

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

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers

Every Cake



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

The Fleischmann Co.,

of Michigan

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



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

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

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

Pure Cider Vinegar

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

We guarantee our vinegar to be
absolutely pure, made from apples
and free from all artificial color-
ing. Our vinegar meets the re-
quirements of the Pure Food Laws
of every State in the Union. * *

The Williams Bros. Co.

Manufacturers

Picklers and Preservers

Detroit, Mich.

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Fifth Year

GRAND RAPIDS, WEDNESDAY, JUNE 24, 1908

Number 1292

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

SPECIAL FEATURES.

2. The "Good Enough" Man.
4. Around the State.
5. Grocery and Produce Markets.
6. This Worm Turned.
8. Editorial.
10. Gone Beyond.
12. Thirteen Don'ts.
15. Representative Retailers.
16. The Corner Club.
17. He Was Honest.
18. Matrimonial Difficulties.
20. Woman's World.
22. Stoves and Hardware.
24. Good Manners.
28. The Business Side.
30. The Old Doctor.
32. Patient Plodders.
33. Selecting a Career.
34. Review of the Shoe Market.
36. Butter, Eggs and Provisions.
38. Dry Goods.
40. The Commercial Traveler.
42. Drugs.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

GOOD MAN GONE.

When a man who for forty years has stood as a landmark in the midst of the community in which he lived and has gone in and out before them without reproach and without stain, but has enjoyed always the friendship and confidence of the people, is gathered to his fathers, it is indeed a notable event.

It is notable, not because it brings mourning, for why should we mourn when such a man has gone to his reward, but because it is a most distinguishing demonstration that honor, honesty, probity, uprightness and righteousness of life can characterize not only those of our species, but also our friends, relatives and fellow-citizens. It adds a special dignity to our human condition that such a man has lived and done his lifework in a way to compel the commendation of all who knew him.

Such was James W. Milliken, who, after having been for the greatest part of his life a central and monumental figure in Traverse City, has passed over the threshold from the things of time and mortality to those of futurity and eternal life. Mr. Milliken went to Traverse City as a young man in the morning of life, and he quickly identified himself with its active commerce; commencing in an humble station, he reached in time the highest position in mercantile standing and success. He never sought any public office or honors, but devoted his life to business and social affairs, being known as one of the unfailing and generous givers to charity and benefaction, but avoiding notoriety and seeking only to do good for good's sake.

Among Mr. Milliken's prevailing characteristics were his honesty, his generosity and his gentleness. During his entire business life the charge was never laid at his door that he had made a penny otherwise than in the most honorable way. He never wronged man, woman or child, but he helped many. He was not osten-

tatious in his donations, but believing it more blessed to give than to receive, he put the principle into practice and it brought him pleasure. Mr. Milliken was always a gentleman in the broadest and best sense of that word. He had a care for others' feelings and never trespassed upon them. He was of genial disposition, gentle in his thought and expression and never said things which gave pain to listener. His was a lovable character and hence it was that his society was sought and he was popular as well with the young as with the old and it seemed as if all along his life he had been making friends. Of him it could be truthfully said that he seldom made an enemy and there are many bound by no ties of kinship who are mourners to-day because he is dead.

OPENED THEIR EYES.

Three traveling men representing New York establishments were in Grand Rapids during the three days of our recent Merchants' Week. And on the evening of the banquet at Ramona Park they were present as guests invited by the Board of Trade.

One of them remarked to his companions: "I wish one of our New York illustrated papers had an artist and a writer here to show this thing as it is."

And one of the companions responded: "This thing is a revelation to me. I can not believe that we are in a city of only a hundred thousand people. Why Chicago or even New York has no call to do anything any better than this is being done."

The gentlemen were fairly dazed, metropolitan although they are, by the magnitude of the enterprise and the systematic, adequate and delightful manner in which it was carried out.

The fact of the matter is that New York, aping the time-honored patronizing practice of dear old London, rarely refers to anything outside of its own bailiwick except as something done in the provinces.

There is no city in America more provincial than New York City. There may be seen the crudest efforts in every department of human endeavor, and there also will one see on every hand exhibitions of the most limited vision and comprehension as to current affairs.

"I have known Grand Rapids as the chief furniture city of the world for a long time," said one of the visitors, "and I have, of course, known of the excellence of your hotels; but this display of public spirit, loyalty to your town and harmonious business co-operation beats anything I ever witnessed."

A CLEAN VICTORY.

Only 40 years old and a bachelor and yet he has made a mark in the affairs of the world which sets him prominently before every civilized community for a time at least.

And his name is Frank Harris Hitchcock, the reticent Poo-Bah of the campaign which resulted in the nomination of William H. Taft for the Presidency of the United States.

Born in Ohio, a graduate of Harvard and especially active and effective in Boston politics during his college experience, it was but natural that he should be recognized as a skillful young practical politician, and in the light of such identification that he should locate in the National capitol.

He was appointed Chief of the Division of Foreign Markets in the Department of Agriculture. While there, being a Harvard man and acquainted with Theodore Roosevelt, then a Civil Service Commissioner, he laid a good foundation for opportunities to come.

And so, when the Department of Commerce and Labor was organized with George B. Cortelyou as its Secretary Mr. Hitchcock became the Chief Clerk of the Department. The relationship thus created was mutually congenial, so that when, in 1904, Mr. Cortelyou was Chairman of the Republican National Committee, Mr. Hitchcock became Assistant Secretary of that Committee.

All of this took place under the eye and approval of Mr. Roosevelt, so that when Mr. Cortelyou became Postmaster General under President Roosevelt, Mr. Hitchcock resigned from the Department of Commerce and Labor and became First Assistant Postmaster General—a position which he resigned to accept the management of the Taft campaign.

Intuitively a student and college bred, Mr. Hitchcock's abilities, great as they are, are not wonderful when one comprehends that all of his studies, most of his experiences and his dominant ambition have been in the line of decent politics. He has not chosen to assume domestic responsibilities, his bent having shown no leaning toward industrial, commercial or other vocations. He has simply thought, lived and worked along all lines of political effort and has won.

An indomitable worker who does not know how to stop short of absolute thoroughness in working out a political problem and all of its details, Mr. Hitchcock will not talk to reporters or anyone else upon any political topic or phase of such topic until he is able to speak by the card. He makes no bluffs and so is never called upon to apologize.

THE "GOOD ENOUGH" MAN.

A Nuisance Which Should Be Eliminated From Trade.

Written for the Tradesman.

"Look here, John," said the dry goods man, reproachfully, "you have not made much of a showing of linens in that display window."

John was the junior partner. If he had been an employe he would have been fired bodily, for the display window was a sight. It was just a muss of fine linen, and this in the face of the fact that about \$200 had been spent in advertising a linen sale.

"Oh," said John, wearily, "I thought that would be good enough."

The dry goods man took a half-nelson on his under lip to prevent making a break and departed for the office. Presently John strolled in.

"I suppose," he said, "that it is up to me to write an advertisement for the Record. How much space have we in the sheet?"

"Three columns for to-morrow morning," said the senior. "The copy ought to be in early this afternoon, so we can see a proof before closing time."

"Oh, I'll get it in in time enough," said John.

"Don't delay," urged the senior, "and get something new in the space if you can. If we don't unload that linen stock this week we may have to carry a lot of it over."

John took a ragged bit of wrapping paper and began scribbling. He crossed out words and scrawled whole sentences between the lines. Finding the sheet insufficient, he tore off another ragged piece and wrote on that. When he had finished he pinned the two scraps together.

"I guess that is good enough," he said.

"Read it," said the senior partner.

John drawled out a very commonplace advertisement.

"I don't like it," said the senior.

"Oh, it is good enough," said John. "We pay \$50 for that space."

"It's too much," said John.

"It is too much if we don't fill it properly."

"What's the matter with this?"

"You don't describe the linens. You don't get prices. You don't make it clear that we are making a sacrifice to close out this stock."

"It's good enough," said John.

"Are you sure the printer can read this copy?" asked the other. "It looks like a Chinese puzzle to me."

"Of course," was the reply. "That is good enough for any one."

"Leave it on my desk," said the senior, angrily. "I may want to add a few lines to it. I'll send it over."

The senior, however, took the copy and placed it in a drawer of his desk. When John went out he wrote a new advertisement and had the stenographer make a neat typewritten copy of it.

"I'm disappointed in John," he said to his wife that night. "He slouches over everything. He never does the best he can. If a thing will pass muster he says it is good enough and

leaves it. I'm getting tired of his methods."

John was wifey's pet brother.

"The boy will learn better in time," she said. "I expect him to grow into a first-class business man. Why, Sidney, how can he help it, under such instruction as you are able to give him. There is not a better business man on the street than my great bear of a hubby."

And Sidney accepted the flattery and resolved to be more patient with John.

The next morning John lugged an old stepladder out of the basement and instructed one of the clerks to get some goods off a high shelf.

"This contraption seems to be about all in," said the clerk giving the stepladder a shake. "It needs a tonic of some kind."

"Oh, it is good enough for the present," said John.

The clerk ascended to the top shelf, then the stepladder collapsed. The clerk tumbled with the wreck and set his back through a costly showcase. When he arose it was discovered that he was seriously injured.

"He'll have to go to a hospital," said the doctor who was called in. "He may be in bed for weeks. He got a bad wrench in the back when he fell."

"Another one of John's 'good enough' propositions," said Sidney. "The affair will cost us \$500, all right."

Sidney wanted to get John out of the firm, but wifey clung to him.

"He'll improve in time," she said. "By the time he gets over his 'good enough' ideas," said Sidney, "there won't be any business left in the old store. His 'good enough' foolishness will ruin us."

Wifey pouted, and John said something about mixing family affairs with business which it is just as well she did not hear.

One day Sidney was overjoyed to discover that John was fascinated with the mining business. He didn't urge the young man into selling out, but he found a man who would loan the money with which to buy his interest in the store. John was away up in the air with his mining scheme.

"You'd better send an expert out to investigate before you part with your money," advised Sidney, after the store was his own.

"Oh, I've got the word of some fellows who live out there," said John. "Of course I might spend a lot of money getting additional proof of the worth of the mine, but the proof I have is good enough."

"Young man," replied Sidney, "nothing is 'good enough' so long as something better is attainable. The best is what we are after. 'Good enough' does not go in the world of finance. You will find that nothing is 'good enough' when it can be made there before you let go of your money."

But John didn't. He admitted that the proof might be stronger, but he declared that it was 'good enough.'

John wrote glowing reports of his venture for some weeks. The mine was a paying investment from the

first. Then the letters became shorter and less frequent.

"I'm afraid something is wrong with John," said wifey one night. "He doesn't write long letters about his mine any more."

"Perhaps he thinks the ones he does write are 'good enough,'" said Sidney.

"I think it is brutal of you to keep referring to the poor boy's one fault," said wifey. "And I think you ought to go out there and see what is wrong. I'm sure he is in trouble of some kind."

"All right," replied Sidney, "we need a change, anyway, and we will take a run out to Nevada. John will be glad to see us."

"You're a dear," cried wifey, and she kept at him until they alighted from a train at the mouth of a Nevada mine, one chilly day in early fall.

"This is John's mine," said Sidney; "but I don't seem to hear any buzz of industry. However, I presume John thinks this is 'good enough' for him."

"I'll never speak to you again if you don't stop making fun of John," declared wifey. "What do you think is the matter of his mine? Perhaps he has all the gold out and is going back to live with us."

Sidney resolved that if this surmise was the true one he wouldn't be 'good enough' to go into business with the young man again.

As they stood in the muss about the silent shaft John came out of a shanty and approached them. He was thin and not well dressed. It was quite evident that things were not going right with him.

"Why don't you keep your men at work?" asked wifey, when the greetings were over. "Your mine ought to be turning out money every minute."

"Why," said John, "haven't you heard? I haven't any mine."

The couple stared at him in wonder.

"Have you sold it?" they both asked.

"I never owned it," was the sad reply. "The title I bought was no good. The man who sold it to me is in jail, but that doesn't help me out any. He has nothing I can get to make me even."

Sidney was aching to say it was "good enough" for him, but he managed to express regrets and invite the discouraged man back home.

"You see," said John, "I thought the papers were 'good enough,' although I knew that they were not perfect. I'm sorry I was such a fool, but I think I've been taught a lesson. 'Good enough' is never good enough, as you often told me."

"You stick to that, my boy," said Sidney, "and you'll soon be wearing diamonds again. You put your 'good enough' ideas to test where the result showed sharp and clear. Some business men peddle them along through life, always losing by them and never knowing the cause of their repeated failures. Let me repeat: 'Good enough' is never good enough. The 'good enough' business man ought to be driven out of trade. Now,

if you've learned your lesson you may come back in the store as a clerk."

"That's good enough for me," said John.

"Cut that out!" roared Sidney. "Haven't you just admitted that 'good enough' is never good enough? Keep pushing. You mustn't say 'good enough' until you are president of a bank or president of the United States. 'Good enough' stunts."

And John looked as if he understood.

Alfred B. Tozer.

Owns Nine Drug Stores.

"Why, there is a new Dow drug store!" is a remark frequently heard in Cincinnati, and if, by chance any one forgets the exact address of the new store it can always be located by the flowers and plants in the windows. On entering the store one finds the interior as unusual as the exterior. A Dow store is always "done over" in accordance with the artistic ideas of the lessee before it is opened. Then, too, the women patrons can always find a woman to wait on them, if they desire it, and in many cases there is a separate room for them. The owner of these stores is a woman, Miss M. Cora Dow, and she has been in the drug business since she was 15.

"My father was a wholesale druggist," Miss Dow recently remarked, "and before I was 12 years old his health began to fail, so that he fell into the habit of talking over business with me, teaching me to make out bills for him, to keep the books, to go to the bank and to attend to many other details. When I was 15 my father suffered a stroke of paralysis and the ill health of my mother forced upon me the knowledge that from that time on I must provide not only for myself, but also for two invalids. I determined to go into business, and, backed by what little capital was left, I rented a store and put in a druggist to run the prescription department. While looking after my store and my two invalids I entered the School of Pharmacy. In a little over a year I graduated as a chemist and apothecary, the only woman in a class of ninety."

From this time on Miss Dow has gone on adding to her business until now she has nine stores throughout the city, all located in strategic points as regards business. In the second store she opened she did practically all the work herself. Early in the morning she washed the windows and mopped the floor, then she straightened out her books, filled prescriptions and sold goods. She does not believe in overwork, but there seemed to be no help for it. After this came serious business difficulties, even to lawsuits and boycotts. But these days are now happily over, and Miss Dow finds it no more trouble to manage her nine drug stores than to operate one.

Skyscrapers.

Modern skyscrapers are compressed cities shot up perpendicular to the earth and honeycombed by hurrying humanity which humming little elevator-railroads dump in and out of them.

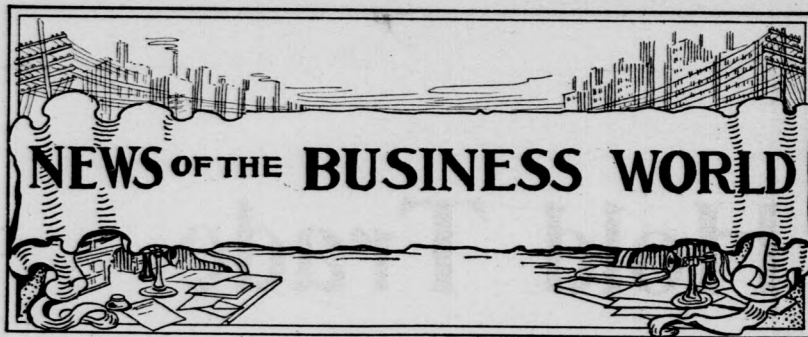
To Get and Hold Trade

Sell your customers absolutely reliable goods. Don't run the risk of losing their good will by offering an article of doubtful quality, or one which may injure health.

When you sell Royal Baking Powder you are sure of always pleasing your customers. Every housewife knows that Royal is absolutely pure and dependable. It is the only baking powder made from Royal Grape cream of tartar. You are warranted in guaranteeing it in every respect the most reliable, effective and wholesome of all the baking powders. On the other hand you take chances when you sell cheap baking powders made from alum or phosphate of lime. They are unhealthful and fail to give satisfaction.

Royal never fails to give satisfaction and pays the grocer a greater profit, pound for pound, than any other baking powder he sells.

To insure a steady sale and a satisfied trade, be sure to carry a full stock of ROYAL BAKING POWDER.



Movements of Merchants.

Reese—Ino. Schad has engaged in the hardware business.

Manistee—A grocery store has been opened by Holmes & Co.

New Era—A hardware store is being opened by M. Looyengood.

Memphis—George Cottingham succeeds Henry Maurer in the meat business.

Galesburg—Blake, Burroughs & Blake are closing out their hardware stock.

Memphis—Otto Kress is succeeded in the undertaking business by N. Jarvis.

Hudson—The hardware stock of H. L. Atherton has been destroyed by fire.

Vassar—L. C. Merritt & Son have sold their general stock to M. H. Stephen.

Petoskey—W. H. Seibert has sold his jewelry stock to H. M. Collins, of Manistee.

Cushing—Wm. Lewis has sold his general stock to Herman Oppenheim, of Eau Claire.

Middleville—A bakery will be opened by N. J. Williams, formerly of Grand Rapids.

Montgomery—B. Webber, of Chicago, will open a dry goods and clothing store here.

Sherman—Elmer Kleeman is succeeded in the meat business by H. D. Burt and his son George.

Alma—W. F. Chedister, formerly employed by Carlton & Smith, of St. Louis, will open a grocery store here.

Union City—A. E. Stitt is succeeded in the furniture and undertaking business by Wm. S. Lyon.

Coopersville—F. D. Smith has sold his drug stock to Chas. E. Nelson, of Grand Rapids, who will continue the business.

Hersey—Wood & Cornell, furniture dealers and undertakers at Reed City, have opened a branch establishment here.

Dorr—An undertaking establishment will be opened by S. B. Lovall and Bert Pullen, of which Mr. Pullen will have charge.

Bay City—J. S. Wyncoop has engaged in the cigar business and will conduct a confectionery store in connection therewith.

Cadillac—Alexander Larson is succeeded in the meat business by A. M. Cole, of Sand Lake, who will continue the business.

Francisco—A new stock of merchandise has been installed by the Francisco Mercantile Co., business having been begun June 16.

Standish—A. A. Chick and W. R. Hopkins, of Clio, will engage in the

shoe business here under the style of the Economy Cash Shoe Store.

Battle Creek—C. A. Best, general merchant at Holly, and F. S. Beebe, will engage in the shoe business here. Mrs. Best will remain and continue the business there.

Howry—A store building is being erected by a Mr. Smith, who purchased forty acres and cleared a place for the site. Mr. Smith will conduct a general store.

Wayland—The undertaking firm of Lovall & Chapple has been dissolved, Geo. B. Schuh purchasing a controlling interest. The firm will now be known as Lovall & Schuh.

Mason—Harry E. Neely, who has been associated with C. M. Dewey, in the clothing business at Schoolcraft, will remove to this place and engage in the same line of trade.

Birmingham—Mas. P. Wooster formally opened his new drug and grocery store on June 20. B. De Lisle will manage the drug department, while Mr. Wooster will have charge of the grocery stock.

Hillsdale—The firm of Parrish & Campbell, which has conducted a drug business here for the past three years, has been dissolved, Stephen E. Parrish purchasing the interest of his partner, R. B. Campbell.

Akron—Chas. J. Becker is succeeded in the drug business by Mr. Roberts, who has been in charge of that department for some time. Mr. Becker is also engaged in the furniture and undertaking business.

Bailey—Lozenzo A. Dennison, of Grand Rapids, and Chas. W. Gould, of this place, have purchased the grocery stock of A. W. Fenton and will continue the grocery and patent medicine business, adding a line of shelf hardware.

Bay City—The building material and fuel business formerly conducted by Sheldon, Kamm & Co., Ltd., has been merged into a stock company under the style of Sheldon, Kamm & Co., with an authorized capital stock of \$25,000, of which \$20,000 has been subscribed, \$2,026 being paid in in cash and \$17,974 in property.

Menominee—The Ann Arbor Railroad will make extensive improvements on its local docks during the season. The Ann Arbor has become a factor in lumber shipments from this port to Eastern points by its car ferry route and the improvements in its local yards are a necessity in order to accommodate the large amount of freight handled here.

Beaverton—So pressed were Ross Bros. for money before they failed last fall that it came out in the Circuit Court last week that they bought

\$1,000 worth of lumber at \$18.50 a thousand on credit and immediately resold it for \$15.50 cash, thus sacrificing \$3 a thousand to obtain money to satisfy creditors who were pressing them. William Ross disappeared immediately after the failure and has not shown up since.

Detroit—Some of the creditors of C. W. Restrict are becoming impatient for news relative to the ratification of Mr. Restrict's offer to settle his obligations at 60 cents on the dollar. Thomas Forman, the well known local lumber dealer, who is one of the trustees, says, however, that the work of arranging for a settlement on the basis offered has been going on with the greatest possible dispatch. There are many creditors, and it has been necessary to get in touch with these to ascertain their attitude toward the settlement offer. Practically all have agreed to it, and within ten days, Mr. Forman announces, arrangements will be made for carrying out the terms of settlement.

Manufacturing Matters.

Jackson—The Hall-Rittenhouse Co. has changed its name to the Hall Gas Engine Co.

Cheboygan—Arthur Betts will erect a small sawmill on Blois Blanc Island, to be utilized in sawing lumber for and manufacturing fish boxes.

Port Austin—The Wallace Co., which deals in grain and general merchandise and manufactures grind stones, has increased its capital stock from \$100,000 to \$200,000.

Detroit—The Hilton Ginger Beer Co. has been incorporated to conduct a manufacturing business, with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed, \$500 being paid in in cash and \$1,000 in property.

Detroit—A corporation has been formed under the style of the Portable Vacuum Cleaner Co. to manufacture pneumatic or vacuum cleaning machines, motors, electrical machinery and carpet sweepers. This company has an authorized capital stock of \$10,000, of which amount \$7,530 has been subscribed and \$1,510 paid in in cash.

Detroit—A corporation has been formed under the style of the Detroit Faced Brick & Block Co., which will make concrete structural material and machinery and appliances for preparing same. The company has an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$500 paid in in cash and \$4,500 in property.

Cadillac—After being shut down for three weeks the Cadillac Manufacturing Co.'s plant resumed operations last week. Fifty men were giving employment and nearly all of the old crew have taken their former positions. The company has some nice contracts to supply barrels to several large packing houses, nail concerns and for apple barrels.

Pontiac—The corporation known as the Standard Vehicle Co. is to be dissolved, such being the decree of Judge Smith. Chas. V. Taylor, man-

ager of the business, will continue in that position until the affairs of the company can be settled and has given notice that all persons holding contracts with the company present their claims within sixty days or they would be barred.

Kalamazoo—On the petition of the Kalamazoo Savings Bank the First National Bank of Kalamazoo and the Michigan National Bank of Kalamazoo, whose claims aggregate \$22,500, the Dunkley Co. has been declared bankrupt. The petitioners claim that the total indebtedness amounts to \$250,000. Stephen B. Monroe and Charles A. Peck, of this city, and George Merriman, of Hartford, have been appointed temporary receivers with authority to issue receivers' certificates to the amount of \$20,000.

Bay City—The sawmill plants are doing fairly well. E. C. Hargrave has just finished sawing out for the Sterling Lumber & Cedar Co. the last cork pine stock in the Cass River region. These logs were cut during the winter, the timber having been bought over a year ago. This stock was cut near Cass City and railed to this city. A considerable quantity of the cedar was cut a year ago. There were 2,460 pieces of the cork pine and there was manufactured there from 312,500 feet of lumber, estimated to be worth \$50 a thousand. The logs were not large but the quality of the stock was fine. Mr. Hargrave says his mill is cutting now on picked up timber. He expects some logs from up the lake later. Two or three rafts are expected here this season.

Trade Changes in the Hoosier State.

Indianapolis—The H. P. Lenhart Furniture Co. has been incorporated with a capital stock of \$10,000.

Vincennes—A grocery store has just been started by J. Bey.

Fort Wayne—The Imperial Hoop Co. has been incorporated, with an authorized capital stock of \$15,000.

Peru—Chas. Pyles succeeds J. F. Kinze in the hardware business.

Alexandria—Max Gordon has sold his clothing stock to Ben Salinger.

Anderson—A corporation has been formed under the style of the Anderson Go-cart Co., which has an authorized capital stock of \$10,000.

Crawfordsville—Otis Miller has sold his grocery stock to R. E. Innis & Co.

Indianapolis—A corporation has been formed under the style of the Vonnegut Hardware Co.

Markle—The Markle Stone & Lime Co. has been incorporated, with an authorized capital stock of \$25,000.

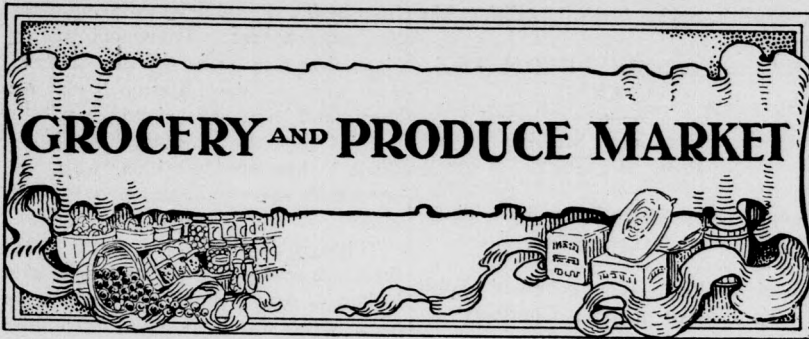
New Albany—The grocery stock of John O'Donnell has been destroyed by fire.

Pennville—A furniture and undertaking establishment is to be opened by Orval Burgess.

Petroleum—A general stock is to be installed by Alberson & Barnes.

Terre Haute—The Progressive Cigar Co. has been incorporated, with an authorized capital stock of \$10,000.

No man can be an infidel who has some faith in other men.



The Produce Market.

Apples—Harvest fruit from Tennessee fetches 75c per box.

Asparagus—75c per doz bunches for home grown.

Bananas—\$1.50@2.25 per bunch.

Beets—\$1 per box for Southern.

Butter—The market is in a very healthy condition at present prices. There is a very active demand for consumption as well as speculation. The quality of the butter arriving now is the best of the year and the production is about normal. No change in price seems likely in the near future. Creamery is held at 24c for tubs and 25c for prints; dairy grades command 18@19c for No. 1 and 15@16c for packing stock.

Cabbage—Mississippi commands \$1.25 per crate. Tennessee, \$1 per crate. Louisville \$1.50 per crate.

Cantaloupes—\$4 per crate of 45 for California and \$2.25 per crate of 45 for Georgia.

Carrots—\$1 per box.

Celery—25c per bunch for home grown.

Cherries—Sour command \$1.50 per crate of 16 qts.

Cocoanuts—\$4.50 per bag of 90.

Cucumbers—50c per doz. for hot house and \$1 per crate of about 5 doz. for Southern.

Eggs—The market is unchanged on the basis reported last week. A considerable percentage of the present receipts are showing heat defects and have to be sold at concession. Present conditions will probably continue during the hot weather and the percentage of fancy eggs will grow less as the season advances. No change in the price seems likely within the next few days. Local dealers pay 14@14½c on track for case count, holding these at 15@16c and candled at 17c.

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—Californias are steady at \$4 and Messinas are strong at \$3.75@4.25.

Lettuce—Leaf, 60c per bu.; head, \$1 per bu.

Onions—White Silver Skins (Texas Bermudas) command \$1.65 per crate. Yellows fetch \$1.50.

Oranges—Californias bring \$4.50@5; Mediterranean Sweets, \$3.75@4; Navels, \$4@4.25.

Parsley—30c per doz. bunches.

Peas—\$1.50 per bu. for home 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; 30s, \$3; 36s, \$2.75; 42s, \$2.25; 48s, \$2.

Plants—65c per box for cabbage and tomato.

Potatoes—Old are strong at 90c per bu., but most buyers prefer new on the basis of \$4.50 per bbl.

Poultry—Local dealers pay 9@10c for fowls and 20@22c for broilers; 10c for ducks and 15c for turkeys.

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

Spinach—60c per bu.

