Ben has never mentioned the matter to this day. Of course about every other traveling man has been a detective, but he thinks everything is dropped now.

Charles Nickerson.

Get Through Ticket on the Water Wagon.

The worker sat at his desk and watched the automobiles of the idle rich float past on wings of gasoline.

"Ah!" he sighed, "that man was right who said:

"The rich may ride in chaises,
But the poor may walk, be jazes."

And, having said this, the worker, waiting until the eye of the boss was directed elsewhere, slipped into his coat and went across the street. And there he took a ride on a schooner.

"It's the only chance we got to ride, eh, Bill?" he said to the friendly barkeep. "We haven't any autos, and no airships, and no chaises—"

"Sure not," says the barkeep. "Did you ever hear that bit of poetry:

"The rich can ride in chaises,
An', be jazes, the poor can walk."

"You got it wrong, Bill," says the worker, "but I'll buy you something just the same."

"Sure," says the barkeep. "Did you pay me for the first one?"

"I don't know." The worker is slightly doped. "Take it out of that if I didn't. Yes, this is our only chance to go fast, Bill. The other fellows have copped out all the carriages."

Goes Back For a Black Mark.

And he goes back to his work and the boss checks up a black mark against him because of the ride he's taken.

Now, aside from the question of. Why should a man want to ride at all?—which is a large and wide one—the argument of the worker who looks upon the schooner or the highball as his only means of achieving the pleasurable sensation of "being carried along" is utterly

and hopelessly fallacious. The idea that an automobile is the acme of achievement in the creation of riding conveniences, and that the worker, being denied such convenience, is destined to go through life rideless, unless he soars on the crest of the the bars that are not sand, is one conceived in the black depths of thoughtlessness.

For, look, ye who are heavily laden with a deficiency of the pocket-book, and therefore, without auto hope, there is a vehicle which it is far better to utilize than to waste idle regrets on one's autoless state, and which, instead of being high priced and hard to attain, is within the reach of everybody who can learn to control his thirst. This vehicle has no peers. In the matter of speed, comfort, durability, economy and general satisfaction it is supreme. He who patronizes it rides longer, goes farther, spends less, does better, and has more real enjoyment out of existence than those who, being deluded by flaunting advertisements and the rush of the crowd, patronize the conveyances of another breed.

It is an article without flaws. It is good for the health, the wealth, the flat, the wife, the children and the self. It is bad for poverty, bad for sickness, bad for trouble of most kinds. No rider thereon is deficient in the admirable and necessary quality of self-respect, none suffers from the horrible emotion of remorse. It is the best, the brightest, the safest and sanest riding tool that ever came within the reach of man. It is the ideal conveyance for the worker, his one best bet of a lifetime. It is—the water wagon.

Hail the water wagon! Also get aboard and ride. By it you may get many other things—a raise, a bank account, good clothes, a good position, ambition, a feeling of respect for yourself and your ability, without which your struggles are like the antics of a house without a foundation. You will get a chance to win your place in the world; if you have it in you you will win success. The water wagon is the sole and only vehicle that will bear you successward; the only one that can take you to the top of the ladder.

The others—the allied schooner-highball cars—are made for speeding the other way—downhill. Try to make climbers out of them and you will notice how they buck and throw you. Uphill work is against the principles of their construction. They can take you down faster than anything on wheels or wings in this wide, wide world. But that's all. But shift to the water wagon and see the difference. Never was there such a hill climber as that stanch little wagon!

Its first move is to take you upward, out of the muck and slime, toward the heights of worth-whileness. It is made with cogs, so it can't slip, and if you are man enough to supply it with power, to make which mix purpose and industry, it will carry you without a break as far as you are fitted to go. And the riding will be pleasant and easy, and you will won-

der why you delayed the shift as long as you did.

That poet knew what he was talking about who should have sung:

How dear to my heart is that good water wagon,

When common sense thinking presents it to view.

The highball, the schooner, the whisky, the cocktail—

How happy I am since I bade them skiddoo!

The old water wagon,

The stanch water wagon,

The good water wagon

That serves me so well.

Considering the manifest advantages which accrue to the rider of the aqua pura carriage, advantages which all who have eyes must see and understand, it becomes a mystery to the thinking observer why such a vast number of men, young enough to know better, resort to other wagons to take them through life.

All things are within reach of the water wagon man. It is built on the telescopic plan, it runs close to the ground, so its rider never is far away from a sound foundation of common sense, and it is high enough to reach to the top of the longest ladder in the land. It goes everywhere.

The alcohol cart is as erratic and untrustworthy as a crazy man's airship. He who gets aboard it always is up in the air. He does not know where he is going to land, and the fact that for awhile he doesn't care doesn't make the bump any easier to bear when it comes, as it always does. He is as the victim of whims at the mercy of the elemental devil which dwells in strong drink. He rides no obedient, convenient wagon. His chariot is an impetuous, masterful one which takes him where it wishes to go, not where it is well and good that its passengers should land.

A little while, a few short years of dizzy sailing, then—thud—another wreck, another helpless down-and-out with the bleary eyes and the fat chin, who wanders around touching his one time friends and complaining against the fate that prevents him from getting up in the world. And every one who steps aboard for even the shortest spin takes his chance of making the long trip which ends in shattered hopes and broken manhood.

The game isn't worth the scandal by a million miles. One thing the pleasant habit of drinking yields the worker, a state of mind in which a sort of forgetfulness combines with a swollen ego to make the victim fancy he is a wonder in all things. And when he sobers up he knows exactly what kind of a fool he has been the night before.

The water wagon is the thing to ride on. It doesn't take a man up among the clouds, but it guarantees to land him safely. It doesn't make a man think that he and Caesar belong to the same type, but it doesn't permit of any sad, remorseful awakening, either.

Allan Wilson.

We may not determine our circumstances, but we do determine our vital environment.



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LOST FINCH BOY.

His Fate Always Shrouded in Mystery.*

Albert Finch, senior member of the Finch family, of New York State, was born in Dutchess county, New York, in the year 1775. The family were old residents of New England and had drifted westward with the tide of emigration in hopes of finding an Eldorado or, at least, something better than the East had to offer. In the year 1800 he moved to Ontario county, in the same State, which move was then called "going West." He purchased land and made a home and was neighbor to the Baileys and the Gateses, earliest settlers in what is now the village of Romeo, having reached that spot in 1822. They had sent home such flattering reports of the location and of their surroundings that in 1823 Mr. Finch was induced to again move farther west, so selling his partly improved farm, where his children had been born and most of them grown to maturity, he started for Michigan in general and Asebel Bailey's in particular. He set out in the month of March with a yoke of oxen and sled, together with a son and daughter and some provisions and blankets, across Canada for Detroit and the territory of Michigan. Fifteen days were occupied in reaching Detroit, following the nearest route then opened to the River Thames. On reaching this river they traveled part of the way on the ice toward Lake St. Clair, then took the ice to Detroit. After starting the weather warmed up and the ice softened so as to be dangerous and the traveling tedious and uncomfortable. The ice was covered with water and the road very muddy, so they plodded along in a slow and dreary way. An open sled, uncertain roads, a slow team, through a thinly settled country, out early and up late, riding when too tired to walk and walking when too cold to ride, it was in no sense a pleasure trip. They reached Detroit at last, only to find that the snow was all melted and that going farther in that way was out of the question. So the oxen and the daughter were left and Mr. Finch and Sylvester started for the Hoxie Settlement (now Romeo) on foot by the blazed trail. They went by way of Royal Oak and Utica, crossing streams on logs when bridges were missing and wading when there were no logs, and reached the Baileys on a Saturday night wet, weary and welcome.

Arrangements for the location of suitable land for a home had already been made by the Baileys. The next Monday was spent in looking for a wagon with which to make the trip to Detroit to fetch the girl and the equipments left behind. The wagon they hired of Mr. Lazarus Green, six miles south of Romeo, for one dollar. He asserted that for any purpose than that of moving in a settler they could not have it at any price.

Tuesday morning Mr. Finch and

the two Baileys started for Detroit, which place they reached some time next day. In the meantime it had rained and turned colder, and on their return, as they reached the flats south of Utica, they found them completely submerged and frozen over to the thickness of one inch. The horses refused to break their way against such an obstacle, and so one man went ahead of the team and broke the ice with a club, while the others managed the team. Night came on and they lost the trail, so they were forced to abandon the wagon, get out the teams and seek for shelter. They found the hut of a man who had just settled there and who was alone and had little to eat, but was willing to do for them what he could. He gave the teams some marsh hay, but the people went to bed empty and wet on the floor, with scanty covering, and passed a dismal night. As soon as it was light they returned to the wagon, recovered the trail and on crossing the flats found a backwoods tavern of logs and bark, where they dried their clothes and got some breakfast. They reached Bailey's on Friday night and on Saturday returned the wagon, thus spending just a week in making the trip of thirty-five miles and getting and returning the wagon. A log house was soon erected, corn and potatoes were planted, and in June Mr. Finch went back to the old home in Ontario county to move the remainder of his family and his goods. The journey was made with horses and wagon over nearly the same route, but in much less time and with much greater comfort. Mr. Finch had told Sylvester, when he left, to be sure and have some venison killed by the time they got back; "for," said he, "your mother will be tired and homesick and will need something to chirk her up."

On the morning of the day they were expected Sylvester went about a mile from the house and shot a large buck, and some of the choicest portions were put in the long handled pan by the fire ready to cook at an instant's notice. Then as evening came on they listened for the sound of wheels which should herald the approach of the company. The waiting and listening lasted until nearly morning, when both brother and sister fell fast asleep, and so the family found them. The horses, jaded by the hard and long drive, had completely failed and all the company had been forced to make the latter part of the journey on foot, Mrs. Finch carrying in her arms the little boy Alanson—who was lost—then something less than a year old. Their clothes were wet and they were tired, faint and half starved, and Mrs. Finch was too exhausted to eat the venison prepared for her. The family thus united in their new home were happy, prosperous and useful. Mr. Finch's barn was the first in the settlement, and was used for a meeting house for the Methodist Episcopal people whenever they could get a minister to serve them. It was in his house that the first M. E. class was formed. In the early spring of 1829 the

roads became so intolerably muddy that it was thought best to dismiss the school for two weeks. Mr. Finch was boiling sap about one-half mile from the house and the little boy, Alanson, about 5 years old, and a brother, a year or two older, went one afternoon to the sugar bush. As night came on their father started them for home. As they proceeded Alanson said he wanted to go by the school house and see a well that he and some playmates had dug the day before. The brother objected to this and so they separated, Alanson going to the school house and the brother went straight home and told his mother that Alanson had gone by the way of the school house and would be along in a few minutes. But the few minutes did not bring him and as it became dark the mother went in search of him, but without success. Then an alarm was raised and neighbors called in to aid in the search. All night, next day and every day for two weeks parties tramped back and forth through the woods, each day hoping and expecting to find at least some trace of him, or evidence of where he had been. My father spent several days in the search, and I have heard him say that not even a rabbit nor a squirrel could have been in those woods and not have been noticed by the party of hunters.

Then a company of Indians were hired to continue the search some days longer; but no trace of him was even discovered and the conviction settled upon the community that he had been stolen by the Indians. This conviction was strengthened by the fact that a chief of the Chippewas, Kanobe, had taken a great fancy to the boy, and being a frequent and familiar visitor at the Finch home would carry Alanson

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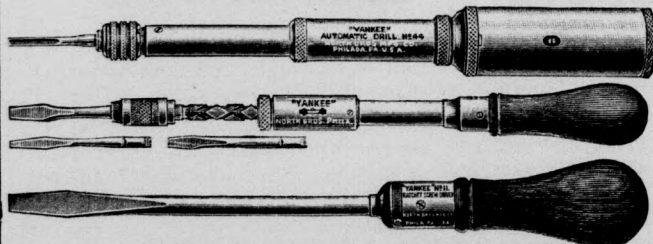
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*Paper read at annual meeting Michigan Pioneer and Historical Society by John E. Day, of Armada.

about in his arms and ask him to go to his wigwam and be his papoose. This chief disappeared from the settlement about this time, but afterward came back and disclaimed all knowledge of the matter. Another theory was that the boy had been taken through revenge. The elder of the Finch boys had had some trouble with the Indians about some ponies that the Finches had found in the woods, claiming them to be wild ponies; but the Indians said they were their property. Complaint was made by the chief to Governor Cass, who sent a commission consisting of Colonel Stockton and R. P. Eldredge, of Mt. Clemens, and Bela Hubbard, of Detroit, to adjust the affair and pacify the Indians. The result of the matter was the ponies were given up to the Indians, but a bad feeling remained, resulting in the abduction, as some thought, of the little boy. The calamity was keenly felt by the entire community, but fell with fatal effect upon Mr. and Mrs. Finch, for within a few months they both passed away, and within a few days of each other, borne down with sorrow to an untimely grave. Some years after the event a young man came to the settlement from the West—then not far away—and claimed that he was the lost Finch boy. He was evidently of white parentage but showed the effects of the life in the open, with the smoke and tan of the Indian life. He told how he had from earliest remembrance been among the Indians, and they had told him that he had been stolen from Indian Village when a small child and adopted by the tribe and removed with them to the West. Many of the old neighbors of the Finches came to see and talk with the young man, for he could talk a little English, and found some things about him to confirm the belief that he was the boy who had been lost. But his stories did not connect and his habits were such as to make him an undesirable companion, so he returned to the Indian life, and the fate of the Finch boy remained shrouded in mystery that can only be dissolved in that day when all secrets shall be revealed.

World Is Unkind To Men of New Ideas.

The world has ever been unkind to men of new ideas, frowning upon them as disturbers of the old order of things, as the creators of precedents which pessimists and croakers always prophesied would be disastrous in the perspective of time.

The men who dared to be singular, who struck out into new pathways from the beaten rut, were maligned, calumniated, vilified and persecuted. Coals of fire were heaped upon their heads, but nevertheless they persevered, conquering all opposition, until in the end they triumphed and wrote victory on their banners.

Many of the heroic and self-sacrificing souls whose labors enriched the world and made progress possible were looked upon as madmen, and no epithets were strong enough

to denounce them for what was deemed their folly.

In the early morning of time the earth was thought by all to be flat, but in the course of years a few men began to observe the revolutions of the stars, and night after night studying the mystery of the heavenly bodies in their own primitive way finally came to the conclusion that it must be round. These black-bearded seers of an Eastern race were looked upon by their fellows with pity for their absurd ideas; they were considered crazy to put forward such a theory, which plainly was confuted by the evidence of the naked eye, but Ptolemy arose and compelled a hearing for his thesis on the laws of the universe.

Christopher Columbus was considered a madman when he conceived the idea of reaching India in the East by sailing far enough to the West, but, undauntedly he stuck to his theory until he compelled a hearing and finally was equipped for this expedition. He would have reached India according to his calculation had not the great continent of which he was the discoverer intervened. He died a pauper and in ignorance of the mighty land he had opened to the commerce of the Old World.

He toiled, suffered, gave up his life to the idea he had conceived. Unconsciously he carried it to fruition, and the generations of mankind since have gleaned the harvest of his sowing. Thus it is that posterity reaps the benefit from the seed which pioneers have sown. For the latter there is generally but contempt and derision.

The men who have broken down the barriers of ignorance to clear a pathway for science, who have let in the rays of knowledge to illumine the darkened caverns of ignorance, have been mostly neglected and despised, and their own light has gone out in the misery of poverty and gloom.

Thoughts are mightier than armies, and principles achieve more victories than horsemen and chariots. Ideas boom louder than cannons roar. Ideas put into execution have overcome time and space. Morse transferred from continent to continent. Edison has gilded the world with electricity. Bell by the telephone has enabled mankind to converse with one another as one family under one vast roof as if sitting face to face. A young man—Marconi—has subdued the ether to his will and through it has allowed the European to talk to the American as if they were next door neighbors.

Yet the ideas of these intellectual giants were as old as creation and might have been put into practice in the days of Abraham.

Fifty years ago men were required to toil and slave sixteen hours a day for results that can now be accomplished almost in so many minutes by mechanical inventions. Now the snorting locomotives can cover as great a distance in an hour as the old lumbering stage coach could do in the longest day from sunrise to sunset, yet James Watt was regard-

ed as a fanatic when he first projected the steam engine.

Many other millionaires of this country made their fortunes like Pullman, keeping at one idea and carrying it out, although the majority of the men who put their ideas into practical form and enriched mankind thereby were neglected and unrewarded in life and allowed to go down to the grave in forgetfulness of what they had accomplished. Benjamin Franklin, of whom it was said "he snatched lightning from Heaven," lived and died a poor man. He never took out a patent, although he was constantly inventing and constantly discovering. His brain was ever teeming with ideas. He wanted to unlock Nature's treasure box and scatter her riches to the world. He did much, and all disinterestedly and without hope of reward.

The lives of great men are great ideas embodied in earnest action. There are plenty of ideas still in the world, the supply is inexhaustible, but it takes brains and grit and determination to put them into effect.

Arouse! Be one of the climbers and do your best to attain those heights where the world will be compelled to look up to you, whether it is willing or not. Don't be afraid to be laughed at. The world has always considered its thinkers mad.

Madison C. Peters.

An Interesting Question.

Manufacturers are wondering to what an extent tan shoes will be worn in 1909. At the same time they are casting about for good tan stock to make up the immediate orders they are daily receiving. Dame Fashion as yet has not issued her decree for women's gowns for 1909, but it is almost certain that the very popular brown and the blue dresses will not be discarded altogether. So far as present indications point, tans will be a decided factor in the 1909 sales.

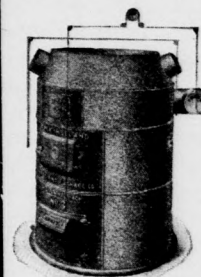
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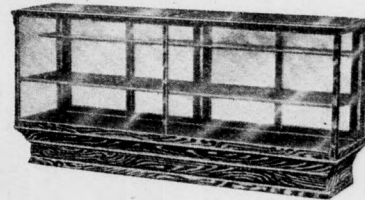
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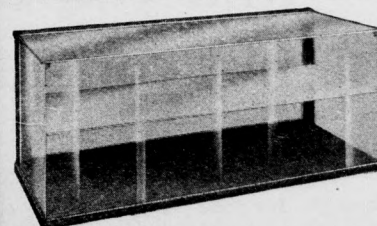


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STREAKS OF CLEVERNESS

Which Make Men Appear Like Geniuses.

"Business men," said John Ford, "occasionally have streaks of cleverness which come near to making them appear like geniuses. I don't mean that they show anything of the sort in their great business campaigns, in selling, advertising or that sort of thing. My opinion of their cleverness in these things isn't a particularly lofty one. It is when they start to go crooked that they show flashes that make a man who has come to be an epicure in crookedness fall into the appreciative mood.

"There's something about double dealing and all other kinds of crooked work that seems to develop the latent cunning of mankind, and a fellow who's gone along for years and shows no more astuteness than is required to run a little one horse business establishment will, under the pressure of crookedness, blossom out in a way to surprise and shock.

"I have one John Armbruster in mind while making these remarks.

"Mr. Armbruster was the head and shoulders of the Armbruster Canvas Shoe Co. Mr. Armbruster was your typical self-made man of a small pattern, narrow minded, conservative, smug, commonplace. He had begun making his justly celebrated canvas shoe before anybody ever had thought of making anything of the sort, and consequently and in spite of his own small bore capacity and ability he was lifted out of the little two by four basement where the Armbruster canvas shoe had its birth and placed behind a frosted glass partition in the office of a factory building of something like real importance.

Armbruster Was Small Shucks.

"They were having trouble at the Armbruster office. Of course they had to have trouble. I would never have come into their affairs if they had not.

"The trouble in this case wasn't well defined at all—a sort of vague, inexplicable ailment that didn't lend itself to an easy analysis. The one symptom that they really had discovered consisted solely and entirely of a piece of a letter that an office boy had picked up from the floor of the Vice-President's office. It was an old, dirty scrap of paper, folded and refolded and thumbed and handled as if it had been carried about in a pocket for a long time and frequently had been spread out and studied by whoever was doing the carrying. It wasn't much either in size or contents, but the contents happened to be such as to spell trouble in great big letters for the Armbruster Canvas Shoe Co.

"As we understand the proposition which you are willing to agree to, you are to furnish us with the formula now in use by your house for waterproofing canvas as used in the shoe of your manufacture.

"In addition to this, you agree to wait until we have tested your information in such manner as to leave no doubt as to its reliability before

insisting upon a consummation of the complete deal. If this is as you understand—

Showed Somebody Was Crooked.

"And that was all on that page, and that was enough. You don't have to be a canvas shoe manufacturer nor even an Eyes of the Boss to understand the significance of that little note. It was plain enough; somebody was going to double cross the Armbruster Canvas Shoe Co. if they could make the right arrangements with somebody else. That was all, that was enough.

"Naturally the Armbruster office was miles up in the atmosphere. In the first place, the process by which they made their canvas watertight, or nearly enough so to serve advertising purposes, was one of their biggest assets, a trade secret that was worth more to them than all the machinery in their plant. It was this discovery that had made the Armbruster's rise possible. With it in their exclusive possession the firm was easily at the top of the pile in its line; but once let its competitors have it in common with them and the Armbruster superiority would become a thing of the past so quick that it would be hard to see the change with the naked eye. This was the ugliest phase of the trouble to Armbruster's.

"But there was another, and one which was scarcely less disturbing than the first one. There was a traitor in camp, and one who was so high up that he was in a position to know just what the secret process was. This meant that he was pretty well up near the top, because naturally they didn't let every Thomas, Richard or Henry in the place know what the process was based on. The manufacturing department knew in a general way that there was a certain

secret item that entered into the water proofing composition, but the knowledge of just what this item was had been kept confined to big chiefs of the firm. In fact, there were but half a dozen men who had a right to know what the secret was. And one of these, apparently, had made arrangements to turn it over to another firm!

"No wonder old Armbruster was red around the gills when he let me into his office for a private conversation.

"Mr. Ford," he says, 'I have built this business up on the most humane system ever used by any man in building up anything. Each and every man in my employ has been treated like a man, not as a mere machine. I have made six men rich with this discovery, besides myself. One of them has died, but the other five remain in this office as officers of the firm. Not one of them had anything when he came to me; now they've got all they ought to want. Yet it seems that one of them—for I don't see how anybody else could do this vile deed—apparently is so helpless in the clutches of greed that he is willing to betray the man who made him in order to enrich himself. Talk about Judas, Mr. Ford, why Judas wasn't anything to what this creature must be—whoever he is!'

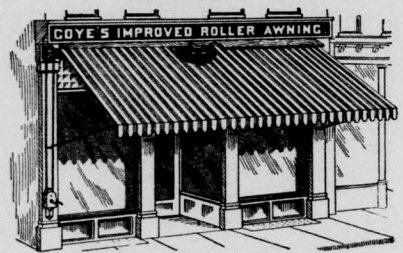
"I said: 'On the face of things, Mr. Armbruster, it scarcely seems probable that the thing is being done by the men whom you have picked as eligible for conviction. Haven't you thought of somebody outside of this charmed circle, a private secretary or stenographer, for instance, who might be included in the list of possibilities?'

Boss Outlines His Plan.

"To tell the truth," he roared, 'I haven't thought much about it. I've

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felt too much to think calmly. There is always the possibility that some one may have stolen the secret, but at the same time this never could have occurred without the connivance, or at least criminal neglect, of one of the officers of the firm. If it were only neglect it might be forgiven. But even so, the secret is in the possession of somebody willing to tell it—no matter how they got it—and from a business standpoint this is fatal to us.

"What I want you to do is to run the guilty one to earth, and then we'll buy him off, pay him more to keep the secret than the other people would give him for selling it. Understand? Bribe a man to keep him from robbing us. Isn't it a fine situation? And I built this business up on humane principles."

"Now, when a man begins to tell you about what a lot of fine principles he's used in building up his business, and what a lot of good he's done while he was busy getting rich, just sit to one side and look as if you believed it all, and—look out! Everybody knows that a man doesn't get rich on humane principles in this day of red hot competition, and no truly honest business man—I mean honest outside of the office—tries to make you think so. He's too wise to set himself up for a hypocrite. So, while it sounded nice to hear Mr. Armbruster talk in this fashion at this time, it made the case take on at the beginning an entirely different aspect from what I had expected to find. Mr. Armbruster, humane principles spouter, impressed me as an artful liar.

"Under the circumstances I wasn't as perfectly trustful in Mr. Armbruster as I might have been. If I had been I would have wandered around in the dark for weeks and been none the wiser in the end. As it was, while working hard under his directions in an effort to get an angle on the man who'd been so careless as to drop the fatal piece of paper, I kept my eyes opened sideways, looking for a possible reason why Armbruster should wish to involve any of his associates in a conspiracy to beat the firm.

Wanted To Be Bribed.

"Did I suspect him of that? Not at all, my boy. I merely recognized that such a possibility existed, and it is only by working on every possibility that comes to his notice that a business detective, or any other for that matter, ever does anything worth while. It's the queer, freakish little trails that lead to the great solutions; anybody can pick up the big, broad one and follow it to the obvious end.

"My first step was to discover which of Armbruster's competitors had written that letter. Looking over the ground, I discovered that a new firm had started up on a small scale in the same line. It was a firm with money back of it, to judge from the way it had begun things. It was located in a town about 200 miles from the Armbruster factory, and nobody seemed to know who was behind it. But by their plans and methods it was easy enough to

see that it was somebody who had plenty of experience in this line. So I loaded myself with a set of fake formulas and went down to see them.

"But no, they didn't want to buy the business secrets of anybody. What did I take them for, a bunch of crooks? They were doing a legitimate business, had all the business secrets they wanted, and, anyhow, seeing as I didn't mention the name of the firm that I was employed with, how did they know I had anything worth selling? I told them that if they would promise me a position carrying with it a certain salary they would hear all about the firm I was employed by and everything else that they needed to make them believe in the reliability of my crookedness. I went on for awhile, working into my conversation most of the important terms and phrases that had been contained in the letter that had been found in the Vice-President's office. By the time I was through I had them hitching around in their chairs, looking at each other, and wondering how it happened that I used these terms. Then I knew that I was on the track of something, for these fellows showed plainly that they knew something about that letter. But they dismissed me coldly nevertheless. They didn't care to listen to my proposition, although if I cared to come in again in a week or so they might have something to say to me. I went out without promising that I would come back.

"Well, it was plain that I had started right, but the start was as far as I seemed able to get. There was no way, apparently, in which I could connect the new firm with the Vice-President of the Armbruster Co. The Vice-President was a young man, by name Wilson, and apparently he had but one aim in life, to fill his present post to the best of his ability. I had to shadow him, though, in order to live up to my set policy of working the possibilities as they came along.

Armbruster's Daughter in Case.

"All I discovered for the first week's work was that Wilson was mentioned as the future husband of Armbruster's only daughter. The second week I discovered something that didn't look quite so well for the young man; he slipped out of town one night after having thrown me off the track by announcing that he was going to spend the evening at the theater. Yes, he had thrown me off the track so far that I had to run to catch the rear platform of the train on which he was a passenger, and it put him on the bad side for me, for I hate to have to run to keep my man in sight; and so I wasn't so much surprised, after all, when I found our young Vice-President going to a hotel in the town where the new factory was being started. And after that I was even less surprised to see the head of the new firm come to the hotel and go straight up to Mr. Wilson's room, where he was closeted for something like an hour and a half. It all worked out together; a man who

will make his shadow run to keep him in sight will do almost anything. I forgot for the time being that I had classified Armbruster as a man not to be trusted, and devoted all my time and intelligence to getting the evidence that would show Wilson up in his true colors. But there was nothing more to find. Wilson stayed in his room, the other people stayed away from him, and I went to bed.

"In the morning I went down and in the lobby I got the shock of my life by running smack against Armbruster himself.

"What are you doing down here, Ford? he asked when we had untangled ourselves. 'Do you happen to smell the same rat that I do? Did you also follow a certain member of our firm down here?'

"I followed Wilson," I said. 'Did you?'

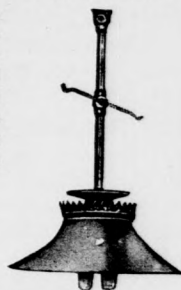
"I did," he said. And just then Wilson came walking down, the man from the new firm with him.

"Good morning, Mr. Wilson," said the old man. 'I see you are in strange company.'

"Wilson was knocked cold. 'I don't know how strange the company is to you, sir,' he said, 'but I know it's the first time I ever had anything to do with this chap. He's tried to

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arrange a deal with me, and I told him to go to — for his impudence.

"Ah, something wrong in the price offered, Wilson?" said Armbruster. "Didn't he reach your price?"

The Boss Accuses Wilson.

"I mean that you're found out. Ford, you're a witness to this; we found him in company with the man to whom he offered to sell the secrets of our firm."

"Yes, he did that," said the other man. "But so did this man," he said, pointing at me.

"Before I could say a word Wilson had jumped over and taken the man by the throat so hard that his last word came out like an explosion."

"You dirty cur!" says Wilson. "First you come and make me an infamous offer; then you say that I came to you. I'll choke the life out of you."

"But he didn't. I pulled him off and shoved him back."

"Die game, Wilson," said Armbruster, sneering at him. "We would not have ever found you out if you hadn't dropped that letter."

"Then I had to fight Wilson to keep him from clawing up the old man. Well, by the time I'd got him cooled off a little things had begun to appear in a different light. Maybe Wilson was crooked, but he certainly didn't fight like a crooked man. He was fairly boiling with real indignation."

"This looks like a job on me," he roared. "You're trying to make me out a crook in hopes that it will hurt me with your daughter. But it won't. She'll never—"

"Fight No. 3. Old Armbruster tried to hit Wilson with his cane, and in the confusion the other man slipped out. I took Wilson off to one side all alone. I talked to him for an hour. At the end of that time he had made me feel sure that he didn't know anything about the letter and that he had come down to see this man because he had been called down on the promise of a big contract. After he had come the man had talked vaguely about offering Wilson a place in the new firm, and, as Wilson said, had been told to go elsewhere for his pains."

Getting Close To Armbruster.

"I rushed out and found Armbruster. I took him by the arm and asked him a question. How did he happen to know that Wilson was going out of town that night? He didn't have any answer. He just said that he suspected something, and that he had come down on the basis of that suspicion."

"And you really do want to hurt him with your daughter?" I asked.

"That's neither here nor there," he roared. "He's a crook. He's a traitor. Doesn't this prove it?"

"No," I said, "it doesn't prove anything. In fact, things are so muddled just now that if it went into court there would be one of the fiercest law fights that ever happened."

"'Twon't go into court," he said. "I'm satisfied. He's shown up as he really is; he'll get thrown out of the

firm, and my daughter at last will see that she can not marry such a scoundrel. That's all."

"But Wilson says he'll fight to the last ditch. He's going to take it to the newspapers. He's going to raise an awful howl."

"Damn him! Here, Ford, I tell you what you do; you just go to him and tell him to get out of the firm and leave the country and we won't do anything about it."

"He says he's going to fight," I repeated. "I think he means it. Mr. Armbruster, he doesn't act at all like a guilty man."

"He sickened a little at that. Then he fell back on swear words and, telling me what a lot he'd done for Wilson. And then I began to mistrust him again."

"Wilson and I didn't go back. As I said, he didn't act like a crooked man, and even if he was crooked I fancied that there would be something interesting to see when he and the other fellow came together again. So I took him over to the other man's office."

"Tell me," said Wilson, "why did Armbruster put you up to this?"

Wilson Learns of Plot.

"I don't know why," said the man when he was back against the wall with Wilson's face a foot from his. "He did it, though."

"And why did you do it—why did you mind him?" said Wilson.

"Mind him!" said the other one. "Why, this is his place; he's my boss. What else could I do?"

"Well, I liked to have dropped. To think that Armbruster had the imagination and subtlety to start a business in order to involve the hated suitor of his daughter in an apparently traitorous transaction! Armbruster, the commonplace business man, doing that! It was about as hard a shock as I'd had for some time, for while I didn't put it beyond him to want to do something of that sort, I certainly never gave him credit for the capacity to pull it off. But he had done just that. Within another hour we had the complete story of how he'd spent \$10,000 in order to put Wilson in such a bad light, and soon after that we were on the way back to the city, the other man between us so he couldn't get away."

"The rest of the case wasn't interesting. Wilson married Miss Armbruster in a couple of days and a little later old Armbruster retired from business and went on a two years tour of Europe. Before he went he wrote a letter recommending that Wilson be made President of the firm. How and why he wrote that letter is something that only Wilson himself can tell." James Kells.

Open House.

Father had just sunk the carving knife in the roast when there came the usual ring at the bell.

"Look here, Maud," he said sternly, "if that young man of yours is going to call four nights a week regular, tell him to come after dinner."

"It isn't necessary, father," replied the young girl. "That's what he comes after."

JOLLY JACK.

Matrimonial Experience Told Him By the Merchant.

Written for the Tradesman.

"What do you think of a country store as a matrimonial bureau?" asked the drummer as he sat waiting for a conveyance after selling the Cross-roads grocer a bill of goods.

"Well, I don't know," returned the grocer. "I imagine it's easy enough for girls to get married now days without the intervening of any third party or institution. I know it's a blamed sight easier to keep a hired girl than it is a lady clerk."

"That's where you hit the nail on the head every time, Tony. There's something genteel about clerking, especially behind a dry goods counter, that draws the men as molasses draws flies."

"That's right," agreed Tony Gaymon. "I've noticed that old maid clerks are few and far between—scattering as hens' teeth."

"It beats school teaching to a frazzle."

"Well, doesn't it? There are plenty of bachelor maids wielding the birch and rule—old maids we used to call them—but behind the counter not one that I know of."

"We seem to agree," said the drummer, "so there's not much use telling about Simon Singleton's experience."

"Simon Singleton? He's an Upper Peninsula man, isn't he?"

"Yes. He runs a general store at Basshawk. D'ye know him?"



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Why?

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For anything starchable—dainty lace, fine linen, plain fabric.

Absolutely pure; contains no harmful elements whatever.

For HOT or COLD Starching

Most economical; goes further, does better work. Popular with discriminating women. Wide publicity; steady demand. A profitable line for you.

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"Not intimately. I have met him a few times, however."

"As genial a fellow as ever lived," declared the drummer. "I'm not on his beat now, but I had that run for several years, and it was while on that line that I noticed the nice girl clerks Singleton employed, and how natural it was for them to drop out of counter-jumping into matrimony. There was Daisy Carlton, she was the first. A wee bit of a child, with a smile that never came off, and one of the best clerks I ever saw."

"Let me see, she was there two years if I remember right, and then she dropped out of sight, although to memory dear. I can't help envying the man who got Daisy for a wife; no, I can't and that's a fact."

Jolly Jack Everyday sighed and looked pensive. The grocer laughed outright, for Jack was a bachelor of unknown years, yet never suspected of having an eye out for feminine beauty, or of entertaining sentimental thoughts where the gentler sex are concerned.

"What are you laughing at, Tony?" demanded the drummer, scowling.

"At you, of course. Were you smitten, Jack—with Daisy?"

"Well, no, I don't fancy that I was, yet I wonder sometimes if she is as happy now as she was when behind Singleton's counter, up in the wilds of the Superior country. You see, Dave Hemmingway went West soon after he married Daisy. Sime told me about it. Dave had the rocks, and is piling up wealth out in Seattle. He has a big mansion, two children, and prosperity is with him with a big P."

"You haven't seen them—"

"No, but I mean to sometime. They cut a swell I am told. The idea of little Daisy, the sweetest thing in petticoats, and the smartest, cutest, most popular saleswoman in the north country, going about in her auto, wearing a company smile and doing stunts of the bigwigs! Every blamed bit of that girl was human. It can't be that she's been galvanized over into a society McFlimsy; I can't believe it."

"I shouldn't try to believe it, Jack. One can't take stock in Madam Rumor anyhow. But Daisy was only one. There were others you said."

"Yes, five of them."

"Whew!"

"Five—six with Daisy. Every one is married now, and all within a few years' time. Sounds strange, doesn't it, Tony?"

The drummer lighted a cigar and assumed his most thoughtful air. He is said by his friends to very much resemble one of the talked of Presidential candidates. Jack has a way of looking wise, which, as he says, gives strangers an idea that he is somebody.

"The world frequently takes a man at his own estimate," declared Jack. "If you rate yourself as a lowdown that's what you'll be, no matter if you have the tongue of a Clay and the front of a Webster. Put your best foot forward every time. Some men of mediocre ability get to the front from the mere habit of assuming to know it all, and wise-

ly keeping silent when matters beyond their comprehension are to the fore, assuming a matter of fact judicial air."

"All very true," agreed the grocer, "and yet it doesn't always work. I knew a common woods foreman—he remained an employe all his life at that—who could make the finest stump speeches a man ever listened to. I know he came out of the woods one day, clad in overalls, and addressed a mass meeting of farmers. It was during a hot political campaign and the fellow carried the meeting by storm. He was eloquent and convincing. I never heard a finer harangue, and—but he never got beyond that. He was a puzzle to me. He ought to have been in Congress."

"Exceptions prove the rule," said the drummer.

"But this isn't in line with what you set out to tell, Jack," broke in the grocer. "What about those five girl clerks of old Singleton?"

"Interested are you, Tony?"

"That's what I am."

"I told you they all married within a short time after entering the store, and every one drew a prize."

"Well, that was lucky."

"The next after Daisy was Helen."

"Yes?" said Gaymon.

"She was a big, fleshy girl, with a round good-natured face, and a way with her that fetched the customers. Singleton thinks Helen Oakfield was the biggest drawing card ever. She was as nice as peaches, and so very friendly. She took every woman customer into her confidence, and made each one think she was her particular friend. No, there was nothing of the hypocrite about Helen; she was too good-hearted for that."

"And she found her affinity at last?"

"No, almost at first," said the drummer. "She found her man, or rather the man found her, before six months went by."

"That was doing things in a hurry."

"Not so swift as it might seem," declared Everyday. "Helen was a farmer's daughter. She had met Alf Warrington at a Grange picnic the previous year. You see, Alf was a drummer for an agricultural implement firm and had got his eye on Helen before she began clerking for Singleton. The result of it was he called frequently at the store during his numerous trips about the country, and a rapid fire courtship was struck up."

"They were married on the Fourth of July, and Singleton was left without a clerk. The upshot of it was that Alf left the road, settled in a Southern Michigan town and went into the grocery business."

"The first year his wife helped in the store."

"And after that?"

"Oh, after that—hum, you see—why, there's a second edition of Helen in the house, and Mrs. Alf has enough to attend to without smiling at customers. Yes, they are doing well, and I believe are as happy as

ducks in water. Here comes my rig. So-long, old man."

The drummer sprang up and made his exit through the open door.

J. M. Merrill.

The Cruelty of Thoughtlessness.

Most of the cruelty of the world is thoughtless cruelty. Very few people would intentionally add to another's load or make his burden in life heavier or his path rougher. Most of the great heart-wounds are inflicted by thoughtless thrusts, flung out in a moment of anger or jealousy, when, perhaps, we were too proud to apologize or to try to heal the grievous wounds we had made.

Can anything be more cruel than to discourage a soul who is struggling to do the best he can, to throw stumbling blocks in the path of those who are trying to get on in the world against great odds?

No life is just the same after you have once touched it. Will you leave a ray of hope or one of despair, a flash of light or a somber cloud across some dark life each day? Will you by thoughtless cruelty deepen the shadow which hangs over the life, or will you by kindness dispel it altogether? No matter how you feel or what is disturbing your peace of mind, never allow yourself to send out a discouraging, a cruel or an unkind word or thought.

Lots of people would have a good deal more faith in the Almighty if he would show more docility to their wills.

**Whiter—Lighter
And Most
Delicious. More
Loaves To The
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Wingold
THE FINEST FLOUR IN THE WORLD

Many tests have proven this a fact. Just you try a sack and see for yourself that "WINGOLD" really has no equal. Milled from the choicest northern wheat by our patent process, and scrupulously cleaned—never touched by human hands in the process of making. Ask your grocer for "WINGOLD" FLOUR.

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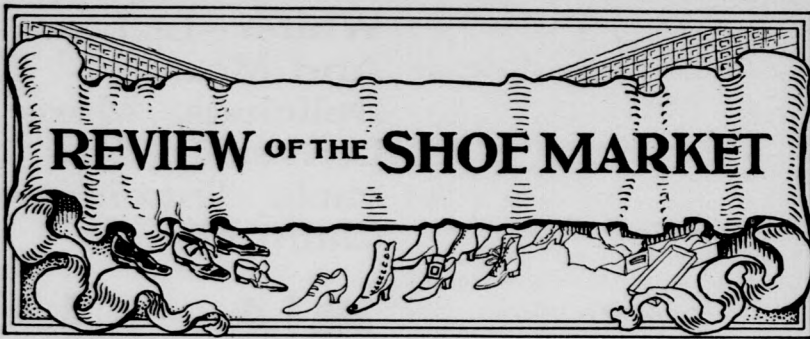
Wholesale Distributors

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There's
ONLY ONE
WHITE
HOUSE
COFFEE

—and its proprietors, the big Boston and Chicago coffee-roasting firm, Dwinell-Wright Co., are very jealous in protecting its name and very zealous in preserving its integrity.



Rules To Follow When Fitting Children's Shoes.

Altogether too few people consider the importance and necessity of having the feet of children properly fitted when buying shoes for them. Shoes usually are bought for style, and the shape and kind that are best adapted for the feet are overlooked and sacrificed for appearance, causing discomfort and pain to the wearer.

One of the greatest evils practiced by parents or guardians of children is the purchasing of low slippers and oxford ties. The slipper and oxford are very much in evidence on children from the ages of 4 to 10 years during the summer months. This custom is wrong and the consequences resulting from it often produce irreparable injuries some of which I shall endeavor to explain in this article.