Strawberries—\$1@1.50 per 16 qt. crate. The crop is proving larger than was expected and the quality has been greatly improved by the hot weather.

Tomatoes—75c 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—30c apiece for Georgia.

Wax Beans—\$1.75 per bu. box for Southern.

Summer Closing Among Saginaw Merchants.

Saginaw, June 23—At the last regular meeting of the Retail Grocers' Association important action was taken regarding the closing of stores on holidays falling on Saturday. It will be remembered that on Decoration day, which fell on Saturday, there was considerable confusion among merchants as to whether to observe a half holiday or close for the entire day. Independence Day also comes on Saturday and the Association decided to close all its stores for the entire day.

Following the custom established a few years ago the grocers will close each Wednesday at noon during the months of July, August and September. In the past they have closed during July and August only. This practice will begin Wednesday, July 8.

The subject of an annual outing was considered and favorably acted upon and a committee appointed to confer with the Butchers' Association and arrange to have both organizations select the same day for an outing.

Edgar A. Smith, formerly proprietor of the Madison Square livery, has succeeded Robert Jenkins in the grocery business at 391 North Ottawa street.

The annual meeting of the Michigan Retail Shoe Dealers' Association will be held in Detroit, September 16, 17 and 18.

The Grocery Market.

Sugar—Raws have fluctuated slightly, but without any material change from last week. Refined sugar is also unchanged and gives no prospect of any immediate change. If there is a change it will probably be an advance. The demand for refined sugar is good, although possibly a little under what it would have been if there had not been a large surplus of unsold sugar about the market.

Tea—New Japans, which have sold very poorly compared with the previous year, have nevertheless advanced 2c per pound on the other side.

Coffee—It is reported that a large proportion of the syndicate coffee sold in Europe was brought in by representatives of the syndicate itself. Whether this was true or not, the fact remains that options declined almost immediately after the sale. There seems to be a growing impression that the valorization plan is doomed to failure. One reason for its weakness is the fact that the consuming trade persistently declines to be used to help carry the syndicate's enormous load of actual coffee. Mild coffees are firm and in comparatively small supply. Java and Mocha are steady and unchanged.

Canned Goods—Tomatoes are showing some improvement as the weather conditions have not been favorable for a good pack and the market is on a firmer basis than a week ago. There is no particular change in corn, but the market continues to show a strong tone. The coming crop bids fair to be much shorter than last year and further advances in prices are very likely. Reports from Wisconsin, Illinois and Iowa indicate a small pea crop this year owing to unfavorable weather conditions and the market is on a very firm basis. Opening prices on peaches, apricots, cherries, pears and plums were named last week, and with the exception of plums the new prices are about 25 per cent. lower than last year, which is accounted for by larger crops and consequently larger packs. Prices on spot goods are on the basis of last year's pack and will probably remain so until the new pack arrives. Gallon apples have advanced from 15@20c per dozen on account of lighter supplies. The demand continues only fair. Opening prices on Columbia River chinook salmon named last week are about the same as last year. The consumptive demand is steadily increasing, causing a firmer tone to the spot market, and prices are likely to go higher before long. Domestic and imported sardines are firm and are in fairly good demand. Lobster is firm. Cove oysters continue steady.

Dried Fruits—Apricots are not particularly strong and the demand is light. Currants are in fair demand at steady prices. Raisins are still very weak and seem not to be wanted. Citron, dates and figs are unchanged and dull. The prune market is unchanged both on the Coast and in the East, and both as to spot and future goods. The demand is fair. Peaches are very weak, the old goods

being obtainable at comparatively low prices. On futures nearly all packers are about 1c below the opening price and values bid fair to go even lower.

Rice—The market continues to strengthen, and, notwithstanding the fact that importations are being made from Java, there are no prospects for any change to a lower basis. Spot supplies are nearly exhausted and demand continues to be good.

Cheese—The bulk of the receipts show grass flavor and meet with a steady sale for consumptive purposes. The make is not as large as a year ago, the dry weather in the producing sections of New York and Wisconsin being responsible for a very short supply of milk. If there is any change it will probably be an advance.

Syrups and Molasses—Compound syrup is unchanged in price and in light demand. Sugar syrup is unchanged in price and in fair demand for export purposes. Molasses is steady and unchanged.

Fish—Cod, hake and haddock are all very dull. Domestic sardines are in fair demand at prices which while nominally unchanged are still shaded here and there about the market. French sardines are in moderate demand at a slight decline from the highest prices. Norwegian sardines are dull and unchanged. Salmon is in fair demand, a moderate business having been done in future Columbia River brands. The mackerel market is weak. Large supplies of mackerel in several grades have reduced the price of new shores \$1 a barrel and spring caught Irish about \$1.50 a barrel. Norway 3s, the weakest grade of Norway's, also show concessions.

Provisions—Smoked meats have advanced ½c, due to improved demand. If the present demand continues we are likely to go into even higher prices soon. Both pure and compound lard are firm at ¼@½c advance over last week. The advance is seasonable and is due to a better demand. Barreled pork, dried beef and canned meats are unchanged, the demand for all being good. A slight advance in these products may be expected in the near future.

An Oriental Answer.

It was in a Maine Sunday school that a teacher recently asked a Chinese pupil she was teaching to read if he understood the meaning of the words "an old cow."

"Been cow a long time," was the prompt answer.

Pastor Bros. will open a meat market on Plainfield avenue near Coade avenue about August 1. The store will be managed by John D. Clousing.

R. G. Cook has sold his grocery stock at 613 North Coit avenue to Peter Schuit, who will continue the business at the same location.

Enough is as good as a feast; more leads leads but to famine.

The world needs kindness more than creeds.

THIS WORM TURNED.

An Advertising Solicitor Who Filled His Hand.

Written for the Tradesman.

One of the hardest things to sell is advertising space. This is because there are so many rank frauds in the advertising field, and because there are business men who are not able to detect the fraud in a scheme, even although it sticks out like a bump on a bald head. These men confound meritorious publications with worthless programmes and such like.

Morton Perkins was this sort of man. He spent a good deal of money in securing publicity for his superior brand of coal, but much of it was wasted. In time he discovered that he was throwing a bunch of money to the birds every year, and then he became a grouch. Instead of blaming himself, he blamed the men who came to his office in quest of advertising contracts.

He was not prudent with his tongue when solicitors called, and in a short time became known as a terror to do business with. He was often sarcastic and unreasonable, and was usually surrounded by a bunch of clerks and office men who looked solicitors out of countenance—if they could—and showed by their manner that they considered the boss imposed upon.

To Perkins, one day, came Fuller, advertising solicitor for the Daily Record, the one newspaper issued from the town which boasted the Perkins mine as the one labor-employing industry worth while. Perkins was in an ugly mood. He was also surrounded by a trained coterie of alleged high brows who were ready to throw stones at all salesmen. Fuller entered the old man's office in fear and trembling. The Daily Record needed the money, and if Fuller couldn't get it, why, the owner would find some one who could.

"What's the use of my advertising in the local newspapers?" demanded Perkins, with a scowl, which was promptly imitated by the highbrows. "The people about here have to buy my coal anyway, and outsiders never read your little sheet."

"I guess there are a lot of people in town who don't read it, too," said one of the satallites. "I don't take it, and I never see or hear of it."

Fuller looked at the speaker as if he was looking at a puppy that had taken hold of his trousers leg, and turned to Perkins:

"This is a coal town," he said. "No one would suspect it by looking at the Record."

Perkins frowned.

"Not to-day," he said.

Fuller tried to argue. No use. The big man sneered, and the high brows said things which they thought clever, but which were only insulting.

"You call in again yesterday, or the day before," said the cashier, as the old man turned away. "We are

not giving Christmas presents to-day."

"You're a fine mass of cheap ones," said Fuller, in a rage. "You have men out soliciting business, and you expect merchants to give them a hearing, or at least to use common decency in turning them down. You look to me as if you would better go back to the tall timber."

"Get out!" roared the boss.

Fuller was angry and did not stir. "I haven't had my usual exercise this morning," he said, "and if you'll send a couple of these three-dollar-men out with me I'll trim them up for the day. I operate a school of manners now and then."

Of course Fuller was foolish to say anything of the kind, but it must be admitted that he had great provocation. Besides, he was something of an athlete, and such people are usually ready for a scrap, just as a man who can play poker well is always looking for a game.

Luckily, the insulting office men had cooler heads than the solicitor, and a fight was avoided. However, old Perkins called the owner of the Daily Record by 'phone and asked to have Fuller fired. The unfortunate solicitor heard the order given as he was leaving the coal man's office. He hastened to the Record office to tell his side of the story, expecting to lose his place at once, notwithstanding the fact that he had made the fight in the interest of the paper.

At the Record office, however, he was met by smiling faces. It seemed that everybody about the plant, from the owner down to the cub reporter, was waiting to shake hands with him. For a time he leaned against the counter and waited until someone told him it was time to wake up.

"Here's a lot of telegrams for you," said the owner of the paper, "but before you read them just glance at this one sent to me."

Not to be too long in telling the story, that was the day Fuller received his inheritance from his uncle. The inheritance was a large one, some say it took more than six figures to express the amount, but there are always a lot of people who exaggerate such things. At any rate there was enough of it to buy the Daily Record outright and fit it up with new machinery and a managing editor who knew the game.

Now, you give an advertising solicitor half a million dollars, or something like that, and he will keep people guessing. Fuller did. People wondered why he settled down in that little coal town, instead of sailing away to the blue Mediterranean in a yacht with brass buttons on the crew.

They also wondered why he employed surveyors to go prowling about the one fine park of the city, which was adjacent to one of Perkins' coal shafts, and was only half improved for that very reason. But they found out, one day, when the

Record brought forth headlines like this:

RANK LARCENY FROM THE CITY.

Perkins Company Stealing Coal From Big Park.

People Have Been Robbed of Thousands of Dollars.

Fairview Park Honeycombed With Tunnels of Robber Company. Arrests To Follow.

Perkins called at the office of the Daily Record that afternoon. He was anxious to unload his mind at once, but Fuller was busy dictating a letter to a blonde stenographer and the coal magnate had to wait.

"What does this mean?" he demanded, when Fuller looked him calmly in the face.

"It means," was the reply, "that you are a thief. You have known for years that you were undermining the park with your drifts. The warrants will be out in an hour or two. There are half a dozen of them, I understand. Besides, the city attorney is about to attach your property in the interest of the city. We want pay for that coal."

"You'll have to settle for this libel!" faltered Perkins.

"All right," replied Fuller. "I'll settle when you're in jail."

"And all this comes from the fact," said Perkins, "that I refused to be blackmailed into advertising in your dirty sheet?"

"Not exactly," replied Fuller.

"But if you had been given a contract that day this would never have been printed," insisted Perkins.

"In which case," said the editor, "it is just as well for the city that the contract was refused. You would have kept on stealing coal until the park tumbled in and killed half the members of a picnic party."

Perkins grunted and tried to explain.

"It wasn't because I didn't get the contract," said Fuller, in a moment. "It was because I wanted to teach you a lesson in decency. The business world is crowded with salesmen. Some sell white goods, some sell groceries, some sell clothing, some sell advertising space. Now, these men are all trying to earn an honest living. They are entitled to fair and respectful treatment. They ought not to be insulted when they present themselves and ask for business."

"As a rule good business men are courteous to salesmen, but there are a few cheap skates who are not. Whenever you find a man who is willing to insult salesmen who call upon him, who is willing to see salesmen insulted by his cheap help, look out for him. He is not a good business man, and the chances are that there is a yellow streak in him somewhere."

"I made up my mind that day that you were a yellow cur, and fortune placed in my hands the means to turn you wrong side out to the public. I am doing this in the interest of traveling salesmen. There are a thousand men who will throw their

hats in the air at news of your arrest and punishment. They will all declare that they knew all the time that you were a false alarm. Now run along and give bail—if you can."

"If I owe the city anything I will settle," thundered Perkins, who did not relish the conversation of the editor.

"That is what all thieves say after they are caught red-handed," said Fuller. "Any pickpocket will give back your watch if you catch him with it in his hand and have a gun at his head. You'll go to jail, my friend. I'll see to that."

Perhaps it was mean of Fuller. Perhaps the punishment was out of all proportion to the offense, but Fuller insists that it was all done in the interest of salesmen. And Perkins did go to prison.

Alfred B. Tozer.

Golden Thoughts.

A great idealist can never be egotistic.

God has made every man fit for his work.

To create anything in reality is to put life into it.

It is far more difficult to be simple than to be complicated.

In order to find what is fairest you must delight in what is fair.

The nations which possessed a refined art were always subdued by those who possessed none.

There is no wealth but life. Life, including all its powers of love, of joy and of admiration.

No nation has a right to indulge in luxuries until all its poor are comfortably housed and fed.

Education, briefly, is the leading human souls to what is best and making what is best out of them.

That country is richest which nourishes the greatest number of noble and happy human beings.

The definite result of all our modern haste to be rich is assuredly and constantly the murder of a certain number of persons by our hands every year.

The greatness or smallness of a man is, in the most conclusive sense, determined for him at his birth, as strictly as it is determined for a fruit whether it is to be a currant or an apricot.

No branch of art economy is more important than that of making the intellect at your disposal pure as well as powerful, so that it may always gather for you the sweetest and fairest things. John Ruskin.

There are a number of classes of Persian cats, the division between them being purely arbitrary and based on the color of the fur. The most beautiful of all the Persians is the pure white. They are, however, very hard to keep clean, and a dirty white cat is certainly anything but an ornament about one's rooms. It is unfortunate that many white cats are deaf, so when one is making a purchase of a cat of that color it is a wise precaution to test the hearing. Another failing which white cats have, in common with all light colored cats, is that their constitutions are not so vigorous as those of the dark haired cats.

Movements of Michigan Gideons.

Detroit, June 23—H. A. Dowling, of this city, attended the International Sunday School convention at Louisville, Ky., last week and goes on to Searcy, Ark., to teach summer school and on a lecturing trip through Kansas.

The Fruit of the Spirit.

The Fruit of the Spirit is love. It is joy and peace from above. Long suffering, gentle and kind, It is Christ and Christ in the mind.

Love is the first fruit of the vine. Then joy full of peace doth entwine. There goodness and faith doth abound, Where Christ in His fullness is found.

The Fruit of the Spirit is love. God given eternal above. It is goodness, faith. Can you find And fruit so good for the mind?

The Fruit of the Spirit is love. It was brought to us with the dove. It is meekness, temperance, kind; This fruit is the fruit of the mind.

The Fruit of the Spirit is love. It is joy and peace from above. And they that are Christ's are the kind That have this fruit in their mind.

The Fruit of the Spirit possess The ripened full measure; no less. Then you will be ready to feed The hungry and thirsty indeed.

The Fruit of the Spirit give out To those who are weak and in doubt; And those who are living in sin This Fruit will help you to win.

At the Griswold House meeting J. M. Allardyce, of San Antonio, Tex., was present and gave his experience in Sunday school work, which he said he found most successful when classes were organized having president, secretary and treasurer and a purpose to an end to work to. He felt that we as Gideons should have work to do that would require effort and, when done, we could point to as work done by the organization. Mrs. Gage gave the opening address, pointing out the neglect of proper training of our children, and this thought was the topic of the evening. Brother E. M. Wilson, representing the Murphy Iron Works, Detroit, was present with fifteen other brothers and their wives. The evening was depressing and the noise of the cars made it very hard at times to hear the interesting and instructive words spoken, but all felt they had received inspiration preparing them for future work for those who need a friend to point to the better way. Aaron B. Gates.

Detroit, June 23—Excellent success has been attending National Field Secretary Bowers in Baltimore, Md. His intended stay of one week was prolonged to ten days because the wholesale merchants became so interested in Gideon work. Ten new members were secured here and more are to come in. All of this fol-

lowing the new camp formed at Reading, Pa., with eight members. His itinerary for the remainder of the year is as follows: Hagerstown, Md., June 18 to 22; Cumberland, Md., June 23 to 29; Parkersburg, W. Va., June 30 to July 5; Wheeling, W. Va., July 5 to 13; Cincinnati, July 14 to 22. Thence to Louisville, to which point all loyal Gideons are supposed to migrate for the National convention, to be held July 24, 25 and 26.

F. A. Garlick, National Secretary of the Gideons, has returned to his duties after a two weeks' absence from the office in search of rest, and reports himself ready to take up the labors again for his large flock of members.

Geo. I. Webb, the fellow who sells umbrellas, will have his line at the annual show of his line held at Cincinnati this year during the first week in August.

Asa N. Strickler, Pittsburg, dropped in on the Detroit Gideons last Sunday, attending class meeting and church services at the Central M. E., where he had the pleasure of listening to the baccalaureate sermon to the Detroit College of Law students delivered by Dr. F. D. Leete, and one that was replete with good sound advice, coupled with the thought that men who are great are those who live for others' sake and not their own alone. Mr. Strickler reports excellent work having been accomplished in the Keystone State, three new camps having been formed at Greensburg, Wilkesburg and Reading, while at Philadelphia and Pittsburg both camps felt the rejuvenating influence caused by the presence of the National Field Secretary. Charles M. Smith.

Old Roman Art Revived by Germans.

The Grecian urn, which Keats immortalized, was scarcely older than the model for the latest of German vases. Recently in the excavation of Roman ruins a beautiful vase, called in Latin "terra sigillata," was unearthed. This has come to the attention of a historical and archaeological society in Metz, Lorraine, which became so interested in the vase that it approached a manufacturing firm with a view to ascertaining whether it would be possible to manufacture an imitation of this unique vase, because the Society wished to present a copy to each of its members.

The manufacturer who was interviewed became much interested in this piece of art, being himself an antiquary, and offered his services in trying to imitate this skillfully and dexterously worked out creation of art. The first process was the study of the composition and method used by the Romans in embellishing the original, which was a more difficult matter than imitating the exact form. To produce the artistic effect a burning process was necessary, which in the first experiments with the material used made the vases so brittle they were impracticable. This revival of an old Roman art by a German historical society is the first of its kind.

Saluting the Bride.

At a village station a husky young man and a robust young woman boarded the train, and they had only taken their seats when his arm went around her waist and her head fell on his shoulder. The other passengers became interested at once, and a general grin passed around the coach. Some peppermint drops, carried in the young man's vest pocket and doled out one by one had been eaten before he caught on to the smiles. Then he stood up and said:

"Ladies and gentlemen, this is my wife. We was married an hour ago. She is a June bride. We married for love. I hain't no picture and she hain't purty, but that's our business. Your congratulations are now in order."

The smiles faded away and no one moved—no one but the husky husband. He slowly removed his coat, rolled back his sleeves and continued:

"There's twelve men in this here car and I want every durned one of 'em to come forward and salute the bride. It's her due, and it's got to be done or you will have to settle with me. Nancy, get ready to be saluted."

Nancy rose up with a blush, and those twelve men, one after another, left their seats and came forward and gave her a brotherly kiss and wished her all happiness. When the circus was over the husband rolled down his sleeves, resumed his coat and sat down with the remark:

"The bride, having been duly saluted according to custom, will now undergo further hugging, and if any galoot sees anything in it to smile at he will be informed that my name is Moses Green, and that in a rough-and-tumble I weigh a ton."

The Honesty of Prison Goods.

A while ago in New York City a settlement worker was asked by a boy, "Say, ain't there anything an honest boy can do? You send all the bad boys to reform school, where they can learn a trade. But an honest fellow stands no show to learn anything." This settlement worker, as have many others, wondered why provision for industrial training for bad boys is made, while there is none for honest boys.

The following story illustrates the point in a manner interesting to the shoe trade, although it does not point out the need of a system of industrial education:

In a little town a few years ago there was a shiftless colored boy, named Ransom Blake, who, after being caught in a number of petty delinquencies, was at last sentenced to a short term in the penitentiary, where he was sent to learn a trade. On the day of his return home he met a friendly white acquaintance, who asked:

"Well, what did they put you at in the prison, Ranse?"

"Dey started in to make a honest boy out'n me, sah."

"That's good, Ranse, and I hope they succeeded."

"Dey did, sah."

"And how did they teach you to be honest?"

"Dey done put me in de shoe shop, sah, nailin' pasteboard on ter shoes for soles, sah."

Coca Leaves Chewed for Invigorant.

Coca is the South American invigorant. The shrub from which the coca leaves are obtained grows under favorable conditions to a height of about four meters. It is cultivated in Peru and Bolivia.

At the time the crop is gathered the seeds are sown in beds, when they germinate and grow, and in two months the growing plants reach a height of about a foot. The leaves, grown in the proper sunlight and shade, are yellowish, small and thick. This is the kind of leaf that is preferred for chewing by persons using the leaf as a stimulant, fortifier and preventive of sleep and fatigue in the performance of arduous work, inasmuch as they prevent rheumatism, from which miners suffer when working in mines that contain much water. Indians who masticate the leaves of this plant can work twenty-four hours without eating or sleeping. Coca leaves are used by the natives when engaged in long and fatiguing journeys and by soldiers when subject to hardships and privations. They may be used with all kinds of food and are said to cure dyspepsia, either taken as an infusion in the shape of tea, or by masticating the leaves. The life of the plant, when perfect, is eighty years.

Handicapped.

"Father," said little Rollo, "Methuselah was the oldest man, wasn't he?"

"Yes, my son. And the strangest part of it is that he reached such a hale old age before any of these wonderfully advertised patent foods were invented."

A Pleasing Prospect.

Freddie—And now that we are engaged, dear, I must tell you that I have never kissed a girl before in my life.

Kitty—Good gracious, Freddie, what an awful lot of practice you'll want!

A few friends at heart are worth a whole directory in the head.

Care

killed a cat. Lack of human intelligence caused its demise.

Men and women can avoid a like fate if they

"Use the Bell"

IT
PAYS

CALL
MAIN
330





DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
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Sample copies, 5 cents each.
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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

O. L. Schutz, Advertising Manager.

Wednesday, June 24, 1908

A BIG GAME HUNT.

President Roosevelt is, upon his retirement from the position he has filled so admirably, to return to literature as his avocation.

The daily papers say that he is to receive \$100,000 for a Hunt Story which he is to write after indulging in an extended big game tramp in Africa.

In other words, the publisher who is to pay a sum so phenomenal for a story is thus to meet the total expense of a year or so of splendid experience on the part of Mr. Roosevelt and his son Kermit.

Nineteen hundred and twenty-three dollars a week for fifty-two weeks will meet the personal expenses of the Messrs. Roosevelt very handily and leave a liberal margin for guides, guards, glass beads, trinkets and ammunition, so that the writing of the story will be easy.

But it is possible that Mr. Roosevelt is after other big game than elephants, hippopotami, lions and tigers. Certain Americans of large resources are charged with having important concessions in Africa obtained from a European monarch in a way not just conventional. And it has been said that a fair, thorough and honest investigation by competent parties that are unbiased and fearless would reveal conditions that, if published, would startle the civilized world.

There can be no question as to Mr. Roosevelt's abilities, his fairness and his fearlessness, while his works, "Winning of the West," "The Naval War of 1812," "The Life of Thos. H. Benton," "History of New York City" and his hunting and ranch life stories all confirm the good judgment of the publisher who is making a bet on his literary excellence.

Should Mr. Roosevelt direct his hunt toward the unravelment of the Congo Free State arrangement by European agreement, incidentally picking up and following the trail of the King of Belgium, and so on, until he locates the quarry in charge of

distinguished citizens of the United States, truly the story he could write would be intensely interesting.

EARLY CLOSING.

Theoretically the new State law which is intended to control hours of labor in the stores of retail merchants will go into force on July 12. Under this law no merchant employing ten or more persons in his establishment may require any girl or woman or any youth under 18 years of age to work more than ten hours a day.

The purpose of the law is a good one and meets the approval of all merchants, but this purpose may be defeated by the fact, declared by good lawyers, that the special privilege given to merchants who have less than ten persons in their service renders the measure unconstitutional.

At a meeting of the Retail Dealers' Committee of the Grand Rapids Board of Trade on Tuesday, with all the leading retail stores represented, there was but one vote in opposition to a proposition that all the leading retail stores in Grand Rapids close at 6 o'clock each evening during the week; also a sentiment was shown very strong in favor of striving to do what the new law aims at without attempting to test the constitutionality of the act in question.

A similar organized movement, with the same object in view, is being undertaken by the leading retail merchants of Detroit.

After all, let the public scold as it may about the cruel greed of merchants who keep their stores open until 10 o'clock Saturday evenings, the fault rests primarily with that public.

When all of us awaken to the fact that our indifference and procrastinating habits compel the merchants to keep late hours on Saturdays, we will then appreciate that it is not the merchants and their greed that needs correction.

THE DIRECTOIRE GOWN.

Just a skirt left open on one side to a point above the knee—and they call it the Directoire skirt because a little over a century ago the grande dames of the French republic chose for a year or two to wear them.

And the dressmakers of the United States, led by French dressmakers, are seemingly trying hard to bring the split skirt and its palpable unconventionality into vogue in this country.

It is said that whatever Fashion dictates the average American woman will accept as binding.

If this is true the dressmaking dictators can bestow lasting and overwhelming benefits upon hundreds of thousands of women who would like wonderfully well to exchange the clinging and cumbersome skirts for some sort of garment approximating the trousers of the other sex.

If Fashion can authorize and sanction a suggestive exhibition of a shapely leg, why may it not be quite as wholesome to permit any woman to appear anywhere in pantaloons, vest and sack coat? Such an innova-

tion would be odd, but it would be decent as compared with the utterly ridiculous split skirt idea.

Just now there are many thousands of misses from 8 to 12 years of age beginning their summer vacations who would hail with great joy the privilege of scampering through the neighborhoods, or along the beaches, or over the hills and valleys as conveniently and comfortably clad as boys, but Fashion says it would not be proper. Indeed, Fashion is a garrulous, unkind, tiresome old girl who needs sensible opposition in order to make her comprehend the meaning of real propriety.

NEW BUSINESS EFFORTS.

Jobbers in New York City twice each year rebate fares to visiting merchants who purchase goods of them. Chicago follows suit in a similar fashion and so on down the line, according to location and enterprise of resident merchants do the other cities make bids for business.

Retailers in all cities do similarly, but exhibit greater versatility in their methods of attracting new business. They have Shoppers' Week, Special Excursions, Rebate Terms on a Percentage Basis, Extended Advertising Experiments, and all that, and in many instances—Indianapolis, Louisville, Buffalo and Columbus, for example—the merchants claim that the efforts are successful.

Of course, the smaller cities must necessarily pin their faith upon more limited areas of territory than do such cities as Chicago or New York, and, besides, those lesser cities can not bank upon offering as special attractions the great variety of features such as steamboat excursions, fine theaters and high grade performances in various lines and notable public institutions which are always open and free to all.

For these reasons the cities of 100,000 population and less can not expect by any means that are available to attract new business except upon the basis, pure and simple, of high grade, energetic merchandising.

New business is bound to come to the merchant who carries high grade goods in great variety; whose establishment is attractive in appearance and whose employees treat all comers pleasantly, honorably and fairly and who advertises widely, intelligently, persistently, telling in his advertisements just exactly what bargains he has and then makes good on these promises. All other special retail devices are hazardous, ephemeral and expensive and, as a rule, "the game is not worth the candle."

EMIGRATION GREATER.

It is practically certain that when the present fiscal year ends it will show for the first time since the immigration records have been compiled that more persons have left the country than have come into it. Promptly with the commencement of the financial panic in October last immigration fell off and the outflow of laborers, principally to Southern Europe, set in.

During seven months since October last 550,000 persons have left the

United States, while only 150,000 have come in. This exodus to Southern Europe has been entirely composed of working people, who found less scope for their energies here than they believed they could find in the countries from which they originally came. The country was in no sense the loser by this outflow, as the bulk of these people are pretty certain to return as soon as times become again prosperous and work plentiful.

It was also a decided advantage during the period of dulness which followed the panic to have so many laborers seek employment elsewhere, thereby leaving that much more work for home labor. In addition to this emigration there was also an exodus from the industrial centers to the farms of the West and the great cereal crops of the current year promise to provide abundance of work for this fresh labor. This ability for surplus labor to find work elsewhere than in customary channels has greatly helped the recovery from the depression and kept wages more stable than would otherwise have been the case.

CHANGE YOUR COPY OFTEN.

The paper which printed the same story from day to day would soon lose its readers. Yet the local dealer who permits his advertisements to run week after week without change of copy is committing an injustice to himself equally great.