As most shoe retailers know, the joint of the foot on the outside, just below the ankle joint, is formed in the shape of a hook, the upper hook joint looking into the lower joint, thus making it almost impossible for the joints to slip or be misplaced. Not so, however, with the ligament joint on the inside. This joint rests upon the lower point in the form of a half circle, or pocket. This explanation makes what follows more easily understood.

In allowing a child to wear a slipper or oxford you deprive the foot of the necessary support for the inside ankle and ligament joint. The bones and tissues of the feet in children are extremely soft and easily injured, although the process of injury is so slow that it is not apparent until it is too late to be remedied. Children who are allowed to wear continuously slippers or oxfords are done a great injustice, because these shoes cause the inside ankle joint to grow much larger and become more prominent than the outside ankle joint. This is caused by the ankle being unprotected, and as the inside of the foot does not find a bearing in the center, or arch of the instep, the weight of the child necessarily presses on the inside, or ligament joint, causing it to bear inwards and downwards and invariably develops the first stages of flat foot, a disease which is becoming more in evidence every day and which in most cases is caused by improper fitting of shoes during childhood. Young children should not be allowed to wear continuously slipper or oxford ties, or patent leather pointed or narrow toe shoes. Patent leather especially is very injurious to the little feet on account of the leather be-

ing nonporous, thereby retaining the heat in the shoe, increasing perspiration and preventing the bones and tissues from hardening owing to the heat and moisture retained in the shoe.

What Shoes Children Should Wear.

Young children should wear a high cut shoe, button or lace, lace shoe preferred, as the button shoe soon becomes loose over the instep, and in that condition is very harmful, inasmuch as it allows the foot to move forward and results in the great toe pressing against the end of the shoe and causing ingrowing toe nails. The lace shoe is more practical for the reason that the shoe can be adjusted over the instep as it stretches through wear. In fitting shoes to children be sure that the shoe is wider than the foot, and in very young children a half-inch longer.

The best leather for children to wear (girls especially) is vici kid, because the leather is porous, light weight and soft on the foot. In selecting the shoe to be worn be sure that it is wide enough to allow the toes of the foot to be perfectly free from pressure, and enough space for the toes to remain apart when in a standing position. Do not crowd the foot at the ball, or great toe joint, as shoes fitted snug at this joint make the child peevish, restless and cross. See that the shoe fits quite snug back of the joint and at the heel, and allow enough space over the instep to allow for taking up as the shoe settles and stretches to the form of the foot. It is almost impossible for a child to have large ankle joints or a tendency to flat foot if these rules are applied and followed in fitting children's shoes. A great mistake is made in many cases by the parents buying the shoes at the store and themselves doing the fitting at home. Fitting shoes is a very delicate and important proposition and can only be acquired through years of experience.

Fitting Children of School Age.

In the foregoing we have considered the needs of children of tender age, and we will now refer to the requirements of children of school age. Has the reader ever observed the condition of the shoes worn by school children, or their mode of walking? If not, do so and in some instances you will find a young girl to 14 years of age wearing a spring heel shoe. This is proper, but as there are no two feet alike there can be no set rule given as to who should or should not wear spring heels. That question should be left to the judgment of the professional shoeman. The children of this age should



What Is the Hard Pan Shoe?

The Hard Pan is a shoe of long-wearing foot-comfort built to stand conditions of wear both in and out of doors that are unusually severe. They are solidly made throughout of a high-grade leather that stands rough usage best, and a Hard Pan will give satisfaction where other shoes fall down completely.

We are the sole makers of the original and genuine Hard Pan shoe. Our trade mark on the sole guarantees to the wearer the shoe quality that has made the name Hard Pan famous.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

The Boys who wear Our Messenger Shoes



get there on
time

**OUR
MESSENGER
SHOE**

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Boys' 2½ to 5½ - - \$1 60

Youths' 12½ to 2 - - 1 45

Little Gents' 9 to 12 - - 1 25

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State Agents



Grand Rapids, Mich.

be fitted in much the same manner as those of the first period, except that they require even more attention. The shoe must fit snugly around the instep and also should be roomy around the toe.

Something About Spring Heel Shoes.

We now have passed the second period and come to the third and most important of all, and from long experience I can say that there are more feet deformed at this period of life than at any other time, more especially during the last years at school. This is the age of the overgrown boy and girl and either he or she is usually dressed in knee pants or short skirts and the feet appear larger than they actually are. The spring heel shoe is very much in evidence at present, whereas in the majority of cases it should not be worn. It is very common to see girls and boys wearing spring heel shoes who should be wearing a shoe with a regular heel. The spring heel shoe, if not adapted to the foot, will invariably run down on the inside of the heel. The sole of the shoe will also wear through on the inside at the ball, or tread, while the outside edge of the sole at the same point will scarcely show any wear at all. They will also cause the wearer while in a standing or walking position to force the inside ankle joint to become very much larger than the outside joint. The great toe joint usually becomes enlarged, which also is caused by the weight of the wearer resting on the heel and ball of the foot and leaving the arch unsupported.

Rules To Follow Regardless of Age or Size.

If the wearer has a tendency of crowding the shoe inwards while walking or standing; if the shoes run over inside at the counter; if there is a fulness along the inside of the foot below the instep; if the outside of the foot has a tendency to raise up and move inwards when the person is standing while in bare feet; if the great toe joint appears enlarged and swollen; if the toe nails grow into the flesh, then the child is wearing a spring heel shoe and a shoe too short and a shoe too narrow at the toes and too narrow at the ball of the foot. Wherever these conditions are in evidence the shoe to be fitted must have a heel; a shoe three-quarters of an inch longer than the foot, and wide enough at the toes to allow for full expansion of them, and fitted freely at the ball and tight over the instep heel and ankle.

Relation of Heel To Shank.

The heel on a shoe, as a great many suppose, does not press the foot forward, but on the contrary prevents it from sliding forward. The height of a heel on a shoe is regulated by the height of the shank and is always built up to meet the required height. The higher, or more arch in the shank, the higher the heel. But the bottom of a heel shoe and a spring heel shoe is always level and points of pressure are the same in both. This explanation is made in order to show why some children, regardless of their age,

should wear a shoe with a heel. The foot when properly fitted must be supported at the ankle, the heel, the instep, the ball and the toes. The arch of the foot, especially in children, must be supported. The shape and formation of the foot must be considered regardless of the age or style wanted. If the foot requires a heel shoe put it on regardless of the age of the child. The arch of the foot must be supported in order to maintain a perfect foot and the only way this can be done is by wearing a shoe with a heel, the height of the arch in the foot regulating the height of the heel required.—Joseph Bryan in Shoe Retailer.

Having a Good Time in a Shoe Store.

I've known folks—know 'em now for that matter—and so do you, right here in our own business, who lose about two-thirds of the joy of life because they look at the everyday things of shoe store experience as necessarily nothing but hum drum tedium. I didn't start out to write a sentence ending like that, but let it stand.

I knew a man once, in a shoe business, who said that he saw within a week after he was sentenced for life, to hard labor in a shoe store, that he had got to do something about it or worry himself to death.

He said that he had read of the prisoner in solitary confinement who evolved the numerous lines of variations of solitaire and of the other prisoner who was kept in a dark cell and saved his reason by scattering six pins on the floor and then searching until he found them again.

So long as he had something to occupy his mind it was all right and his mind didn't go off sideways and get so far he couldn't call it back. Now a shoe store isn't so bad as that by a long shot, but, after all, everything is relative. It is a far cry from a dark and solitary cell to an average shoe store, but, just the same, it is all a matter of progression. The man in the dark cell would say to himself, over and over again, that the dark cell wouldn't be so bad if he only had companionship, until bye and bye he got it, and then it would be that confinement wouldn't be so bad if one could only have light, and then when the light was accorded along with companionship, the matter wouldn't be so hopeless if one could have something to do, and being given something to do that wouldn't be so bad if one could get out. That's the keynote of imprisonment. That is the keynote of the whole situation.

Place a human being in any grade of life from the dark solitary cell to the mansion of a kindly millionaire and there is always something left to be desired. He takes the situation just as he finds it, and after a time begins to wonder why and think—if only this, or that or the other thing. So of the man in the shoe store. The tedium of it, the little worries were beginning to tell on him. He became out of sorts with the world and, as I said, he began to cast about for some reason

why and the antidote, for, you know, they say, no matter what the poison, there is always the antidote.

Now this man's antidote was his sense of humor and his appreciation of human nature. I knew him early in his business life for a good many years, and I asked him once what there was about this worrisome business of ours that seemed to give him so much pleasure.

"The customers," he said.

"The very thing," I answered, "which I would call adapted to driving one frantic."

"Not if you look at them as an entertainment," he replied. "Now I am very fond of the theater, particularly of character sketches, but I seldom get on the stage as good as come right in here to perform for me."

"For instance?"

"Well, take old Mrs. Saintly. With her round, angelic countenance, and her nervous manner with her hand bag and her old-fashioned clothes, why she is a wash drawing of A. B. Frost right out of Collier's, only in the original. If she could carry that make-up and that manner and that dialogue onto the stage she could make a fortune, but, of course she can't, but right here in this little shoe store she gives a private performance that's worth \$1.50 a seat. Then there's old Job Lifeburden coming in here looking exactly like a picture in "Puck" or "Judge" or "Life," and getting off some of his good things. If I am not satisfied with the way he trades, and usually

there is a little left to be desired, I can't find much fault with his performance. And so it goes all day and I get so much fun out of it by always looking at the front door as the entrance to the stage, myself as the audience and all of the customers as the performers and specialty artists that I have got so the customers don't worry me at all."

"Isn't there danger in looking at every person as an amusing caricature that you will let it show in your manner, or, in other words, that it will affect your manner in dealing with them?"

"Not a bit. That's for my own little private cheering up. Along with it I am working that plan of putting myself in their places and trying my level best to please them with footwear and only getting my pay from my amusement when I fail. And besides—"

"What?"

"They aren't all caricatures. A character study isn't necessarily a caricature. Many times the recompense is interest, deep heart interest, as the play advertisers say. Right on this shoe store stage we get dramas of life, tragedies, whole life stories in monologue, and where we know a cluster of customers for a long time the group becomes a troupe of players to us, unfolding a long drama of life. Sometimes it is a plain home play. Sometimes it is a comedy of cross purposes, sometimes a roaring farce, occasionally melodrama and now and again tragedy. So, don't you see the shoe



CANVAS SHOES

Are the most comfortable for warm weather

We have a complete line of WHITE and COLORED
at popular prices

GRAND RAPIDS SHOE & RUBBER CO.



U. S. A.
TRADE MARK

store life may be tedious or as interesting as a 'best-seller,' according to how you have made up your mind to look at it."

That was the way that man looked at it and worked out his own salvation. I'm not so sure it wasn't, and isn't a pretty good way, being careful, as I suggested to him, not to let the customers know that they are amusing him, entertaining him, or thrilling him, according to their capabilities.

But it requires imagination to do what he does and every shoe worker hasn't that.

How about that fellow?

The man without imagination isn't in any danger. The man without imagination may make a prime shoe salesman providing he has the shoe selling sense, and he will have the advantage that he will not be likely to become soured, or worried or discouraged. The man without imagination isn't really as interesting a fellow, but, do you know, if I were engaging a lot of shoe clerks, I wouldn't mind if over a third of them were almost devoid of that gift. It's the imagination that makes a man discontented, sick-of-it-all, nervous, discouraged, ready to quit. The man who hasn't one may not get to the front very fast and I'd hate to have my business entirely dependent on that sort, but they are a pretty safe lot, after all.

However, the lads with the imaginations are the kind that boost things and they are the ones I am talking to. They need to watch themselves, that the continual going forward with, "Something in shoes to-day?" doesn't wear them down, and they are the sort for whom the shoe store should be a stage with a continuous performance.

I was in a city shoe store awhile ago—one of the busy ones where the cartons are all solid specials with uniform fronts and hinged covers, where there is system to everything and a man's ability and salary are gauged not by how much good he does the house in winning the customers for friends of the concern, but on how much his sales foot up at the end of the week. I worked my old gag of asking to see something that I wanted to see and then liberated the salesman while I looked at it so as not to take his time from real trade.

He turned to attend to a nervous middle-aged man, as fluttery and active as a real estate agent. The clerk had no chance to ask any questions. The fluttery man began:

"Have you got a shoe for me?"

"Certainly, a lot of them. Which sort will you have to-day?"

"Want 'em to put right on. Easy, good looking, good wearing and cheap."

"Low shoes?"

"No. High."

"Black?"

"No, it's tan."

"Seven?"

"No. Six."

"That suit?"

"No."

"How's that?"

"That don't, either."

"Like this?"

"A little high."

"No, it's low."

"How so?"

"Only three."

"I wanted six."

"I meant dollars."

"Oh, I meant size."

"Try them on?"

"Yes. You may."

"Fits you fine."

"Hurts my toe."

"A little short?"

"Guess I can pay."

"Meant the shoe."

"Oh, you did."

"Sure, I did."

"Try the half."

"That's better."

"Rather wide?"

"Lots of room inside."

"Try seven-four."

"Never did before."

"It's like a glove."

"Three, you say?"

"Just for to-day."

"Well, get 'em done up, and there's a ten and I'll skip down the street a minute and you have my change and bundle ready when I get back."

Then he fluttered away and I wandered after him, and if you couldn't have gotten any pleasure out of that dialogue, then you're one of the unimaginative sort of salesmen, God bless you, who doesn't need any articles like this to keep you from becoming discontented.—Ike N. Fitem in Boot and Shoe Recorder.

Noticing the Little Things.

That it is the little things of life that count is as true of the grocery business as anything else. The man who looked up his real costs of doing business, as stated above, found some remarkable leakages, notably in selling such things as sugar and flour at less than real cost, and in forgetting to count in incidental wasted time and additional labor. It is the hidden, insignificant points which in the aggregate bring the astounding leaks.

The progressive business man of to-day is the man who studies the truth in the light of little things; who looks for opportunity in the sidelights on humanity and human peculiarities. A case in point is a certain prominent factor in the local fruit trade, who has been trying to find out why the sale of first-class lemons does not keep pace with the use of "lemon juice." He declares that if others would join him in his campaign the lemon business would improve. He started in on the soda fountains.

Every soda fountain is presumed to use lemons, but it is reasonably certain that if you order a glass of lemonade the fizz vender will take the juice from a bottle purporting to contain lemon juice and pulp already squeezed. A Times Square soda fountain attendant tried it on the fruit man the other night when he ordered a lemonade. The fruit man insisted on having a real lemon cut, and the clerk persisted that the bottle syrup was genuine juice, squeezed in advance. The fruit man ventured that if he wanted a lemon-

ade he was entitled to have one of the exhibition lemons squeezed in his presence, and the clerk dissented. It ended in the fruit man's demanding his money back, and retiring from that place forever or until lemons replace the bottle.

Sir Thomas Lipton believes that if the American people do not drink tea as generally as he would like, or as they do in England, he can do at least a little to cultivate the habit. Over in England his entire plant quits work long enough in the afternoon to drink tea and nibble tea wafers, furnished gratuitously by the house. When his American manager, Mr. Melville, was over there not long ago Sir Thomas asked if the same practice was observed here and was astonished to find that it was not. Thereupon he gave distinct orders that his American establishment should have 4 o'clock tea daily, and it has ever since, with the result that employees who never had cultivated that delicate English taste for tea that has made the English a nation of tea drinkers are rapidly being converted.

A prominent official of the Diamond Match Company was watching a crowd of anxious depositors standing in line, waiting their turn to withdraw their money, during the late runs on the local banks. There were plenty of other people watching the long and nervous line, but the match man turned his observations to good account. Presently he turned to his companions and said: "It's an ill wind that doesn't blow

someone good. This run may be a bad thing for some people, but it's good for us. Just watch that man smoking there. He is so nervous he can't keep his pipe going, and lights it about three times as often as he would if he wasn't nervous. And every time he uses another match."

This observation was akin to that which has made match manufacturers recognize that in Mediterranean countries and in South America the consumption of matches is far greater per capita than in this country. Why? Because everyone there smokes cigarettes instead of cigars, and uses a match every time a light is struck. And in England, where everyone smokes a pipe, matches disappear faster than they do in America. All of which is not lost to the matchmaker who notices 'little things.—Journal of Commerce.

The Pen.

Jinks—I didn't think Ralsem was an author, and yet I heard a man to-day talking about the latest thing from his pen.

Blinks—Easy. He's a farmer and he raises fine brands of hogs.

A large heart does not go with the big head.

The best work shoes
bear the **MAYER** trade mark

TENNIS SHOES



OXFORDS AND BALS IN BLACK
AND WHITE



SEND US YOUR ORDERS AND THEY WILL BE
FILLED PROMPTLY

HIRTH-KRAUSE CO.
GRAND RAPIDS, MICH.

The Premium Scheme of the Soap Makers.

A paper devoted to the exploiting of articles used for premiums, the Novelty News, describes somewhat in detail the methods pursued by the Larkin Soap Company, of Buffalo, N. Y., to increase the sale of its goods. The article is interesting and should be suggestive to dealers in many lines who find that the Larkin schemes are successful in so far as they take trade which otherwise would come to the local merchants. That they are successful from the point of view of the Larkin Company is evinced by the enormous business which has been built up by that company, which has been done almost altogether through the use of premiums.

"Starting years ago as a modest manufacturer of soap and toilet articles, the Larkin Company's business has developed and enlarged to a point where there are more than 175 classes of household goods that are listed in their catalogue, including soaps, perfumes, toilet articles, flavoring extracts, groceries, druggists' sundries, stationery supplies, waists, skirts, millinery and, in fact, almost everything a woman buys.

"An enquiry sent to the Larkin Company for one of its catalogues brings a large catalogue accompanied by other circulars, an order blank for ordering the materials, a pleasant letter explaining the plan, and the observant enquirer will notice that the first envelope that comes to him is addressed on a duplicating machine, leading him to infer that the Larkin Company is going to keep after him systematically until he buys.

"One secret of the Larkin plan is the fact that the firm gets its business in units of \$10. In other words, every premium in the book is dependent upon a \$10 order after this wise:

"Ten dollars' worth of Larkin products and a 1 certificate premium is given for \$6. Ten dollars' worth of Larkin goods and a 5 certificate premium for \$10. Ten dollars' worth of Larkin products and a 10 certificate premium is offered for \$15; or the 10 certificate premium is given free with \$20 worth of goods, and so on clear down the list. For instance, an upright grand piano is furnished for 110 certificates or free with \$220 worth of Larkin products.

"Another plan is the Larkin Club-of-Ten. The head of a household is authorized by the Larkin Company to organize a club of ten other household heads for the purpose of securing Larkin's products and premiums. Literature is furnished, telling just how such a club should be formed, how the officers should be elected, etc., and each month or at more frequent intervals, if desired, the club, through its Secretary, sends in to the Larkin Company an order for \$10 worth or more of goods, each member of the club contributing \$1 to the fund. In that way the club sends in an order at frequent intervals and the goods and premiums, when received, are distributed to the

members by the Secretary of the club.

"Individuals, whether members of clubs or not, are divided into new customers and old customers. A new customer receives only the premium which the order earns, but an old customer may receive certificate premiums by recommending the Larkin plan and goods to his neighbors. Each one of those parties in turn, after he has placed his first order, is then entitled to do the same, because he is transferred from the list of new customers to old customers the minute an order is completed. In this way an endless chain is developed, each old customer receiving a premium for recommending a new customer in addition to the premium that the new customer receives for his own goods.

"The premium list of Larkin is a rather formidable book of eighty pages. It starts in with pianos and then runs through an almost endless line of merchandise, including watches, jewelry, clocks, fountain pens, silverware, chinaware, cut glass, laundry utensils and appliances, cutlery, cooking utensils, stoves, refrigerators, furniture, beds, toilet articles, razors, picture frames, art work, bicycles, leather goods, gloves, handkerchiefs, clothing, shoes, furs, wall paper, waists, skirts, lace curtains, tapestry, rugs, carpets, musical instruments, carpenters' tools, cameras, hammocks, sleds, skates, shot guns, sporting goods, etc., etc. In many cases in the catalogue the names of the manufacturers are given, and these manufacturers, without exception, are leading firms in their business.

"The Larkin Company's business is evidently very carefully systematized, for an Illinois enquirer receives with the other literature a testimonial circular containing hundreds of testimonials from Illinois purchasers, and the same with each state.

"Another Larkin scheme that evidently has developed into large proportions is the Larkin Booth Outfit, the plan being to furnish Ladies' Aid Societies and similar organizations with materials for equipping a complete booth to be used at fairs, festivities, etc. The company sells the Association or the individual guaranteeing the account, a complete equipment of Larkin merchandise, together with hunting, crepe paper, signs, cartons, etc., for decorating the booth and a lot of empty packages to make the display of merchandise more effective. The plan is that the proprietors of the booth sell the merchandise at regular retail prices, and make their 100 per cent. profit on the cost, the profit to go to the church or charity for which the booth has been organized."

Case Where Politics Is a Gold Mine.

George R. Crow, of the Chicago Tribune has been making some enquiries about Mr. Bryan's prosperous newspaper, the Commoner, and about his fortune, with results that will interest the American people, who, as they have often been assured by Mr. Roosevelt, Mr. Bourke

Cockran and Mr. Bryan himself, have no quarrel with wealth honestly acquired. "If nominated," says Mr. Crow, "Mr. Bryan, I believe, expects the circulation of his weekly magazine, the Commoner, to go to 1,000,000 subscribers. This would yield him a net personal profit of \$280,000 per year." He is willing to accept the statement of the Commoner that it has a present circulation of 145,000 copies weekly, and he estimates that its profits from sales and advertising now reach the very respectable sum of \$60,000 annually. That is doing pretty well. But "if Mr. Bryan's fond hopes, as expressed in circulars now being mailed to advertisers by the Commoner office, are realized, his net profit derived from the Commoner alone during the year 1908 will be at the annual rate of \$280,000."

The business office of the Commoner clearly sees the advantage of capitalizing Mr. Bryan. If he is nominated, circulation will jump. In a letter from Mr. Limeburner, the business manager of the paper, we find these reflections upon its expected prosperity:

"Enclose you our million circulation circular. Mr. Bryan seems to be very optimistic regarding reaching that point before the year is over, and the stack of letters I saw coming into the Lincoln office on my last visit there a short while ago indicates it will reach the mark. There is not a better medium to-day, pro rata cost, to carry your business in than the Commoner. It is one of

the papers not affected by the new postoffice ruling.

"I believe, however, it is not necessary to explain any further to you regarding the matter, as you fully understand conditions that will make the Commoner a potent force this year for advertisers. It will be a good stroke of policy for you to get in, and get in at once, or else in a short time you will be up against higher rates."

Mr. Bryan is a fortunate man. He can face the future without the least anxiety. If nominated and elected, he will be far and away the richest President that ever occupied the White House. If nominated and not elected, he will still have the comfortable \$60,000 a year income, subject to natural increment. The only thing he has to fear is failure to get the nomination. That might have an unfavorable effect upon the business of the Commoner and upon his lecture business, from which he derives some additional thousands of income.

Diligent and well directed industry thus has its reward. Mr. Bryan is one of the hardest worked men in the country; not, to be sure, in the daily drudgery of the Commoner office, but in the larger and tributary labor of organizing his forces to get the nomination. Colonel Harvey was wrong, evidently, when he insisted that newspaper editors should keep out of politics. Politics is a gold mine for the Commoner and for Mr. Bryan.



If You've Been Selling Shoes More Than One Year

you have learned one thing—that the dealer who lets up after the Easter rush is over loses a lot of good business to his sorrow. You've noticed this same thing every year. Here's the remedy:

Place your order right away for a full line of men's and boys'

Elkskins

You can't lose. You'll need them all right and you'll willingly pay any price to get them when the real old hot days come.

Popularity is a word that but feebly describes the hold they've got on a lot of men and boys who want solid comfort.

This matter ought to be attended to at once. Let us have your order today and we'll send along a bunch of those business pullers, the "Natural Chap."

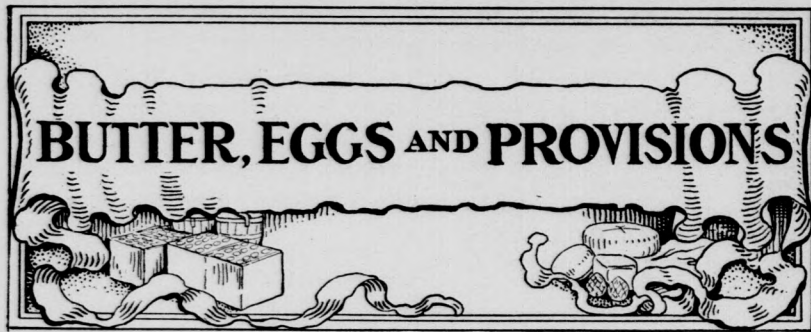
**Herold-Bertsch
Shoe Co.**

Grand Rapids, Mich.



No. 926—Elkskin
Men's, Boys' and Youths' Elkskin Sole
F. S. Brass Nailed





Various Methods of Pickling or Curing Meats.

Among the methods for preserving meat by means of chemical substances, pickling or corning is by far the most common.

In Germany the pickling is done by dipping the pieces of meat into water, then by rolling them in powdered salt; the salt-covered pieces are then piled in a keg. Upon each layer of meat some salt and a few spices are strewn, such as, for example, juniper berries, bay leaves, caraway seed, cloves or pepper. After the keg has been filled in this manner almost to the top with meat a well-fitting lid is placed upon the meat and weighted down with stones. Instead of salt in the form of powder, salt solution (brine) may be used. The commonly used pickling salt, as well as the pickling brines, contain 16 parts common salt, $\frac{1}{2}$ part saltpeter and from $1\frac{1}{2}$ to 2 parts sugar. For 100 kg. of meat 5 kg. of this mixture or 4,350 grammes of common salt, 150 grammes of saltpeter and 500 grains of sugar are used. During storage the meat must always be covered by the brine. If no attention is paid to this, and if the meat is exposed to the air, it covers itself with bubbles and white froth. At the same time a precipitate forms which is at first of a light reddish color and later turns to a yellowish red, the meat loses its normal color, turns gray, adopts a stale taste and is no longer fit for consumption.

Pickling or curing on a large scale is done in special receptacles made of cement.

A great progress in the realm of the art of preservation is marked by the introduction of brine syringes. The mouthpiece of the brine syringes is formed by a hollow needle which is inserted deeply into the connective tissue located between bones and muscles. With the aid of brine syringes it is possible to evenly impregnate larger pieces of meat, especially hams, in a very short time with salt water; this is out of the question when the pieces of meat are put up in salt brine. In large meat pickling works brine pumps are used, which are based upon the principle of suction and pressure pumps.

According to a more recent method (the so-called Swedish method), the thoroughly refrigerated slices of meat are placed in a tight tin cylinder which can be shut. By means of an air pump all the air is removed from the cylinder and from the meat, and, immediately thereafter, salt brine is pumped with strong pressure into the cylinder and allowed to act

upon the meat for from about seven to eight hours. Thereby the pickling is said to be more even than with the old method, and, above all, to be considerably speedier. Meat prepared in this manner is said to keep considerably longer than that treated according to the old method; furthermore, it is said to lose less in color, taste and nutritive substances, and consequently also to obtain a higher price. With a quick-pickling device, "Meteor," patented a number of years ago, a thorough pickling is said to take place with such speed that the meat may be gotten ready for sale and for cutting in from one to two days' time. According to the "Auto-Cure" method, which is much employed by meat-exporting works, the hams are placed for ten days in a pickling receptacle, which is also exhausted of air.

Fjelstrup endeavors to introduce a method of pickling which makes use of the blood course as a transporting medium for the pickling brine. The animals are shot dead. Upon death the animals are unhairied in the usual manner; after the processes customary in this connection the blood is still entirely liquid, which is an important factor, if the injection is to be successful. The animal is then placed with its back upon a deepened table where the blood may run off completely and in a pure condition. The cavity of the chest is then opened by means of a longitudinal cut through the chest and by sawing the breast bone through, then a canula is inserted through the left opened heart chamber into the main artery, and tied fast. With the canula a pump is connected by means of which, after the right heart chamber has also been opened, the salt brine is driven in with a pressure that corresponds to the normal pressure of the main artery. The salt brine thus drives the blood out through the right heart chamber, fills of itself the system of blood vessels, and in from three to four minutes the process is at an end. After the meat has been cut up, refrigerated and stored for a short time it is ready to be exported or smoked.

Pinto allows an electric current to pass through the meat which lies in the brine, and he intends thereby to bring about a speedy, thorough pickling in from ten to twenty hours. The method does not appear to have any practical value.

The dry-pickling method customary in America is employed also by some German meat-exporting firms. A 20 per cent. salt brine is prepared with a slight addition of saltpeter and sugar, and the meat is thus thor-

oughly pickled in a moist condition. Before being sent out, the meat is dried by special machines, and sprinkled with borax; the addition of borax is to amount to from 1 to 2 per cent. After the meat has been strewn with borax it is pressed by machine power.

The essence of the pickling method and its preserving effect upon meats is based, in the first place, upon the action of the common salt, which abstracts the water from the meat and shows, at the same time, disinfecting qualities. The disinfecting action of the common salt consists in a general retarding of the increase of the micro-organisms, in the arrest of their effect upon the decomposition of albumen at a comparatively low concentration, and, with regard to certain micro-organisms, also in the reduction of the remainder of their chemical effects. However, common salt is suitable only for the preservation of the meat of healthy animals; the pickling of the meat of diseased animals, especially of those suffering from infectious diseases, has in the main only this effect—to keep the meat for a longer time from passing over into



Ground
Feeds
None Better

WYKES & CO.
GRAND RAPIDS

If you want to buy fruits, vegetables or produce

Buy From Us

If you want to sell vegetables, butter, eggs, poultry, etc.

Sell to Us

We can fill orders promptly for any quantity of strawberries, Bermuda onions, pineapples, South and home grown vegetables, oranges, lemons, bananas.

Our Market Letter Free

The Vinkemulder Company
Grand Rapids, Mich.

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.

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.

Dairy Butter

I can use all grades, but especially want No. 1 full grass dairy butter in crocks or well soaked parchment lined, double headed sugar bbls.

Write or phone me today what you have to ship and I will give you my best offer and keep you posted on market changes. If you can not ship on refrigerator car ship early in week so butter will not be in transit over Sunday. Of course, I am always in the market for eggs.

13 Years' Square Dealing

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

References: Grand Rapids National Bank, Commercial Agencies, Tradesman Company, any Grand Rapids Wholesale Grocer.

putrescence. In the majority of cases the bacteria which cause the disease are not destroyed, and some author has, therefore, justly characterized the pickling of the meat of diseased animals as "the application of a coat of a sort of health varnish."

The effect of common salt upon the meat is shown by a decolorization of the muscling. In order to prevent this saltpeter is added to the salt brines. According to more recent investigation, it is, as a matter of fact, not due to any saltpeter action if the meat retains its red color, but to an action of the nitrites forming in the brine from the saltpeter, and, perhaps, of nitric oxide. Moreover, the addition of sugar to the brines also acts somewhat as a rubefacient. However, the latter is used above all on account of its strong effect in favor of arresting putrescence.

By pickling the meat suffers a loss of alimentary substances; the brine abstracts from the meat nitrogen, phosphoric anhydride and potassic salts. According to the duration of the pickling process this loss of alimentary substances differs in such a manner that, together with the prolonging of the duration of the pickling process, the lixiviation of the meat by the pickling brine increases also. The weight of the meat increases considerably in consequence of the mutual exchange of meat juice and brine. When the pickling process has lasted for three weeks the increase in weight amounts to about 12 per cent. of the original weight.

According to the loss of alimentary substances in each case we are, therefore, to consider pickled meat as a more or less inferior article; but it means, nevertheless, one of the most important meat preserves for the victualing of ships and for the equipment of the army and of expeditions into distant countries.

H. Schroeter.

Poultry Finished Like Cattle.

What is known as the finishing process plays the most conspicuous part in preparing the high-class chicken for the market, says the National Food Magazine. This has become an enormous industry in the United States. The farmer seemed to not realize the necessity for such a process, and the result has been that this work has been taken almost entirely out of his hands. The common barnyard, with its unsanitary conditions, could not but impart a flavor that is not reliable and it is doubtful if chickens thus fed are wholesome.

Chicago firms have extensive stations in Missouri, Iowa and other nearby states. An exceptionally large one of these stations is located at St. Joseph, Mo. Chickens by the hundreds of thousands are gathered at the feeding stations from the farmers of all the surrounding country. Here they are made to abandon their promiscuous barnyard diet and wild roaming. They are placed in darkened cages, or "batteries," as they are termed, where they are restricted from excessive exercise by close confinement, and subjected

to a scientific diet of carefully prepared food for a period of two weeks. In this time the chickens each put on more flesh, and the whole color and composition of the meat undergo a transformation. The flesh grows lighter in color and the diet is such as to impart to it an exceptional juiciness and succulent flavor. The cages are scientifically arranged, whitewashed and kept in excellent sanitary condition. In the cages the chickens are assorted according to their age and size. Seventy compartments of cages compose one "battery," each tier being composed of fourteen cages, each of which is double, and each battery is five stories high. Force-feeding is here practiced and the chicken is kept constantly filled with the specially prepared food while in its close confinement. Cornmeal and oatmeal in equal parts mixed with buttermilk and a small amount of beef fat is probably the best diet in finishing, judging from the results that have been obtained by the Chicago firms. It serves best in imparting a tender, mealy texture to the flesh, in whitening it, and the flavor it produces has made these chickens in demand all over the world.

King Can't Pay His Butcher.

The royal household of Portugal is being besieged by its creditors, and the newspapers of Lisbon are filled with the notices of suits brought by tradespeople against its members. The courts already have awarded a butcher \$210 and costs, the amount of an unpaid meat bill against Dowager Queen Maria Pia and the Duke of Oporto.

This situation arises from the fact that the members of the royal household have not received a single penny from the State since King Carlos and his son were assassinated nearly four months ago, because the new civil list can not be approved until after the financial accounting of the reign of the late King Carlos is completed, and this is held up by threatened revelations from Senor Carvalho, who was Minister of Finance under ex-Premier Franco, regarding moneys which went to members of the present government.

Gape Cure for Chicken.

This is carbolic acid. We reproduce the directions for the benefit of other enquirers:

"Take a wooden box, a little bigger than a biscuit tin, and divide it in two by means of a piece of wire netting. Now place half of an ordinary brick, made very hot by means of fire, on one side of the wire netting and the chicks on the other. Cover the whole box with a cloth, and then insert under the cloth a tablespoon with teaspoonful of the cure in it. Now pour the liquid on to the hot brick and withdraw the spoon. The fumes will cure the chicks in two minutes.

"Take out the chicks just before they are apparently suffocated.

"Be careful to keep the hands and face away from the liquid when it is poured on to the brick, as it will blister the skin.

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

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

BAGS

Of every description for every purpose. New and second hand.

ROY BAKER

Wm. Alden Smith Building

Grand Rapids, Michigan

PRODUCE Vegetables, Poultry, Eggs, Butter, Cheese, Etc.

We buy and sell in any quantity and only solicit your patronage upon merit of goods and satisfactory dealing.

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

Decoration Day Leaders Now

Four cars Port Limon Jumbn Bananas, Messina Lemons, Oranges, Fancy New Potatoes, New Cabbage, Texas Tomatoes, Texas Onions, Berries, AND FOR CANNING FANCY PINEAPPLES.

We have plenty of all kinds of fruit and vegetables. Buy of us. Our goods make money. Bear in mind goods bought well are half sold. Well displayed the other half sold.

Yuille-Miller Co.

Grand Rapids, Mich.

Citizens Phone 5166 Bell Phone 2167

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

BUTTER

We want 50,000 pounds of packing stock and 25,000 pounds of fancy June dairy butter in jars for storage. Don't fail to write or phone us for prices before selling. Both phones 2052.

T. H. CONDRA & CO.

Manufacturers of Renovated Butter

Grand Rapids, Mich.

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



The Clothing Merchant Who Found Himself.

A certain merchant in the East, owning a retail clothing business left by his father, found himself a few years ago with surplus money and energy that led him to establish another store in a nearby town.

Now, his father had drawn the best patronage in that city by selling leading lines of men's hats, the name of any one of which is nationally known for high quality. The elder merchant had carried two of them almost from the first year their manufacturers had made hats. There are certain standard makes of men's clothing, and this store had for two years carried one of them. It was the same with shoes, collars, shirts, underclothing, etc. The stock comprised everything needed to fit out a man or a boy. But every article was sold on the reputation of the manufacturer, and bore his label, which was well and favorably known through national advertising.

The son had continued this policy. But now he thought it time he was making a reputation for himself. Everything sold in his new store should bear his own label, and nobody's else. He wanted his name on the best merchandise, however, so he went to the manufacturers of those very lines handled by his father and himself, and arranged to get precisely the same goods, to sell at the same prices, but with his own label attached instead of the manufacturer's.

When his new store opened it had identically the same merchandise as the old one, except for the makers' names. The merchant advertised liberally in the local papers. He guaranteed the trustworthiness of everything sold. He laid emphasis on his reputation, his experience, his skill as a buyer. His store immediately took the leading patronage in that city.

At the end of three seasons, however, the proprietor went to the manufacturers, acknowledged that he was wrong, and directed that their own labels be restored to what he bought. Trade was not increasing as it should. The old store showed greater growth in the same period than the new, although the latter was in new territory. It took too much time to persuade customers that a hat made by the well-known Blank Company, bearing only this merchant's name, was as good as the same hat bearing Blank's name. So the old labels were restored, and during the fourth season the gains in trade were more than double the whole growth during the first three

seasons. To-day that shop bears a large sign. At the top is the merchant's name, and underneath the names of fully a dozen manufacturers of standard articles of men's wearing apparel. He is glad to let it be known that these manufacturers are, as it were, partners in his business.

The retail merchant is doing the best for his patrons and himself when he puts most of his energy and ability into the work of selecting and distributing goods, and leaves manufacturing and the making of reputation to the producers. Some merchants buy goods too cheap and others too dear. Some carefully select stock that is not in demand. Others buy too much. In the end there are dead stock, dead trade, dead capital and a dead business.

Nationally advertised goods carry the least risk of becoming dead stock. Live energy is behind them. More than that, real demand is behind them, for the manufacturer has tested them in many markets to find out whether the public really wants them, and whether it will want them again, and again, and again—and yet again. Enormous national sales are necessary to pay advertising bills, because competition keeps the advertising expense down to an infinitesimal fraction on each sale. A good deal is heard from time to time of the commodity that is ten cents value and ninety cents advertising. But who ever knew such a commodity to gain a national demand or hold it?

Nationally advertised merchandise has behind it the element of publicity that gives news value, tells the consumer what he is buying, and makes stability of quality imperative. The merchant who handles merchandise advertised in this way is going with a powerful current of distributive energy. Retail experience has demonstrated that it is to his best interest to paddle a little with the current himself.

Why Man Gives Preference To the Right Hand.

Right handedness and right eyedness came with genus homo. Dr. George M. Gould has watched for them in squirrels that use their front paws to hold nuts, cats that strike at insects in the air or play with wounded mice and in many other animals, but he is certain no preference is given to the right side over the left.

But in the lowest human savages all over the world choice in greater expertness of one hand is clearly

present. One cause for its development is in primitive military customs. In all tribes and countries since man used implements of offense and defense the left side, where the heart lies, has been protected by the shield, and the left hand was called the shield hand, while the right hand was called the spear hand.

Next to fighting came commerce. The fundamental condition of bartering was counting with the low numbers, one to ten. The fingers of the free or right hand were naturally first used, and all fingers to-day are called digits, as are the figures themselves, while the basis of our numbering is the decimal or ten fingered system. Every drill and action of the soldier from ancient Greece to

modern America is right sided in every detail. Firing from the right shoulder and sighting with the right eye brings the right eye into prominence.

It is significant that with the decline of militarism comes the suggestion of schools for ambidexterity and the establishment of a movement for promulgating the gospel of two handedness, and its obvious advantages.—Chicago Tribune.

She Knew.

"I hear you are going to marry Charley?"

"Yes; he asked me last evening."

"Let me congratulate you. Charley is all right. He is one of the nicest fellows I was ever engaged to."

White Goods

Now is the time to have a good stock of thin white goods. We have large and complete assortments of India Linons, Persian Lawns, Organdies, Dimities, Fancy Checks and Stripes, etc. Have you seen

FLAXON

the new thin fabric with a linen thread finish? Write for samples and send your orders, which will have our prompt and careful attention.

Beginning June 20 and until further notice we will close Saturday afternoons at one o'clock.

P. Steketee & Sons

Wholesale Dry Goods Grand Rapids, Mich.

GAIN A REPUTATION

for selling good merchandise and it will prove to be your best advertisement.



Good Hosiery

is one of many items we offer of interest to Dry Goods and General Merchants. We have the Knickerbocker line for girls, Sandow for boys, Bear Skin Ipswich and Billy Goat for girls and boys, Shawknit, Columbia, Middlesex, Soldiers and Sailors, Uncle Sam, Nelson, etc., for men, as well as an exceptionally fine assortment from 90 cents to \$3 per dozen for women's wear.

Give Us a Trial

in this department, also let us figure with you on Staple and Fancy Notions, Underwear, Shirts, Trousers, Overalls, Ribbons, Embroideries, Laces and Piece Goods.

Visiting Merchants

even though not intending to buy, are invited to make our store their headquarters.

Grand Rapids Dry Goods Co.