What does this advertisement tell the public? Simply that he is still alive and doing business at the old stand. If it strives to tell more the testimony is self-evidence of a lack of progressiveness.

The stock of the up-to-date dealer is constantly changing. If there are no new goods it is evidence that business is not flush. If there are new purchases it is the height of injustice to himself as well as to the public not to let the world be told. Changing seasons demand in most trades a corresponding change in stock. Why not once a week take time to give a bulletin board indicating these changes?

Prices, too, vary greatly, and the man who has seventy-five cent potatoes at the beginning of the season must look well to his laurels if he does not come down in price before the summer is over.

The mission of the newspaper is to give the news of the day or week. And the local advertiser misses his opportunity if he fails to extend the publicity to his advertising making this medium a means of close communication between himself and customers. They will soon learn to look for the bright, fresh copy and make the most of the bargains offered.

Merely because a man talks like a book it is not to be assumed that he may be shut up as easily as one.

The trouble with the habit of criticism is that it soon becomes a cloak for our own faults.

On the sea of life there is no anchor like true love for making a man steady.

INCIDENT ENDED.

The new American Ambassador to Berlin, Dr. D. J. Hill, has not only arrived at Berlin without occasioning any undue flutter in the exclusive social circles of the German Capital, but he has been received in audience by Emperor William, who treated him most cordially. These events put an end to all the loose talk about the probability of the stay of Dr. Hill in Berlin being made unpleasant because he lacks the private means to live in the style affected by his predecessor in office, the Hon. Charlamagne Tower.

It will be remembered that some months ago it was intimated to the State Department at Washington that Dr. Hill would hardly be persona grata in Berlin. Although no explanation was vouchsafed for this attitude of official Germany, there was an intimation that Dr. Hill's mode of life was too simple and democratic to suit the powers that be at the German Capital, and that the private means of the new Ambassador were not sufficient to meet the cost of living on the scale expected of the diplomatic representative of a first-class power. This intimation to the State Department caused something of a sensation, because when Dr. Hill was first appointed the German Government was sounded as to its willingness to receive him, and in due course expressed perfect willingness to receive him as American Ambassador. The matter was further complicated by a blunt denial from the German Foreign Office that any objection existed to Dr. Hill, although there could be no doubt that the intimation antagonistic to the new Ambassador came from high authority.

After several days of sensational developments the German government emphatically denied that any objection existed to Dr. Hill, and a denial was entered that any official objection to receiving him had been made. That somebody had made an egregious blunder was evident, but as the German officials, from the Emperor down, showed every desire to have the unpleasant incident forgotten the matter was dropped. The cordial reception given Dr. Hill by Emperor William when the former presented his credentials should terminate finally an incident which was decidedly unpleasant to the American people and which threw a flood of light on the mode of life followed by American Ambassadors in recent years at foreign courts.

The Hill incident should facilitate the adoption of laws by Congress providing for the acquisition by our Government of proper legation buildings at all foreign capitals of the first rank, as well as providing for the maintenance of such legations and embassies in adequate style. Such an arrangement would relieve our diplomatic representatives from the necessity of drawing upon their private means to meet their expenses, a necessity which at the present time makes it impossible for any but a rich man to accept a diplomatic position in any of the important European capitals. Our Government should not maintain Ambassadors at

foreign capitals unless it is willing to support them in becoming style and on a plane with the mode of living of Ambassadors of other first-class powers. An Ambassador who is unable to associate on an equal footing with other diplomatic representatives is at a great disadvantage in safeguarding and watching the interests of his Government.

THE NEAT PACKAGE.

The average purchaser likes to have his goods well put up. Even if he does not himself realize the value of the work when well done, a bungle is sure to attract his notice and, perhaps, those all around him.

Not long ago the writer entered a trolley car to meet a fellow passenger bearing a dripping package, which proved not only a menace to herself but to all near. Two or three called her attention at once to the condition her dress was assuming. "Oh, that sh!" she exclaimed in dismay, adding, "We can not get good fish in our town—and it is about the only thing we can't get good. We are so fond of it I thought I would take advantage of a good fish market."

"Why didn't you make them put it in a box?" asked an acquaintance who was also a dealer in general merchandise in another town.

"It seemed firm when they put it up, and I supposed it would carry all right."

No doubt she had her private opinion of the advantage which the vendor took of her ignorance; and as she finally stuffed the offending package under the seat, perhaps to leave a muss that would annoy the next passenger, she probably resolved not to get caught in such a trap again.

Cheap paper is an abomination to the trade. The light paper sacks which will perhaps carry sugar and rice all right a short distance, if all goes well, prove entirely inadequate if a farmer must carry them several miles in a lumber wagon. Even although he provides a bag to receive the packages, the grocery hash which is emptied out at home is not an agreeable or profitable mess. He pays for the paper used as wrapping and is entitled to a grade heavy enough to withstand ordinary usage.

The string is sometimes to blame for an accident. It should be strong enough to hold an ordinary package; used in plenty to insure safe carriage and firmly tied. Too often one is embarrassed by having a package come loose when on the street, solely because it was not properly wrapped and tied. Rounding corners are not brought out to make the necessary and easily obtainable projection, or the string is loosely tied, or only half enough string used. The seller should remember that this may be only one of half a dozen parcels which are to be kept track of and perhaps carried some little distance, and should make it as firm as possible.

Condensation is another point to be remembered. Of course, many of the staple commodities require just so much room. You can not crowd ten pounds of sugar into a five pound sack, but there is a great difference

in the manner in which dry goods, shoes and many other things are put up. The skilled packagemaker must undersand packing and utilize all space. The bulky bundle may be so compressed that it will not only carry in better shape, but be much more easily handled.

Roll cloth tightly. Pile the cookies or loaves of bread exactly together. Avoid mixing articles which will not fit together. Two compact parcels are, as a rule, more easily managed than one bulky one, especially if there is danger of tearing it open at every step. And with compactness and strength disposed of, have an eye also to the looks of the package. Don't send it out in a form that you would be ashamed to carry yourself.

OUR RIVER FRONTAGE.

The present is essentially a commercial age, but there is at the same time a general disposition to beautify our commercial cities as much as possible.

Washington, the National Capital, was originally laid out for beauty. Its wide avenues and gentle elevations give great opportunities for ornamental constructions, while the total lack of all manufacturing, and therefore of smoke, is vastly in its favor. It will be a magnificent city, instead of the city of "magnificent distances," which was the epithet with which it was hailed.

But as a rule our American cities do not possess the conditions requisite for scenic beauty and picturesque. Above all, they are destitute of wide streets which are necessary to show off fine buildings, as well as to produce pictorial effects. In Europe when the royal palace was the main feature of a city, or a great cathedral was its chief structure, the balance of the city was made to correspond.

In this regard it is mentioned by a writer in the June Atlantic that plans are on hand to beatify most of our American cities. In most cases river fronts are proposed as objects to which artistic treatment could be applied.

Budapest on the Danube has preserved much of its river front for palatial public buildings, frequent park-spaces and tree-lined promenades, and at the same time utilized the space beneath the streets and back of the quay for storage purposes. The waterfronts of Hamburg, Antwerp, Stockholm, Rouen and Berlin have been treated in a somewhat similar manner. In fact, the tendency in all European cities is to take advantage of the river front opportunities for beautifying purposes, but in America the water sides of our cities are used for commerce and often for the slums. Some beautiful effects were obtained with water at the grounds of the World's Fair in Chicago and at the Jamestown celebration.

It is exceedingly unfortunate that Grand Rapids has so long neglected the development and embellishment of her river frontage, but it is not too late to utilize that portion that has not been defiled by railroad tracks and

monopolized by commercial, mercantile and manufacturing institutions. The long stretch of land owned by the Comstock estate on the north end of the East Side is to be occupied by a railroad track as far as the Soldiers' Home, on the theory that such an arrangement will attract manufacturers. Of course, this idea is entirely chimerical, because manufacturers will not be lured by any such method. If, instead of negotiating for a railroad track, the Comstock estate had built a boulevard it could then have sold the land along the river back of the boulevard in acre lots and lined the river with a fine class of residences. It is probably now too late to change these plans because the Grand Trunk Railway is under contract to construct this branch, but it is not too late to secure a boulevard on the West Side extending from the Turner street viaduct under the railroad to the big bend. This would be far and away the most beautiful stretch of roadway anywhere about the city, flanked by hills on one side and the full river on the other.

The down river boulevard on the East Side is nearly completed and means should be taken to extend the road on the west side of the river down as far as Jenisonville, where the two roadways may be connected by either a bridge or a ferry. Much is being done by painstaking men who are devoting a large portion of their time to the creation and development of parks, boulevards and other public improvements which appeal to the aesthetic side of human nature, but much yet remains to be done before Grand Rapids receives her due share in this direction.

A political orator declared that "the British lion, whether climbing the pine forests of Canada or scouring the Pacific main, would not draw in his horns or retire into its shell," which recalls the remark of an Australian legislator who, speaking of the competition between land and sea carriage, exclaimed: "Mr. Speaker, the railways are cutting the ground from under the steamers' feet."

Little Johnnie, having in his possession a couple of bantam hens, which laid very small eggs, suddenly hit on a plan. Going the next morning to the fowl-run, Johnnie's father was surprised to find an ostrich egg tied to one of the beams, and above it a card, with the words, "Keep your eye on this and do your best."

Certain substances which are deadly in their effects upon men can be taken by animals with impunity. Horses can take large doses of antimony, dogs of mercury, goats of tobacco, mice of hemlock and rabbits of belladonna without injury.

A Sunday school teacher had been telling her class the story of the Good Samaritan. When she asked them what the story meant, a little boy said, "It means that when I am in trouble my neighbors must help me."

Inherited nest eggs are, as a rule, soon broken.

GONE BEYOND.

Death of Hon. J. W. Milliken, of Traverse City.

A wave of sadness swept over Traverse City and Michigan on Friday last when news was received of the sudden death of James W. Milliken, which was caused by apoplexy. Mr. Milliken and his wife were near New York City on a New York Central train, making their way to Yale College to attend the graduating exercises in which their son, James T. Milliken, was to have been a participant. The remains were brought to Traverse City, arriving Sunday afternoon. The funeral was held at 2:30 Wednesday afternoon.

Biographical.

James W. Milliken was born at Denmark, Me., May 20, 1848, his parents having been of Scotch extraction. When he was 5 years of age the family removed to Saco, where Mr. Milliken attended school until he was 16 years old, when he went to work in a dry goods store. It so happened that Frank Hamilton, the Traverse City clothing merchant, was employed in a clothing store at Saco at that time, and on one of the visits of the late Smith Barnes, who was then manager of the mercantile business of Hannah, Lay & Co., to the Boston market he enquired for a couple of bright young men to work in the general store at Traverse City, and was recommended to Messrs. Milliken and Hamilton by Wellington Bros., wholesale dry goods dealers of Boston. He accordingly solicited an interview with both young men, which took place in Boston, and in June, 1868, they both started for Traverse City, where they took prominent positions in the mercantile establishment which is now conducted under the style of the Hannah & Lay Mercantile Co. In August, 1873, Mr. Milliken and Mr. Hamilton started in business under the style of Hamilton, Milliken & Co., the other copartners being Smith Barnes and Hannah, Lay & Co. This copartnership continued five years, when Messrs. Hamilton and Milliken purchased the interests of their partners and continued business under the style of Hamilton & Milliken. This copartnership lasted nearly twenty years—during which time the firm built one of the finest business blocks in the city—when the partners separated, Mr. Milliken taking the dry goods and Mr. Hamilton the clothing stock. The stores are joined by archways and they are still as closely connected as two stores can possibly be and contain stocks owned by two different men.

Mr. Milliken was President of the Neahtawanta Resort Association; President of the Potato Implement Co., of which he was the founder; a Director of the Board of Trade; Chairman of the Civic Improvement Committee of the Board of Trade; Vice-President of the Grand Traverse Region Fair Association; Director of the State Y. M. C. A. boys' camp; stockholder of the Manistee River Power Company; owner of the Milliken dry goods store, the largest in the city; stockholder of the First

National Bank; State President of the Michigan Sunday School Association three terms, and prominent in shaping Olivet College affairs, besides being Superintendent of the local Congregational Sunday school. Mr. Milliken served as State Senator, having been elected to fill the vacancy caused by the appointment of Senator Covell as United States District Attorney, and discharged the difficult duties devolving upon him in a manner highly creditable to himself and in every way satisfactory to his constituents.

Mr. Milliken was an excellent business man, being generally regarded as one of the best merchants in Northern Michigan. His store is a model in point of neatness and attractiveness and his business methods were always above reproach. He

PIONEER PREACHER.

He Used Muscular Christianity To Accomplish Results.

Written for the Tradesman.

"That's a fine church you have back there on the hill," remarked the drummer. "You don't often see such a one in the country."

"I should say not," returned the schoolmaster. "They have an indifferent preacher there at present, and the gospel interest seems to have run down a good deal in the past few years."

"I should think it required a maximum amount of interest in religious matters to rear such an edifice. I don't call to mind another such fine church building in all my travels—in the country you understand."

"And you are not the only one

after the panic, right in close times at that."

"You don't tell me."

"Back there a mile is a graveyard; you noticed that, too, I imagine."

"I did see a little bush-grown, scraggly inclosure—"

"That's it, that's it," burst forth the schoolmaster. "A neglected cemetery, and in it lies the ashes of the man who built yonder fine church. You wouldn't believe it, of course. Even Christian people are sometimes ungrateful; they certainly were when they turned Hannibal Bushrod down for a handsomer, less ruggedly honest man. Yes, that's it; they turned the church-builder down and placed in his shoes a minister from town, a swell chap, with mutton chops and a pious drawl. He swept clean for a while, but the time came when the most of the parish would have given their eye teeth and several molars to boot if they could have got Elder Bushrod back again."

"He wouldn't come, eh?"

"He couldn't. He was located in an Upper Peninsula lumber camp, saving souls of a lot more importance than the ones down here. He got his death sickness up there and his body was fetched here for burial. I tell you there never was a more conscientious man and devout Christian than Elder Bushrod."

"No doubt; but about the church?"

"Yes, about the church. The Elder came here from some place in the eastern part of the State. He was a regular pioneer preacher, given to the use of rude yet forcible language. His rugged honesty appealed to his hearers, and he soon became popular among the settlers, who were apt to regard an ordinary preacher as of little account in the world."

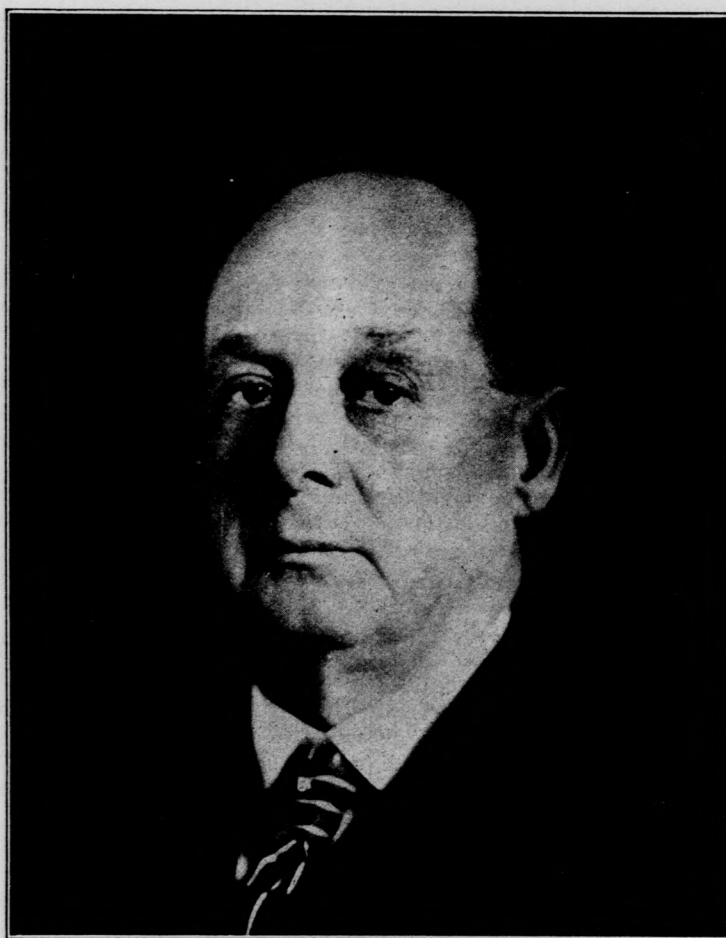
"Bushrod had considerable trouble with the rougher element. The farmers, as a general thing, turned out to listen and treated him with the respect due to his cloth. You see, the Elder preached in different parts of a big district. I have known him to cover thirty miles on foot, on a Sabbath day, and preach three sermons. His was a strenuous ministry, let me tell you."

"I should think as much."

"Bushrod was several years on this beat. Being a Baptist he could stop as long in one section as the people willed. His one ambition, after the saving of souls, was to build a church. His rude eloquence won many converts and he soon had a large following."

"One of his appointments was at a lumber burg where there were few persons of a religious turn of mind, and here Elder Bushrod met most of his opposition. He conquered even this, however, and won out with flying colors."

"Many attempts were made at Dug Gulch to oust the preacher, but without success. He was a tall, solemn, white-faced man, and some there were who stood in awe of the minister. There was really nothing of the austere about the man. Out of the pulpit he could laugh and joke with the best of them. His funning was always clean, however, as



The Late James W. Milliken

was public spirited to an unusual degree and invariably threw the weight of his influence and the benefit of his example with any movement having for its object the improvement of the community or the betterment of existing conditions.

Mr. Milliken was married twenty-seven years ago to Miss Calla Thacker, of Traverse City. Their union was blessed by the birth of one son, 26 years of age, who was summoned to the bier of his father in New York City and accompanied his mother on her sad journey home.

The very cheapest of literature is making even wise people forget that if a book is worth reading it is worth buying.

who has remarked upon the grandeur of our church," returned Mr. Tanner. "Everybody seems to think it is about right. It would be, too, if we had a preacher to correspond."

"To bad you haven't one."

"It's twice too bad," agreed the schoolmaster. "Now, that church is the result of one man's grit and religious enthusiasm. It wasn't built in a day or a month, but came about in a sort of evolving manner."

"Exactly."

The drummer puffed leisurely at his weed and gazed thoughtfully at the distant sky line where the spire of the church pierced the air.

"In some respects that is a one man church, Mr. Clinch."

"How is that?"

"It was built in the seventies, soon

clean and pure as was the great soul of the man.

"For a long time the Elder treated all attempts to interfere with his meetings in a gentle, kindly manner. Persuasion rather than force seemed his idea of the proper treatment of his detractors. This method could not last at Dug Gulch, however. The turbulent spirits among the lumber crews only jeered at the gentleness of the Elder's rebukes, and they proceeded to even greater lengths. On one occasion he found his cutter gone and horse tied out in the cold, blanketless, with a cut harness.

"This aroused the good preacher. 'I can stand a good deal of abuse in my own person,' he remarked; 'but when they turn a helpless dumb creature out in the cold that is too much. If I can locate the ones who did this thing I shall certainly prosecute them to the full extent of the law.' He did not find the culprits, however."

"Pity he hadn't," said the drummer.

"I think so, too, but the climax came the next summer when big Jake Barker assaulted the preacher as he was coming out of the schoolhouse after a meeting. Big Jake, the acknowledged bully of Dug Gulch, snatched the straw hat from the preacher's head and tore it to shreds, stamping the wreck beneath his feet. Standing near were a dozen of his bunkies, watching the fun.

"And there was fun, too, let me tell you. Those who saw the incident said that the preacher stood for one

moment dumb with pained surprise, the next something was doing. Seizing the bully in a clutch of steel the preacher lifted him above his head and strode across the road to a horse trough into which he soused the man. He held him under until he was black in the face, after which he tossed him, wet and helpless, into a sand bank.

"Such a shout as went up. Women screamed, children hid their faces in their mother's skirts, while men stood staring, dumb with wonder. Several of the discomfited bully's companions rushed to the rescue. They were met by tall Mr. Bushrod, who snatched the foremost and, lifting him high, tossed him into a hazel thicket.

"That ended the battle. The woodsmen were cowed and Elder Bushrod became the idol of the hour. He won fame if not fortune in a single hour. After that he was no longer put upon by the toughs of Dug Gulch. In fact, many of the men of the camps turned out to the meetings and some of the worst pills were converted.

"Jake Barker was the most pleased man in the bunch. Hardly think it, would you?"

"I don't know. Perhaps he felt ashamed of himself—"

"That was it exactly. He came from a good family that lived in Grand Rapids and, to the delight of his pious old mother his rough treatment at the hands of Elder Bushrod was the means of his conversion. It takes muscular Christianity to ac-

complish results sometimes, Mr. Glinch."

"I believe that. The moral suasion on the preacher's part served only to convince these rough men of the camp that he was not afraid of them."

"Exactly, and when he exerted himself on contrary lines the tough element not only learned to fear but to respect him as well. The Elder made rapid progress after that. Respected by high and low he in time got them all interested in his church building project.

"As I said, the building was not put together in a day. One man furnished logs, another paid the saw bill, while still others bought the nails, glass, seats, and so on. It was something like a bee on a township scale. A carpenter was hired and one bright September day work began on the long planned structure.

"Men from Dug Gulch vied with the farmers elsewhere in giving work. The boss carpenter was the only man who was paid a cent for the building of the church. Men and teams worked freely, and when the first snow fell the spire of yonder church was pointing toward the zenith. The building was not completed in its entirety until the following year. It has stood now thirty odd years, a monument to the determined energy, tireless application and devoted Christian heart of one man—Hannibal Bushrod, the awkward country parson."

"I trust he lived to preach many sermons from its pulpit," said the

drummer as he tossed the stub of his Perfecto into the road.

"He lived for many years after the completion of the church," returned the schoolmaster, "but the place was too nice for anything but a city preacher of 'culture,' so Bushrod had to step aside. Ingratitude? Yes, I suppose so, but the gaunt pioneer had done his work and found other fields farther north where he builded anew in the wilderness." Old Timer.

Has Acquired a Hoosier Factory.

Albion, June 23—George E. Dean, manager of the Union Steel Screen Co., has just closed a deal for the purchase of the Ideal Manufacturing Co., of Lafayette, Ind., manufacturers of wire goods, oven and refrigerator racks. The plant will be moved to this place soon after July 1 and will be consolidated with the Union Steel Screen Co., giving employment to a large number of wire workers and giving Albion a factory having the largest capacity of any firm of its kind in the country. The Business Men's Association was largely instrumental in bringing this industry here.

E. R. Clegg, of Lafayette, former President and Manager of the Ideal Manufacturing Co., will move to this place at once and take charge of the manufacturing end of the new addition.

The day of rest is never the better for making it a day of rust.

When religion is only a thing it is worse than nothing.

Post (Formerly called Elijah's Manna) Toasties

Are Made for Consumers== Not for Your Shelf!

And for that reason we guarantee the sale of Retailers' stock. We make customers for you by continuous, liberal advertising.

The Superior Quality, Delightful Crispness and Delicious, Toasty Flavor hold Customers

"The Taste Lingers"

Made by Postum Cereal Company, Ltd., Battle Creek, Mich.

THIRTEEN DON'TS

Which All Boys Should Bear in Mind.*

In a historical volume of unparalleled value there is formulated a set of rules of conduct which have stood the test of ages and which seem in themselves very clear and simple, but about which many books have been written and thousands upon thousands of sermons for the instruction of people formulated and declaimed from the pulpit. I can not expect to add any rules of life to this historic decalogue of material value, but sometimes a rule of life may be couched in such general terms that it is very difficult to apply it to any individual instance.

Permit me to illustrate by the old saw, "Be good and you will be happy." There is not any question about the statement, but oftentimes when we apply it to an individual case we find extreme difficulty in just knowing how to be good that we may be happy. This is true of a great many rules of life. We need to exercise all the judgment we have in interpreting them, and then we fail.

A little boy with whom I had to deal when he was about 5 years old was allowed to go to a neighbor's for an hour and the last injunction of his mother was, "Now, George, be good all the time and when you want to go again I will be very glad to let you," and he said, "How do I know, Mamma, how to be good all the time?" She replied, "George, you must use your judgment." "But suppose, Mamma, I use my judgments all up and it isn't time to come home." To this the mother could only say, "Well, I guess they will last and I can trust you." A good many of us drop into places in which we use all of our judgments up and then do not know how to be good that we may be happy.

It occurred to me in chatting with you to-day, as you pass from one stage of school life to another, or possibly pass from school life to the business of this workaday world, I might put into shape for you to think about a lot of "don'ts" that, as you go along and want to be good and useful and kind and thoughtful in life, may be of service to you.

A little cousin of mine, about 6 years old, when I was visiting in Chicago one time sat up in front of the window looking out to see if his brother, two years older, was coming from school, and upon catching a glimpse of him said to me, "There comes a good boy." I said, "Marshall, are you sure of it?" "I am sure of it," replied he. "How do you know," I asked, "that he is a good boy?" "Because he lets me and I let him." In all my sixty years of experience I never have found a rule of such universal application.

And now for my "don'ts":

1. Don't be commonplace. I mean by this, don't be satisfied with being as good as the average or like the most of people. Aim first to be yourself. While you may adopt this way from this one and another way from

another whose life you think is good, don't forever be a copyist, but have something about you that will easily describe you as distinct from the other fellows. We are born into this world with different looks so that no two of us look alike, and most of us look very different from anybody else. This difference should be carried out in our conduct. You may not be able from your style of ability or your lack of ability to do many things better than other people do, but always strive to do a few things a little better than you know of their being done by anybody else. This is a good target to shoot at.

My little cousin, when we were boys, was walking along with me down Burton avenue toward our country schoolhouse. Our fathers were walking on ahead. This cousin and his father were visitors and we were explaining the things in our neighborhood that might interest them, and upon coming in sight of the schoolhouse my father remarked to my uncle, "That is the place where we teach our young ideas how to shoot." Without entering into the conversation my cousin started on the run and looked around the schoolground, came back and met my father, saying, "Uncle Marshall, didn't I hear you say that here was where they learned to shoot?" "Yes, I said this was the place where we taught our young ideas how to shoot." "But, Uncle Marshall, I have been looking all over and I don't see any mark." The young lad understood very well that there was no sense in shooting without having a mark; and I suggest to you as an object in developing your conduct, don't be commonplace.

2. As you are already classed as wage earners, may I not next say, don't put too much stress on wages. That is, don't measure up what a boy is worth or a man is worth by the salary he gets. This is the narrowest kind of a measure for what a boy or a man can do; and I want to urge you, no matter what you may read in the newspapers about men stepping into high places and earning high salaries, to think first of what a man can accomplish with his knowledge and ability and adaptability, and then if you want to incidentally mention that he gets a certain salary I won't take exception to it.

Many boys in seeking places value their services higher in money than the people who give employment think is right, and sometimes go a long time before finding employment simply because of this emphasis that is put upon wages. Commend me to the boy in seeking a place and being asked how much he expects is willing to say, "I expect nothing beyond what I earn. I will try, sir, and let you be the judge." It is this spirit and this willingness to rely upon the value of the service itself to set the wage that gives many a boy the best possible start in life.

3. Don't be tricky. First, because it is not right. It breaks the most beautiful rule in the world, which we call the Golden Rule. And, second,

as applied to your conduct, it reduces the numerator while it increases the denominator. By this I mean, if one represents your life and we express it in a fraction two divided by two, if you are tricky, no matter how well equipped you may be, it takes one from that numerator and it adds one to the denominator, and see what kind of a fraction you get—one divided by three. That is, as compared with the full rounded character expressed in a fraction two divided by two, your fraction is only one-third.

Some people are what they call smart in making a trade, whether it be jack-knives or horses, and often this smartness is commended as the right kind of stuff to make a man successful in business. I know such a man, who in his early boyhood was always considered a good trader. He never once thought how the other fellow would feel if he got beaten, but always kept in mind the best way to beat the other fellow. After he had reached manhood he was still a trader. He became rich; he entered into a large business career. He has tried in these later years to think of the other fellow, to be square and straight and clean and thoroughly good, but once in a while, in spite of all his will-power, he catches himself trying to make a sharp trade, and because of the reputation which he built up as a sharp trader he can never fill the best place in the community. The habit of being tricky once established can not easily be sloughed off, and it does not pay to be tricky because the reputation is not worth having.