EXCLUSIVELY WHOLESALE

BEGINNING JUNE 20 AND UNTIL FURTHER NOTICE WE WILL CLOSE SATURDAY AFTERNOONS AT ONE O'CLOCK

Warm Weather Hurries Out the Straw Hats.

Contrary to all early predictions displays of straw hats have been rushed by a number of hatters who, the trade thought, and they themselves planned, were going to hold back their summer goods until the end of this month. Exceedingly hot weather, especially in the East, was largely responsible for the sudden move.

A number of wholesalers are inclined to take this as a favorable sign, indicating that such hatters are well cleared of their felt hats and thus evidence their ability to get out early to make the business of this summer longer than it was last year.

In this connection talk is again heard about forthcoming attempts to hold off price cutting until August. Last year, in some cities, this was undertaken. Some tentative agreements were reached, but they were quickly broken when the Fourth of July came and business began to look as though there were going to be large stocks carried over. There are those who now say that it was just this move which prevented heavy carry-overs and who look for a repetition of things this summer.

The weather will undoubtedly have considerable to do with matters this year. Hot weather has started in early. During the first part of this month some July temperatures were recorded. Should this continue straw hats should move out in excellent volume and duplications be in order. Undoubtedly most manufacturers are already in a position to meet any duplicate orders with quick shipment. In some quarters stock has been piled up in anticipation of those expected reorders.

Time was when June 15 was considered the proper time to don straw hats. This was advanced to June 1 and lately to May 15. Many would go farther and have men don their straws when they feel the weather warrants it, regulating their appearance only by climatic conditions. Whether this would be of benefit or detriment to the hat trade is open to argument; but whether the public will follow so-called common sense ideas about dress, in which men's comfort and the weather have an overpowering influence, remains to be seen.

The tendency is growing in most all of men's articles of apparel, and it would not be at all surprising to see men don straws as early as warm weather made them preferable and hold to them until the chill of fall made the felts welcome. The common sense tendency is already strongly evidenced in the wearing of caps, which are now sanctioned for more occasions than for many years past. One critic has made the public declaration that life is too short for men to martyr themselves for a custom. Comfort, desirability and such appearance as may be desired dictate what shall be worn and when.

There would further appear to be considerable scope in this matter for hatters of public influence to win business by bold strokes, whichever

stand they may elect to take. It is on just such live issues that a number of now prosperous and influential retailers have made their reputations. Analyzing an uncertainty for the benefit of customers, and then leading for others to follow, striking at the psychological moment, right-timed and executed and backed by accurate judgment, often proves a winning stroke.

A ring telescope for young fellows, 3½ inches in the crown by 5½ inches in the brim, recently attracted a large amount of attention and resulted in some business and excellent advertising of the store's policy of presenting the merchandise with the greatest amount of dash to be found in that city. The brim was possessed of a sweeping upward curve and was self-bound. The band was wide and of the multi-colored block pattern.

A line of Panamas has lately made its appearance, distinguished by the crown, which is full, square and high, without dent or crease. Two dimensions are included, 4½x4¼ for middle-sized men and 4½x3½ for younger and smaller men.

All kinds of bands are being displayed in the fashionable stores. They range from the simple and narrow black to the wide multi-colored block pattern. Stripes are prominent, both horizontal and vertical, while numerous wide black bands are also being sold. It looks, from early sales, as though fancy bands were going to enjoy a big hit this summer, in keeping with the high colors in clothing and furnishings.

Caps made of worsted fabrics are not common, but have been seen. They look very cool and dressy, and quite contrast with the warmer and less chic summer caps of woolen. Mohair in caps and hats is again to be seen, although not in great quantities, notwithstanding the extreme comfort of this fabric.

Several cap salesmen, who started out early this month for fall business, have had to return home owing to lack of orders. Some did not even make their expenses, such has been the inclination to postpone buying. In some factories the fall orders that have been received, and which are generally held until there is sufficient work in hand to make a big start, have been put through the works in conjunction with late summer orders, and are already packed and awaiting the time to ship.

Many buyers declare that they never saw felt hats offered at such reductions as during this month. It would seem, they say, that some manufacturers have stocks on hand which they want to dispose of before fresh stuff begins to pile up. These reductions do not apply to fall merchandise, but, so far, only to this spring's stock. Manufacturers say there is no way to cheapen prices for regular future delivery, owing to the state of their profits, cost of materials and labor.—Apparel Gazette.

You may dodge the courts, but you can not dodge the law of consequences.

The Prestige of Good Appearance.

Have you thought much about the prestige among people in general and the drawing power of the good appearance of stock?

What is your opinion of a man who is careless or slovenly about his dress, especially in public places and at times when people are expecting him to look very much better than he does? You probably are not particularly attracted by him and have nothing more to do with him than your business necessitates. You go to him for few things which are not required. Apply the reasoning to the appearance of a store and you have a whole lot to think about.

If you should see a man who wore his cuffs on his ankles, his gloves on his feet, shoes on his hands, necktie about his waist, buttoned his vest on his back or did other equally ridiculous and absurd things through carelessness and inattention, you would have a poor opinion of that man and his work, and he would not impress you as a very able representative of any business which requires care and prevision in its conduct.

The country store too much and too often has an appearance of the carelessly dressed man. It is all because of thoughtlessness and carelessness that the stock on the shelves and on the counters looks as though a cyclone had just passed through, and everything has the appearance of the misplaced garment and the careless man.

There is no excuse for such conditions in a store, and the explanation that it has always been the same in the store is all the more reason why it is high time that the entire policy be changed. People may come regularly to buy goods, but it is not because of any attractiveness about the store and stock; it is simply because of the necessity of having the goods.

The keeping of a store means more than unlocking the doors in the morning, passing out the goods that people call for and locking up again at night. The merchant realizes he does business in order to sell all the goods possible, but somehow or other he fails to see where he is missing a big opportunity to increase his trade.

Everybody, even the worst backwoodsman, has some idea and liking of order and good appearance

when it is shown, and the store whose stock and general appearance are kept in good shape will draw people continually to it for that reason. Goods well displayed are half sold, and that is true of the entire stock of the store. When the goods are kept up in shape, arranged in order and well taken care of it is easier to sell what is asked for and a simpler matter to persuade people into buying things for which they do not ask, because of the tempting appearance.—Southern Merchant.

Food Facts.

No food is sometimes good food. Indigestion is the devil's workshop.

Dyspepsia uncovers a multitude of sins.

An overloaded stomach is bound to break down.

It's easy going when your stomach works all right.

The food that suits the stomach is the food that rules the world.

A meal of victuals on the table is worth two that have been eaten.

When good digestion waits on appetite a man may either dare to love or fight.

Conceit of ourselves breeds no confidence in others.

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.

PILES
CURED
...without...
Chloroform,
Knife or Pain
Dr. Willard M. Burleson
103 Monroe St., Grand Rapids

Booklet free on application

Peerless Moistener and Letter Sealer

For Sealing Letters
Affixing Stamps and General Use



Price 85c

Postpaid to your address

Made of aluminum body and German silver top. Simplest, cleanest and most convenient device of its kind on the market.

You can seal 2,000 letters an hour. Filled with water it will last several days and is always ready.

Tradesman Company
Grand Rapids, Mich.



Analysis of Sales Management and Organization.

Every business organization, no matter how small or large, may be resolved into two comprehensive basic departments:

1. Division of Manufacture or Purchase.
2. Division of Sales.

The first division comprises every employee who is directly or indirectly employed in the making of a product—if the business be of the manufacturing type. If the business be one not engaged in making or manufacturing, this division comprises every employee who is engaged in acquiring—commonly by purchase—the product to be handled.

The second division, that of sales, is not affected by the method by which the product to be sold is acquired. Such product may be obtained by purchase, as in the example of the jobber; it may be manufactured, as in a furniture factory; it may be partially made up and partially purchased, as in an engineering establishment which makes certain lines and buys the remainder.

Some authorities add a third department: the office force or "Recording Division." But in considering Sales Management, it is sufficient to consider but two broad divisions, charging to the Department of Manufacture all records made necessary by the act of manufacture, and similarly charging to the Department of Sales all expense necessary to dispose of the product. All acts affecting a product belong, in fact, to either that division of the business which produces it or the division which disposes of it.

But where records are a very important matter—where the organization is so large or so constituted as to emphasize the importance of the division which records—then that department may be added, intermediate to the Division of Manufacture and the Division of Sales.

The sub-departments of the Sales Division may be classified as to their relation to the general department into two groups—Direct departments, the business of which is to make sales; and Indirect or Supplementary departments, which are brought into use because of the Direct department being auxiliary to them.

Department of Sales (Direct) subdivides into (1) Personal sales; (2) Mail Order and (3) Advertising.

Subdivision Personal Sales comprehends all employees making sales in person, either house, city or traveling salesmen. The subdivisions Mail Order and Advertising embrace

those engaged in selling or assisting to sell by mail or by any form of advertising.

Department of Sales (Indirect) subdivided into (1) Credits; (2) Shipping; (3) Accounting; (4) Collections and (5) Correspondence.

There is some need of explanation of this method of subdivision. It comes from a new interpretation of the term "Department of Sales." Formerly the work of the Sales Department was held to be the mere making of the sale; that is, getting the order signed. Judging the credit of the firm sold, collection of the account when due, keeping the various records of account were considered as all remotely affecting, but not a part of the sale of the goods. Now the tendency in all organizations is to make the sale start with the first step that is taken to make that sale. Further, the sale is closed only when the goods have been delivered and the final dollar paid upon the bill and the last correspondence affecting that bill closed off.

All this makes a much more comprehensive definition of "sales" than that which assumed the sale was made the minute the order was signed. With the extension in the meaning of the word "sale" comes a corresponding extension in the scope of the term "Department of Sales." This department—as tendencies now are—is made to include the subdivision of Direct Sales and the subdivision of Indirect Sales as well. This means that the Sales Manager has immediate supervision over the department of Direct Sales and either immediate or nominal supervision over the department of Indirect Sales. It is probable that he will only consult with the heads of the department of credits, shipping, accounting, etc., merely outlining the policy of the various departments of which he has only nominal charge. For instance, a certain policy in credits may be called for in order to further the work of the Direct Sales department. This policy would be indicated by the Sales Manager.

The general definition of the term Sales Manager is: "The one in charge of the department of sales of the business." The duties of this officer will depend upon the functions of the sales department. Commonly they are those indicated by the departments shown and comprehended by "Sales" division.

The duties of the Sales Manager depend, too, to a great extent, on the relative duties of the Business Manager. In some large corporations, such as the International Harvester Company, where certain de-

partments are greatly developed because of the class of business that is done, the duties of the Sales Manager—or Sales Agent as he is called—are more limited. This is because the Business Manager shapes the policy for four main divisions of the business, the General Office, Sales, Collections, Auditing and Record-keeping. The duties of the General Sales Agent in such corporations are the handling of the sales force, and the supervision of the advertising department. This is a mere modification of limitation of the functions of the Sales Manager or Sales Agent to Direct Sales alone.

In some small businesses the Sales Manager has charge of the Personal Sales only. This may come about for a number of reasons, the most common one being because of the manner in which the business was originally organized.

The Department of Sales alone directly concerns the Sales Manager. He must go to the Department of Manufacture for certain data to use as the basis of his calculations; but he never has any supervision over that part of the business.

The business of the Sales Manager is one of great importance and responsibility. The main reason is that upon him depend directly the life and success of the business with which he is connected. If sales flourish—if the sales department is a success—the business will prosper. It is the money-getting end of the institution. Whatever departments the Sales Manager may supervise, how many or how few his duties may be as defined by his organization, he must provide the means for getting the business.

In a visit to different business institutions one is struck with the great difference in the development of the Department of Sales and the consequent duties and authority of the Sales Manager.

The old time Sales Manager did not hold a position of authority over his men. His duties partook more of the nature of a checker and recorder than of an executive. He had to do with reports of conditions after the work of the salesman was done. The whole attitude towards the territory and the field force was one of helplessness. And it is merely a matter of history to state that the old-time salesman was most jealous of his territory—firmly believing that he himself was the man to work it, look after its development and take care of the many interests of his customers. In general he resisted any encroachment upon his rights and privileges. If he made a sale the house was only notified by the receipt of the order; if he failed to make a sale he said nothing and asked no help or co-operation from anyone in order to keep from making the same mistake twice.

The fact that the selling field was held to belong to the salesman rather than the house precluded any strong attempts being made at Sales Management as the term is understood to-day.

The Sales Manager did not plan for business. He had no campaign,

no mapped out scheme, no systematic True the Business Manager had a general idea that "the house should do so much business," but just where it was to come from, just how it was to be got, just what specific methods were to be used in getting it, was not foreplanned.

It was only when the tremendous possibilities of definite plans and systematic training came to be known that the position of Sales Manager became of real merit in shaping the policy of the Sales Department.

What the Department of Sales now definitely sets out to do is to maintain the entire selling force at its highest efficiency point all of the time.—B. C. Bean in Salesmanship.

The Life of a Traveling Man.

"In the last twenty-five years," says a wholesaler, "the character of traveling men has changed a good deal. It used to be supposed by the managers of the wholesale houses that it was necessary for a commercial traveler to be what was known as a good fellow. He was expected to treat his customers and demonstrate to them that he was one of the boys. Now you can see what that meant to the traveling man. If he was not a rounder when he started out he would get that way unless he had a cast iron lined stomach and a marvelous capacity for liquor. No ordinary man can make a practice of taking ten or fifteen drinks a day and keep it up very long. That has all changed. The men who are in business now as a rule don't drink, and don't expect to be treated by the traveling men. In fact, if a traveling man were to offer to set up the drinks he would be likely to injure his chances of making a sale with the average merchant. As a result of the change of sentiment the wholesale houses are cutting out the lushers. They would rather have a man on the road who does not drink anything at all in the way of intoxicating liquors. They have found out that the sober man is the better salesman as a rule."

He is not brave who does not fear to do the base thing.

Elevator Term: "Going Up?"

There is a finely appointed room with every convenience awaiting you when you hear the elevator boy say those words at the

Hotel Livingston Grand Rapids

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.

Millions Tired Who Can't Stop To Rest.

Why don't you stop work and rest when you find yourself worn to a frazzle?

Find a worn, tired man or woman in any walk of life complaining that the pace is too hard for him and you will get the same answer to the question:

"Stop work? Why, it is impossible!"

Persist in the question, however, and ask that worn, tired person why it is that he can't let up and you will get answers of a seemingly varied character according to the position and the work of the individual, but when you have studied these answers closely you discover that all of them are alike reverting to the first answer:

"Stop work? Why, it is impossible!"

A few months ago I went over to see a wealthy business man whose pay rolls number men and women by tens of thousands. The pressure of affairs that comes to him at the end of the year lay heavy upon him. His personal note for \$1,000,000 would have been accepted in any bank in New York or Chicago. His annual income each year would make a man wealthy in either of these cities. But as I looked upon him I saw only a worn, dragged, weary man, hollow eyed and gray of hair, suffering for lack of sleep and rest.

He Was Driven To the Limit.

Why didn't he stop and rest? He couldn't—he couldn't think of such a thing. He was in the position of a man who might have opened the throttle valve in a great machinery room and started machines of a million horsepower which he was unable to stop. Aside from his own great business houses, for whose welfare he was responsible, were a dozen or more great corporations in which he was an officer or a director or a heavy stockholder, and to these interests he was obliged to give personal attention.

"I have been driven to the limit for weeks," he said, "and, worse than this, I don't know when the pressure is going to let up."

A few evenings later I went over to the exit doors of one of the great houses owned by this man and stood on the curbstone while several thousands of his employees, men and women, poured out into the street. These employees had worked later than usual, owing to the holiday rush, but there under the brilliant lights over the doors I looked in vain among these employees to find one man or one woman who showed marks of the infinite weariness which I had seen in the face and figure of the man who commanded them.

I saw tired men and tired women among them, but they stepped through the doorway into the street with a quickening step as the winter air swept their faces. Hundreds of them were laughing, smiling, talking. The day that had wearied them with its duties was done. The next day would not be until to-morrow—

which meant at least fourteen hours' freedom from the cares of work.

Wife and Daughters in Europe.

At that moment I knew that the tired head of the house still sat in his private office working, planning, perhaps worrying, and more than this, his work, plans and worry would not be left behind him when at last he started home to his great palace on the boulevard, empty of all but the servants, while his wife and daughters sought health on the Mediterranean.

Five thousand employees who could not stop to rest because they had to work to live and one man who could not stop to rest because he had to live to work. This seems to be the answer.

With this study of this one problem of the working world in my mind I caught an emphasized interest in a news story cabled the other day from Europe. My tired millionaire was resting for the summer on the continent, where he had joined his family for three months. And the next day came the news that while on an automobile trip an accident to the machine had resulted in his going to a hospital for treatment.

What of that? one may ask. Accidents will happen, and at least he was spending a summer in Europe.

Yes, but he had to go to Europe to get the rest he needed—to Europe, or Asia, or South Africa—for to have remained in the United States would have been impossible if he were to rest. He had to get away, and in getting away he had to maintain the standards of his wealth and position, and in maintaining these he had been a victim of an automobile accident which laid him up in a foreign hospital. When he most needed rest he could not get it under any circumstances; when he could take the rest he was compelled to go 5,000 miles to get it, after which—the hospital.

Can Not Rest When Out of a Job.

On the other hand, I realize that hundreds of those thousands of employees who streamed out of his great business house in those winter evenings before Christmas are no longer in the service of his house.

I realize that if they are working and are tired they can not afford to stop; that, if they are out of work, they are feeling the necessity of trying to get work, which will leave them tired out and unable to rest. But of those that are working and who at night will find themselves tired out, I am as sure as ever that no one of them will be more tired after a day's work than is the employer when he shall settle down to his desk again. Working to live never is as hard as is the task of living to work.

I am in the confidence of one of these wealthy men of business who is hard against the proposition of living to work. He is under 50 years old and controls an enormous business, with a thousand of employees. He has a charming wife and a family of youngsters who have not a blemish upon their naturalness and

simplicity of living. The one trouble which worries the wife and mother is that the husband and father does not leave business life.

"But how can I?" he asks in a sort of desperation. "I have a partner who feels that I owe it to him to remain in the business. To leave it would mean that the house would go into the hands of a corporation. We have some old and faithful employees whom we feel we ought to stand by, and there are other thousands of younger employees as faithful to whom we owe something."

"Personally I would be glad to quit the business world to-morrow. But I can't do it! Don't you see how I have tied myself up? Don't you see how impossible it is for me to stop?"

And he is resting for the summer in Switzerland!

John A. Howland.

Gripsack Brigade.

Ishpeming Iron Ore: Postmaster Mangum, of Marquette, has been giving advice to some of the railroads of Lower Michigan. They need it. Grand Rapids has unquestionably been greatly handicapped by reason of the narrowness of its G. R. & I. A progressive railroad can be of the utmost importance to a town and a poor one can do a lot of damage. Undoubtedly there are a lot of people in Grand Rapids who voice the sentiments of Mr. Mangum.

Iron Age: American manufacturers who have been abroad recently state that, from their own observation and experience, there is much truth in the general proposition that the salesman trained in America lacks the patience and indomitable perseverance necessary to obtain an audience with the average British business man. And if successful to this point, he introduces too much of the atmosphere of the United States into the interview. In the evolution of salesmanship in Great Britain, which has already begun, and which must become more and more pronounced with the closer contact of the two great English-speaking nations, the outgrowth should be a pretty good sort of salesman—a man well bred, courteous, patient and combining with these excellent qualities the practical and thorough training of his American cousin, with his full knowledge of the goods he has to sell, down through the processes of manufacture, and of how to sell them to the best advantage. The American in the England of the present day can make considerable headway if, as has been frequently pointed out, he does not lay too great a stress on his own nationality, and especially if he will constantly endeavor to adapt himself, always remembering that no radical innovation of method will be tolerated.

St. Ignace — The Richard Jones Lumber Co. has erected a large refuse burner and the sawmill begins operations this week.

The capital stock of the Herrick Piano Co. has been increased from \$50,000 to \$65,000.

Suspenderless Trousers.

"Buttons on the inside?" repeated the tailor. "Why, you don't want buttons on the inside or the outside. You don't want any buttons around the waistband at all. Why? Because suspenders have gone out of fashion. They will soon be known as a relic of the past. It is the mode now to have the top of the trousers fit so snugly that you need neither suspenders nor a belt. It is a sensible innovation, too. Suspenders are frequently uncomfortable and have a tendency to drag the shoulders down to the detriment of a man's naturally upright carriage. A belt compresses the vitals to a harmful extent and is unsanitary. Just try on a pair of trousers made according to the new cut and see how comfortable you feel. Most of my customers down here are Wall street men, and they declare the new suspenderless trousers are the greatest ever."

"Another point. You don't need any buckle on the back of your waistcoat. The smart tailors now are making them so as to cut in over the hips. This season marks the passing of suspenders and buckles." —New York Press.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, June 10—Creamery, fresh, 21@24c; dairy, fresh, 16@20c; poor to common, 14@16c.

Eggs—Strictly fresh candled, 17c. Live Poultry — Fowls, 12@12½c; ducks, 10@11c; geese, 10c; old cox, 9c; broilers, 30c.

Dressed Poultry — Fowls, 13@13½c; old cox, 10c.

Beans—Marrow, hand-picked, \$2.40 @2.50; medium, hand-picked, \$2.50@2.60; peas, hand-picked, \$2.60@2.65; red kidney, hand-picked, \$1.75@1.80; white kidney, hand-picked, \$2.30@2.40.

Potatoes—New, \$2.75@3 per bbl. Rea & Witzig.

That Settles It.

Mrs. Styles—I think we ought to send Emily to college.

Mr. Styles—Nonsense.

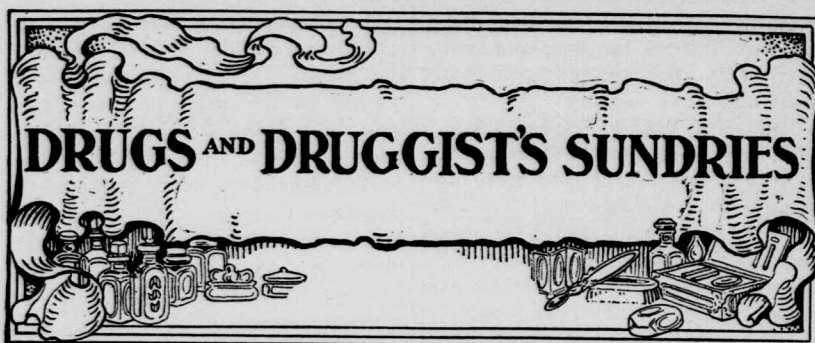
"No, it's not nonsense. I want her to be an accomplished woman."

"Don't be silly; that Mrs. Gabb next door is a college graduate."

Asher Friedman, who keeps a clothing store at Jamestown, N. Y., was arrested Monday on a charge of selling goods on Sunday. He was in his store Sunday visiting with a New York salesman, when there was a rattle at the front door. Two men were admitted and the sale of a shirt and necktie followed. On complaint of Nathan Stern, a rival clothier, Friedman was arrested. He pleaded guilty and paid a \$5 fine. There is little doubt that the men were sent to Friedman's store by Stern for the purpose of making trouble. A law that enables a jealous tradesman to make trouble and expense for a competitor should be wiped out.

The price of finding truth is being willing to pay anything for it.

It is only the empty bag that needs many props to maintain its dignity.



Michigan Board of Pharmacy.
 President—Henry H. Heim, Saginaw.
 Secretary—W. E. Collins, Owosso.
 Treasurer—W. A. Dohany, Detroit.
 Other members—John D. Muir, Grand Rapids, and Sid A. Erwin, Battle Creek.

Michigan State Pharmaceutical Association.

President—J. E. Bogart, Detroit.
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Why All Michigan Druggists Should Attend.

Detroit, June 9—The annual meeting of the Michigan Pharmaceutical Association draws near. There are questions of vital importance to every druggist in the State, whether a member of this Association or not, which must be discussed by the trade; and where can you find a better place for such discussion than at this meeting?

Legislation of interest to the trade generally can only be gained by a combined effort on the part of those interested. Where is a better place to show your interest than at such a meeting?

There was never a time in the history of the business when there was more urgent need for a manifestation of interest from druggists all over the State than at the present writing.

We have before us for our earnest consideration legislation of prime importance, such as the new State food and drugs act, a law to change our present one so it will conform to the National Pure food law. There is also legislation prohibiting vending medicines from wagons. Besides, there is the question of a revision of both the anti-narcotic and anti-liquor laws of our statutes.

It is not for us to express our opinions, pro and con, regarding these important questions in private. It is up to every individual druggist in this State to get up and act. It is up to the druggists as a body to get together and come to some understanding and make some united effort for the mutual benefit of all concerned, and it is only by organized effort that we can produce results.

I suggest the meeting of the State Association as the only proper place to voice your sentiments. It is the only organization covering the whole field, and the attendance, under the circumstances, ought to be large. It ought to be representative of every district in the State, and those attending should come fully prepared

to enter into an exhaustive discussion of these all important subjects.

Now, Mr. Druggist, as I said before, it is up to you to be up and doing. This is your invitation to come; when you get to Lansing you can do the rest. Entertainment can do the rest. The entertainment features of this meeting are of such a varied nature that we can assure you ample amusement between sessions. Lewis W. Knapp, M. D., Chairman Publicity Committee.

A Good Flour Paste.

H. C. Bradford expresses his strong conviction that a paste made from wheat flour is after all the best that can be manufactured—and not only the best but the cheapest and the most easily obtained. He suggests the following formula:

Wheat flour 2 lbs.
 Alum 2 ozs.
 Salicylic acid ½ oz.
 Water 1 gal.

Dissolve the alum and acid in the water and add the flour. Rub to a smooth mixture, being careful to break all lumps. Strain through cheese-cloth, and wash the residue, left on the strainer, with the strained liquid, until all the flour is through. Now apply heat, with constant stirring.

The degree to which it should be cooked will depend on the purpose to which it is to be put. If for bottles, cook just enough to thicken, but not to make it so heavy it can not be poured. But if it is to be stored, for use at the prescription counter, or for a large bulk package, continue the heat until it takes on a bluish tint and becomes extremely stiff and almost dry. Great care must be used here to prevent scorching or burning. Cooked in this way, when cold it can be cut up in chunks and carried about wrapped up in paper. When required for use it is thinned down with water until of the proper consistency. If the heat be still further continued cautiously, until all the water is driven off, it can be reduced to a powder, which will keep indefinitely and is ready for use at any time by adding water.

Mr. Bradford says there is considerable of this powder paste used by paperhangers and other large consumers. He states also that if the salicylic acid in the above paste be replaced by about an ounce of caustic soda, there will result a product which is unexcelled for applying labels to tin.

He who succeeds in dodging duty is surprised to find how success dodges him.

Poisoning by Turpentine Oil.

A fatal case of poisoning owing to the inhalation of turpentine oil vapors is reported by A. Drescher. A workman who varnished in a sugar works the interior of an iron vessel used for inverting sugar died in consequence of the inhalation of turpentine vapors. Any other cause of death, such as suffocation by carbonic acid, heat strike, genuine paralysis of the heart, poisoning by lead or arsenic, or intoxication by another poisonous or narcotic substance producing paralysis of the heart, is out of the question. As another workman had, previous to the one who died, been instructed to varnish the vessel, but had become so sick, owing to the vapors of the varnish, that he was compelled to give up the work, the air in the vessel (which had a cubical content of only 132 cubic feet) must have been so saturated with turpentine oil vapors that the second workman, who had already become sick, but had, in spite of this, resumed the work, died of the excessive inhalation of the vapor. This would be the first fatal case of turpentine oil poisoning known, assuming, of course, that the varnish contained pure turpentine oil. But the death of the man may possibly be attributed to some other constituent of the varnish.

The Vienna correspondent of the London Lancet writes that the general use of the telephone has resulted in unpleasant conflicts between patients and medical advisers. Many patients find the telephone very convenient as a means of obtaining medical advice without having to pay the usual fee. In order to put an end to all doubts as to the lawlessness of charging for telephone consultation a case was brought in court where a patient who on several occasions, even in the night time, asked for professional advice refused to pay the fee. The judge decided that advice must be paid for whether given in the consulting room, by letter or telephone, or at the bedside. The

special knowledge of a practitioner which was acquired after long years of study, the judge said, could never be the subject of sweating. It was the duty of a practitioner to decide whether the case was such that he might safely give instructions by telephone after he had seen the patient on a previous occasion.

Talking moonshine about being sunshiny does not make this world any brighter.

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.

Announcement

We are now settled in our New Location, 134-136 E. Fulton St., where we will be pleased to meet our old friends and customers.

Grand Rapids Stationery Co.

WHOLESALE DRUG PRICE CURRENT

Acidum		Scilla Co.		Rubia Tinctum		Vanilla	
Aceticum	60@ 3	Copaiba	1 75@ 1 85	Liquor Arsen et	12@ 14	Vanilla	9 00@
Benzolcum, Ger.	70@ 75	Cubebae	2 15@ 2 25	Hydrarg Iod	25	Zinci Sulph	70@ 8
Boracie	12@	Erigeron	2 395@ 2 50	Liq Potass Arsenit	10@ 12	Oils	
Carbolicum	26@ 29	Evechthitos	1 00@ 1 10	Magnesia, Sulph.	3@ 5	Whale, winter	bbl gal.
Citricum	50@ 55	Gaultheria	2 50@ 2 60	Magnesia, Sulph. bbl	1 1/2@ 1 1/2	Lard, extra	70@ 70
Hydrochlor	3@ 5	Geranium	2 50@ 2 60	Mannia, S. F.	45@ 50	Lard, No. 1	85@ 90
Nitrocum	3@ 10	Gossypii Sem gal	70@ 75	Menthol	2 65@ 2 85	Linseed pure raw	42@ 45
Oxalicum	14@ 15	Hedeoma	3 00@ 3 10	Morphia, SP&W	3 15@ 3 40	Linseed, boiled	43@ 46
Phosphorium, dil.	44@ 47	Junipera	40@ 42	Morphia, SNYQ	3 15@ 3 40	Neat's-foot, w str	65@ 70
Sulphuricum	1 1/2@ 5	Lavendula	90@ 95	Morphia, Mal.	3 15@ 3 40	Spts. Turpentine	Market
Tannicum	75@ 85	Limons	1 50@ 1 60	Moschus Canton.	40@ 40	Paints	
Tartaricum	38@ 40	Mentha Piper	1 80@ 2 00	Myristica, No. 1.	25@ 25	Red Venetian	1 1/2@ 2 3
Ammonia		Menta Verid	8 00@ 8 20	Nux Vomica po 15	10@ 10	Ochre, yel Mars	1 1/2@ 2 4
Aqua, 18 deg.	4@ 6	Morrhuae gal	1 60@ 1 85	Os Sepia	35@ 40	Ochre, yel Ber	1 1/2@ 2
Aqua, 20 deg.	6@ 8	Myrcia	3 00@ 3 25	Pepsin Saac. H &	1 00@ 1 00	Putty, commer'l	2 1/2@ 2 1/2
Carbonas	13@ 15	Olive	1 00@ 1 00	P D Co.	1 00@ 1 00	Putty, strictly pr	2 1/2@ 2 1/2
Chloridum	12@ 14	Picis Liquida	10@ 12	Picis Liq N N 1/2	1 00@ 1 00	Vermillion, Prime	13@ 15
Aniline		Picis Liquida gal.	10@ 12	Picis Liq qts	1 00@ 1 00	Vermillion, Eng.	75@ 80
Black	2 00@ 2 25	Ricina	98@ 1 04	Picis Liq pints	1 00@ 1 00	Green, Paris	29 1/2@ 33 1/2
Brown	80@ 1 00	Rosmarini	1 00@ 1 00	Pil Hydrarg po 80	1 00@ 1 00	Green, Peninsular	13@ 16
Red	45@ 50	Rosae oz.	6 50@ 7 00	Piper Nigra po 22	1 00@ 1 00	Lead, red	7 1/2@ 8
Yellow	2 50@ 3 00	Succin	40@ 45	Piper Alba po 35	1 00@ 1 00	Lead, white	7 1/2@ 8
Bacca		Sabina	90@ 1 00	Pix Burgum	1 00@ 1 00	Whiting, white S'n	9@ 90
Cubebae	24@ 28	Santal	4 50@ 5 00	Plumbi Acet	12@ 15	Whiting, Gilders'	9@ 95
Juniperus	8@ 10	Sassafras	90@ 95	Pulvis Ip'cet Opil 1	30@ 1 50	White, Paris Am'r	1 25@ 1 25
Xanthoxylum	30@ 35	Sinapis, ess. oz.	1 00@ 1 00	Pyrethrum, bxs H	1 00@ 1 00	Whit'g Paris Eng.	1 40@ 1 40
Balsamum		Tigil	1 10@ 1 20	Pyrethrum, pv.	20@ 25	Shaker Prep'd	1 25@ 1 35
Copaiba	70@ 80	Thyme	40@ 50	Quina, S P & W	18@ 20	Varnishes	
Peru	75@ 85	Thymoe, opt	1 00@ 1 00	Quina, S Ger.	18@ 20	No. 1 Turp Coach	1 10@ 1 20
Terabin, Canada	75@ 80	Theobromas	15@ 20	Quina, N. Y.	18@ 23	Extra Turp	1 60@ 1 70
Tolutan	40@ 45	Potassium					
Cortex		Bi-Carb	15@ 18	Tinctures			
Abies, Canadian	18	Bichromate	13@ 15	Anconitum Nap's R	60	Vanilla	
Cassiae	20	Bromide	18@ 20	Anconitum Nap's F	60	Oils	
Cinchona Flava	18	Carb	12@ 15	Aloes	60	Whale, winter	bbl gal.
Ruonymus atro.	60	Chlorate	12@ 14	Aloes & Myrrh	60	Lard, extra	70@ 70
Myrica Cerifera	20	Cyanide	30@ 32	Asafoetida	60	Lard, No. 1	85@ 90
Prunus Virgini.	15	Iodide	2 50@ 2 60	Atrope Belladonna	60	Linseed pure raw	42@ 45
Quillaia, gr'd.	15	Potassa, Bitart pr	30@ 32	Aurant Cortex	60	Linseed, boiled	43@ 46
Sassafras, po 25	24	Potass Nitras opt	7@ 10	Benzoin	60	Neat's-foot, w str	65@ 70
Ulmus	20	Potass Nitras	6@ 8	Benzoin Co.	60	Spts. Turpentine	Market
Extractum		Prusslate	23@ 26	Barosma	60	Paints	
Glycyrrhiza Gla.	24@ 30	Sulphate po	15@ 18	Cantharides	75	Red Venetian	1 1/2@ 2 3
Glycyrrhiza, po.	28@ 30	Radix		Capiscum	75	Ochre, yel Mars	1 1/2@ 2 4
Haematox	11@ 12	Aconitum	20@ 25	Cardamon	75	Ochre, yel Ber	1 1/2@ 2
Haematox, 1s.	13@ 14	Althae	30@ 35	Cardamon Co.	75	Putty, commer'l	2 1/2@ 2 1/2
Haematox, 1/2s	14@ 15	Anchusa	10@ 12	Castor	1 00@ 1 00	Putty, strictly pr	2 1/2@ 2 1/2
Haematox, 1/4s	16@ 17	Arum po	20@ 20	Catechu	1 00@ 1 00	Vermillion, Prime	13@ 15
Flora		Calamus	20@ 40	Cinchona	50	Vermillion, Eng.	75@ 80
Carbonate Precip.	15	Gentiana po 15	12@ 15	Cinchona Co.	60	Green, Paris	29 1/2@ 33 1/2
Citrate and Quina	2 00@ 2 00	Glycyrrhiza pv 15	16@ 18	Cinchona	60	Green, Peninsular	13@ 16
Citrate Soluble	55	Hydrastis, Canada	22@ 25	Cinchona	60	Lead, red	7 1/2@ 8
Ferrocyanidum S	40	Hydrastis, Can. po	22@ 25	Cinchona	60	Lead, white	7 1/2@ 8
Solut. Chloride	15	Hellebore, Alba.	12@ 15	Cinchona	60	Whiting, white S'n	9@ 90
Sulphate, com'l	70	Inula, po	18@ 22	Cinchona	60	Whiting, Gilders'	9@ 95
Sulphate, com'l, by	7	Ipecac, po	20@ 22	Cinchona	60	White, Paris Am'r	1 25@ 1 25
Sulphate, pure	7	Iris plox	35@ 40	Cinchona	60	Whit'g Paris Eng.	1 40@ 1 40
Folia		Jalapa, pr	25@ 30	Cinchona	60	Shaker Prep'd	1 25@ 1 35
Arnica	20@ 25	Maranta, 1/2s	30@ 35	Cinchona	60	Varnishes	
Anthemis	50@ 60	Podophyllum po.	15@ 18	Cinchona	60	No. 1 Turp Coach	1 10@ 1 20
Matricaria	30@ 35	Rhel	75@ 80	Cinchona	60	Extra Turp	1 60@ 1 70
Folia		Rhel, cut	1 00@ 1 00	Cinchona	60	NEW CATALOG	
Barosma	40@ 45	Rhel, pv.	1 00@ 1 00	Cinchona	60	Out June 1, 1908	
Cassia Acutifol.	15@ 20	Snigella	1 45@ 1 50	Cinchona	60	Have You One?	
Cassia, Tinnevely	25@ 30	Sanguinaria, po 18	50@ 55	Cinchona	60	Peck-Johnson Co.	
Cassia, Acutifol.	25@ 30	Serpentaria	85@ 90	Cinchona	60	Pharmaceutical Chemists	
Salvia officinalis.	18@ 20	Senega	85@ 90	Cinchona	60	Grand Rapids, Mich.	
Uva Ursi	8@ 10	Smilax, off's H.	20@ 25	Cinchona	60	Holiday Goods Season of 1908	
Gummi		Smilax, M.	20@ 25	Cinchona	60	Our samples of Holiday Goods, books	
Acacia, 1st pkd.	65	Scilla po 45	20@ 25	Cinchona	60	and toys for the season of 1908 will be on	
Acacia, 2nd pkd.	45	Symplocarpus	20@ 25	Cinchona	60	the road very soon. Our line is strictly	
Acacia, 3rd pkd.	35	Valeriana Eng.	15@ 20	Cinchona	60	new and up-to-date and embraces the	
Acacia, sifted sts.	18	Valeriana, Ger.	15@ 20	Cinchona	60	very best values of all the leading Amer-	
Acacia, po.	45@ 65	Zingiber a	12@ 16	Cinchona	60	ican and foreign manufacturers.	
Aloe Barb	22@ 25	Zingiber j	25@ 28	Cinchona	60	We have added many radical and	
Aloe, Cape	25	Semen		Cinchona	60	entirely new features that will greatly	
Aloe, Socotri	25	Anisum po 20	16	Cinchona	60	improve our already popular line.	
Ammoniac	55@ 60	Apium (gravel's)	13@ 15	Cinchona	60	We shall as usual have our samples	
Asafoetida	35@ 40	Bird, 1s	4@ 6	Cinchona	60	displayed at various points in the State	
Benzoinum	50@ 55	Carui po 15	15@ 18	Cinchona	60	for the convenience of our customers and	
Catechu, 1s	13	Cardamon	70@ 90	Cinchona	60	will notify you later of where and when	
Catechu, 1/2s	14	Coriandrum	12@ 14	Cinchona	60	our goods will be on exhibition.	
Catechu, 1/4s	16	Cannabis Sativa	7@ 8	Cinchona	60	Yours truly,	
Comphore	75@ 80	Cydonium	75@ 100	Cinchona	60	Hazeltine & Perkins Drug Co.	
Euphorbium	40	Chenopodium	25@ 30	Cinchona	60	Ask our representative about Touraine Candy.	
Galbanum	10	Dipterix Odorate	80@ 100	Cinchona	60	We still have a good stock of Hammocks and	
Gamboge	25@ 35	Poeniculum	7@ 8	Cinchona	60	will be pleased to receive your orders.	
Gaulacum	35	Poenugreek, po.	7@ 8	Cinchona	60		
Kino	45@ 50	Linl	4@ 6	Cinchona	60		
Mastic	75	Linl, gr'd. bbl. 2 1/2	3@ 6	Cinchona	60		
Myrrh	45	Lobelia	75@ 80	Cinchona	60		
Opium	90@ 100	Pharlaris Cana'n	9@ 10	Cinchona	60		
Shellac	45@ 55	Rapa	5@ 6	Cinchona	60		
Shellac, bleached	60@ 65	Sinapis Alba	8@ 10	Cinchona	60		
Tragacanth	70@ 1 00	Sinapis Nigra	9@ 10	Cinchona	60		
Herba		Spiritus		Cinchona	60		
Absinthium	45@ 60	Frumentum W D. 2	00@ 2 50	Cinchona	60		
Eupatorium oz pk	20	Frumentum	1 25@ 1 50	Cinchona	60		
Lobelia	25	Juniperis Co O T 1	65@ 2 00	Cinchona	60		
Majorium	25	Juniperis Co.	1 75@ 3 50	Cinchona	60		
Mentha Pip. oz pk	23	Saccharum N E 1	90@ 2 10	Cinchona	60		
Mentha Ver. oz pk	25	Spt Vini Galli	1 75@ 2 50	Cinchona	60		
Rue	39	Vini Oporto	1 25@ 2 00	Cinchona	60		
Tanacetum V.	22	Vini Alba	1 25@ 2 00	Cinchona	60		
Thymus V. oz pk	25	Sponges		Cinchona	60		
Magnesia		Florida sheeps' wool	3 00@ 3 50	Cinchona	60		
Calcined, Pat.	55@ 60	Nassau sheeps' wool	3 50@ 3 75	Cinchona	60		
Carbonate, Pat.	18@ 20	Velvet extra sheeps'	2 00@ 2 00	Cinchona	60		
Carbonate, K-M.	18@ 20	wool, carriage	2 00@ 2 00	Cinchona	60		
Carbonate	18@ 20	Extra yellow sheeps'	1 25@ 1 25	Cinchona	60		
Oleum		wool carriage	1 25@ 1 25	Cinchona	60		
Absinthium	4 90@ 5 00	Grass sheeps' wool,	21 25@ 21 25	Cinchona	60		
Amygdalae Dulc.	75@ 85	carriage	21 00@ 21 00	Cinchona	60		
Amygdalae, Ama	8 00@ 8 25	Hard, slate use	21 00@ 21 00	Cinchona	60		
Anisi	1 60@ 1 70	Yellow Reef, for	21 40@ 21 40	Cinchona	60		
Aurant Cortex	2 75@ 2 85	Syrups		Cinchona	60		
Bergamii	3 75@ 4 00	Acacia	50	Cinchona	60		
Caliputi	85@ 90	Aurant Cortex	50	Cinchona	60		
Caryophylli	1 10@ 1 20	Zingiber	50	Cinchona	60		
Cedar	50@ 50	Ipecac	50	Cinchona	60		
Chenopadi	3 75@ 4 00	Ferri Iod	50	Cinchona	60		
Cinnamoni	1 75@ 1 85	Rhel Arom	50	Cinchona	60		
Citronella	50@ 60	Smilax off's	50	Cinchona	60		
Conium Mac	80@ 90	Senega	50	Cinchona	60		
		Scilla	50	Cinchona	60		

NEW CATALOG

Out June 1, 1908

Have You One?