4. Don't be grumpy. I don't know whether that word is in the dictionary but you all know what it means and you don't any of you like a grumpy fellow; always finding fault with the weather, never having quite so good a time as you expect, always thinking that the other fellow is going to beat you, never being quite happy, no matter how good a time you are having. The find-fault spirit will stand in the way of any boy's success. If the weather seems to you bad weather, inasmuch as you can not change it, why is not it a mighty good plan to think that kind of weather is good for something and somebody, and with that view in mind stop finding fault with it and groaning and growling and making yourself unhappy and everybody else around you?

What a splendid thing it is for us to magnify our good feelings instead of our bad ones; to remember the sunshine rather than the shadow; to see the good in a man rather than the bad. A happy life is a charmed life; a grumpy life is a cursed life, but the curse is in one's self and can be completely eliminated. Think for a moment, if you are inclined to be grumpy, how you feel about the other fellow when he is gumpy, and you have the surest cure for it that I know.

I remember when I was a little boy I got in the habit once of making faces, and when I was contorting my face into the worst possible shape my mother held a mirror before me suddenly and I saw myself

as others saw me. It cured me in a minute of that habit.

You have no right to cast a shadow upon other lives, to make other people unhappy because you happen to feel in a sour mood. One of the pillars of character is self control, and in its exercise we not only strengthen but sweeten ourselves.

5. Don't shirk. First, because it is mean and it is a thing you positively hate in the other fellow. Bear your own burdens. Never throw the responsibility of any meanness which you may share with another upon his shoulders.

Sunday afternoon I had an experience that I shall not forget in a long time. I have two or three early cherry trees and I sauntered up to see whether they were ripening or whether the birds were taking them and I found eight boys in one of the trees. To put the case perfectly as it was, eight boys on Sunday afternoon were stealing my cherries. As soon as I came in sight they began to hustle down and get away. Six of them were near enough the ground so that they ran away before I arrived on the scene. Two of them were too far up the tree to get down before I reached the place. I called to the boys who ran and said, "Boys, don't run away. Don't be cowards." The two boys left in the tree I asked to come down and began to talk with them. One of them said, "Anyway, even if I am not where I belong, I am not a coward like those fellows," and the other said, "I wouldn't have been here only I just was with the gang and they all wanted to come over into the cherry orchard and so I came with them."

Don't you see what effect that had on me? One boy wanted to show that he was virtuous as compared with the fellows who ran, when in truth he didn't run because he could not get down quick enough; and the other wanted to throw the entire responsibility off upon the rest of the boys. It is pretty difficult for me to decide as to the comparative meanness of any of them, but let me tell you something: All eight of those boys had been to church and to Sunday school that day; they were children of my neighbors; four out of the eight were eighth graders in school; and I could not but wonder what a church or what a Sunday school or what a schoolhouse is worth if it brings up boys to be mean, to steal and then to shirk the responsibility. I tell you, all the churches and Sunday schools and common schools in the world will not make a boy good if he is bound to be mean, and these simple things that I am talking to you now are things not often talked in any of these places, and I want you to think it is worth the while to listen to me and then remember some of these things and apply them to your own lives.

It doesn't pay to shirk because it develops a style of character which makes a boy or a man out of whack with the community in which he lives and with the fellows that he would like to have for his friends. The ex-

*Address by Hon. Charles W. Garfield before Eighth Graders of the Evening Press School.

The Grand Rapids National Bank

Corner Monroe and Ottawa Streets

UNITED STATES DEPOSITARY

CAPITAL, \$500,000
SURPLUS AND PROFITS, \$175,000

DUDLEY E. WATERS, President
CHAS. S. HAZELTINE, Vice President JOHN E. PECK, Vice President
FRANK M. DAVIS, Cashier
JOHN L. BENJAMIN, Ass't Cashier ARTHUR T. SLAGHT, Ass't Cashier

Condensed Report of the Condition
of the

Grand Rapids National Bank

Of Grand Rapids, Michigan

At the close of business, May 14, 1908, as made to
Controller of Currency

RESOURCES

Loans,	\$3,069,565 73
U. S. Bonds,	402,200 00
Premiums Paid,	19,700 00
Banking House and Fixtures,	60,000 00
Due from Banks,	467,317 64
Cash,	464,746 00
Redemption Fund,	17,500 00
Due from U. S. Treasurer,	7,500 00
	<u>\$4,508,529 37</u>

LIABILITIES

Capital Stock paid in.	\$500,000 00
Surplus and Undivided Profits,	174,907 46
Circulation.	330,500 00
Deposits,	3,503,121 91
	<u>\$4,508,529 37</u>

DIRECTORS

CHAS. H. BENDER,
Police and Fire Commissioner.
MELVIN J. CLARK, Lumberman.
SAMUEL S. CORL,
Corl, Knott & Co., Wholesale Millinery.
CLAUDE HAMILTON,
Michigan Trust Co.
CHAS S. HAZELTINE, Vice President,
President Hazeltine & Perkins Drug Co.
WM. G. HERPOLSHEIMER,
of Herpolsheimsr Co. and Grand Rapids Dry Goods Co.
GEO. H. LONG, Lumberman.
JOHN MOWAT,
Vice President Grand Rapids Chair Co.
J. BOYD PANTLIND,
Proprietor Morton House and Hotel Pantlind.
JOHN E. PECK, Vice President,
Peck Drug Co.
CHAS. A. PHELPS,
Hackley, Phelps, Bonnell Co., Lumber.
SAMUEL SEARS, Capitalist.
CHAS. R. SLIGH, President Sligh Furniture Co.
JUSTUS S. STEARNS, Lumberman.
DUDLEY E. WATERS, President,
Capitalist.
WM. WIDDICOMB, President Widdicomb Furniture Co.
WM. S. WINEGAR, President Winegar Furniture Co.

ercise of it develops selfishness which lies at the bottom of the meanest things you can think of in connection with a man's character.

6. Don't tell too much. By this I mean it is worth more to be a good listener than a good talker. People that talk a great deal are liable to say foolish things. People who talk a great deal about themselves make other people uneasy and unhappy who want to talk about themselves. Talking too much about one's self or about one's neighbors is liable to breed a lack of confidence in us, and we run a good many chances of getting into scrapes. As a general rule we are not liable to get into trouble for what we do not say. Telling too much and too many things begets lying and deceit.

7. Don't waste in worry, but rather worry about waste. It does not pay to lie awake at night for fear the next day will not be a good day to go fishing. It does not pay to worry for fear you will not know how to behave. It does not pay to worry anyway. I do not mean by this that you should not have any anxiety about your future conduct or about what is happening or about what may happen. The proper amount of interest in these things awakens a spirit of care and caution and willingness to help which are all valuable, but fretting over things that we can not help is a source of physical sickness and mental derangement.

May I make just a single exception as the last part of this "don't," and that is the importance of thinking always in this life about the danger of waste. I do not really mean that you should fret about the waste that is going on, or the waste that you may be responsible for, but rather to always think carefully and use the good things of life, including your ability to do things, with the least possible waste. The things the good Lord has given us, the body, the mind, the heart, should be thought of as loans to us and we must care for them and use them in the best possible manner so as to carry out the design for which they were created.

8. Don't ascribe bad motives to people from your interpretation of their actions. You see a man do what you think is a wrong. But do not pass your judgment too soon. He may be thinking just right about it; he may have the purest motive and he may want to do the right thing, but he may just be making a mistake. All of these things should be thought of before you pass your judgment and say the man is mean, unrighteous, selfish, ugly and filled with naughtiness.

Of all the hateful things I know about the meanest is to attribute bad motives to people when you don't know anything about their motives, when you are just guessing or when you are just passing a quick judgment upon some surface indication. You see a man strike another and you immediately say he is mean and wicked, when possibly if you knew a little more about it you would find that he was defending somebody and

that he was good and true and noble. You hear a man say a few words and you mistake their meaning and ascribe to him mean motives, when possibly if you heard more and knew more you would find he was good and sweet and strong and thoughtful and had all these virtues developed in a high degree. This I feel is one of my strongest "don'ts."

9. Don't forget the business value of amiability. The boy who is naturally kind and thoughtful and affectionate and sweet in his ways and cordial is the one who has the equipment to get on in the world. These virtues are better than money; they are capital. Amiability, however, must be based upon thoughtfulness for others, upon willingness to make sacrifices in their behalf and willingness to shoulder their burdens, to be helpful. It must be something more than a mere surface indication, something better than a simple smile, because "some may smile and smile and be a villain yet."

10. Don't forget, and by all means don't make forgetfulness an excuse. It roils me clear through to have a boy constantly making the excuse, "Oh, I forgot." When responsibilities are placed upon us we have no business to forget. We are expected to remember and it is the meanest kind of an excuse for a lad to offer for not doing his duty.

11. Don't shield yourself from your own misdoings. If you have done wrong own up to it. We are all of us liable to do things that are wrong. I sometimes think if we are right half the time we are doing well even when we keep a pretty close watch of ourselves, but when we find we are wrong and own up to it we are exercising a virtue that in large measure repairs the wrong, and in this exhibition of frankness and willingness to own up to the truth we are developing within ourselves a character that is of inestimable value.

12. Don't get away from your own type of religious duty. If you feel as if you will be a little better equipped for the day's work to the first thing in the morning to say, "Father, help me," or the last thing at night, "Father, I thank thee," don't neglect to do it. If your sense of religious duty makes you feel a little better if you are always in your seat at church, try and always be there. If your idea of religion is to think of God and your duty to your fellowmen in some form that is written down, let it be a part of your life to learn these forms and to become familiar with them. Above all things, develop as your own feeling with regard to religious duty that there is nothing which will be more helpful to you in all the ways of your life than to become familiar with the Bible.

13. Practice business methods in the smallest things. Don't think because you live in the family with a brother or a sister that you can impose upon these people by using their things because you all belong to the same family without even expressing a word of gratitude. We all of us like to have things of our own to

control ourselves, and right thinking with regard to ownership leads to business methods which ought to be practiced even in the smallest things of life. The great business man, who manages large concerns and has the most exact methods in conducting his business, when he was a boy had a nail for his coat and when he took it off he hung it there; he had a place for his checker board and when he was through playing he put it in its proper place; when his mother loaned him a penny to buy a stick of candy, with the understanding that he should pay it back, he didn't forget; when he borrowed his sister's slate pencil he returned it with thanks. It was because of these little business ways that he was able to become a great business man. We can not be too exact in our little methods of doing things connected with our home, our school, our play and all of our affairs if we want to develop within ourselves the ability to handle great things in a great way when we develop into manhood.

My last rule is, Gain and maintain control over yourself. When two men are in a great controversy, each one representing what he believes to be a great principle, and they are on opposite sides, other things being equal the man who has the best self control will win. It is the man who gets mad and loses his head who gets beaten. We can not begin too early to exercise control over ourselves because we all hope sometime in our life to control large things and large affairs, and the best possible preparation for this is to begin controlling ourselves.

And now, as you graduate from this grade and pass on to conquer other grades or other problems in life, while you may not have any letters placed opposite your name to indicate the progress you have made, I can suggest four letters, and if in some way you would link them to your names and stand for what they mean you will get on in the world. These four letters are four p's. The first one stands for punctuality, which means always on hand. The second p stands for perseverance, which means never give up. The third p stands for preparation, which means always ready, and the fourth p stands for pleasantness. If you go out from this room and this grade, this school and this duty of to-day into any other kind of life and you are always thoughtful of what these four p's stand for in connection with your conduct and will strive to live up to them, there is no question but that you will fill useful places in the world and fill them in a manner which will commend you to other people and help you to attain success in whatever field of activity you may enter.

A Suspicious Proceeding.

"John, do you love me?"

"Yes."

"Do you adore me?"

"I s'pose."

"Will you always love me?"

"Ye—look here, woman, what have you been and ordered to be sent home now?"

Mosquito Egg Is Food for This Fish.

The fish to the rescue. Mr. C. Kenrick Gibbons has discovered that all the pools and swamps in Barbados are stocked with swarms of "millions," a tiny fish which gets its name from its vast numbers and which feeds on the larvae of the mosquito.

Some specimens have been got to England successfully and flourished there in the insect house at the zoological gardens. Mr. Gibbons has proposed that the "millions" be imported into malarial districts, and his suggestion has been acted upon with happy results. The Health Board of Antigua, another island, being convinced of the useful part played by these fish in consuming mosquito larvae has arranged for their systematic distribution throughout the ponds and streams of the island. Like tidings come from Jamaica, whither a consignment of the fish was sent not long ago. The Secretary of the Agricultural Society there writes that the tanks at a certain hotel are full of them and that he has been informed that there has been a marked diminution of fever round about, the "millions" evidently accounting for the mosquito larvae. They have also been sent to Colon and to British Guiana. It is suggested that these useful fish be given a trial in the malarial regions of Africa it, like the malarial mosquito, the insects which carry the terrible diseases which are endemic there, pass the larval stage of their existence in water. The Swedish Consul at Frankfort has discovered another small fish named the "blue eyed" which feeds on mosquito larvae. At the request of the Italian government some are to be sent to the Campagna, where so much has been done in recent years to diminish malaria.

Two Factories To Be Enlarged.

Battle Creek, June 23—The American Column Co. has decided to extend its plant to South avenue, erecting a brick or cement-block office building on the avenue frontage and enlarging the factory part of the plant as well. Work will not begin for several months, but plans are being drawn.

The Dr. Perkins Sanitary Refrigerator Co., which succeeded to the plant of the Flour & Cereal Machinery Manufacturing Co., announces this big factory to be too small and an enlargement is contemplated.

The Battle Creek Gas Co. has been expending thousands of dollars on improvements, including new coal-lifting apparatus, a new coke incline and a drawing machine.

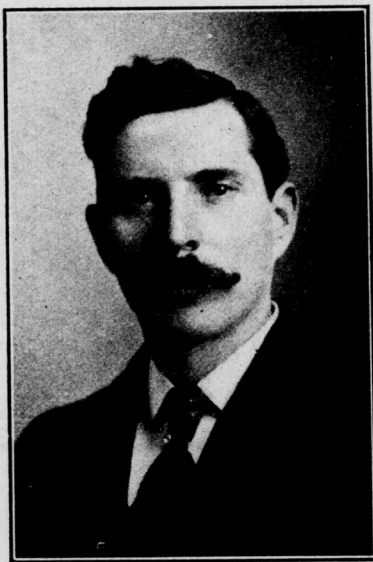
Filling Large Orders.

Grand Ledge, June 23—The Grand Ledge Clay Product Co. is making up for the period of idleness during the winter. The demand for drain tile is practically over for the season, but the conduit business is brisk, due to the large orders from the Chicago Street Railway Co. and the Michigan State Telephone Co., of Detroit. In a single week thirty-six carloads of the product was shipped to these two buyers.

REPRESENTATIVE RETAILERS.

Louis Caplan, General Dealer at Baldwin.

Louis Caplan was born in Poland, Russia, March 7, 1871. His father was a hotel keeper and at one time he cherished a ambition to espouse the same business his father pursued, but at the age of 19 he changed his mind and came to this country, proceeding direct to Hesperia, where he had brothers who were in business. He sold goods on the road for five years and then formed a copartnership under the style of Caplan, Fisher & Singerma and engaged in general trade at Baldwin. Two years later he purchased Mr. Fisher's interest and three months thereafter he purchased the interest of his remaining partner. His stock was destroyed by fire Dec. 15, 1900, but this misfortune only served to make him more ambitious to succeed as a mer-



chant and he shortly re-engaged in business, which has been continued with marked success.

Mr. Caplan recently reviewed the events of his mercantile career in the local newspaper, in the course of which he said:

"Ten years ago we cast our lot among you. The town was then on the decline and residents laughed to scorn the idea that it could be made a business center. We were familiar with the conditions then obtaining and realized that could all the business tributary to the town be centralized there would be a good business and advancement for the town. There was but one way to get it—to win the confidence of the public and retain it. Low prices, good values and honest treatment were our inducements coupled with a large amount of hustle. Thus equipped we started our train on the road to success.

"We have seen many stores come and go in these ten years and the next ten will see many more. We have never been too busy to advertise, and to this we attribute a large measure of our success, for we always sell as we advertise. We have tried to co-operate with our patrons. We have carried large stocks in times of plenty and in times of money scarcity, instead of raising the

price to get the ready cash, we have lowered it even to sacrifice to sell more goods.

"The lessons we have learned in ten years have amply fitted us to serve you well. We can handle business more easily than most of our competitors, and the fact that we can, by purchasing in quantities for cash, sell cheaper than others can buy should convince you of the desirability of giving us your patronage. We ask your trade not on the ground that we deserve it, but because it is to your own best interests."

On a New Footing.

Absalom Foote, an eccentric old man, who had grown tired of life in the city, decided to move to some smaller town, free from the roar of traffis, the bustle and confusion of the thronging multitude, where he could end his days tranquilly, as became a man of his age. In casting about for a location his eye chanced to light upon the advertisement in a village paper of one Thomas R. Foote, who wanted to dispose of his boot and shoe store, at a bargain, having made up his mind to remove to the city.

"That's the very thing," he said. "Selling shoes is a nice, easy occupation. It will give me just enough to do to keep me from stagnating, and it won't wear me out with overwork. I'll investigate it. It's queer, though, that his name is Foote, my name is Foote, he wants to come to the city and I want to go to the country."

A visit to the little town decided him. He liked its appearance and location. He was pleased, moreover, with "Foote's Shoe Store," and bought it, goodwill and all, at a bargain.

"Well," said the other Mr. Foote, "you won't have to change the sign."

"No," he answered, slowly, "I'll just add a little to it."

The next day he added this, just below the sign:

"This Place Has Changed Feet."

Joys of Spring.

De Quiz—I wonder what ails Woodson? He wouldn't shake hands with me to-day.

De Whiz—That wasn't because he is ill disposed toward you.

De Quiz—No?

De Whiz—No. He's been giving his carpets their annual beating and he can't raise his right arm.

His Excuse.

"Here, waiter, there's a cockroach in this soup," angrily exclaimed the customer in the restaurant.

"That's the one great trouble with this restaurant," said the waiter, as he carefully removed the cockroach "The cook makes such good soup that everything goes after it."

The Cause of His Insanity.

Visitor at insane asylum—What is that inmate doing with the brush and pallet?

Keeper—He was a painter before his wife sent him here and all day long he sits just as you see him, painting an Easter hat with the price under it!

The Taste of Good Bread

Is a delight day after day and year after year. One never gets tired of it and no meal seems complete without it.

It has been the "staff of life" for hundreds of years and is consumed in constantly increasing quantities every year.

In fact, it is used so much as a matter of course that we do not always appreciate it as we might and many people eat bread with no proper idea of its delicious flavor.

To get the best flavor the wheat must be right, and no wheat is so noted for the nice flavor it gives to flour as that of our own state.

We want you to note the taste of bread made of

Lily White

"The flour the best cooks use"

Put some good butter on a slice and chew it slowly without mixing it up with a lot of other food or gulping it down with tea or coffee, and we promise you a pleasant surprise.

One of the reasons why you imagine that bread and butter tasted better when you were a child is that then you ate it alone with no other food and got the full benefit of the rich flavor.

Home made Lily White bread is better than any bread could be thirty years ago, and you will agree with us if you give it a proper test.

Valley City Milling Co.
Grand Rapids, Mich.

One of our newspaper advertisements. Shows what we do for the dealer. Get people to his store.

THE CORNER CLUB.

The Wise Men Solve the Street Car Problem.

Written for the Tradesman.

When the Corner Club met at the back of the grocery, Saturday night, the Mechanic reached the chair of state before the grocer got the front door locked.

"There's too much Johnson here," he said. "Every man who gets into this chair runs in a monologue. You make me think of the caucuses we used to hold in the fourth ward engine house. The man who presides always gets the cake."

"All right," said the grocer. "Go ahead and run the Club if you can. I'm getting weary of giving out Solomon to empty brainpans."

"You've got Solomon back in the primer," said the teacher. "If you had a calf binding in sight you'd make a good corner stone for a Carnegie library."

As the teacher arose to present the following preamble and resolutions, the delivery boy slipped forward and tied a rope to the leg of his chair. Then the youth went back to his bag of beans by the alley door, with the other end of the rope in his hand, ready for a pull whenever the mischief moved him.

The teacher read his effort as follows:

"Whereas—The transportation system in all large cities is rotten; and,

"Whereas—The street car companies do not pretend to keep faith with the public; and,

"Whereas—All fares should be reduced to three cents; therefore be it

"Resolved—That no more franchises should be given to private corporations; and, be it further

"Resolved—That all street car lines be in time taken over by the municipalities in which they are operated."

"I think that will hold 'em for a time," said the hardware man, who had been carried a block beyond his street on a recent rainy night.

"I'd like to see something that would hold a street car company," said the butcher. "Even the stockholders can't hold 'em. There's always first and second mortgage bonds, with an inside ring holding 'em."

The teacher, for once, appeared to have the crowd with him, and there was a smile on his face as he turned to his chair.

The delivery boy got ready to pull on the rope, then changed his mind and permitted the teacher to seat himself in safety.

"Fine time there'd be with all the political toughs in town running the cars," said the grocer. "It is bad enough now, with the sullen forms of life they bring in from the country to operate the cars. With a municipal gang running the cars you'd be laid on the table."

"If you hadn't been turned inside out when you ran for the council," said the teacher, "you wouldn't be so sore on public officers. We'll have a little office made on purpose for you—a little one for a cent which you can boost yourself into with one

vote. You make me weary with your kicking."

"The chair decides that the motion to table fails for lack of support," said the mechanic. "It will go on the table, all right, but the chair wants to say a few brief words about it before it passes into next year's paper mill."

"You haven't any say coming," said the teacher. "If you'll keep your mouth closed we'll dispose of this question according to Hoyle. I will now speak to my resolution."

The teacher arose to do his talking and the delivery boy pulled on his rope until the teacher would have required a back nine feet long in order to find rest in the wooden seat of the chair. But the orator was not sitting down just then.

"We see the corporations operating street cars at great profit," he said. "We see managers getting richer and patrons of the line getting poorer and poorer. We realize that an honest division of the profits of labor are not being made. We see—"

"I move that the rest of the speech be read into the record by the delivery boy," said the grocer. "If there are references to crowns of thorns and crosses of gold he can put them in capitals with his mouth. The next thing the teacher will be giving us a revised opinion of the crime of '73, by W. Jennings Bryan."

"The motion is carried," said the chair. "We are not here to listen to the annual address of a street barker. Cut it out, teacher. We can get along without your municipally conducted cars."

"I guess you need a three-cent fare as badly as any one," roared the teacher. "You aren't coming down town in a gasoline machine every morning."

"You must be a new one," said the chair. "The new municipal ownership people are like bumble bees—largest when they are first hatched. What do you know about the street car business, anyway?"

The teacher tried to reply, but the hardware man and the butcher both claimed the floor and he sat down.

He secured the floor when he sat down, for the chair was a long way back of the spot where he landed. In getting to his feet he caught one leg in the rope and saw what it was that had given him the floor in defiance of all parliamentary rules. He made for the delivery boy, but the alley door banged in his face.

After the wounded back and feelings of the teacher had been commented upon by members of the Club the session was resumed, the teacher, meanwhile, keeping a sharp watch of the alley door, hoping to capture and punish the boy.

"You don't know what you want," said the chair, ignoring the butcher, who was trying to out-talk the hardware man and Mr. Easy, "you think you want three-cent fares, but you don't. The people want five cents' worth of ride, civility and comfort every time they get on a street car. That is what they want. They do not want a three-cent ticket. They want quick, safe service."

"You're worse than the grocer," howled the teacher. "Do I get a chance to speak to my resolutions?"

"You do not," replied the chair, calmly. "You get time for a rest while the chair decides the point. If the butcher and hardware man do not quit making so much noise trying to gain recognition the chair will throw bricks at opportune moments."

"Go it!" shouted the grocer. "You are maintaining the dignity of the chair, all right, all right. Go it!"

"What we want in connection with our street car service," continued the chair, closing the fingers of his right hand about a brick that lay on the counter near his chair, "is a set of city officers who will make managers live up to the laws. We want cars enough on every line to carry the traffic without the help of straps and foot-boards. We want the companies to take in money enough to build extensions that are needed. One-third of the money of this city that would naturally go to the street car company never reaches the coffers of that corporation because people refuse to wait for cars, and refuse to be bullied by cheap conductors."

"You people who are howling for three-cent fares are howling for cheaper service. You are trying to kill extensions, to keep large cars out of the city, to flood the car service with a lot of incompetents who will insult your wife and mine, and let you on and off according to their own notions. As I have before stated, we want five cents' worth of ride when we take a car. We don't want three cents' worth."

"How much do you get for making this spiel?" demanded the butcher.

"I get a chance to pound a little sense into your heads," was the reply. "That is what you most need at the present moment. When a street car company carries a person ten miles for five cents it is doing about all that ought to be expected of it. There is no general demand for three-cent fares, but there is a howl for cars that will run on time and not stop half a block from the crossing. We can pay the nickel, all right, and are willing to, but we refuse to hang onto straps and go flying through the air on footboards, with conductors poking us in the ribs in order to get past us to poke other people in the ribs."

"We can find a nickel in our clothes any old time, but we can not stand for trainmen speeding over the lines in order that they may have a loafing spell and a dish of soda at the other end of the line. We are not worrying over the price of a ride, but we are weary of seeing the dull glare in the eyes of a conductor when we tell him to stop on a down grade, just where he can make up the time he has lost flirting with a pretty girl at the end of the road."

"It is all right to put up about a

cent a mile for our travels about the city, but it is rotten to be obliged to wait half an hour for a car and then find it so crowded that we have to wait for another. We will never go broke paying the present tariff, but we kick on street cars when a conductor sends his car out when you are within a dozen feet of his platform. If the companies won't do the right thing by the public we must take their franchises away. We won't stand for such rotten service."

"If they will abuse their patrons for one fare they will for another. There is no reason why the service should be worse with a three-cent fare," shouted the butcher. "Now, if you have earned the money the local company is to pay you for this speech, you may put the motion."

The teacher arose to insist on being heard, but just then he caught sight of the delivery boy peeping through a crack at the alley door. He made a jump for him and struck the end of the alley just in time to see the urchin leap on a flying car and ride away with his fingers at his nose.

"That car," he said, "was a minute ahead of time."

"Anyway," said the chair, as the teacher returned to the store, "the motion was lost. Even the teacher ran away to avoid voting for it."

When the grocer turned out the lights the teacher and the butcher were waiting at the corner for the delivery boy to return to his bedroom over the grocery.

Alfred B. Tozer.

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HE WAS HONEST.

Story of a Country Boy Who Was Promoted.

When I left the palatial manor of my forefathers to go down into the city to get a salary the old man—I should say, my honored sire—took me by the ear and led me out of the combination kitchen-dining room-parlor into the woodshed and said: "Elihu, you're going away from us now, and as I won't have another chance I want to impress something upon your mind. Elihu, my son," he continued between his impressing strokes, "Elihu, remember this: honesty is the best policy. I've been honest all my life. That's why I must say that I'm glad to see you go away. Put on your jacket and git."

I did both. All the way to the city I rubbed the tender spots where the end of the old tug had found my person and remembered what the old man had told me: "Elihu, remember that honesty is the best policy."

I knew that the old man knew what he was talking about. He had been honest all his life; he had a mortgage on his old homestead that you couldn't lift with a derrick. With such a shining example of what honesty will do for a man to guide me, with the sore spot on my back to remind me, and the whole wide world before me, there was nothing in sight for me but success—success in big, red letters.

Whoever heard of a young man starting out into the world with these advantages who didn't win his way to the top? Nobody. Then why should I be the exception to the rule?

On the way to the city the accommodation train candy "butcher" sold me a little red book called "Stepping Stones to Success." The price was a quarter. I gave the "butcher" a dollar. He said he had to go into the next car for my change. While he was gone I looked in the book. The first thing I saw was: "Honesty is the best policy." The "butcher" never came back with my change. The conductor told me he had dropped off at the last station to telegraph for a new supply of "Stepping Stones to Success." As I told the conductor, I didn't think he needed stepping stones any more than a duck needs four pairs of wings.