Peck-Johnson Co.

Pharmaceutical Chemists

Grand Rapids, Mich.

Holiday Goods Season of 1908

Our samples of Holiday Goods, books and toys for the season of 1908 will be on the road very soon. Our line is strictly new and up-to-date and embraces the very best values of all the leading American and foreign manufacturers.

We have added many radical and entirely new features that will greatly improve our already popular line.

We shall as usual have our samples displayed at various points in the State for the convenience of our customers and will notify you later of where and when our goods will be on exhibition.

Yours truly,

Hazeltine & Perkins Drug Co.

Ask our representative about Touraine Candy.

We still have a good stock of Hammocks and will be pleased to receive your orders.

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

Some Canned Meats

DECLINED

Canned Apples
Cheese
Winter Wheat Flour
Spring Wheat Flour

Index to Markets
By Columns

Col	A	B	C	D	F	G	H	I	J	L	M	N	O	P	R	S	T	V	W	Y
Ammonia	1																			
Axle Grease	1																			
Baked Beans	1																			
Bath Brick	1																			
Bluing	1																			
Brooms	1																			
Brushes	1																			
Butter Color	1																			
Candies	1																			
Canned Goods	1																			
Carbon Oils	1																			
Catsup	1																			
Cereals	1																			
Cheese	1																			
Chewing Gum	1																			
Chicory	1																			
Chocolate	1																			
Clothes Lines	1																			
Cocoa	1																			
Cocoa Shells	1																			
Coffee	1																			
Confections	1																			
Crackers	1																			
Cream Tartar	1																			
Dried Fruits	1																			
Farinaceous Goods	1																			
Fish and Oysters	1																			
Fishing Tackle	1																			
Flavoring Extracts	1																			
Fresh Meats	1																			
Gelatine	1																			
Grain Bags	1																			
Grains and Flour	1																			
Herbs	1																			
Hides and Pelts	1																			
Jelly	1																			
Licorice	1																			
Matches	1																			
Meat Extracts	1																			
Mince Meat	1																			
Molasses	1																			
Mustard	1																			
Nuts	1																			
Olives	1																			
Pipes	1																			
Pickles	1																			
Playing Cards	1																			
Potash	1																			
Provisions	1																			
Rice	1																			
Salad Dressing	1																			
Saleratus	1																			
Sal Soda	1																			
Salt	1																			
Salt Fish	1																			
Seeds	1																			
Shoe Blacking	1																			
Snuff	1																			
Soap	1																			
Soups	1																			
Spices	1																			
Starch	1																			
Syrups	1																			
Tea	1																			
Tobacco	1																			
Twine	1																			
Vinegar	1																			
Wicking	1																			
Woodenware	1																			
Wrapping Paper	1																			
Yeast Cake	1																			

1	2
ARCTIC AMMONIA	Plums
12 oz. ovals 2 doz. box...75	Plums
AXLE GREASE	Peas
Frazer's	Marrowfat
1 lb. wood boxes, 4 dz. 3 00	Early June
1 lb. tin boxes, 3 doz. 2 35	Early June Sifted
3 1/2 lb. tin boxes, 2 dz. 4 25	Peaches
10 lb. pails, per doz. 6 00	No. 10 size can pie
15 lb. pails, per doz. 7 20	Pineapple
25 lb. pails, per doz. 12 00	Grated
BAKED BEANS	Sliced
1 lb. can, per doz. 90	Pumpkin
2 lb. can, per doz. 1 40	Fair
3 lb. can, per doz. 1 80	Good
BATH BRICK	Fancy
American	Gallon
English	Raspberries
BLUING	Standard
Arctic	Russian Caviar
6 oz. ovals 3 doz. box \$ 40	1/4 lb. cans
16 oz. round 2 doz. box 75	1/2 lb. cans
Sawyer's Pepper Box	1 lb. cans
Per Gross.	Salmon
No. 3, 3 doz. wood bxs 4 00	Col'a River, talls
No. 5, 3 doz. wood bxs 7 00	Col'a River, flats
BROOMS	Red Alaska
No. 1 Carpet, 4 sew. 2 75	Pink Alaska
No. 2 Carpet, 4 sew. 2 40	Sardines
No. 3 Carpet, 3 sew. 2 25	Domestic, 1/4 s. 3 3/4 @ 4
No. 4 Carpet, 3 sew. 2 10	Domestic, 1/2 s. @ 5
Parlor Gem	Domestic, Must'd 6 1/4 @ 9
Common Whisk	California, 1/4 s. 11 @ 14
Fancy Whisk	California, 1/2 s. 17 @ 24
Warehouse	French, 1/4 s. 7 @ 14
BRUSHES	French, 1/2 s. 18 @ 28
Scrub	Standard
Solid Back 8 in. 75	Succotash
Solid Back, 11 in. 95	Fair
Pointed Ends	Good
Stove	Fancy
No. 3	Strawberries
No. 2	Standard
No. 1	Fancy
Shoe	Tomatoes
No. 8	Fair
No. 7	Good
No. 4	Fancy
No. 3	Gallons
BUTTER COLOR	CARBON OILS
W. R. & Co.'s, 25c size 2 00	Perfection
W. R. & Co.'s, 50c size 4 00	Water White
CANDLES	D. S. Gasoline
Paraffine, 6s. 10	Gas Machine
Paraffine, 12s. 10	Deodor'd Nap'a.
Wicking	Cylinder
CANNED GOODS	Engine
Apples	Black, winter
3 lb. Standards	CEREALS
Gallon	Breakfast Foods
Blackberries	Bordeau Flakes, 36 lb. 2 50
2 lb. Standards	Cream of Wheat 36 lb. 4 50
Standards gallons	Egg-O-See, 36 pkgs. 2 85
Beans	Excella Flakes, 36 lb. 4 50
Baked	Excella, large pkgs. 4 50
Red Kidney	Force, 36 2 lb. 4 50
String	Grape Nuts, 2 doz. 2 70
Wax	Malta Ceres, 24 lb. 2 40
Blueberries	Malta Vita, 36 lb. 2 85
Standard	Mapl-Flake, 36 lb. 4 05
Gallon	Pillsbury's Vitos, 3 doz 4 25
Brook Trout	Kalston, 36 2 lb. 4 50
2 lb. cans, spiced	Sunlight Flakes, 36 lb. 2 85
Clams	Sunlight Flakes, 20 lbs 4 00
Little Neck, 1 lb. 1 00 @ 1 25	Vigor, 36 pkgs. 2 75
Little Neck, 2 lb. @ 1 50	Voigt Cream Flakes 4 50
Clam Bouillon	Zest, 20 2 lb. 4 10
Burnham's 1/2 pt. 1 90	Zest, 36 small pkgs. 2 75
Burnham's pts. 3 60	Roll'd Oats
Burnham's qts. 7 20	Stuffed Avena, bbls. 6 50
Cherries	Steel Cut, 100 lb. sks. 3 35
Red Standards	Monarch, bbl. 6 25
White	Monarch, 90 lb. sacks 2 90
Corn	Quaker, 18-2 1 50
Fair	Quaker, 20-5 4 65
Good	Cracked Wheat
Fancy	24 2 lb. packages
French Peas	CATSUP
Sur Extra Fine	Columbia, 25 pts. 4 15
Extra Fine	Snider's pints
Fine	Snider's 1/2 pints
Moyen	CHEESE
Gooseberries	Acme
Standard	Elsie
Hominy	Gem
Lobster	Jersey
1 lb. 2 25	Riverside
1 lb. 4 25	Warner's
Picnic Tails	Springdale
Mackerel	Brick
Mustard	Leiden
1 lb. 1 80	Limbarger
2 lb. 2 80	Pineapple
3 lb. 5 50	Sap Sago
Tomato, 2 lb. 2 80	Swiss domestic
Mushrooms	wiss, imported
Hotels	CHEWING GUM
Buttons	American Flag Spruce
Oysters	Beeman's Pepsin
Cove, 1 lb. 90 @ 1 00	Adams Pepsin
Cove, 2 lb. @ 1 85	
Cove, 1 lb. Oval @ 1 20	

3	
Best Pepsin	45
Best Pepsin, 5 boxes.	20
Black Jack	55
Largest Gum Made	55
Sen Sen	55
Sen Sen Breath Perf	100
Long Tom	55
Yucatan	55
Hop to it	55
Spearmint	65
CHICORY	
Bulk	5
Red	7
Magie	7
Frank's	7
Schener's	6
CHOCOLATE	
Walter Baker & Co.'s	
German Sweet	26
Premium	31
Caracas	31
Walter M. Lowney Co	
Premium, 1/4s	36
Premium, 1/2s	36
COCOA	
Baker's	31
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Eppe	42
Huyler	40
Lowney, 1/4s	40
Lowney, 1/2s	39
Lowney, 1s	38
Van Houten, 1/4s	40
Van Houten, 1/2s	20
Van Houten, 1s	40
Webb	72
Wilbur, 1/4s	39
Wilbur, 1/2s	40
COCOANUT	
Dunham's 1/2s & 1/4s	26 1/2
Dunham's 1/4s	27
Dunham's 1/2s	28
Bulk	12
COFFEE	
Rio	
Common	10@13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	20
Santos	
Common	12@13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	19
Peaberry	
Maracalbo	
Fair	16
Choice	19
Mexican	
Choice	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
Fancy African	17
O. G.	25
P. G.	31
Mocha	
Arabian	21
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.	35
Hummel's tin, 1/2 gro. 1	43
CRACKERS	
National Biscuit Company	
Brand	
Butter	
Seymour, Round	6
N. B. C., Square	6
Soda	
N. B. C. Soda	6
Select Soda	8
Saratoga Flakes	13
Zephyrette	13
Oyster	
N. B. C., Round	6
Gem	6
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	10
Cocoanut Taffy Bar	12
Cocoanut Bar	10
Cocoanut Drops	12
Cocoanut Honey Cake	12
Cocoanut Hon. Fingers	12
Cocoanut Macaroons	18
Dandelion	10
Dixie Sugar Cookie	9
Frosted Cream	8
Frosted Honey Cake	12
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

6	7	8	9	10	11
Meal Bolted 3 65 Golden Granulated 3 75 St. Car Feed screened 31 06 No. 1 Corn and Oats 31 00 Corn, cracked 29 50 Corn Meal, coarse 29 50 Winter Wheat Bran 28 00 Cow Feed 28 50 Middlings 29 00 Buffalo Gluten Feed 30 00 Dairy Feeds Wykes & Co. O P Linseed Meal 31 00 Cottonseed Meal 29 00 Gluten Feed 29 00 Malt Sprouts 23 00 Brewers Grains 27 00 Molasses Feed 24 00 Hammond Dairy Feed 24 00 Oats Michigan carlots 57 Less than carlots 58 Corn Carlots 77 Less than carlots 79 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 55 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 20 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. 90 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 8 50 Half bbls., 600 count 4 75 Small Half bbls., 1,200 count 5 70 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20 Rover, enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin fin. 2 00 No. 808 Bicycle 2 00 No. 632 Tourist whist 2 25 POTASH 48 cans in case Babbitt's 4 00 Barreled Pork Mess 14 00 Clear Back 16 25 Short Cut 15 00 Short Cut Clear 15 50 Bean 13 50 Brisket, Clear 15 25 Pig 17 50 Clear Family 14 00 Dry Salt Meats S. P. Belles 10 1/2 Belles Extra Shorts 9 1/4 Smoked Meats Hams, 12 lb. average 11 1/2 Hams, 14 lb. average 11 1/2 Hams, 16 lb. average 11 1/2 Hams, 18 lb. average 11 1/2 Skinned Hams 12 1/2 Ham, dried beef sets 16 California Hams 8 Picnic Boiled Hams 12 1/2 Boiled Hams 18 Berlin Ham, pressed 9 Minced Ham 9 Bacon 11 1/2 @ 16 Lard Compound 8 1/4 Pure in tierces 9 1/4 80 lb. tubs advance 1/4 60 lb. tubs advance 1/4 50 lb. tins advance 1/4 20 lb. pails advance 1/4	SHOE BLACKING Handy Box, large 3 dz 2 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 Marcellis, 100 cakes 5 80 Marcellis, 100 cakes 5c 4 00 Marcellis, 100 ck toilet 4 00 Marcellis, 1/2 bx toilet 2 10 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Sealine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/4 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyna 22 Cloves, Zanzibar 16 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-10 25 Nutmegs, 115-20 25 Pepper, Singapore, blk. 15 Pepper, Singp. white. 20 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochon 15 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Corn Kingsford, 40 lbs. 7 1/4 Muzzy, 20 lbs. 5 1/4 Muzzy, 40 lbs. 4 1/4 Gloss Kingsford 7 1/4 Silver Gloss, 40 lbs. 7 1/4 Silver Gloss, 16 lbs. 6 1/4 Silver Gloss, 12 lbs. 8 1/4 Muzzy 48 lb packages 4 1/4 16 lb packages 4 1/4 12 lb packages 5 1/4 50 lb boxes 3 1/4 SYRUPS Corn Barrels 29 Half Barrels 31 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 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31	Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 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 Colong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 30 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb pails 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsick 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, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 Cream 36 Corn Cake, 2 1/2 oz. 28 Corn Cake, 1lb. 22 Flow Boy, 1 1/2 oz. 39 Flow 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 42 Royal Smoke 32 TWINE Cotton, 3 ply 20 Cotton, 4 ply 20 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N. 24 Wool, 1 lb. balls 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, 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, m'e'm 7 25 Willow, Clothes, small 6 25 Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal. each 2 40 Barrel, 10 gal. each 2 55 Barrel, 15 gal. each 2 75	Clothes Pins Round head, 5 gross bx 55 Round head, cartons. 70 Egg Crates and Fillers. Humpty Dumpty, 12 Coz. 20 No. 1 complete 40 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in 70 Cork lined, 9 in 80 Cork lined, 10 in 90 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 80 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 10 25 No. 2 Fibre 10 25 No. 3 Fibre 9 50 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 50 Double Duplex 3 00 Good Luck 2 75 Universal 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 2 25 19 in. Butter 3 75 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 1 1/4 Fibre Manila, white. 2 1/4 Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/4 Wax Butter, short cut 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 reast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 10 Trout 9 1/2 Halibut 10 Ciscos or Herring 7 Bluefish 16 Live Lobster 25 Boiled Lobster 25 Cod 10 1/2 Haddock 8 Pickerel 11 Pike 8 Perch, dressed 8 Smoked, White 12 1/2 Chinook Salmon 15 Mackerel 19 Finnan Haddie Roe Shad Shad Roe, each Speckled Bass 8 1/2 HIDES AND PELTS Hides Green No. 2 4 1/2 Green No. 1 5 1/2 Cured No. 1 7 Cured No. 2 6 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 @ 4 1/2 No. 2 @ 3 1/2 Wool Unwashed, med. @ 16 Unwashed, fine @ 12	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 7 Competition 7 1/2 Special 8 1/2 Conserve 8 Royal 8 1/2 Ribbons 10 Broken 8 1/2 Cut Loaf 9 1/2 Leader 9 Kindergarten 10 1/2 Bon Ton Cream 10 French Cream 10 Star 11 Hand Made Cream 17 Fremio Cream mixed 14 Paris Cream Bon Bons 11 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 13 Fudge Squares 13 Peanut Squares 10 Sugared Peanuts 12 Salted Peanuts 12 Starlight Kisses 11 San Blas Goodies 13 Lozenges, plain 11 Lozenges, printed 12 Champion Chocolate 13 Eclipse Chocolates 15 Eureka Chocolates 16 Quintette Chocolates 16 Champion Gum Drops 10 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 5lb. Boxes Old Fashioned Molasses Kisses, 10lb. box 1 30 Orange Jellies 50 Lemon Sours 50 Old Fashioned Horehound drops 60 Peppermint Drops 60 Champion Choc. Drops 76 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Dark No. 12 1 10 Bitter Sweet, as'd 1 25 Brilliant Gums, Cryst. 60 A. A. Licorice Drops 90 Lozenges, plain 60 Lozenges, printed 65 Imperial 60 Altooses 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Crms 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 70 Buster Brown Goodies 3 50 Up-to-date Assmt. 2 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 2 25 Checkers, 5c pkg case 3 50 Pop Corn Balls, 100s 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 Almonds, California sft. shell Brazil 12 @ 13 Filberts 13 Cal. No. 1 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 Cocoanuts Chestnuts, New York State, per bu. 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 8 @ 8 1/2 Choice, H. P. Jumbo @ 8 1/2 Roasted 9 @ 9 1/2	

Special Price Current

AXLE GREASE



Mica, tin boxes... 75 9 00
Paragon 55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



J. 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 lots 31
El Portana 33
Evening Press 32
Exemplar 32

Worden Grocer Co. brand
Ben Hur

Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritans 35
Panatellas, Finas 35
Panatellas, Bock 35
Jockey Club 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
35 1/4 lb. pkg. per case 2 60
18 3/4 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass 8 @ 11
Hindquarters 10 @ 13
Loins 11 @ 16
Rounds 8 1/2 @ 10
Chucks 8 @ 9 1/2
Plates 8 @ 6 1/2
Livers 8 @ 6

Pork

Loins @ 9
Dressed @ 7
Boston Butts @ 9
Shoulders @ 8 1/2
Leaf Lard @ 9 1/4
Trimnings @ 7

Mutton

Carcass @ 10
Lambs @ 13
Spring Lambs @ 18
Veal
Carcass 6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra. 1 00
72ft. 3 thread, extra. 1 40
90ft. 3 thread, extra. 1 70
60ft. 6 thread, extra. 1 29
72ft. 6 thread, extra. 1 50

Jute

60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
60ft. 1 35
70ft. 1 60

Cotton Windsor

50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided

40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids;
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in. 6
1 1/4 to 2 in. 7
1 1/2 to 3 in. 9
1 3/4 to 3 in. 11
2 in. 15
3 in. 20

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's, 1 doz. Large .. 1 80
Cox's, 1 doz. Small .. 1 00
Knox's Sparkling, doz. 1 25
Knox's Sparkling, gro. 14 00
Nelson's 1 00
Knox's Acidu'd. doz. 1 25
Plymouth Rock 1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Thirty-five sizes
and styles on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size 6 50
50 cakes, large size 3 25
100 cakes, small size 3 85
50 cakes, small size 1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

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—\$5,000, the best business in Grand Rapids for the amount of cash invested. Owner is obliged to go to Colorado on account of his daughter's health. This business showed \$3,100 net profit in 15 months. The only business of the kind in Western Michigan. No trade. Investigate this. Holt, 519 N. Ottawa St., Grand Rapids, Mich. 777

Alex, Oklahoma, will support good dentist, married man preferred. Other openings. Address Secretary Commercial Club. Our farmers make money and land is cheap. 784

Cold storage or produce man. I have a splendid location for produce building in best produce city in Michigan, 20,000 inhabitants. No cold storage in city. Site adjacent to four railroads and steamboat dock. I will build any kind of a building to suit a reliable renter. Long lease given. Bert Wilhelm, East Jordan, Mich. 785

A bakery and oven complete. In first-class condition with gasoline engine and boiler and other miscellaneous articles connected therewith. Also counter and showcases, scales, ice cream cans and tubs; one beautiful marble soda fountain good as new for one-half of cost price; one peanut roasting machine; one delivery horse; several bakery wagons and sleighs; one moving picture machine (used but a short time and good as new); opera chairs and other articles too numerous to mention. J. Roch Magnan, Trustee, W. Stubbs & Sons, Manistee, Mich. 782