I joined a Bible class the day after I got to the city. All good, ambitious young men join the Bible class, or something of the sort, when they come to the city. If they don't they never get their biographies printed in the Successful Men of Our Land books, and what's the use of being successful if you don't get a chance to tell how you did it? Besides, the church was two doors away from my aunt's, where I was boarding, and my aunt, the good, kind woman, told me that Mr. Spruggles, the millionaire wall paper man, was the head of the Bible class. She added, furthermore, that Mr. Spruggles picked most of his confidential employees from the young men who

sat under him at church. Upon hearing this I kissed my aunt warmly, thanked her with a break in my voice, and went out and joined Mr. Spruggles' Bible class.

The subject of the day's study was: "Honesty is the best policy."

I arose and begged permission to say a few words on the subject. I said that I had seen enough of the world to know that honesty was the best policy, and how it grieved my heart to see that many young men there were who did not see fit to live according to this Golden Rule. I told about my sterling father, about the news agent, both of whom were successful when they set their hands to do a thing well. I forgot to mention that I was the thing they had done, or how they had done it; but in spite of this negligence on my part my humble little speech took well. Mr. Spruggles blew his nose, pulled his beard, and asked me to stay after class.

That was how I came under the benevolent influence of Mr. Spruggles. Mr. Spruggles and I became associates from that minute on, I being in the shipping department of his great wall paper house, he in his private office. But there was that great bond between us that made the distance of our separation as naught; we both knew and admitted that honesty was the best policy.

"Elihu," said Mr. Spruggles when he told me that I might cut into his payroll, "Elihu, my boy, remember first, last and all the time that honesty is the best policy. I've been honest all my life, and look at me now."

It was almost the same as my father had said, but Mr. Spruggles had a set of whiskers that a man wouldn't have dared to wear unless he was rich, so I was doubly sure now that honesty was the best policy. Not that I had doubted it before, but there are degrees in such things, as every one knows.

I worked for Mr. Spruggles in his wall paper house six days a week, and on the seventh I rested beneath his austere gaze in his Bible class. I had a battling average of .354 in both places, and it wasn't long before Mr. Spruggles had invited me to his home to dinner. Mrs. Spruggles was glad to see me. She asked me if I had ever read Pilgrim's Progress, and when I said I had she said she thought every young man should have a copy of that great book sewed in the lining of his coat. She was a good soul. Spruggles had married her before he had proved that a man must be honest if he is to get rich. Nothing remains to be said about her after this.

I was new to the city, and I had heard so much about its incredible wickedness that I was curious to see if any place really could be as wicked as it was reported. I mentioned my curiosity to the beautiful stenographer in Mr. Spruggles' office. She said that the wickedest place she knew was a big restaurant where men and women went and drank highballs together, and that if I would be real good and not say a

word to anybody I might take her there next pay day night.

"On second thought," she said, "how much do you get a week?" I told her.

"That'll be enough for one night," she said. "Be a good boy and don't spend any of it before you meet me."

We went to a show first. After that we went to this big restaurant. We had finished our soup when I heard Mr. Spruggles' voice. He was at a table behind us, and he was saying: "Now we'll drink to the foxiest little charmer of them all." I looked around, because I thought it would only be the right thing to get up and speak to Mrs. Spruggles. I'd never heard Mr. Spruggles call Mrs. S even a foxy little charmer, but I was sure it would be she. But it wasn't. It was one of the girls who had sung "Won't you come and play with me?" in the show.

Mr. Spruggles saw me when I turned around. He put his glass down and looked uncomfortable. I said, "Good evening, Mr. Harrison," bowed to him, and turned in my chair. I arranged my head and shoulders so that the beautiful stenographer couldn't see what was behind me. Soon I heard Mr. Spruggles and his party leave, and after that I didn't care what happened.

Mr. Spruggles called me into his office next morning.

"Elihu," said he, "I believe we understand each other fairly well."

"We do," I said. "Honesty is the best policy, always."

"Ye-es," he said, "but there are times—"

"During business hours, I should say," I added.

He brightened up.

"Now we do understand each other," he said, shaking hands. "We

didn't happen to meet at all last night, did we?"

"Last night?" I said. "Well, I should say not."

"Elihu," he said, and his voice was weak from affection for me, "Elihu, take off your overalls and come into the office. I need a private secretary, one with a complete understanding of his employer."

I've been in the office ever since. In fact, I am in the private office now. Mr. Spruggles retired in my favor several years ago. He discovered that Mrs. Spruggles' health was bad and nothing would help it but to go to Italy to live. He hated to tear her away from her friends, among whom I was first, but duty demanded it, and they went. He made me head of the firm on the day of his going. He said that he hoped I would never forget that honesty—honesty toward him above all—was the best policy. I said I wouldn't forget. I never have. I won't—so long as Mr. Spruggles stays in Europe. Elihu Strong.

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MATRIMONIAL DIFFICULTIES.

As Aired on Train by Fellow Passenger.

Written for the Tradesman.

I took a journey recently to a small town in the middle of the State. While en route I was made a listener to the following conversation. It was not a loud conversation, but the voices of the two participants happened to have a clear bell-like quality that easily carried to where I sat directly back of them.

I will not say that I was an unwilling hearer, for the topic they were discussing is one in which my sex are proverbially interested inasmuch as it touches very closely on so many lives.

The ladies were dressed in the extreme of fashion; not loud, but so modish—elegant simplicity, which, as the reader well knows is infinitely more costly than any amount of folderoll stuff that may be piled on.

The subject which was being discussed? Well, it was matrimony.

Both the ladies had, seemingly, everything that wishes can be made for and money can gratify.

Their dresses were tailor-made, of exquisite design, cut and finish, showing originality on the part of their dressmaker and generosity where their husbands' wallets were concerned. Their rainsticks marked the limit of expensiveness in umbrelladom and their handbags betokened a like dispensation of coin of the realm.

If that subject does not interest half the universe, and the other half sit up and take notice, then I am grandly mistaken.

Now, no two women ever look at marriage with exactly the same eyes. So many things are tinged with the color of one's environment—one's own particular personal experiences—that they all look at the subject out of prejudiced eyes, and, in consequence of this predisposition, they are quite apt to generalize from their own cases.

For some time I have had it in mind to touch upon a number of peculiar phases of affairs matrimonial, in a series of articles, keeping the several different "outward manifestations of an inward spirit" entirely separate each from the other.

And I might as well begin with the view set forth by the two ladies whose little talkfest was going on at the time of my recent journey.

I didn't know them from Adam and there is not a scintilla of danger that you, dear reader, either will know who they were. They seemed to take no precaution to lower their voices; they probably imagined that the rumble of the train drowned their words.

Not so, as witness the following record imprinted on my grey matter.

One of the ladies might have been 40 years of age, while the other was probably ten years her junior, time seeming to have but lightly touched them both. Each was handsome, although in a completely opposite way. Here are the stories:

"Before I began my married life," said the older of the two, "I had

many, many theories which I supposed it would be a very simple matter to carry out, but which, as you shall see, came utterly to naught:

"My husband had only the advantage of a common school education, while my parents had sent me to what was considered the best co-ed. college of the day. I had graduated with honors, so, quite naturally I regarded myself as certainly in no way inferior to my husband so far as the ownership of intellect was concerned. As a matter of fact, I had always borne the proud distinction of being called a 'brainy girl.' This and a thorough knowledge of house-keeping in all its branches was the dower I brought to the man I married.

"I have lived to thank the good Lord that he saw best to take my dear father and mother from me before they lived to discover what afterwards came to my lot.

"My sisters and I were given the most careful of home training. We were brought up with the strictest ideas of morality and, having instilled these ideas in our minds, our parents let us do about as we pleased, knowing well that they could trust us; that they could rely on our integrity; that they could repose in the utmost confidence.

"I may say, and that without boasting, that I have never seen a family that took more comfort together than did the members of ours. We possessed an abiding love for each other, and that love made it more than easy to 'get along' well under the same roof-tree. We were as happy as the day is long. We never had any quarrels. Living within the same four walls never suggested to us the right to domineer over each other in the slightest degree.

"And if we lived such a peaceful life among ourselves, neither had we dissensions with those who were not our 'kith and kin.' We were at peace with all the world. Our home life was one of ideality.

"But with the placing of the wedding ring on my finger began a life of such harshness as I could not have believed possible to exist.

"My husband was always the soul of generosity, so far as the table is concerned. I never had a particle of fault to find with him on that score. And he allowed me to go on and furnish up the house—that is, according to what he considered proper to go into it. The furniture and furnishings are not all exactly what I should desire if I had matters my own way, but then they do very well.

"But there have been two points on which my husband and I have never agreed.

"From the very beginning of our married life he was extremely jealous of my popularity as a musician. He has always seemed to hold a grudge against me for the possession of this—my best—talent. He never had liked me to play before an audience, taking every means of frustrating 'any' such exhibition of myself," as he terms my public appearances. He can not even endure to

have me play for neighbors and old friends who drop in of an evening.

"Before my marriage my music was my existence. To drop it all would be torture. As well chain me to the rocks like the persecuted Andromeda."

"The other thing on which my husband and I could never come to any conclusion was the subject of my wardrobe.

"I think he has some kind of a notion that a woman's clothes grow on the bushes round about and that all she has to do when she needs or desires a new gown is to go and pick one off the shrubbery! I never could account in any other way for his attitude toward me in regard to clothing.

"For several years after we were married I got along nicely on my ample trousseau. But by and by my wedding clothes commenced to give out, and what didn't actually give out grew to look shabby.

"I then began to ask my husband for some money with which to replenish the rustiness. But he ever had a plausible excuse to get out of giving me money for my necessities. The situation of having to supplicate for clothes and continually to be refused even so much as a farthing was galling to my sensitiveness. I had begged for clothes until I had lost all self-respect along this line, and I made up my mind, after the most mature deliberation, that I would not have things go on in that way any longer.

"Without consulting my master I



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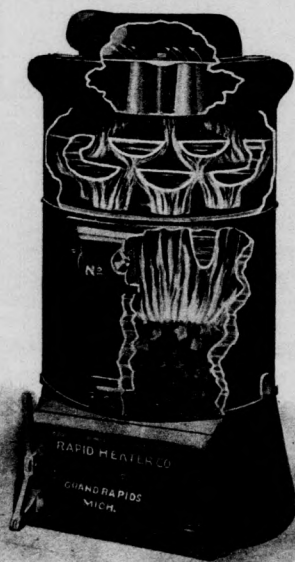
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started out and got up a fine class of music pupils.

"What did people think of that? Weren't they shocked?"

"Certainly. It was a seven days' wonder that the wife of 'wealthy Mr. Darius,' as everybody refers to my husband, should—they called it 'stoop' to give lessons for pay.

"But, when people criticised me to my face, I made out that I loved the work, which, of course, was no lie. But I did not tell all I knew.

"Since I started in to earn my own clothes I have had them in plenty. I never buy anything of a shoddy description and I always try to pick out things that I can wear both summer and winter. That saves a good deal on prices; I can have a much nicer article than I could if I had to lay it aside for several months in the year and, too, I take excellent care of my wardrobe. I hire a woman by the day to come in and do up my mending. She's quicker'n chain lightning and it is much easier for me to give a music lesson for an hour than to sit down and sew all day long.

"People call me extravagant in dress; they say that my husband 'clothes me like a queen.'

"I smile—and keep my mouth shut—that is the best way. If I told that he has not given me so much as a penny to dress on since we stood up at the altar and he stoutly declared, 'With all my worldly goods I thee endow,' the community would be so shocked they'd all succumb to heart-failure—and I wouldn't want to be responsible for the taking-off, you know! I let it go as they think; and the women wish that they, too, had a husband who was so generous in the way of providing them with personal adornment as mine is with me!

"I laugh in my sleeve.

"Of course, I understand that one can't have all the virtues boiled down into one husband, any more than into one wife, and the general average of my man is so good that I overlook his 'pinching the eagle until he squeals' when it comes to the matter of my wardrobe.

"If they knew the truth folks would think that I let him off too easy. They would say that I can compel him to support me properly. But who in my position would wish to go to the publicity of that? No, it is preferable to suffer in silence—and hustle with my music lessons."

"One never would imagine the secret of your fine clothes," said the speaker's friend, taking in her general chic appearance.

"No, never!" agreed the woman with the musical talent and the penurious husband.

"Here's our station!" exclaimed her companion, as the brakeman called out in stentorian tones—and repeated—the name of their destination town.

"Sometime I'll tell you some of my matrimonial difficulties. But not just this minute!" she laughed, as the train came to a sudden standstill and threw the passengers in the aisle into each other's arms.

J. E. S.

Advantage of Beginning Life's Battle Early.

In these modern days when so many institutions make for the widening of our social life it is hardly to be disputed that the tendency of the times is to delay the mental maturity of the young. Critics have attacked the pressure work in the schools, it is true, but if the charge be true it is not conceded that school routine necessarily ripens the intellect. From the point of view of worldly experience it even may retard it.

Conceding that the young man of 18 years to-day may be less ripened in judgment and experience than was the young man forty years ago, the seriousness of the situation appears in the fact that never before was a man as old at 40 years as the business world declares him to be at the present time.

If the average young man at 18 years is younger in seriousness and in judgment than ever before and if the average man of 40 is less needed and less wanted in the world's activities than he ever was, something should be done to correct the intolerable condition. Twenty years of service to the social body is not enough to expect of this average man who has been twenty years in developing to industrial ripeness.

Unless a reaction is to be expected from this fact or prejudice against the man of 40, it is manifest that the young man needs to prepare himself early for his work in the world. If the tendencies of the times are to retard the mental ripening of the young man in preparation for his work he must anticipate the condition which may leave him a back number at 40 years old.

It is easier to teach a boy mathematics than it is to teach him to think. Mathematics may develop the reasoning quality in the brain, but if this be the only training, the reasoning faculty will exercise itself only in mathematics. Doubtless some of the greatest mathematicians of any age have been children in their relations with the world of men and things. Newton's discovery as to why the apple fell down from the tree rather than upward into stellar space has affected all physics since his time. But what Newton might be able to accomplish as a world's worker, dropped alone and dependent upon himself in a busy capital of civilization, could be questioned endlessly.

To-day the young man charged with a man's work in the world is confronting certain fixed conditions to which he must adapt himself. Youth is inclined to nurse the idea of reform rather than learn the lessons of adaptation. He questions why he should be compelled to do this and that when the results are not clear to him. He may deny that he has thought of such results in any future relation to himself. He does not know. He has no basic knowledge from which to try to think. He is not willing to compromise when he does not see what compromises may accomplish; he may fail to stand steadfast because

he is unable to see that capitulation means failure. What is he to do?

We are living in a material age at the present. Money is a passport of tremendous influence. Because of this fact—there are thousands of young men who, after five or ten years of single life at salaries far above economic needs, suddenly have found themselves with a depending family for which nothing was saved in anticipation. Under the spur of his responsibilities such a man may see his way to a move which would make him independent if only he had \$1,000 that he could call his own. But when he could have saved he didn't!

Special training is figuring in almost everything in the material world. Let the parent and the boy anticipate this fact. Let the boy appreciate the advantage that comes of early preparedness. There is no palliative to soothe the sting of wasted time and opportunity.

John A. Howland.

The Woman Speculator.

Husband (horrified)—Good heavens, Maria! What does this mean—your dabbling in speculation?

Wife—I wanted to make money same as you do.

Husband—But what possessed you to buy the stocks that were so low and going down?

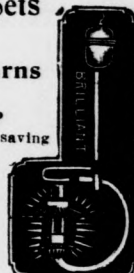
Wife (sobbing) — Because they seemed such lovely bargains.

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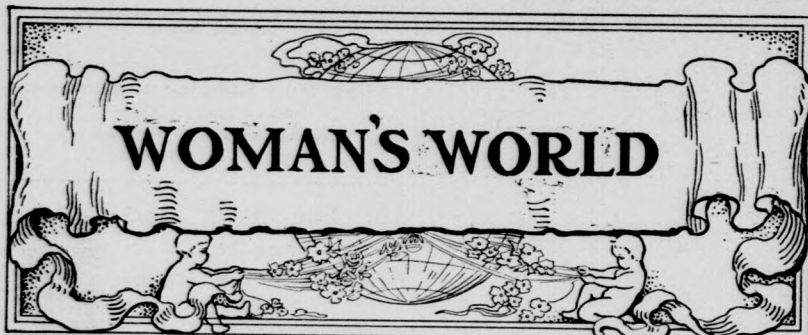
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How Professional Jealousy Impairs Domestic Happiness.

When the woman of the world went to see little Mrs. Newlywed the other day she found that young person in a crumpled heap on the couch bedewing her best sofa cushion with her tears and surrounded by a wreck of newspapers.

"Goodness gracious," cried the woman of the world, "what on earth is the matter? Has the cook left? Or was the steak burned at breakfast?"

"It's wo-wow-orse than that," sobbed the little bride. "I've been trying to study up the market, so that I could talk to Jack about the things he is interested in, and I can not make heads or tails out of it, although I used to be considered good at working out puzzles and things like that. I do not believe it is true, either, for it goes on and talks about things which I can not get through my head, and I do not know what I am going to do about it."

"Do nothing," suggested the older woman comfortingly.

"Why, what do you mean?" asked the little bride, sitting up and wiping her eyes.

"Just what I say," returned the woman of the world. "Do not try to meddle with Jack's specialty. The woman who tries to know as much about her husband's specialty as he does is playing with a loaded bomb that may go off and blow her up any moment. My dear child, the very foundation-stone of domestic bliss rests upon a man's belief that he knows it all. Shake this and the whole edifice is liable to come tumbling down about your ears. Never undeceive him on this important point. It is far better for your married happiness to believe that the moon is made of green cheese than it would be for you to be able to engineer a corner in futures."

"But I thought a wife should always study up on things her husband knows," put in the bride, "so that she can be able to talk to him about them. I am sure that is what all the books of advice to brides say, and—"

"Fudge!" cried the woman of the world scornfully. "The people who write them are old maids, who never had a chance to know a real man, much less any experience in managing one. A man does not want to listen to what you think about his business or his hobby. He wants to discourse to you about them, and the more you listen and the less you say the better pleased he is. That is nothing but human nature, either. Who are the most entertaining peo-

ple we know? The people who tell us stories, who inform us of the wonderful things they have done and the adventures they have met with; the people who describe their travels to us? Not at all. It is those delightful creatures who sit and listen interestedly while we meander on and on and who think it was just perfectly wonderful that we should have been able to manage so beautifully in every way and always do just the right thing at the right time. Personally I have only met with one or two of these kind of people, but I have never let them get away from me. They are the kind of individuals that you grapple to your soul with hooks of steel.

"Now, just apply this theory to your husband. I know the idea is that a man and his wife, to be thoroughly congenial, ought to have identically the same interests and know identically the same things. Never was a greater mistake made. When Jack comes home and tells you that he has engineered a big deal through, and talks learnedly and familiarly about points and puts and calls and things that are Greek to you, you are naturally overwhelmed with the cleverness of it all. You think him a regular Napoleon of finance; and do not hesitate to say so and give him the little subtle flattery that is dear to us all. But suppose you met him on another ground. Suppose, instead of having to count up your change on your fingers, you were a shrewd financier and had the whole game at your finger ends. You would see where he had blundered. You would perceive moves that he missed and, instead of being a Napoleon, he would be a Jonah in your eyes. Criticism would take the place of praise and your superior financial knowledge would bring neither of you any happiness.

"Every now and then we hear about some woman who has studied a profession marrying some man who is engaged in the same profession. Everybody says, 'How nice for them to be able to work together!' Nonsense. My word for it, these kind of people are going to keep the road to the divorce court hot. It is going to add professional jealousy to all the other kinds of jealousy with which human nature is afflicted, and that is going to be the worst of the lot. Plain Dr. John Smith may be delighted and flattered when his wife, Dr. Mary Smith, wins a reputation as the finest diagnostician in the city and gets the biggest and most fashionable practice. But when patients begin to say that they 'will wait and see Dr. Mary, she is so clever about

such operations, and has been so successful,' and Dr. Mary gets called in to consultations where he is ignored, Dr. John Smith begins to feel that it was all a mistake to open the profession of medicine to women anyway. Suppose Dr. John and Dr. Mary differ, too, about the proper treatment of a case? Dr. Mary would say, if he were not her husband, that 'the rival physician was a mossback, who ought not to be licensed to doctor a sick cat.' Dr. John would call the other man a chump and no particular harm would be done, but when two married people get to entertaining this sort of opinion of each other's intellect there is trouble coming, and don't you forget it.

"You can see how it would work all along the line. If a man and his wife were preachers or lawyers or writers, or anything of the kind where they were both appealing to the public for support and patronage and popularity for the same work it is just bound to drag in a rivalry. No man can ever see his wife exceed him in success or moneymaking without feeling that every one must be saying that she is the better man of the two, and the angel wings will have begun to sprout on him before he rises to the generosity of accepting that state of affairs gracefully and rejoicing in her triumph. So far as women are concerned we are so used to giving away to men and deferring before them and seeing them surpass us that a woman is much less apt to be jealous of her

?

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.

husband professionally than he is of her, but still a woman never studies a profession unless she feels some especial fitness for the work and has a grim determination to succeed that makes her take it very seriously. The married woman who is in the same profession as her husband is very much in the same position you are in a game of cards, when you are mad with him if he beats you, and furious with him if he lets you beat him.

"This is not saying that married people should not have the same interests and tastes. It is only suggesting one of the dangers that may come from a too literal adherence to the affinity-of-taste-and-occupation theory. The woman who can enter into the story of her husband's business without knowing enough to criticize his mistakes and the man who can admire his wife's talents without putting his own into competition with them are on a much safer ground than those who follow the same calling and are brought into daily rivalry."

"But I was not thinking of going into business," interrupted the little bride, a trifle wonderingly.

"Oh, that's all right," put in the woman of the world with a genial laugh. "I only wanted to impress on you that the best way to keep the peace was for each one to keep to his own trade. Listen and believe when Jack tells you what a financier he is, but do not think for a moment that it would add to your happiness to be able to give him points about the state of the market. Remember, also, that this rule works both ways. There may be worse husbands, but there are no more aggravating and trying ones than those who think they know more about how to keep house and spank a baby and cook a dinner than you do. What I call a good, satisfactory, comfortable husband is the man who follows the Bible admonition and eats what is set before him, asking no questions for conscience's sake, and who does not meddle with the household machinery any further than paying the bills.

"For my part I am always astonished at the lack of wisdom of those women who encourage their husbands in learning to cook on the chafing dish. It is just a fatal mistake. I know for I have been all along there. My dear old Tom and I have been married for twenty years, you know, and all that time we have lived in the greatest peace. I have admired him and secretly wondered why on earth the Government had not called on him to be Secretary of the Treasury or settle the currency question or some of the other muddles they seem to get into at Washington, and he has thought I was the best housekeeper in town and praised my pies and said I cooked better than his mother. Then, about two years ago the chafing dish mania struck him. It hit him hard and he went about with his pockets stuffed full of clippings about how to make things a la John Chamberlain and a la Newberg, and he compounded unspeakable things that he

called 'golden bucks' and Welsh rarebits that were like saddle skirts. I could have stood all of that, dyspepsia included, but he got to wearing a coldly critical air at the table that was simply maddening. He would take a mouthful of anything, assume the air and expression of an expert taster and remark, 'I think, Maria, that a dash of tobasco would have improved this,' or 'I always use a little paprika,' or 'when I make a salad I always do so and so.' At first I didn't know what it was that provoked me so much. Then I thought me that it was professional jealousy. He was assuming to know more about my business than I knew myself—to be a professional and regard me as a bungling amateur—and it was too much. I presented that chafing dish to my deadliest enemies, the Blanks—"

"The Blanks who were divorced last spring?" cried the wondering little bride.

"The same," replied the woman of the world impressively. "Mind, I do not say the chafing dish did it, although I have my suspicions. There is nothing so dangerous to domestic happiness as professional jealousy."

"Oh," cried the little bride, picking up the financial journals with the tongs, "I will never read another money article. Just think what an escape I have had." Dorothy Dix.

The Mind's Power Over Matter Is Tested.

The power of mind over matter is illustrated in recent electricity experiments, made by Dr. Otto von der Pfordten, who believes he has shown that the action of electricity in the human body may be modified or even neutralized by the state of the mind. Aspinall has already noted that electricians who, when asleep, have touched dangerous live wires and suffered no injury except a burn; and Jellinek found that an ordinarily deadly current did not harm rabbits when they were chloroformed. Of greater interest still are the cases where the action of the current is neutralized by a man's strained expectation or attention. Electricians, he says, often touch parts of the machinery to ascertain if there is a current in them, and while this conscious and deliberate act results in no harm, unintentional contact with a less powerful current proves fatal. In experimenting on himself Jellinek found that an unexpected shock of 350 volts was terrible, whereas an expected shock of 500 volts made little impression. But this was a bagatelle compared with the exhibition of courage given by Herr von Dobrowolsky, who broke a wire containing 30,000 volts and picked up one end of it in the presence of several dismayed experts without suffering the least harm. "To do such a thing one must be absolutely fearless of death, or else one must have the force of an engineer who has learned to control the powerful electric fluid." The force, Dr. von der Pfordten declares, is will power, and he adds: "There is something imposing in this idea that the will power in such a case opposes itself to

death as an equal force and comes out triumphant." Dr. Hufeland was convinced that most nervous disorders are caused by mental influence and passiveness, a weak yielding to bodily sensations and impressions. And he cites Pinel, who found that during the excitement of the French revolution many persons who had for years been weak and sickly became healthy and strong, this being true especially among the indolent members of the aristocracy, whose nervous troubles disappeared entirely.

The Japanese have a special method of training the will from early childhood, and it has been plausibly argued that it was this study of will power more than anything else that enabled them to overcome the Russians.

A Pleasure Not To Be Missed.

The teacher of a certain school received the following note explaining the absence of one of her pupils the day before:

"Plese excooze Henny for absents yesterday. Him an' me got a chance of a ride to a funeral in a charrige, an' I let him stay to home as he had never rode in a charrige an' never went to a funeral, nor had many other pleasures. So plese excooze."

Easily Explained.

"Does your wife believe everything you tell her?"
"Most of the time."
"Why not all the time?"
"Because some of the time she knows different."

Flour Profits

Where Do You Find Them, Mr. Grocer?

On that flour of which you sell an occasional sack, or on the flour which constantly "repeats," and for which there is an ever increasing demand?



is the best "repeater" you can buy. Your customers will never have occasion to find fault with it. When they try it once they ask for it again because it is better for all around baking than any other flour they can buy. Milled by our patent process from choicest Northern Wheat, scrupulously cleaned, and never touched by human hands in its making. Write us for prices and terms.

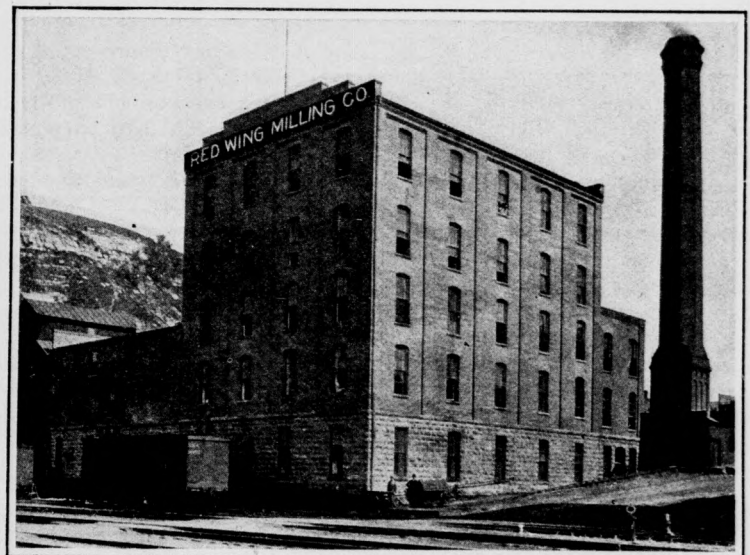
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In the Heart of the Spring Wheat Belt



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.

STOVES AND HARDWARE

Patents as Bluffs.

In a recent issue "Popular Mechanics," under the head of "Patents as Bluffs," deposed as follows:

"Very few inventors appreciate the value of patents as 'bluffs,' but most manufacturers have been wise to this use of patents for many years. Tom Johnson, now Mayor of Cleveland, in testifying before a Congressional committee, stated that the Johnson Steel Co., of which he was then president, owned a number of patents, but, with the exception of very few, they were merely bluffs to frighten would-be imitators. It is also true that many patents are bought up by manufacturers with no idea of ever using them in any way except to scare competitors. Sometimes they go so far as to file suits on such patents against a competitor who 'calls the bluff,' but such suits are rarely, if ever, pushed to a final hearing, and are kept alive as long as possible, then dismissed.

"A similar use is being made of pending applications for patents, the inventions being marketed under the legend 'patent applied for.' The applicants are aware that they can not get patents when they ask for them, but also realize that few persons will care to invite a lawsuit by making and selling a device that may be patented at any time, and so the bluff works. A skillful patent attorney can keep an application pending in the patent office for two or three years, while his client is profiting from the sales of the device which is not patentable either because of a prior patent long since expired, or for some other reason. In two or three years he can make many times the cost of applying for the patent, which rarely exceeds \$50, hence it is a good investment.

"The fear of litigation growing out of the use of a patented machine or device gives an artificial value to many patents that would never stand a lawsuit, that is to say, would be declared null and void by the United States courts which pass on patents in suits for infringements and damages. Thus a patent is a good thing to have even if it is only a bluff, for it means less competition, even if it does not insure a monopoly."

Making an Effort.

It is infinitely better to make a mistake than to never act on one's own judgment.

People who are always referring to others, always asking advice, never amount to much. What makes a man a success is standing for something in himself, something definite.

A man may be very good, and yet

not stand for anything—not enough to carry any weight in his community. It is just as important to the building of a strong character to be self-reliant as it is to be honest, because honesty without independence or stamina is a sort of negative quality.

No matter whether a man may be at the head of a large business or a small one, whether he is working for himself or some one else, he should be himself, do his own thinking and follow his own judgment.

Self-reliance not only helps us to respect ourselves, but it also makes others respect us.

We instinctively admire a man who stands for something, even although we might not agree with his doctrines; we like the fellow who has the backbone and is not afraid to call a spade a spade at the proper time.

How They Do Things in Kansas.

It was evening in the Great West. The golden sun had gone down over the corn fields and all was silent.

"Maria, what did you do with that Rubens that came to-day?"

"I bgwgkdkd kfkkg fwy y p "I hung it up in the art gallery, next to Rembrandt."

"That's right. How about that new balloon we ordered?"

"We got a wireless to-day from the factory saying it wouldn't be ready until next week."

"Um! That will give one of them chauffeurs of ours an excuse to be idle. Couldn't get any of them chaps to help with the hay. How is the new French car acting?"

"Fine. But I had to telephone for a new set of tires."

"Did that consignment of Government bonds come?"

"Yes."

"And how about that first folio edition of Shakespeare?"

"That's here."

And then the Kansas farmer, removing his evening clothes and putting on his overalls, went out on the estate and locked up for the night.

Too Busy.

This world is full of men who are "too busy" to do things and what is needed most, and what we want most to cultivate is the idea of doing what is before us at once. "Procrastination is the thief of time," and surely many a man puts off until to-morrow that which he should do to-day. This "too busy" remark often indicates nothing more than pure laziness, although it is not always policy to tell a man so when he hands you that excuse. Many men are "too busy" to attend to the details of their busi-

ness, "too busy" to eat their dinner properly and eventually some of them get "too busy" to live—and so they just slip off this Mother Earth without anyone being the worse for it. These "too busy" men are no use to themselves or to humanity at large.

Much Alike.

"Officer," said the magistrate, "what is the charge against the prisoner?"

"Having an infernal machine in his possession, your honor," replied the policeman.

"Anarchist or chauffeur?" queried the magistrate.

The Retort Belligerent.

First Bootblack (calling to rival across the street)—Hey, sonny! Does yer mother know ye're out?

Second Bootblack (with cheerful promptness)—Reckon she does, bub; but if you give me any more of your lip you kin bet your mother won't know you when you git back.



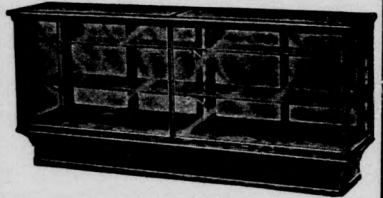
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The Holland has less joints, smaller joints, is simpler and easier to operate and more economical than any other furnace on the market. It is built to last and to save fuel.

Write us for catalogue and prices.

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The Case
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although better made than most, and the equal of any, is not the highest priced.

We claim our prices are right. You can easily judge for yourself by comparison.

We are willing to wait for your business until you realize we can do the best by you.

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Grand Rapids, Mich.
Jefferson and Cottage Grove Avenues



THE NEW IOWA CREAM SEPARATOR

The machine that gets all the butter-fat at all times of the year.

The kind that doesn't come back on your hands because it breaks the back to turn it or because it won't do thorough skimming on cold milk or because it cannot be thoroughly flushed.

Have you seen the New Iowa with its anti-friction worm gear, the most wonderful invention to avoid wear?

The New Iowa has a low supply can, gear entirely enclosed in a dust proof frame, smallest bowl with the largest skimming capacity.

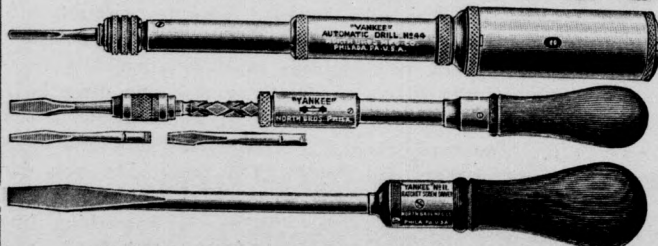
The farmers readily see the great superiority of the New Iowa. They know a convenient and practical cream separator when they see it.

Why not sell it to them—THE NEW IOWA? Write for our large illustrated and descriptive catalog or ask to have our representative call on you and demonstrate the merits of the easiest selling cream separator you ever saw.

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132 Bridge St., WATERLOO, IOWA

"YANKEE" TOOLS



Are the
Newest
Cleverest and
Quickest
Selling, and
Are without
Equal in
Quality or
Efficiency in
Practical use.

CLARK-RUTKA-WEAVER CO., GRAND RAPIDS, MICH.
32 to 46 South Ionia St.

Don't Pretend To Be Richer Than You Are.

False pride and the desire to appear richer and more important than one actually is are the cause of numerous little tragedies in the lives of the man and woman. Sometimes this false pride leads one behind the bars for having forged checks with which to keep up the station. Sometimes the false pride of the young woman will lead to the divorce court—or will drive the man to drink. If false pride on the part of the wife and husband does not go that far it generally goes far enough to make their lives miserable in their homes and turn their "heaven" into an inferno.

"I believe in one knowing his limitations," said a commission house employe. "I believe that a man should consider his position and the size of his pocketbook and should not be led to adopt standards of living which are above his income. If you are earning \$12.50 per do not bolster up the appearance of a John W. Gates. Cut out your allwise and omnipotent air. Don't look as if you were going to tumble out a dozen universities and three score libraries from your sleeve. Leave that to Carnegie and Rockefeller. Try to appear what you actually are, no more, no less.

"This warning I would especially make to men and women just before they go to a store to buy something. If you are only able to buy a suit for \$10 do not buy one for \$25 simply because you are afraid the salesman will think you 'cheap' if you do not buy it. Do not go beyond your means in order to keep up airs.

"The store is really the place where the troubles of most men and women begin. A man goes into a store to buy a spring suit. In his heart of hearts he wishes for some 'chance' which would enable him to get a last year's suit for about \$10. He remembers that a year ago he got that kind of a suit for just that price. The style was not the latest, but was nearly so. The goods, too, were of a cheap quality, but the stripe resembled the \$30 suits. If he could get something like this now it would suit him first rate. He needs the extra \$10 or \$15 badly.

"When he enters the store, however, the clerk generally begins to convince him that a cheap suit is really the more expensive suit. So he might just as well get a good one while he is getting it. It will wear longer. It will give better satisfaction all around. The clerk takes it for granted that the man can pay the price or at least flatters his customer by taking this for granted and then the customer is generally foolish enough to try to actually keep up the wrong notion of the clerk about his pocketbook. He buys the higher priced suit and then will go on economizing for weeks.

"I have been in that same fix myself many a time. But now I have gotten over it. When I enter a store to get a suit or overcoat I know just how much I am able to spend and look for the goods which

I can get at such a price. When the salesman begins to tell me what I ought to buy I frankly tell him that my pocketbook knows better what I ought and what I ought not to buy. I tell the clerk at the outset that I want a suit for about so and so much. The highest I will go is so and so much and he had better not look for anything which is out of my financial horizon.

"Of course, sometimes I have to leave the store without buying anything. But I don't let that worry me in the least. I am there to pay a certain price for a certain kind of goods. If that particular house does not have that kind of goods it is not my fault.

"Sometimes such a procedure is unpleasant. The clerk is apt to look down upon you and whisper behind your back as you are leaving the store that you are a cheap sport. But never mind that. The clerk who will do that is probably earning less than you are. And if he manages to dress sporty you can be sure that he does this at the expense of other and better things. If you will enquire closely you may find that this 'sportsmanlike' clerk who taunts you with being cheap is far from being 'sportsmanlike' to the woman who does his washing, or he may be behind with his rent.

"While I was out the other day I found that I had lost my handkerchief and I went into a haberdasher's to buy one, specifying that I wanted one for 10 cents. The clerk informed me, with an air that he thought would awe me, that they did not handle any handkerchiefs which were below 25 cents each. He thought that this would impress me into pulling out my quarter and paying. But it did nothing of the sort. I turned around and left the store.

"I did not feel a bit cheaper than does my boss when I ask him for a raise and he refuses to give it. If my employer does not think it cheap to pay more than he can or is willing to pay for the work he gets out of me I ought not to think it cheap not to be induced to buy things which are beyond my pocketbook, which are too high for me.

"I do not for a minute mean to say that I am not entitled to a 25 cent handkerchief or to a suit for \$25. These things are intended for me as much as for anybody else. But I simply have not the price, and I might as well admit and ask for cheaper goods rather than keep up my reputation in the eyes of the clerk and then try to squeeze off a cent from the woman who does my washing or go for weeks without the paper or magazine I am accustomed to have."

Aggressiveness of salesmen is perhaps as much responsible for this keeping up of the false standards as the weakness of the customer. It is the salesman's business to sell and he tries his best, using every available means. Sometimes this aggressive policy of the salesman leads to his and his boss' destruction. It simply drives customers away.

"There was a grocery store in our

neighborhood where we all liked to buy," said a woman on the South Side of Chicago. "It was a clean, nice place and the man had good trade. Then he got in a new salesman, a salesman from a downtown store. The man knew his business. But he knew a little bit too much. Thus a woman who came in to buy a soup bone went out with two porterhouse steaks simply because it would look cheap not to take the porterhouse steaks after the clerk had been kind enough to run to the ice box and to show them to her without her asking.

"After a while, however, the customers began to get tired of his too great officiousness. Their bills were increased by 20 and 30 per cent. The result was that they ceased to buy from that place. Before long the proprietor discharged the clerk. He hardly had enough business to tend to himself. But it was too late. The customers had been driven away by the skillful salesman and would not come back. A year later the man moved into a different neighborhood. Frank J. Brown.

Choice Reading.

Some things that look like opportunities have ears and hind parts with something of the characteristics of a mule.

Because a man thinks slowly and acts in harmony therewith is no indication that he can't "get there" by persistent effort.

It is not an essential qualification, but generally it is good, for a boss to have previously submitted to being bossed himself.

Don't be too good to do a job that is dirty when occasion requires, and don't make any job unnecessarily dirty, for cleanliness is quite a virtue.

If we would all look at searchingly for good things in our fellow-men as we do for their faults, how much better a world would we find this old earth to be!

Chronic.

He—Has your husband got used to his motor car?

She—Oh, yes. He swears at it automatically now.

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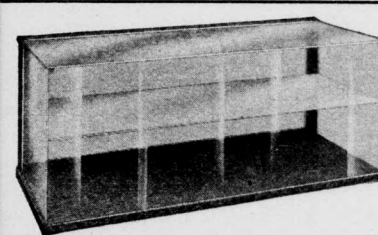


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At Less Than Half Usual Prices

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GOOD MANNERS.

Character Finds Its Natural Expression in Courteous Behavior.*

When Mr. Greeson did me the honor of extending an invitation to address you to-day I asked him how I should act and what I should talk about, and if the address was for the class or if I was expected to use the class as an excuse for delivering a preachment to the general audience having in mind the furtherance of some city educational scheme. He replied that the audience was an incidental, and that I should talk to the class as I would to a bevy of girls and boys which might be gathered at any time on my lawn, and the subject should be one that should have to do with their everyday life. So here goes, and the responsibility of it is upon your Superintendent, with whom you will have an opportunity to talk it out during the four years which I trust you will yet spend under his guidance. I will slip from under the obligation as in the language of the Quaker, "I shall not pass this way again."

American girls and boys are naturally interested in politics because they begin early to understand the responsibility placed upon every one by our form of government; but I shall not talk politics. It would, perhaps, be a happy way to show the appreciation of the wonderful strides we are making in all lines of knowledge to develop for you some thought in harmony with scientific investigation; but I shall not talk science to you. In the educational scheme to-day we are magnifying the development of the hand and eye to comport with the information which we get from books; but I shall not talk manual training. To-day, perhaps more than any other time in the history of the human race, the deepest and hardest and most persistent thought is given to the subject of nutrition in the development of the highest type of manhood and womanhood, and I might chat with you a little while about pure food, but I will not. We are in the midst of a wonderful awakening in the application of religious thought to the practical ways of life, and every where in connection with the churches organizations are formed to discuss and make effective religious truths in their application to our everyday life; but I will not talk to you about applied christianity.

Rather, I have chosen to address you in a plain, matter-of-fact sort of way upon the most commonplace of subjects, Manners. And this choice has been made from opportunities which I have sought to make observations in connection with the daily habits of the girls and boys just now stepping across an imaginary line between epochs in their school training. I have been looking at you having in my mind's eye the influence that the training in our system of education is affording you has upon your daily behavior.

I have met many of you on the street and in your homes and watch-

*Address delivered by Hon. Charles W. Garfield before eighth grade pupils in public school.

ed you as you have gone to and from school. I have seen the attitude many of you have expressed toward your parents, toward the laborers on the street, toward children not so fortunate as you, toward trees, animals and flowers, toward those who give you instruction and those for whom you could render a kind act. From these data I have gradually formulated judgment concerning you.

After all, you are not judged by your class standing, by the essays that you write or the responses that you give to a test quiz. We, who are outside of the schools, who have not to do directly with your tuition and with your examination are the real judges of the product which is turned out by our system of education. You constitute one of these products. We are watching the growing process, the influence you have upon each other, the impress made upon you by the arrangement of the curriculum, and it is a matter of deep interest to us, after you have been fed and cared for and winnowed and threshed, what kind of grain has been developed. Our judgment of you is based upon the way you act from hour to hour and day to day and week to week as you go in and out among us, and of all the products of the earth in which we may have a deep interest we consider you the most important.

Knowing, now that I have told you, in what way we pass judgment, at this period I should naturally talk to you about the way your behavior strikes me and of certain facts and principles which occur to me as of importance to you in your desire to make a favorable impression upon the judges.

Among other things which you have learned to do in all probability as an incident of your school career is the proper and effective use of the dictionary, and you will not count me out of place if I call your attention to a few definitions that it seems to me ought to become a part of yourselves:

A brief definition of manners is decent and respectful deportment; civility; conduct. There are a number of other words which are used as synonyms to manners which have delicate shades of meaning, and as applied to the character of growing girls and boys are worth studying. For instance, politeness is gracefulness of manners united with a desire to please others, and finds its expression in obliging attention. Gentility is gracefulness of mien. Courtesy is gracefulness of manners connected with kindness of heart. Then there is the word gentlehood, which to me is expressive of a type of character which means what we generally express as good breeding. An intrinsic element in the definition of all these words, which is not mentioned in the dictionary, is the element of sympathy, which means fellow-feeling. Down underneath as a foundation for manners, politeness, gentility, courtesy, gentlehood, lies this fellow-feeling. Unless it is there as a corner stone in the wall of character all the expression of the individual which may seem to illus-

trate the character represented by these words is a sham. No matter how polished one may be in manners, unless the outward expression finds its roots in genuine kind-heartedness it is a counterfeit, and you know the most dangerous counterfeits are those which have the greatest similitude to the real thing. There is nothing quite so like gentlehood as its most dangerous counterfeit, hypocrisy.

And now will you bear with me while I touch upon some practical illustrations of what I mean by bringing to your attention these brief definitions?

Birth has a good deal to do with manners. Some children seem to be born with good manners, natural polish seems to be a character in them, and if this character as a birthright is linked with genuine goodness it is a legacy of the best sort.

Environment has a good deal to do with the development of manners. An association with well-mannered people naturally develops like qualities in us. We imitate often unwittingly. Once when I was a school boy, perhaps 12 years of age, we had a teacher whom we all loved. He was, an ideal to us, but he had an impediment in his speech, and before we knew it a number of us found that we were imitating in our common intercourse with each other the defective speech of our instructor. Let a group of boys walk along on the street with one who is a natural leader and with whom they all



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The Common Sense Car for two people; all the speed you want; more power than you can use; snappy, symmetrical design and finish; the easiest riding thing on wheels; more reliable and steady than a horse and buggy.

Runs 25 to 30 miles per gallon of gasoline and a trifle of oil and is less expensive than a horse—why, you will see from catalogue. The wonderfully balanced single cylinder vertical motor and complete power plant is under the hood—a marvel of accessibility. For ordinary use at moderate speeds, solid tires are perfectly satisfactory, and even with pneumatics (\$50.00 extra) the lightness of the car reduces tire expense to a small figure.

The Brush is not a toy nor experiment. It is made complete in one plant in large quantities by a skilled and experienced force with ample equipment and capital, and is marketed by reputable and reliable people with reputations to protect. There are no "hard times" with us. If you are interested call or write for catalogue.

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HAS REAL ADVANTAGES

For this reason, among others, the stock of

THE CITIZENS TELEPHONE CO.

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

BALLOU BASKETS ARE BEST

Just A Basket



But made of good material with good workmanship, not simply thrown together.

Demand Ballou Baskets and get them—All Kinds—especially Stave Baskets with Wide Band.

Yes, and Potato Baskets, made for the purpose. Tightly braided and reinforced. One

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Write for particulars.

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have a warm bond of sympathy and give to him some peculiarity in gait and his companions will all of them, unknown to themselves, be acquiring the same peculiarity. Let one of you enter into an interesting conversation with a companion having a strong personality, who, for instance, has vivacity of speech which attracts you, and let him throw into his conversation quite often the expression "You know" and before you are aware of it you, too, are inducting this same phrase into your own part of the conversation.

I sat around a table not long ago in a conference of men who were in earnest consultation over an important matter, and one of them, who was a leader, was constantly inducting into his conversation the word "understand," and just for my own amusement I watched the effect of this upon the other parties to the interview and during the conference I found nearly every one in one way or another utilizing this same word with undue proportion in carrying on the discussion.

No matter how strong minded we may be or decided in our purposes we unconsciously, when we are associated with people who catch our sympathies, adopt some of their mannerisms. Unfortunately, in many of us the instinct of choice in this imitation is not as highly developed as we would like, and we are as apt to imitate bad manners as good ones. So that the importance of constantly being on our guard in the development of gentility and politeness becomes of vital import to us.

It is often said that a man or a woman who appears a good deal in public ought to have a close friend who will give the best of counsel in connection with mannerisms that will creep in unconsciously to the expression of individuals. So that in the schools one of the vital attributes of a good teacher is the ability and willingness to be constantly on the alert to assist in the development of good manners on the part of the pupils; and I urge you who are to continue for some years a student career to get into close sympathy with your teachers and invite them in every possible way to assist you in the formation of polite and gracious manners that shall become a part of your characters. This will often hurt your pride and your temptation will be to resent it. But you can never have a better opportunity for the exhibition of good manners than in graciously receiving suggestions for their improvement from those who are entitled to receive your respect and affectionate regard.

As I came down on the street car the other day every seat was occupied and the aisle well filled. The conductor was wedging his way through and performing his duty in as jolly a manner as possible with a pleasant rise in his voice when he said "Fares," and most of the people were thoughtful and had their nickels ready as he passed along. But I noticed one woman who was not only not prepared but evidently considered it an insult to be asked for her fare, and she fumbled and fussed

and growled and the conductor passed on. Finally, when he came back, although she had several small pieces of change in her pocketbook, she handed out a five dollar bill to be changed, thus adding to the trials of an over-worked employee.

In this same car sat a young girl who might have been an Eighth Grader, rather small of her age, with a nickel in her hand but her hand quite skillfully hidden in the folds of her dress. The conductor glanced at her and passed on. As he came back he glanced at her again and passed on, evidently questioning, as long as the fare was not offered, whether the girl was not a child belonging to a gentleman who sat in the seat with her. After the conductor had rung up all his fares this young girl nudged a companion who sat in front and said, "I fooled him again." The other occupant of her seat got off when we reached First avenue and I sat down with the child and asked her if she thought she did right in fooling the conductor. She defended herself by saying, "It is his business to collect the fares. It isn't my business to go hunting up the conductor to give him my fare. He is paid by the company to collect his fares, and if he does not collect them he is the one at fault." Utterly ignoring the fact that she had had her ride and owed the company for it, she was not only ill-mannered, but she was a thief to the extent of one ride upon the street cars. I passed my judgment upon this child and it was not in her favor. I pass my judgment every day upon people whom I meet in the street cars, and here we will find variation of manners, if anywhere, and I am surprised to find that we are, as a whole, such an ill-mannered lot of people, so selfish with regard to our own pleasure and so careless and thoughtless about the pleasure of others.

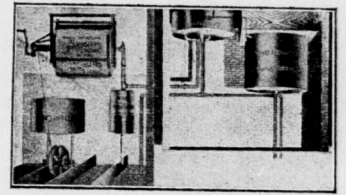
The development of a good heart, and a gracious demeanor that goes with it, are better assets in this world than anything which can be measured in money. And this leads me to say that courtesy, politeness and good manners all have a commercial value. If you do not believe it I wish you would go into any large store in this town and find the employees who are accomplishing the best results for the proprietors of the establishments. You will find in every case that manners have more to do with the value of an employee than any other attribute of character. The thief, the beggar and the mendicant all learn this and strive to acquire as their best stock in trade a counterfeit of the quality which makes a boy or girl successful in any walk of life, but we do not need to exercise more than ordinary acumen to separate the counterfeit from the genuine.

It is more difficult for some of us to acquire good manners than others. Our associations may be such as to make it something of a trial to acquire and use the amenities of life. Prof. Cook, my teacher of zoology in college, relates that while teaching a very common school in the mountains of California, at the time of the

Civil War, when conditions were very primitive there, he tried to induct some of the simple amenities of life into his school children, and in putting some of the phrases like "Thank you" and "If you please" in to practice one of the small boys was thrashed by his father, who interpreted his attempted graciousness as impudence. But most of us know that we can scarcely overdo politeness if it is the expression of a kind and thoughtful heart.

The innate politeness, or lack of it, in an audience is oftentimes shown in a very positive manner. A gentleman in Colorado became very astute in the management of political conventions, but never under any circumstances would he occupy any official position. It was the desire of his associates, inasmuch as he had been so efficient, to honor him in some way, and so in a large State convention they insisted that he should act as chairman. He demurred, but they insisted that this honor was due him and he should occupy the position of honor. While he was very much at home in the management of committees and in the handling of the details of a working body of men, he was greatly embarrassed to be placed in a position of so great prominence, and it was not strange that, as he hesitatingly arose before this convention, composed entirely of men, he started out by saying, "Ladies and gentlemen." There was a little titter which grew into a loud laugh and finally into a great wave of hilarity at this blunder of the chairman. He was a man of

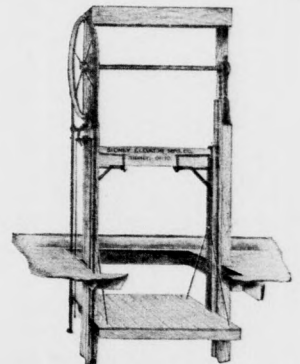
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Your lighting expenses can be most effectively reduced by using superior lighting systems. The Improved Swem Gas System not only costs less to operate but gives a clearer and brighter light. Write us.

SWEM GAS MACHINE CO. Waterloo, Ia.

ELEVATORS



We make a Specialty of Hand Elevators of All Kinds

Our Elevators are time, labor and money savers and are the standard of perfection—strong, durable and easy running.

Any carpenter can install in a few hours. Write for further information, stating your requirements.

Ask for List No. 55

SIDNEY ELEVATOR MFG. CO.
Sidney, Ohio

KINGSFORD'S OSWEGO Silver Gloss Starch

The basis of the best starching for three generations; any kind of fabric—lace or linen, delicate or plain. Whether used

FOR HOT OR COLD STARCHING



its efficiency never varies.

Absolutely pure; there is no starch more widely known, more highly esteemed, more universally demanded by women whose

judgment counts. Extensively advertised.

Sixty-six Years of Superiority

T. KINGSFORD & SON, Oswego, N. Y.
National Starch Co., Successors

nerve and he gathered himself in the interval, for he was mad clear through, and when the applause had subsided he quietly remarked, looking over the audience, "Ah, I see I have made a mistake. There are no ladies present and precious few gentlemen." From that time on he had the convention in his own hands.

It is difficult oftentimes to recognize in ourselves a lack of ordinary courtesy when we are exceedingly alert in finding fault with the manners of others. Thackeray illustrated this in his definition of a bore as "a man who talks so much about himself that I am not given an opportunity to talk about myself."

The yielding of a point of law in the expression of thoughtful consideration often marks the man of courtesy; as when one gives his own side of the road to another who has a greater load. At any rate, it is not wise to dispute a right of way with a boor. Audobon said he always turned out of the way for a polecat without regard to any matter of rights.

There was a judge in this city some years ago who was recognized in his ways as a model of courtesy. His son was walking downtown with him one morning and they met a dilapidated old tramp who lifted his hat to the judge and received a most courteous response. The boy said to his father, "What did you raise your hat to that old duffer for?" "Because, my son, I am too proud to have even a tramp outdo me in good manners."

In passing up to the High School one day not long ago four girls—careless, good-natured, happy-go-lucky girls, I should describe them—were going along arm in arm and occupied the full sidewalk. There came from the other way a venerable, courteous gentleman who was a deacon in one of our leading churches. The sidewalk was entirely filled and this old gentleman was driven by these thoughtless girls entirely outside of the walk that he might pass by them. I think these four girls all reached a position something above the eighth grade, and still one of the things which to me is of the highest importance they had not learned in all the grades they had passed.

I never pass a school that is just disbanding for intermission without lingering and watching intently the behavior of the children, and I am always astonished at the carelessness and the thoughtlessness in the ordinary amenities of life. Girls and boys seem entirely oblivious of the rights of ordinary pedestrians on the sidewalk or teams in the street and often apparently exercise their genius in actually framing discourtesies to innocent, decent people passing by. I am not unmindful of the pent up energies that must find some method of expression and often even in a thoughtless way. I enjoy this exuberance of spirits and its expression. I do not want any namby-pamby girls and boys to grow up in my neighborhood. I do not want them to be soft and fawning. I want them to be vigorous and strong and independent and active. I admire

the boy who is a model of courteous behavior to his elders who can in a moment, if needed, defend his sister with strong words and even his fists, but I am not proud of the average American school as compared with the schools which I have visited in other countries when it comes to the expression of courteous behavior.

I would not for a moment have you think that I do not appreciate American children or American schools, for I believe we have the best live stuff in the girls and boys of this country that can be found anywhere else under any other flag, and I also think that we are right-minded with regard to the importance of giving the kind of education that will be of the largest benefit in the development of the men and women who are to continue the work of evolving the best country on earth.

But in rambling over a portion of the countries outside of our own I have noted that in this one matter of good manners our American children seem to be laggards as compared with the children, for instance, of the British Isles, France, Holland, Germany and Switzerland. You are just as smart and I believe you are just as good as children I have met in other countries, but you are lacking in what I call a gentleness, and because this is an acquirement within the reach of every American child we are open to the severest criticism if we allow the children of any other country to outdo us in civility.