For Sale—Hardware business in a live growing town, well-established and doing a good business. Small shop trade in connection. Clean stock and good fixtures. Will invoice \$6,000. Address W. C. Swinington, Nottingham, Ohio. 781

For Sale—Confectionery, ice cream parlor and grocery stock. Inventories \$500, sales average \$400 per month. Splendid opportunity. Address No. 780, care Michigan Tradesman. 780

For Sale—Old and well-established business, consisting of hardware, groceries and machinery, with good building, best location in town. Most thriving village in the state, located in fine farming country and good summer resort and postoffice, worth one thousand dollars per year. This is a rare opportunity. Wish to retire on account of age and ill health. Address W. J. Simmons, Forest Lake, Minn. 779

\$15,000 cash buys mail order business; incorporated \$50,000; paying good money; article people need; patented; great merit; nothing like it; no better investment. Best reason for selling. Investigate. G. Clinton, 167 Henry St., Detroit, Mich. 778

If you have \$100 and upwards to invest where you can get good returns, investigate our growing business, established 10 years. Located near Chicago on outer Belt Line and C. B. & Q. Ry. Larimer Mfg. Co., Eola, Ill. 787

Mr. Merchant—I am a business doctor. I turn your merchandise into money regardless of conditions. My sales are a tonic to your future business. Write me. R. F. Albright, Box 401, Marion, Ind. 786

For Sale—Hardware and furniture stock; will invoice about \$8,000; situated in a live Michigan town of 5,000 inhabitants and a good surrounding farming country. Wilder, South Haven, Mich. 774

For Sale—No. 24 Enterprise coffee grinder for hand or power, \$20. Hobart alternating current coffee mill with two hoppers 104 to 110 volts, one phase, used two months only, \$110. Peters & Edholm Co., Omaha, Neb. 773

For Sale—I have a potato cellar and a warehouse for handling grain at Gowen, Mich. Also a potato cellar at Coral and a potato cellar at Lakeview and a good business worked up which I would like to sell in a bunch. Anyone wishing to buy, will give them a good deal. W. J. Dodge, Gowen, Mich. 773

Michigan lath, white and plain maple, elm, birch and beech lumber and crating cull, also Arkansas yellow pine. J. S. Goldie, Cadillac, Mich. 772

Young man, who understands book-keeping, wants position as clerk in store; has temperate habits and desires to work where he will be given an opportunity to learn the business. Can furnish good references. Address No. 748, care Tradesman. 748

For Sale (Cash)—A well assorted stock of hardware and steam fittings. Will invoice about \$6,000. Also two story brick store, built for hardware, with dwelling rooms on second story. This is a strictly cash business and will bear investigation. Address A. W. L. Hardware, Mt. Jackson, Va. 755

For Sale—Stock and fixtures of a fine combination grocery and meat business. Best of location. Only \$1,800. E. T. Clauser, Watervliet, Mich. 753

Wanted—Stock of general merchandise, shoes or hardware, \$2,000 to \$3,500, in exchange for desirable real estate renting for \$360 per year. O. W. Rice, Traverse City, Mich. 742

Wanted—General merchandise, jewelry stock or groceries for farm. "Phillips," Manchester, Tenn. 733

For Rent—The Miner Hotel and livery barn. Wm. Miner, Jerome, Mich. 736

Tobacco habit cured or no cost. Address Ni-Ko Assn., Wichita, Kan. 729

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

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

For Sale—An Opportunity. I have built up a cash business of about \$30,000 a year with a stock of \$4,500; am making good money now, but I have a chance to make more with less work so offer to sell, at cost to me, my stock and will rent or sell the building; new brick, 20x80; rent \$22.50 per month. Write to-day. Address P. O. Box 473, Decatur, Ill. 770

Cash and real estate to exchange for stock of merchandise. Groceries preferred. Address C. T. Daugherty, R. D. 2, Charlotte, Mich. 769

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

For Sale—1,600 acres of land covered with green timber in Missaukee Co., Mich. Land is level and fertile. Address No. 768, care Michigan Tradesman. 768

\$10 cash and \$10 per month will buy a beautiful California vineyard, the income from which will be sufficient to make you independent for life. Hand-some pamphlet, valuable information, and contract free. Sacramento Valley Improvement Co., St. Louis, Mo. 745

A ten room brick residence including basement, with hot water, furnace heat, electric lights, modern improvements, large lawn, shade and fruit trees, a half block land. Cost \$14,665; ask now \$8,000. Will trade for pine lumber and shingle poplar or gum. In city of Olney, Ill., in Illinois oil fields. Robert Tate, Owner, Ridgway, Ill. 749

For Sale—Well-established hardware business with building in a thriving city of 5,000. Located in a fine farming community. A rare opportunity to get a clean stock of goods and a good location. Wish to retire on account of age. Address Lock Box 2, Berlin, Wis. 746

To Rent—Modern shoe store, 17½x60 feet, steel ceiling, oak shelving, basement. Liebermann & Baird, St. Clair, Mich. 763

For Sale—Drug store in best resort town in state. New oak fixtures, invoicing about \$2,000. W. B. Minthorn, Petoskey, Mich. 762

To settle an estate, drug stock for sale. Good location. Address H. J. Bonebright, St. Joseph Co., Constantine, Mich. 761

For Sale—A 3-chair barber shop; all modern. Money-maker. Investigate. Address C. H. King, Mount Carroll, Ill. 758

Bargains in Iowa farms, \$30 and up per acre. Buy now and get the rent. Write for list. P. E. Johnson & Co., Ottumwa, Iowa. 757

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

Wanted—Best prices paid for coffee sacks, flour sacks, sugar sacks, etc. Address William Ross & Co., 57 S. Water St., Chicago, Ill. 719

For Sale—Drug store in Southern Michigan, town 1,500. Invoices \$3,000. Address No. 703, care Tradesman. 703

Good feedmill cheap. Run 5 years. Reason, ill health. Feedmill, Wixom, Mich. 688

If you want to sell your shoe business for spot cash, address No. 676, care Tradesman. 676

For Sale—Drug stock in city of 5,000 Southwestern Michigan. Local option county. Will invoice about \$3,000, including Twentieth Century soda fountain. One-half down, balance easy terms. Rent of building, \$30 per month. Address Drug Store, Carrier 2, Grand Rapids, Mich. 723

G. B. JOHNS & CO. Merchandise, Real Estate, Jewelry AUCTIONEERS GRAND LEDGE, MICH.

Mr. Johns handles an auction sale the best of any man I ever saw. I cannot say enough in his favor. NELSON S. SMITH, Middleton, Mich.

Wanted—Stock general merchandise, shoes or clothing. Address R. E. Thompson, Galesburg, Ill. 707

For Sale—One 200 book McCaskey account register, cheap. Address No. 548, care Michigan Tradesman. 548

For Sale—One Dayton computing scale, almost new. Cheap. Judson Grocer Co., Grand Rapids, Mich. 617

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

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

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

HELP WANTED.

Wanted—Men for office and warehouse work. Young men with high school education and two years' or more experience in retail hardware. Address Wholesale, Lock Drawer 773, Duluth, Minn. 734

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

SITUATIONS WANTED.

Wanted—By married man, position as clerk in grocery store. Speaks both Swedish and German. Best of references. Address A. care Tradesman. 788

Wanted—Situation in a first-class retail hardware store as buyer, manager or salesman; 10 years' experience. Address H. W. Boehm, White Hall, Ill. 783

Want Ads. continued on next page.

What Is the Good

Of good printing? You can probably answer that in a minute when you compare good printing with poor. You know the satisfaction of sending out printed matter that is neat, ship-shape and up-to-date in appearance. You know how it impresses you when you receive it from some one else. It has the same effect on your customers. Let us show you what we can do by a judicious admixture of brains and type. Let us help you with your printing.

Tradesman Company

Grand Rapids

IS OUR GLOBE HOLLOW?

More than half a century ago a citizen of Ohio, named Symmes, conceived the notion that our globe is a hollow sphere with a large opening at the North Pole into which the sea ebbed and flowed, thus accounting for the rise and fall of the tides.

Much merriment was elicited at Symmes' expense by the publication of his notion of the hole at the North, but no significance was given to his fad. Now comes one William Reed, who has revived the North hole notion, and proposes to get up an expedition to go and find out what there is, and to this end he is inviting subscriptions to his company organized therefor. In a printed prospectus he says, after announcing that our planet is either hollow or not:

"There is but one answer, and that is that the earth is hollow and is warmer in the interior than on the exterior. As the wind passes out in the winter it warms the atmosphere. If the earth be solid neither science nor reason furnishes any rational theory why it should be warmer as one passes north. Every known theory is against such a conclusion. As soon as you adopt the belief that the earth is hollow, a perplexing question will be easily solved, the mind will be satisfied, and the triumph of sensible reasoning will come as a delight never to be forgotten."

Further on he says: "The Reed Hollow Earth Exploring Club is planning to fit out an exploring fleet consisting of three vessels, the flagship to be constructed on the lines of the Arctic ex Gause, but perhaps of less tonnage, but very superior in strength and internal equipment so far as safety and comfort are concerned. The two auxiliary vessels will be used as tenders and will accommodate the 'scouting parties' sent out from the larger ship. There will be one or perhaps two submarine boats carried by the flagship that will be used for transporting parties under the large ice floes to open water so that when the progress of the larger vessels is impeded by heavy ice the work will not be hindered. An observation airship will be provided so that observations may be made from a high elevation to determine the chance for advancing the vessels into clear water. The view from the masts of the vessels is, of course, very limited, and hence the airship will be a very valuable acquisition to the outfit. Each vessel will be fitted with the most modern wireless telegraph plant so that communication may not only be kept up among the vessels, but between them and the field parties."

All that is needed is the money with which to carry out his designs.

The ancients held that our earth was flat like a great island surrounded by seas. They believed that there was a great hole somewhere into which the superfluous water flowed, as they did not understand that the rains were supplied by evaporation from the seas, and simply circulated, the same water going up in the clouds

and then falling again to the earth. They supposed there was a constant supply somewhere up in the sky and it was only prevented from drowning our great island by the big hole which swallowed it up.

There are even to-day educated men who hold to the flatness of the earth we live on, and they easily explain the possibility of sailing around it by its being an island. But there is no hole anywhere, and the roundness of our globe is established by the fact that the surface of the sea is not level, but convex, like that of a ball.

Moreover, it could not be a part of the great solar and planetary system if it were not a sphere. But there will be found people who will invest money in Mr. Reed's scheme as there are those who spend money in trying to secure perpetual motion, but only to lose it.

DO NOT GO BACKWARD.

In cities, according to their size and briskness, it is always more or less of a hazardous undertaking to cross the street. There are trolley cars, automobiles, bicycles and horse drawn vehicles constantly going and coming and the pedestrian must dodge in and out among them with an eye in both directions, as well as straight ahead. Even in villages there are various vehicles whose course must be taken into account by those who wish to go from one side of the street to the other. That there are not more accidents is perhaps remarkable and there would be still less if the people who do the crossing would exercise a little more judgment. The principal danger to pedestrians comes when they hesitate. If they keep going in the direction in which they start they are usually safer than if they stop, and certainly a great deal safer in most cases than when they go backward.

Every year there are a few fatalities, and probably the number is increasing, in cases where people are crossing the street and are run into by vehicles whose rights in the street are undisputed. In Providence, R. I., the other day a bicyclist who, all the witnesses say, was going slowly ran into a man and killed him. They all agree that the bicyclist was not at fault. He was moving slowly, and the pedestrian seeing him jumped backward and unavoidably into his way, whereas if the pedestrian had gone right along or even stopped still in his tracks, he would not have been harmed. The bicyclist or the chauffeur seeing a person crossing the street ahead figures that when his vehicle reaches a point opposite the pedestrian, the latter will be at such a point, leaving room and safety for both. The bicyclist, the chauffeur or the driver can not read the pedestrian's mind and tell when he is going to jump backward into the path of the approaching vehicle. If people would observe the simple rule of walking in a straight line as they start, so that others coming can calculate accordingly, the accidents would be fewer. It is, of course, a matter of

presence of mind and that is something worth cultivating at all times by all people under all conditions.

In the San Francisco graft cases, after Ruef and Schmitz were convicted and put into jail it was determined to go after those higher up and bring some of the rich men connected with the big corporations to justice. The release of the prisoners by an appellate court on a technicality did not act as a stay on the line laid out by the public prosecutors, but it is making it very much more difficult to secure convictions. According to the San Francisco Call, a paper which has stood up for the people and against graft from the first, the prosecutors, their detectives, clerks and witnesses are being subjected to all sorts of surveillance and petty persecution. In one case it was not petty, because the attempt was made to blow up three of Mr. Gallagher's houses with dynamite. What San Francisco needs is a reawakening of public interest and public opinion. When the graft cases were first brought to general notice there was a very strong sentiment throughout the city in favor of bringing the guilty to justice. Then it was thought that the grafting would be confined to those who held public office. Those prosecutions were started a good while ago and it is hard to keep public sentiment up to the proper pitch over a long period. It is high time apparently that there was a reawakening and a general demand that none of the guilty, whoever they are, shall be permitted to escape.

For time out of mind the presiding elder has been an important factor in the management of Methodist affairs. The name is as common as any other connected with any church. It has been counted descriptive and heretofore accepted as a satisfactory designation, but now the presiding elder must go. There are no more such in the United States to-day. The general conference of the Methodist church at Baltimore abolished the presiding elder but left the office under the name of district superintendent. The work is the same, the salary the same, the honor the same, likewise the opportunity for usefulness. It is only a change in designation and it remains to be seen whether it will be approved, although as a matter of fact it is not likely to be influential one way or the other in the career of a great denomination which in its very name suggests its belief in correct methods.

When dining cars were first introduced on through trains in this country a good many people thought it was only a fad and that the railroad restaurants along the line had no occasion for alarm, but methods were continually improved until now the dining car is reckoned as much a part of the equipment of a first-class train as a sleeper and nearly every passenger who is there at meal time patronizes it. The buffet cars with a barber shop and a bath room came next and now men

emerge from a long journey smooth shaven and clean. The latest by way of entertaining and accommodating railroad passengers is the announcement of the Burlington that it proposes to equip one car with bowling alleys so that passengers may get good exercise on long journeys. It would be of course impracticable to install a billiard table, but it is believed that bowling balls are heavy enough to keep their course even when the train is jostled a little by going swiftly around a sharp curve. Bowling is good exercise all right enough and if the new scheme will work it will pick up a good many patrons, but the real point of value to the Burlington is that the proposition will give it a generous amount of free advertising.

Breweries in the Southern States, where their business has been interfered with by the prohibition wave, have put on the market a new beverage which they call "temperance beer." It is said that it looks like the real stuff, tastes good, and in places where nothing stronger can be obtained a great demand is expected. Chemical analysis shows that it contains less than half of 1 per cent. of alcohol and therefore it is not taxable as fermented liquor. Brewers have been advised that while there is no law to prevent them from manufacturing "temperance beer" in their breweries, they must be careful in doing so, especially in those located in states that have recently gone "dry." They are advised also that the watchful eye of the revenue officer will be upon them and that at the least indication of an infraction of the law they will be held to a strict account.

An inventor says he has a piece of apparatus which when in operation will dispel any fog on land or sea. He asks consent to set it up on Government land near San Francisco and make practical demonstration of what he can do. If there is any place in the world where such a device would be appreciated he has hit it the first time. The way the fogs roll in through the Golden Gate from the Pacific is anything but agreeable, and it is a menace to shipping. They come quickly and are often very dense. It is sometimes difficult to see across a wide street in San Francisco on account of the fog. The man who can chase one of these pillars of cloud six miles out to sea will prove himself a public benefactor and, moreover, can find ready sale for his machine all over the world.

Folks who make a lot of fuss over their faith would be more convincing if they simply would express it in terms of friendship.

The fact that you are gazing at heaven does not excuse you for standing on your brother's corns.

There are few temptations that continue to allure when you get heaven's clear sunlight on them.

BUSINESS CHANCES.

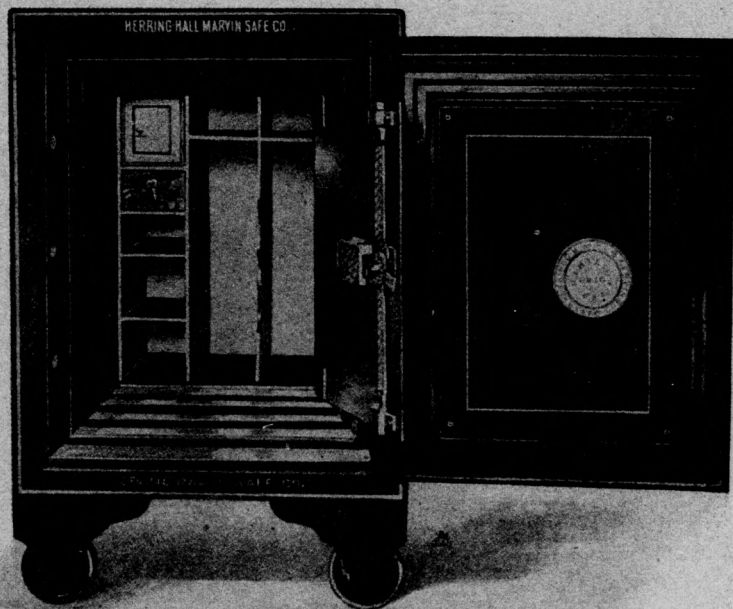
Bakery—Sell account sickness. M. C. Schoenhut, Manson, Iowa. 789

Protect Yourself

You are taking big chances of losing heavily if you try to do business without a safe or with one so poor that it really counts for little.

Protect yourself immediately and stop courting possible ruin through loss of valuable papers and books by fire or burglary.

Install a safe of reputable make—one you can always depend upon—one of superior quality. That one is most familiarly known as



Hall's Safe

Made by the
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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.

A large assortment of sizes and patterns carried in stock, placing us in position to fill the requirements of any business or individual promptly.

Intending purchasers are invited to inspect the line, or we will be pleased to send full particulars and prices upon receipt of information as to size and general description desired.

Grand Rapids Safe Co.

Fire and Burglar Proof Safes
Vault Doors, Etc.

Tradesman Bldg.

Grand Rapids, Mich.

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.

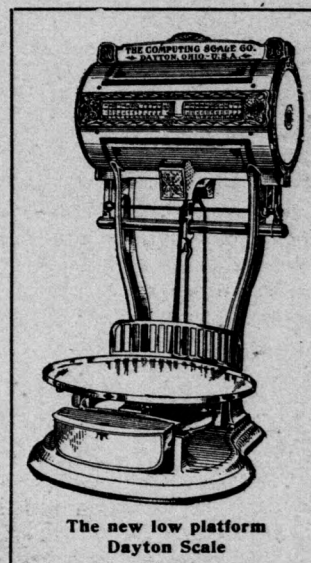
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This does not place me under obligation to purchase.
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The original and only "hard times" food is

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It is a "good times" food for the grocer because it yields a good profit all the year round—in good times and bad times. The cleanest, purest, most nutritious cereal food made in the world. Tell your customers about it.

The Shredded Wheat Company, Niagara Falls, N. Y.
Formerly The Natural Food Company

Quality and Price



The Angldile

Merchant's Side

Will largely influence your choice of a Scale. There is no better Scale than the Angldile and the price is of interest to every one who uses a Scale. For the first time you can buy an honest Scale at an honest price.

Any comparison you may make will convince you that the Angldile represents the greatest value ever offered in Computing Scales.

The way we weigh will please you.

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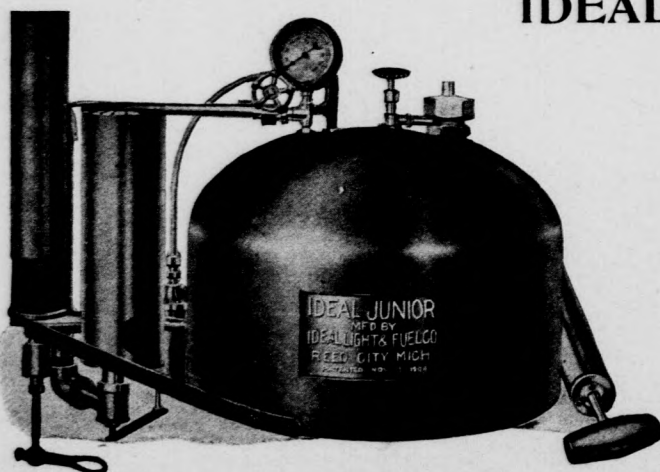
Angldile Computing Scale Company
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Then, too, 1,500 Michigan merchants testify that the IDEAL, JR., gives a better and brighter light and that always makes a store more attractive. This invariably means increased business to the dealer.

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Don't you think the IDEAL ought to be the plant for you? There isn't a day goes by but that some critical buyer decides on the IDEAL for his use.

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