I have exhibited myself as the greenest kind of an American traveling through rural Holland, with no knowledge of the language and less of the habits of the people; have made the most egregious blunders in speech and action, and still never have seen a Dutch boy or girl crack

a smile at my blunders, and they were always ready to lend a hand in every possible way to make my journey easier and more pleasant. As you think of the way a Hollander would be treated when making such blunders in our own immediate neighborhood, can you not understand what I mean when I say in matters of courtesy we are laggards?

Standing at the four corners of a central locality in the great city of Rotterdam, looking at a guide book and leaning against my bicycle, wondering which way was north and which way was east in order to find my way to the hotel, it was certainly a keen satisfaction to have a man with gracious demeanor step from the sidewalk, where were gathered a number of people watching the green American and say in good English, "Is there anything I can do to help you? I see you are a stranger," and upon learning my difficulty performed the service of a guide in leading me to the hotel which I sought. As we passed along the street I noted a number of small boys and girls bowing and courtesying to the man who had so thoughtfully put himself in my service. I learned before I left him that he was a clergyman, and I absorbed the knowledge that the children recognized in him a man to whom courtesy was due.

Everywhere throughout England and Scotland and Continental Europe I found the children well behaved, respectful and genuinely kind. I must admit, however, that nowhere in the world have I seen greater respect for women and thoughtful consideration of them than in my own country; and in this connection allow me to say to you that I have very little to criticize in the behavior of boys in their treatment of girls as I watch them upon the streets and

playgrounds, but I would like to have the same thoughtful courtesy extended by a boy to his mother and his sister as he accords to other women and other girls. We have no right because of our intimate relationship with people to neglect for one moment the expression of our ideals of deportment.

I have occasion every day to watch the newsboys of our city, and it is with a feeling of pride that I speak of them as examples of correct behavior and thoughtful gentility. Not a day passes but that I see some expression of kindness and thoughtful sympathy on the part of some of these boys when in the ordinary activities of their business. I could detail to you graphic illustrations from the incidents which I have absorbed even within a few days illustrating the true spirit of gentleness on the part of these little business men, and as compared with the average of the children who swarm out of our school buildings they are certainly worthy of our careful observation, and we would do well to take home the lessons from the everyday life of these boys upon the street.

Some of you may not have the privilege of attending school any longer, and for you I have this word of encouragement: that you stand with equal advantages as compared with your fellows who can go on through the higher grades in this one matter of acquiring good manners, and without any question this acquisition is of the greatest importance in molding your future career of usefulness, of influence and of happiness. The attributes which make for good behavior may be absorbed by simply noting the manners of those who are gentle and kind and thoughtful about us. It is perfectly possible to absorb habits

You have had calls for HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

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

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

of the best behavior and through their continuous employment, based upon genuine kind-heartedness, it is perfectly possible outside of schools and with no direct tuition to become marked men and women of the community.

Selfishness is a breeder of bad morals and bad manners and it is only through self forgetfulness and alertness in thinking of the welfare and happiness of others that we can have developed in us that character which will find its natural expression in courteous behavior. We can not imitate the genuine article by trying to be smart and posing for effect. The heart and sympathy must be the root of good manners, and while behavior finds its finest expression in connection with our fellows, it also finds its very best opportunity of usefulness in the proper respect of property.

We judge people oftentimes by little things, and modesty of demeanor accompanied by the proper modulation of the voice may mean a good deal in awakening respect and sympathy when they will be of great service to us, and I assure you that tender and loving expression of respect and regard for old age ought to characterize our behavior under all circumstances and conditions, and it should not be simply a matter of politeness but a matter of conscience. Just as sure as we live we will grow old, and the application of the Golden Rule in our treatment of the aged will find its fruition in the respect and affection which will be accorded us when we shall have taken the place of the aged and other children will render us service. What education must do for you and for me is to make us of greater service wherever the pathway of life may take us, and it is only through the expression of loving and thoughtful service that we can show to others what value has come to us in any sacrifice that has been made to assist in our education.

I might say, then, as a parting word, while passing from one school grade to another that above all things you should behave yourselves. To put it possibly more graciously, permit me to counsel you in all the ways of your life, whether it be in the home, in the school, on the street or at work, to be thoughtful of the feelings of other people and to so comport yourselves as to awaken a feeling of sympathetic regard on the part of everybody with whom you associate, that whatever of education you may acquire it may be most evident in service as a result of your manners which pave the way for its most effective influence.

Her Excuse.

A tiny four-year-old was spending a night away from home.

At bed-time she knelt at the knee of her hostess to say her prayers, expecting the usual prompting.

Finding Mrs. B. unable to help her out, she concluded thus:

"Please, God, 'scuse me. I can't remember my prayers, and I'm staying with a lady who don't know any."

Men Are Worth More Alive Than Dead.

Stop the average intelligent man of family who carries a line of life insurance commensurate with his family's needs and ask that man what he is worth to his dependent ones and he is likely to revert at once to his insurance policies and what they are worth to his family if he should die.

"I'm worth a good deal more dead than alive," is one of his observations half in jest and wholly in earnest.

But is this true? What is a man worth who is in health and strength and who is earning a living for his family?

Necessarily there is a wide range in the cash worth of men under these circumstances. At the same time, however, the man who makes a comfortable living for the family that has \$1,000 a year tastes is doing quite as much for wife and children as is the man who is making only a living for the family of \$10,000 a year tastes. He is the provider, and without him the family is without a provider.

In the old slavery days in this country a good field hand in the South would bring \$1,500 on the auction block. If he had been trained to some special work, such as blacksmithing, he might bring \$2,500. But to-day most men who carry life insurance for their families are worth more as "dead ones" than was the slave who sold as a chattel.

The man who earns \$1,000 a year is likely to be insured for \$1,000 to \$2,000 if he be insured at all. As a sum of money, to be in hand all at once and unbroken, this policy appears large to him. It would pay off at once the mortgage on the house; it would put the children through high school; it would accomplish a score of things if it were all in his hand at a moment's notice. Which leads him to underestimate the \$1,000 which is a whole year in coming into his pocket and subjected to the drain of family necessities that pile up month after month.

What is this man worth who is earning \$1,000 a year and sure of his position as long as he keeps his health and strength?

Four per cent. is a fair rate of income upon a conservative, safe investment. Thousands are satisfied with as much; thousands more are holders of Government bonds that produce half as much interest.

At 4 per cent., however, the man who earns \$1,000 a year represents an income investment of \$25,000. His labor for twelve months brings the same return to his family as if he were a \$25,000 bond yielding 4 per cent. interest. With the exception, perhaps, that he must be fed and clothed and housed out of these earnings, while the bond income would be untaxed. But as an average husband and father he ought to be worth to his family the \$150 a year for his keep and even with this \$150 tax upon the income he represents a good deal of money in himself.

Suppose he does eat, and drink,

and wear, and smoke his \$150 share in this income of \$1,000 a year from his labor. Let \$850 represent the net income to the other three members of his household. He is still an investment of \$21,250 to the rest of his family. At 4 per cent. it would require a bond of this face value, to say nothing of such a bond selling at a sharp premium. A United States bond yielding \$850 at 4 per cent. might be counted as selling for the full \$25,000.

How insignificant is a \$2,500 life insurance policy as compared to an income investment of \$25,000 in the man himself!

In fact, this life insurance may be small as compared to this man's worth as declared by the statutes of many states under the employer's liability acts. Let this man be killed in an accident for which his employer is culpable and the courts will give judgment perhaps for \$10,000. This is four times the value he has put upon himself to the life insurance companies.

Or let this bread winner be injured permanently because of the negligence of an employer and he may get \$10,000, \$25,000 or \$50,000 in damages. Which, after all, takes more nearly into consideration the man's real worth to his dependent ones.

Payment of \$10,000 damages to the disabled earner of \$1,000 a year means ten years' salary in advance; the \$2,500 of life insurance which he carries is salary for only two years and a half. Besides which in many

cases the \$500 may be sadly dissipated before the funeral is over.

In these days men, looking at their salaries in comparison with the incomes of men of wealth, are prone to depreciate them. By sitting down to a little figuring on a percentage basis they may be able to cheer up appreciably if they will consider themselves for the moment as representing an invested capital at 4 per cent.

Ben Burbanks.

What Precipitated the Panic.

Once there was a man who bought a beautiful gold brick for which he paid the sum of \$10 or \$15, although it looked exactly as if it were worth \$10,000 or \$15,000.

Then he took it home and opened his ledger and made an entry which materially swelled his assets.

Then he mortgaged his home and bought an automobile and a season ticket for the opera and gave a large dinner at Sherry's. And why should he not, for was he not a rich man and could he not prove it by his ledger?

And then one day it occurred to him to examine his gold brick a little more closely, whereupon he found it was worth only 10 or 15 cents.

He lost confidence immediately, and the effort he made to get rid of the brick brought on a severe panic.—Fables.

This is a land of promise to the man who lends money promiscuously.

1 LB. WHITE HOUSE COFFEE

DWINELL-WRIGHT CO.
PRINCIPAL COFFEE ROASTERS
BOSTON CHICAGO

Sold only in 1, 2 and 3 pound cans. Its purity, if label is unbroken, always guaranteed.

Holds Its Own Pretty Well, Doesn't It?

THE BUSINESS SIDE.

Wherein Physicians as a Class Are Deficient.*

Just what the members of the Grand Rapids Physicians' Association expect to hear from me as to the Business End of a Physician's Work is beyond my conjecturing.

I am told that you have above 100 members in your organization, and I assume that you are, without any reference to the pathies, composed of different schools which no longer make war upon each other as they in the past.

It may be easier to serve as a regular allopath than it is to abide by the tenets of homeopathy or vice versa; or it may be more comfortable to serve as an eclectic, more delightful to practice osteopathy or more satisfying to confine one's self to surgery. All of these conundrums arise in the mind of the layman who, when he has tested them all through their respective practitioners, is compelled to reach the conclusion that the successful doctor is usually a good business man.

And yet, while this is the superficial conclusion of a majority of people outside of your profession, I am told that a majority of the really good physicians are poor business men.

Why this should be the fact I can not just comprehend. Indeed, it has been my experience that the doctors—and this includes doctors of medicine, dental surgeons, oculists and aurists, general surgeons and specialists in both surgery and in medicine—are, as a rule, good business men in all respects except their failure to appreciate the value of newspaper advertising.

It strikes me that it is at that point that you gentlemen fall down. I mean legitimate advertising, openly and above board.

Early in my life as a newspaper reporter I was assigned by my city editor to call upon an eminent surgeon who had expressed a desire to be interviewed. I called upon the gentleman and from him obtained a thrilling story of a successful performance of a Caesarian section by himself; that is to say, both mother and child survived the operation. Remember, this was in the days when such an achievement was less common than at present, and it made a good scare-head story. Of course I used the surgeon's name.

It was well done and deserved advertisement for the doctor and he knew it and I knew it. And so, when a fortnight later I heard the same gentleman addressing a class of graduates from a medical college, and heard him warn them most devoutly and with great emphasis against the evils of advertising, I said things in an undertone and to myself only.

To my mind, it was good business for the doctor to seek the interview I wrote and poor business to advise the young men whom he addressed against doing that of which he himself had been guilty.

One time as a reporter I stood in

with a young man who, just beginning practice, had been appointed a city physician. Of course I was first to get from him any item that was in his line of business and worth while and his name got into our paper frequently; but it was poor business on his part to favor me as against rival reporters, as I will show. He was called one evening to reduce a compound fracture of the hip which had been sustained by a man found in a lumber yard. And the doctor asked me to go with him. In the operation performed I was pressed into service, seated upon the floor with the patient's head in my lap. My duty was to place my hands under the man's armpits and pull as hard as I could, while another man pulled the leg that was injured with all his might and main. Meanwhile the doctor manipulated the fractured hip.

I pulled and pulled and sweated and so did the man at the foot; and the doctor pushed, raised, lowered and massaged generally about the hip, but the thing wouldn't get back. At last the doctor stopped and, addressing the crowd which stood about, asked: "Is there anyone here who knows this man?"

"Yes, he's a pard of mine," answered a stalwart man.

"Did he have anything the matter with his leg before this accident?" asked the doctor.

"Yes, one leg was shorter than the other, so that he always limped," came the answer.

I wrote up the story for my paper without mentioning the fact that we had worked hard for half an hour to make a man's short leg as long as the other, not realizing that the fracture was reduced within ten minutes after we began work.

A rival reporter got hold of the true story and wrote it up beautifully and within a year thereafter the city physician had resigned his position and was soliciting life insurance.

All this, however, may be somewhat beside the question I am expected to talk about, which reminds me of a story of the late Henry Ward Beecher, who had addressed an assemblage of bankers on the subject of discounts. Of course, his speech was eloquent, instructive and entertaining and received great applause. The next day one of the bankers, a member of his church and one of his closest friends, complimented him on his talk and then added: "I didn't learn as much about discount as I did about the Civil War and Jay Cook."

"That's so," said Mr. Beecher, laughingly, "and that's where I discounted the knowledge of my audience by using antique but valuable information."

The doctors have much to do in the line of straight business outside the duties beside the beds of the sick. The keeping of accounts is, perhaps, the largest item and the superlative skill shown in this direction by the average doctor is incomparable. Look into their books and you will find scores of entries which are never posted beyond the original entry or, if they are, they

are charged to charity—no charge because the patients are too poor to pay.

And it is a common belief that this kind and generous service is very largely balanced by making the fees from those able to pay cover the fees of those unable to pay. To some extent this may be true and is certainly right, but I will venture the assertion that the books of account of every doctor in Grand Rapids will show of visits, operations, medicines, nursing—yes, even the common necessities of life—which have been provided by the physicians to cover which would require double the income of these doctors.

I have had personal knowledge in the years that have passed of many cases where physicians who were having a hard time to make both ends meet and yet who gave freely and most sincerely of their skill and their material resources in cases of need where charity alone could foot the bills. More than that, this service is very rarely mentioned by those who give it—an example that is splendidly inspiring.

It is pretty serious business, speaking of the business end of a physician's work, to be called up three or four or five times during the night; to drive in the dark across the dreadful network of railway tracks south of the Union station or at various points on the West Side. And it would be good legitimate business if the doctors in Grand Rapids would help to make miserable the lives of our municipal officers and of



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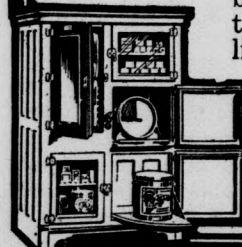
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*Address by E. A. Stowe before the Grand Rapids Physicians' Association.

the railway officials and of our State Railway Commission until our city obtains a separation of grades at the points I have in mind.

There is a considerable amount of business coming to the average physician through the solicitation of fine gentlemen selling medical books, encyclopedias, edition de luxe of this, that or the other; through the demands of the courts for expert testimony; through the appeals of all sort of representatives of poverty or deceit or bald begging. The average citizen is able to dispose of book agents; the physician, of course, responds to court summons; but all of us, physicians as well as others, are too lax in our treatment of charitable cases, real and bogus. If the physicians of Grand Rapids would turn in as a body and co-operate in the centralization and systematizing of the bestowal of charity of every sort the people of Grand Rapids would be immensely benefited and no genuine case of want and distress would lack assistance.

That is business and doctors would make high grade helpers in developing the business.

In a general way the physicians are the most constant and at the same time most unassuming examples of public spirit in our city. Grand Rapids is the first municipality in the State to provide a municipal sanatorium for the care of tuberculous patients because of the influence and help of her physicians; our numerous parks and parkways and our wealth of beautiful lawns and comfortable homes are due largely to the perpetual influence of our physicians in directing people toward high ideals as to life and effort. That is a part of their business.

And now, if they would only tackle our water question so that the poor man can have water fit to drink, cook with and bathe in without paying three prices for it they would win everlasting gratitude; and another thing, let them put in their oars as to the design, plan and equipment of every school house and public assembly room in the city. That would be good business for them to indulge in while waiting for something to keep them busy.

Physicians are about like all other men.

They are fond of their wives and children, take pride in them and in their homes; they enjoy a bit of recreation now and then; they aspire to enjoy all the conveniences and luxuries of the time; occasionally they lose their tempers; now and then they achieve a victory and glory in it, just as we all do; but, unlike the most of us, they must be on deck every minute, no matter who calls or when. For this reason the physician's life is business at both ends and in the middle, touching every phase of human intercourse; and the layman who attempts to differentiate on the business end of a physician's life must necessarily chase around in a circle that is eternal.

Making a name for gold does not make a golden name.

Uncle Sam's Weather Forecasts.

A perpetual weather map hangs on the walls of the weather bureau in Washington. From this the telegraph operators get the indications for every part of the United States. As fast as a bulletin is received predicting the weather at a certain place the mapmaker indicates it by attaching a button of a certain color to the map. The operators at the keys only need to watch him put in the buttons to wire whether it is to be fair or rain or snow in the locality he has marked.

This map is thus controlled by the electric current, since all the information received for it and given out by it comes and goes by means of key and sounder. On the roof of the bureau is a skeleton tower with weather vane and the anemometer, two mechanical reporters which gather weather news. Sometimes there is also the thermometer box. The anemometer consists of four hemispheres made of aluminium or brass attached to small square steel arms. Their revolutions turn a spindle which terminates in an endless screw fitting into a series of geared wheels. One of these drives another screw, which in turn actuates two dial wheels divided into miles and tenths. The anemometer may be attached to the tower supporting the weather vane by a side arm or mounted above it, as may be convenient. The height of the tower varies according to the surroundings, since it is necessary to expose the instruments to the direct force of the wind, undirected by buildings or other obstructions. The velocity and direction of the wind are thus reported, and, by the aid of the meteorographs, they are recorded as well.

The meteorograph is considered to be one of the most remarkable instruments in the weather service, for it not only keeps a record of the performances of the weather vane and anemometer, but registers the amount of precipitation or the duration of sunshine as the weather is clear or otherwise. Another accessory to the weather bureau is the automatic measure for determining the rainfall or snowfall, while today, as a century ago, the barometer is one of the reliable methods of predicting weather and is indispensable in making forecasts.

Japanese and the Pearl Fisheries.

The little brown men of Japan rule the pearleries and are the divers for the largest share of the world's supply of mother of pearl, which comes from Australia. They are imported for a period of three years, and on reaching port are immediately signed on the vessel's articles, thus bringing them under the operation of the merchants' shipping act. The master is also compelled to furnish a bond of \$500 for every man employed as a guaranty that at the end of three years the man will be deported to Singapore, the port from which the divers are recruited. Formerly the pearlers paid the divers \$10 a month, \$100 to \$175 a ton bonus, and in many instances from 5 to 15 per cent. for the pearls won.

Although arriving as raw coolies, some of these Asiatics earned from \$1,000 to \$2,000 a year, with keep. The divers are well organized, having their clubs and benefit societies, and every Japanese, whether belonging to the crew, tender, or diving staff, is compelled by his countrymen to join. Everything pertaining to the welfare of the members is thoroughly discussed at the meetings, and they usually succeed in whatever demands they make. In the past their demands, whether reasonable or otherwise, have always been granted by the pearlers. One of the results of the union has been the success which has attended the "dummying" of boats. The divers soon have enough to purchase their own boats, with others working them ostensibly as owners, who obtain the fishing license and transact the business connected with the work on commission. The act, which stipulates that no Asiatic shall hold a license, is thus evaded. The Japanese readily dominate the situation, for without them there would be no pearl fisheries.

The usual reason why a man can not mind his own business is because he has no business—or no mind.

Rather Absent-Minded.

Rufus Choate once endeavored to make a witness give an illustration of absent-mindedness.

"Wal," said the witness cautiously, "I should say that a man who thought he'd left his watch to him, an' took it out'n his pocket to see if he had time to go hum to get it—I should say that that feller was a leetle absent-minded."

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THE OLD DOCTOR.

Trying To Reach 100 Years Without Whisky.

Written for the Tradesman.

"Yes," said the old doctor, "I am getting well along in years. I shall soon be 88. I might possibly live to 100 if I drank whisky, but I never drank a glassful in my life. Perhaps I will make it after all. Smoke? Oh, I have smoked a few election cigars; but I never had any money to spend for cigars.

"I think my work is about done. I have practiced medicine fifty-four years, and that is work, I can tell you. It is a wonder that I have stood it as well as I have. I lay my good health to being constantly outdoors. Almost half my life has been spent in a buggy. At one time I kept four horses for my practice. I remember once a relative was visiting me and he went with me on my rounds one day. I visited thirty-two places before we got home. I could never get him to take a ride with me again.

"There are a few diseases that I know something about. I have had smallpox, but you can not find a pit on me anywhere. People are so afraid the patient will be pitted that sometimes they put gloves on the patient's hands and even cover the face with a veil so they will not scratch. That does not do any good at all. It is all right to scratch. When the rash turns to pustules that matter should be let out. If those pustules are allowed to dry down that poisonous matter is reabsorbed by the system. If a person is stronger than the disease he may get well; if not he dies. People do not die with smallpox in the first stage. It is the poison going back into the system that kills them.

"Now I will tell you so you can readily understand why a person is pitted by smallpox and why the opening of the pustules will prevent that: The smallpox rash is between the scarf skin and the true skin. When the pustules are ripe that poisonous matter begins to eat down into the true skin and produces that intolerable itching. If those pustules dry up and scale off they leave pits where the skin has been eaten into. I say, let them scratch.

"There is another disease that people are terribly scared about, and that is diphtheria—not the correct name, however. I have doctored more than a thousand cases and I never lost one. It is not a contagious disease, but it is an infectious one. It is often epidemic. I went through one epidemic which lasted three years and treated more than 130 cases.

"I gave up practice two years ago. I had the grip three winters in succession and kept up my practice and visited patients when I was sicker than some of them were. Then I had angina pectoralis, a disease that is very little known. The medical books tell us something, but not very much. I have had the experience. Now I know what it is. My folks wanted me to have a physician, but I would not have one. I told them

what medicines to give me and how often. I did not know but I would turn up my toes then, but I pulled through. I was pretty low. My wife and daughter fed me oatmeal gruel with a teaspoon all winter.

"That disease and the grip and worry put me in my present condition. I weigh 140 pounds now instead of my usual weight of 180. When I found I must give up my practice I had to sacrifice a good deal. My horses and carriages I sold for what I could get or I gave them away. I had about \$27,000 in accounts on my books that I could collect scarcely a dollar on. I would think and think and think. I would wake up in the night and rehash those matters over and over again. It was not only the doctor bills, but all the losses I had met with during my life. I burned out once—lost my household goods and everything—with no insurance. Another time the insurance company beat me out of my insurance. I carried three life insurance policies until I had paid out about \$3,000 and then the whole business went down. I do not take any more stock in fraternal life insurance. I lost some \$5,500 in business before I began the practice of medicine. My wife was sick and died and a deed which I had not had recorded was stolen was the way that happened. In all I can count up about \$44,000 lost. It was not made by speculation, but all earned by hard knocks. I was brought up on a farm, clerked in a store and then engaged in the foundry business. When I began the practice of medicine I had practically nothing.

"But I am getting over those things. I have enough to last me as long as I expect to live. I could always earn money but could not save it. I went when people called me even when there was no chance of collecting my pay. Of course some were too poor to pay and others drank up in whisky what was due me. I live in a 'dry' county now and it does not hurt me a bit. I have been in a saloon only once in twenty years, and that time I was called in to get money due me. I have doctored the families of drinking men, but seldom the men themselves. I did not talk all the time against the saloon, but they knew where I stood.

"Thirty-five years I practiced up there in the lumber country. It is a wonder how people get a living on such poor land. But they live somehow. I have not seen such good land and such a rich farming country in fifty years as you have here in Washtenaw county. Western New York is the only place equal to it that I know of.

"Michigan is about as good a State as you can find anywhere. The climate, however, is bad for some people—too bilious and rheumatic. People in a bilious climate eat too much—almost everybody. In other states they may eat as heartily but it does not seem to have as bad an effect as it does here.

"I came to Michigan just after the war closed. There have been great changes since then. But, let me tell

you, the city that has outstripped all others is Grand Rapids. It has gone ahead amazingly. I attended a medical convention there years ago when there was not over 5,000 population; and just look at it now.

"Yes, I suppose my work is done. I will soon be 88—old enough to have done my share of mischief. My father and mother lived to be 80 years old, and they had twelve children. Four only are left, but ten of us have gone up to about 80 years or above. Our folks do not want me to do anything. But I can not just sit around. It would kill me. I must stir about some and have something else to do beside reading and thinking. That uses me all up. I have seen too many cases where people got well enough off to quit work and sit down and take it easy. They never live long after that.

"I guess we had better jog along. I have not kept a horse for two years and I enjoy riding in a buggy again. Well, good-bye."

E. E. Whitney.

Cheaper Than a Chemical Analysis.

Expert testimony may be valuable from a scientific point of view, but there are often cheaper ways of establishing a certainty, as the hero of the following anecdote decided at the last moment. An Irish laborer entered a Kalamazoo drug store, and drawing a paper bag from his pocket, poured on the counter a number of very sticky and unattractive-looking lozenges.

"Can ye examine this candy?" he asked.

"It looks queer. What is the matter with it?" asked the druggist.

"Pizen, Oi'm thinkin'. Did ye iver see such stuff? Dinnis Daly gave them to me b'y, and Dinnis is no frind of mine."

"Well, I can make an analysis."

"All right. Oi'll come in to-morrow on me way from worruk."

The Irishman had reached the door, but he suddenly stopped with his hand on the latch.

"And how much will that 'analysis be costing me?" he enquired.

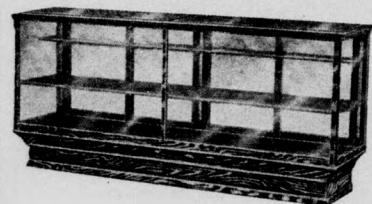
"Five dollars," was the answer.

The man walked over to the counter and swept the lozenges into the bag, which he replaced in his pocket.

"Niver moind," he said. "Oi'll feed wan to the cat."

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Job Habit Fatal Obstacle To Big Success.

If you are a young man nursing the ambition to make a hit in some live wire business venture the first time Opportunity comes knocking do not make the mistake of acquiring the job holding habit.

Holding down a steady job in the full confidence of employer and of patrons alike has ruined more young men's chances for success than any one but an employer ever dreamed of. In the beginning the young man in a steady position imagines that he is reaping the reward of his virtues. In the end he sees that he is merely the victim of the job holding habit which has possessed him body and soul and which has ruined his chances for modern success.

Most young men nursing business ambitions to-day have at least a few holdover relations with some rules of conduct which they have had left on their hands and which they are anxious to dispose of to the unsuspecting. Avoid them as you would if they were insisting that you wear your grandfather's hat in order to be in the latest style!

There is no future for the young man who early in life hooks up with a good job as a starter and proceeds to try to cement himself hermetically to it. If the young man is any good his employer will see it. His employer will make note of this mental anxiety to hold the place and will encourage it by seeming to discourage it. He will find a little fault with the young man's work, just to keep the young man on the anxious seat and cause him to buckle down to business. This has a steadying effect upon youthful spirits if it is not carried too far and prevents hollering prematurely for a raise in salary. When after a period of years the young man looks back upon these uncertainties of his first position, too, he is not anxious to break away for a second job somewhere else where he is likely to be taken through the same course of sprouts.

In the meantime, however, he has been jarred on several occasions to see how other fellows who he knew would not be trusted with his routine work have passed up or on to other things which make his steady job look like a drowned hen. He can not realize for himself that in the years of holding his steady job he has been disqualifying for anything and everything better.

Smith blew in on me the other day out of the dim haziness of ten years ago fairly snorting importance. He was well dressed, wore a two carat pin in an elaborate tie which set off an exceptionally well made business suit. Did I remember him? How was I getting on? What was new in the old town?

Did I remember him? How could I forget the years that I had tried to keep him in a job for an average of thirty days to the job? He could get out of jobs three times as fast as I could find them for him. Nothing particularly good or particularly bad was chargeable to him; he simply wouldn't work in one place and at one thing to exceed sixty days.

He was cheerful, optimistic, a hustler when he hustled and a quitter when he decided to quit.

But here he was exhaling a seeming opulence and prosperity with the air of one having counted upon finding me at my desk, no matter what else had happened to nations and to the starry spheres.

"Just stepped in a moment on the jump," he explained. "Been on the jump twenty hours a day for six months. Three weeks in New York and hustling back to Colorado for a week and then a jump back to New York for goodness knows how long. And I am busted."

He paused and I began taking in a long breath to be used in framing a distinct, forceful refusal of any possible \$5 bill at my disposal, when he reached into an inner coat pocket for a wallet about 9 by 4 inches, flipping open a half dozen compartments filled with papers. From one of these he drew several slips of paper of conventional check and draft size.

"Can't you identify me at some bank?" he asked. "I've got all kinds of stuff here, but it isn't cash and I'll be busted flat before I get to Denver."

There was his own individual check for \$10,000, certified by the Denver bank; there were two New York drafts for \$1,000 each and one for \$700.

"Can't you identify me on this \$700 draft?" he asked, briskly.

Well, I could and did, after which he insisted that I eat luncheon with him and while we ate he told me what he had been doing. He had struck a tremendously successful line of business and it was growing on him until he doubted sometimes if he could keep on top of it. He had incorporated the business two years before and two months before had been compelled to organize a subsidiary company with double the capital of the original one. In New York, incidentally, he had bought a new six cylinder touring car and was determined to raise some Denver dust this summer.

"You are looking as natural as life," he assured me as if in commiseration with me for having held a job down for a dozen years in the same place.

You know half a dozen of these erratic Smiths whom your grandfather would have consigned to the poorhouse before they reached 60 years of age. One or two of them have drifted in on you in person; you have heard the marvelous stories of the other four or five who, out somewhere, have hit a live wire business and who to-day probably could buy out your employer's whole business and double your salary in perpetuity.

Which brings us back to my first assertion—If you mean to make a modern business success, avoid a steady, confidential job as you would dodge a cousin from the country.

There is nothing in it but the job. Millions of men are working to-day simply because they do not know how to do anything else. They do not know how to do anything else

because they have never had a chance to try. They have the job habit. The clock strikes 7 and they get up for breakfast. First thing they know it is train time and they make a dash for the car. From habit they can drop off the car and find the office with their eyes shut. Thereafter it is eight or nine hours' work—and the car back to the morning's starting place.

I recall years ago a visit to a state penitentiary in order that I might see a man who, released from it a few weeks before after expiration of a twenty year term, had gone back to the prison and asked to be taken in again. He threatened to commit a crime to get back if they would not receive him on the basis of a meek applicant for his old striped suit and his 4x7 cell. Chastened by two weeks of innocent liberty, he begged for his old job in the broom factory—and they took him back.

Do not get into the steady job habit. There is no excuse for it if you are not a criminal.

Irwin Ellis.

Sugar Cane Now Used To Make Paper.

Sugar paper is the newest kind. It is a product of the Island of Trinidad and the invention of a sugar planter, who has found how to use the stalks of sugar cane. The increasing scarcity of spruce, which is the wood most used for papermaking, is well known. Active search is being made in many parts of the world for material to take the place of pulp wood. Enormous quantities of ground sugar cane go to waste at the sugar factories. Some of it is used for fuel under the boilers, but a large part is left to rot. From time to time experiments have been made to convert the bagasse or cane refuse into paper, but with limited success commercially unless the Trinidad planter's claims are well founded. He is confident that he has made a valuable discovery and has built an \$85,000 paper mill as an adjunct to his sugar factory. He has turned out paper worth \$24 a ton. About a ton and a quarter of cane makes a ton of pulp. It is reported that the process of manufacturing is comparatively inexpensive, and that it will pay to grow cane for paper alone, leaving the sugar as clear profit.

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The history of the race from time immemorial proves that only through indefatigable zeal and a stubborn persistence born of an invincible determination to advance in the life struggle can the ideal be attained.

Why do so many fall by the wayside who set out with bounding hope to reach the wished for goal? They failed to call to their aid that indomitable will which knows not defeat, which is ever ready to tackle and overcome every difficulty that presents itself in the path to onward progress.

No man ever yet gained his object supinely lying down and remaining quiescent for the world to come up and pass over him, making no effort in the struggle that is ever being waged in the march of advancement toward the fulfillment of cherished hopes.

From the earliest period of time, even when there was little incentive effort, we find that those who eventually came to the front and wrote their names everlastingly on the tablets of time as men of achievement were those who kept continually one object in view and bent every energy to accomplish it.

Homer, who sang the story of the gods, was himself a god, with the divine afflatus within, but which would never have carried him to the heights of Olympus without that power of perseverance and persistence which enabled him to overcome not alone poverty but blindness, and soar aloft to those heights the sublimity of which has as yet been unreached by his imitators.

Socrates was another who followed in the footsteps of this great inventor. A poor and unknown shepherd in the hills of Illyricus, he put his dreams into realization, for, although it took him ten years to compose his "Panegyricus," the oration that pleaded for the union of all the Greeks against Persia, he consummated his desires by making his countrymen think of the grand destiny that was before them and welding their forces into an invincible whole. A generation later Alexander, by the concentration of thought, added to matchless skill, carried Greek civilization to the banks of the Indus.

Another Greek, Demosthenes, weak, puny, small of stature, discovered the soul working within and set about to give it vent to attain the fulfillment of his glorious mission. He felt himself to be called upon to arouse men from their lethargy. He trained his weak voice to the power of his will. Down by the sounding sea he filled his mouth with pebbles and let his oratory keep unison with the roar of the billows until it was strong enough to thunder forth those immortal philippics which aroused the Hellenic world and caused his countrymen to throw off the shackles which bound their limbs in the most abject servitude to tyrant taskmasters.

Columbus, the Genoese, had within him the spirit of the race which built the walls of imperial Rome. Nightly he dreamed of the conquest of ocean and how he could reach the Far East by sailing far enough to the west. He was deemed a madman, but for twenty years he dreamed his dream and stuck to his theory, until he broke down the barriers of contempt and opposition and gained patrons to help him realize his idea.

Nicholas Copernicus for twenty-three years read the mystery of the stars, evolving that sublime theory which placed the revolution of the heavenly bodies as an open book before the gaze of man. Galileo came under the anathema of his ecclesiastical superiors, but still he persisted, and science since has proved his doctrine true.

The great Newton in his time was looked upon as a visionary. Hundreds of thousands before him had seen apples fall from trees, but it was left for him, by this means, to discover the law of gravitation. In like manner, by persistent observation, Harvey was enabled to proclaim the circulation of the blood from the heart to the veins and back again in its course.

Darwin devoted a quarter of a century to experiments and study of the laws governing the propagation of animal life, then he astonished the world with his "Origin of Species." Genius after all is but patience gaining recognition.

Cold marble was made almost to live and breathe under the chisel of Michaelangelo. He put into all his work that patient intensity of effort by which alone excellence can be reached, with the result that he almost accomplished wonders and came as near perfection as possible. Ghiberti was a worthy contemporary, who, if he did not equal the great master in skill, rivaled him in patience. He spent twenty-seven years in adorning the portal of the Baptistry at Florence, doing his work so well that Michaelangelo said of it: "These doors are worthy of the gates of paradise."

Carlyle said: "Genius is the capacity of taking infinite pains," and his own life work well illustrates the remark. His "French Revolution" was over twenty years in embryo before he delivered it to the world. He polished and repolished "Sartor Resartus" and took such infinite pains with all his work that they stand as models of both hand and brain.

Balzac lived on bread and water in a Paris attic for ten years, grinding out the immortal work that riveted the world's attention and which has perpetuated his fame for all time.

No grander record can be found of a sterner fight through long years of opposition, followed by a great success, than that of Richard Wagner, the illustrious composer. Wagner was a dissenter from the old conventions in music; he turned his muse to new sounds, but none at first would listen, yet amid privations and hardships, contempt and scorn he perse-

vered, day by day growing stronger in the conviction that he had a mighty mission before him. His flying fingers kept pace with his teeming brain until he produced a music the harmony of which thrills the souls of men. Mozart, Beethoven, Haydn, Gounod, all were men of intensity in whose devotion to their vocations consisted the success that was theirs.

While the drones are lying abed or with arms folded standing idly by the workers are plodding onward to the goal of attainment, ever persisting in a definite course of action until the end of the journey is reached and they arrive at the haven of desire.

Ever under physical suffering and handicapped by untoward circumstances, the persevering and persistent man can always win. John Richard Green, from a bed of pain dictated the best history of England yet written, "the flesh and blood history," as it is called, which gives a picture of English life as it really was and is.

Our own Francis Parkman was an invalid all his life and blind in his latter years, but nothing could daunt his iron will or conquer his determination. He is justly acknowledged our best and truest historian. Prescott was blind when he wrote the "Conquest of Mexico," but where is the canvas that can compare with his pen and ink picture of the Incas and the early settlers?

Industry can overcome all obstacles if rightly directed. Ruskin said: "Never depend upon your genius. If you have it industry will improve it; if you have none industry will supply the deficiency."

Wellington at Waterloo said: "Hard pounding, gentlemen, but we will see who can pound the longest." When a friend asked Lincoln if he really meant to finish the war during his administration, the great tribune replied: "Can't say, sir," and, on being further pressed as to his intentions, doggedly answered: "Peg away, sir, peg away!" Pegging away did it. Grant in the Wilderness grimly said he would "fight it out on this line if it took all summer," and fight it out he did. In relentless determination and invincible persistence lay the secret of Grant's success as a soldier, just as in these qualities are found that impelling force which places men in the front ranks of action and enables them to overcome and vanquish all difficulties that lie in the way.

Madison C. Peters.

They are richest who give the world most refreshing.



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To make the best work garments on the market.

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

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Made in all Leathers Snappy up-to-date Lasts
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DETROIT

SELECTING A CAREER.

Cardinal Principles Which Must Be Observed.

Written for the Tradesman.

Under present conditions most people must work. To spend a large part of the waking hours in toil is and must be, probably for a long time to come, the common lot. Whatever of satisfaction and happiness life shall yield, a great part of it must come in doing and from doing one's work. For this reason, if for no other, let the idea be instilled into the mind of every young person to choose some calling in which his work will be a real service and benefit to his fellowmen. Then he can respect his work; it will have some dignity in his eyes. Then he can always feel that his efforts are making the world better and happier, and this feeling is one of the rightful perquisites of toil.

Most of us never accumulate the wealth to found hospitals and asylums and endow colleges, but the man who has spent his allotted time in honest, useful work, skillfully done, need never be ashamed of his benefactions.

There is no ethical justification in taking pay for work unless an honest and adequate service has been rendered. If a man is conducting a business that is not a benefit to his patrons, he has no moral right to his income.

The saloonkeeper and the gambler are parasites. The same can be said of the shoddy manufacturer, of the humbug vender, of the promoter of fraudulent schemes, of the trickster in any business—they are all living off the efforts of other men.

From time immemorial society has condemned certain avocations. It has not been considered respectable to be a thief or a pirate; that is, to practice the arts of the thief and the pirate in the ordinary gross and palpable forms; although society long continued to tolerate and even to smile upon many of the refinements of thieving and piracy, particularly when carried on successfully and upon a large scale.

There has of late been a great moral awakening, an outcry against graft and all other forms of dishonesty, a popular condemnation of all kinds of tainted money. A man is now estimated, not so much by the size of the fortune he has made, as by the methods he has employed in its accumulation.

At the present time it will not be so difficult to convince a boy that he must not enter the questionable callings, even although they yield large financial returns, as it would have been ten or fifteen years ago because the spirit of the times is condemning the making of money by unprincipled methods.

A calling which is all right in itself may be pursued in a dishonest manner. A teacher who is too lazy to teach, or otherwise incompetent, may be able to hold a position on account of a political pull, and yet render no service that justifies her being retained on the pay roll. Because

his father is a director or a large stockholder a young man may be able to keep a well-paid place in a bank when he is not worth as much to the institution as a good errand boy. Such cases as these are graft, pure and simple, and should be condemned as such.

* * *

Before deciding in favor of any given calling a young man will do well to find out how long he can work in it before he will begin to be considered a little too old, and perhaps have to yield his place to a younger competitor. Nothing is more humiliating to a man still in vigorous health and with skill won from long experience in a craft than having to take lower pay and a less assured position, and see the best places filled by those who are mere boys in comparison with him. In some pursuits this fate is almost inevitable, while in others ripened judgment gets its proper reward and a man "sees his best days" after he is 50 years old. The young man who has shewdness and foresight will consider his future and not tie himself to a calling in which the value of his services will begin to depreciate as soon as he turns 40.

* * *

It is an age of division of labor and consequent specialization of effort. The value of expert knowledge in business, in the professions, in all the mechanical arts, is now unquestioned. Happy is the man who has a good specialty, who can do some one thing better or more quickly than others can do it or who has a deeper or more thorough-going knowledge of a subject than his associates in the same line of work possess. The old aphorism, "Knowledge is power," has an added word, "Expert knowledge is power." Almost every intelligent young man, having chosen his calling, now plans to perfect himself in some one department of it.

Specialization has its dangers and disadvantages. A kind Providence has arranged life so that every man has a great diversity of interests and needs to know something about a great many different things. Besides being a worker, the average man is a citizen, a husband, a parent, a member of society. He must manage his affairs, and so he has to be something of a financier. It is manifest that Nature never intended all one's energies to be focussed about a single point.

So, because a young man intends to specialize, let him not scorn obtaining as broad a general knowledge of his calling as it is possible for him to get. It will sometimes be found that expert knowledge in a single line is of value only when backed up by knowledge extending in many directions. A farmer may be an expert judge of the points of thoroughbred live stock, but, ordinarily, this will profit him but little, unless he knows all about the care and feeding of animals, the different kinds of soil and the raising of crops, the management of hired help, and the many other things

which a successful farmer needs to know.

Let a man have his specialty, but if he should by any chance be thrown out of it, let him know enough besides, that he can still land upon his feet.

Quillo.

How To Make a Tea Gown.

The tea gown will always be a favorite, for it is quite impossible to do without one altogether, and so many women look attractive in it.

A lovely gown is made of an underdress of fine ivory net embroidered in an unusual fashion in thick, dull silks, also in ivory, with a coat worn over it that has no sleeves or "waist" piece, but is hung from the shoulders by two and one-half inch wide straps of gold embroidery, roses and foliage, and worked all around in the same style, the coat being of black chiffon velours.

The waist is almost entirely formed of a scarf of gold gauze, which finishes at the bust line in a large butterfly bow. The likeness is accentuated by an application of black velour on the wings and certain black stitches are used to represent the markings seen on some butterflies' or moths' wings.

The sleeves are made of series of light puffs of the ivory net arranged as if they were twisted around the arm, and between each, apparently confining them, runs a string of fine gold beads.

The yoke is made of drawn net, with rows of these beads arranged in exact imitation of a necklace of many rows of pearls, and apparently fastening at the back of the neck with a gold clasp, although they really are part of the yoke, which slightly puffs up between each row. This idea can be carried out in other combinations, and, with this style of sleeves makes a pretty filling for an evening gown, with transparent tulle and beads for a white gown, or jet and ivory net for a black, pale pink with coral, turquoise with blue, amethyst crystal for mauve.

Columbia, S. C., sends out the cheerful report that the hired girl problem is solved for that locality. For a long time the Southern people have been experimenting with European emigrants for help on the plantation and in the kitchen. The first lot brought over proved failures because they could not understand our language. An agent was sent to England who found that competent young women could not be induced to leave their homes. He therefore planned to ship whole families, and with the first installment of thirty-three maids came thirty-three fathers and thirty-three mothers and a large number of brothers and sisters, big and little. The young women were given places in Columbia and nearby towns, and their families were installed on farms in the neighborhood, so that on the maids' day off family reunions were possible. The announced result is "perfect satisfaction on both sides," a condition unknown before since the war.

It is better to marry a good friend than a hero.



LEAKS

"John, the roof's leaking and some of that flour will be damaged. Get a ladder and get out there right away and see if you can do something to stop it, and you, Sam, rush right down to tinner Brown and get him up here QUICK."

"Oh say, Mr. Merchant. Why all this hurry and excitement? It only rains a day now and then and only a few hours in the day at that."

"Yes. But Great Scott, man, there is a leak in my roof."

"I know that all right and I don't blame you for stopping it, but there is a leak in your cellar. another at the back door, another at the front door, another out in front of your store, and lots of them up and down both sides of your counter. In fact, there are LEAKS ALL OVER YOUR STORE. Then why should you be in such a flurry about the one in your roof which does you the least damage of any of them? LOOK HERE! Unless you have an AMERICAN ACCOUNT REGISTER AND SYSTEM leaks permeate your entire business and the only reason you do not get excited is that you do not see them dripping through. You have leaks from neglected or forgotten charges, re-writing of orders, slow collections, disputed accounts, lost trade, unrecorded C. O. Ds., lack of integrity checks, wasted time, unnecessary work, inability to make instant settlements, absence of credit limitations and necessary detailed information. It takes the American Account Register and System to stop these leaks and many more. It does it easily. It does it simply. Besides it holds trade and it wins trade. It also makes money as well as saves money. It erects a protecting roof over your entire business structure. Better get excited and interested where it is most needed and will do you the most good."

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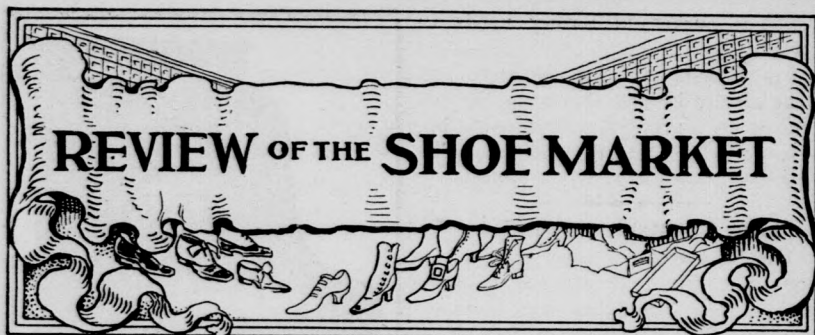
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Send more particulars about the American Account Register and System.

Name

Town

State



Clearance Sale Turned Business Failure Into Permanent Success.

A merry crowd of traveling men were seated in the lobby of a small hotel in a Southern town after enjoying a hearty dinner, following a day of hard work drumming their trade. The one theater that was the boast of the city was "dark" on this particular night and the "knights of the grip" had formed themselves into several groups where they were discussing different topics.

The talk was of a general nature, including the latest foreign and domestic news. Local happenings were briefly discussed, while national and political events received a major part of the attention of every one. Off to one side of the group of men a shoe traveler and a dry goods traveler were discussing business methods and the general trade situation. The shoe traveler becoming confidential said:

"I've had the best order I booked this season cancelled without any excuse. The house has just written me asking me if I can give any reason why we should accept the cancel."

"Perhaps," said the other, the firm has a very good reason for cancelling, and if they were asked to explain would do so. I remember some years ago getting just such a letter as you have received from your firm. My best customer, I was doing the smaller towns then, had thrown me down completely. He wrote in to the house cancelling the whole order, stating that he had decided to sell and go out of business."

"That is a different thing," interrupted the shoe drummer, "my customer gave no excuse whatever."

"As I was saying, Tom Brown, we will call him, had decided to go out of business. His order amounted to over \$5,000 and meant \$250 in commission to me. When I got that letter it made me feel as though I had lost \$250, even although I had never fingered it. I was only 100 miles from Benton, so I decided to cross the State and see Brown. I remembered he had been talking about selling out, or moving away somewhere because he could not make any money where he was. He was doing a large business, mind you, for the size of Benton, with its population of less than 4,000."

"Did you really go and see Brown?"

"Yes, I did, and I have sold him \$70,000 worth of goods since and he is now as successful as he was formerly unfortunate. I will tell you all about it."

By this time the rest of the trav-

elers were drawing closer, all scenting a story. The dry goods traveler relighted his "briar" and after it was going to his satisfaction, began:

"I arrived at Benton about 4 o'clock, and having no baggage other than my hand bag dropped into Brown's store on my way up from the depot. He was surprised to see me, but his greeting was as hearty as usual. I was convinced at once that Brown's reason for cancelling my sale was as he had stated.

"I have come 100 miles to see you, Tom, about that order. I do not like to lose that sale, and I do not want you to lose by receiving the goods. Are you sure you are going to sell out?"

"That's right," he said, "I have fully made up my mind to get out. When I took stock last week and found that I had just come out even after selling \$27,000 worth of goods during the past year, I thought it was time to decide to do something. Don't you?"

"Yes, I do," I replied, "but did you make any effort to find out why you did not make any money? You do a good enough business here for the size of your town. Your expenses do not appear to be larger than ordinary. Why, then, have you made no money?"

"Expenses are high," he retorted. Here I have five drawing from my cash drawer every Saturday night. The great trouble is too large a stock for the amount of business I can do. I should turn my stock about three times a year, but I only do it about one and one-half times. That is where the whole trouble lies. If I cut down my stock I cut down my sales. That means I will be worse off than ever."

"Now, that I am here, Tom, I want you to let me go over the situation with you carefully. You want to stay in business if you can make money here; if not, I want you to move to some place where you can make money so that I can continue to sell you goods. I am going down to the hotel now to have supper and I will come over later and talk over the matter with you."

"You will do nothing of the kind," he said. "You will go home to supper with me and when we come back you can go into figures as deeply as you wish. If you can convince me that there is any way which I can make this business a paying affair I will stay here and I will give you bigger orders than you ever got before."

"I had not expected Tom to be so cordial, when he might have looked upon me as an interloper in his busi-

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 Leather That Goes Into Your Shoes



No. 844—Elkskin

Tan or Olive

Leather Sole—Klondyke Eyelets



Is what makes the shoes that are sold right, wear right and give your customers satisfaction. It's easy, Mr. Man, if the line you're selling are

H. B. Hard Pans

Thousands of dealers that know their business are pushing this line to the limit. We know you know your business and the kind of stuff you want the shoes your success as a shoe dealer depends on is built from.

Let us get together on the line made from the one leather that never fails to wear right.

Good business ahead on this line, in the Elkskin specialties. Are you with us?

All the information you want for a postal. Send it today.

Don't forget to get in your application for that business puller, the "Natural Chap," the first edition is nearly exhausted.

Herold-Bertsch Shoe Co.

Grand Rapids, Mich.

ness. But we had a good old talk that night and I got these figures. I can never forget them, never. He did a business of \$27,321.63 for the year. Wages, including \$25 per week for Tom, amounted to \$3,176. Rent was \$600. Advertising cost \$200. Incidentals, including freight, insurance, etc., another \$400, totalling \$4,376.

"Tom figured on 25 per cent. profit all round. In his grocery department he had to sell some items for less, but in his clothing department he got 33 1/3 per cent. on many lines, evening up to what he figured as 25 per cent. This, as you are aware, amounts to 20 per cent. of the selling price. His gross profits should have been \$5,463.26. His expenses, being \$4,376, he should have shown a profit of at least \$1,000, or according to his figures, \$1,087.26.

"I was at a loss to account for this sum, which meant a gain for the business if it could be placed. I suggested a mistake in the inventory, but Tom had carefully checked everything himself so there could be no error there. I decided to sleep on it, and as Tom placed a room at his house at my disposal I put up there as comfortably as if I was at home.

"I spent two days and nights in that blessed store hunting for the leak. I knew it was there and I knew it could be found. The longer it took to find it the more determined I became to locate it, and when I did find it I was as much surprised as Tom. You couldn't guess where it was and what it was that had licked up that thousand dollars cleaner than a whistle."

"Someone was filling their pockets," suggested several.

"Wrong, away wrong. Tom was his own enemy. He was emptying his pockets instead of filling them. I will tell you how he was doing it and how I found out he was doing it.

"I was two days and nights locating that leak and yet during all that time I heard and saw evidence of it every few minutes. Tom was what we used to call a conservative merchant. There were a number of things he did not believe in, and one of them was clearance sales. It was his practice to go through his stock at any old time and mark down goods that were not selling. Every time he ran across a line that did not appear to be moving he would get out his little axe and cut off a part of the price. I found this out after listening to the arguments of several of his clerks. They would say that, 'This has just been reduced in price,' and 'Mr. Brown just reduced the price on this,' and 'the regular price of this was — and we are now selling it at —.'"

"There was where the whole trouble lay. Tom Brown was selling too many goods at a loss. His clerks had got into the habit of urging a cut in a line shortly after it was stocked. They found it an easy matter to sell goods at a cut price and worked the game for all it was worth. Three or four thousand dollars' worth of goods sold at no profit and not even enough made on them to pay for selling expenses will soon reduce the

percentage of profits a man is making. Tom thought he was averaging 25 per cent. and he was not even getting an average of 20.

"When I found out where things stood I took a careful inventory of one line of goods and found fully 25 per cent. of the stock was marked down in price. Then I went and had it out with Brown. I showed him what he was doing and he acknowledged that he did like to put the knife into unsalable goods.

"What in the world can I do?" he said. "These goods must be sold. They won't sell at a profit so they must sell at a loss. The first loss is the best loss, isn't it?"

"I admitted that it was and then ventured to say: 'Mr. Brown, you are too conservative by far in your methods. You really ought to be more liberal in your views. You should adopt city methods and have a clearance sale at least twice a year. When you find a line is not selling reserve it for your special sale, but even at that time do not cut too many lines too deeply. Try it and see if it does not help you out. You owe it to yourself to do so. Try the method for a year and then if the business does not show an improvement you can sell out or move the stock.'

"Brown was always quick on a decision, but this time he broke the record and nearly broke my fingers squeezing them as he said: 'I will do it. I will have a big sale at once. I guess I have been a little behind for I have read enough about the benefits of such sales in the trade papers to have adopted the idea before. Tell your firm to slip along that order. I guess I will need the goods.'

"And he did. He repeated on over 90 per cent. of the lines ordered for that season."—Shoe Retailer.

Re-organization of Dunkley Company.

Kalamazoo, June 23—The Dunkley Canning Co., one of the largest in the country, is being reorganized. The failure of the fruit crop last year and the financial stringency which followed, proved a hard blow as the company had to buy fruit at a high price and later enter into competition when there was a big reduction in the price of canned fruit.

The company owns plants at South Haven, Mattawan, Grant, Hartford and Frankfort, all of which have always been in operation. C. A. Peck, S. B. Monroe, of this city, and Geo. Merriman, of Hartford, have become interested in the company for the protection of creditors. S. J. Dunkley, organizer of the company, will remain at the head of it.

The assets of the company are said to be largely in excess of its liabilities.

There are times when a thimbleful of native wit is worth a ton of wisdom.

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A Substitute Never Substitutes

There is nothing like the real genuine original Hard Pan Shoes for the wet weather. They are storm proof; not only that, but they will give the hard-on-shoes people more wear and foot comfort for their money than they can get in any other shoes.

Our trade mark on the sole guarantees them to your customer.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.



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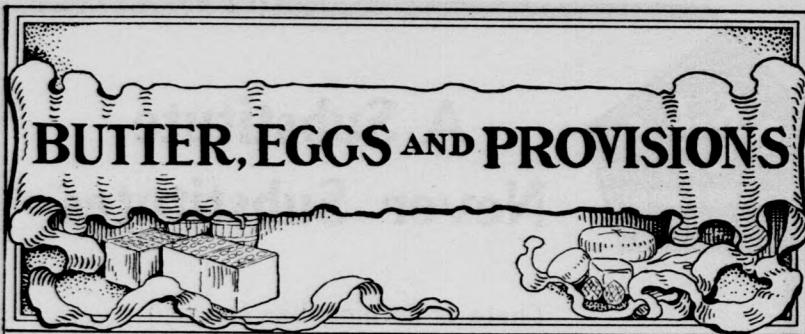
Are the most comfortable for warm weather

We have a complete line of WHITE and COLORED at popular prices

GRAND RAPIDS SHOE & RUBBER CO.



U. S. A.
TRADE MARK



Raising Broilers and Roasters Paying Occupation.

The rearing of broilers may be regarded as one of the specialties of the poultry business and does not appeal particularly to the farmer, but it can often be made a paying occupation in connection with an egg farm, or as a winter employment for those whose regular occupation gives them plenty of leisure at that season. Great skill is required to bring this work to its highest perfection, and anyone contemplating the production of broilers on an extensive scale should not depend on written directions for his guidance, but should make a careful study of the market demands and should visit one of the successful broiler producers for the practical experience of such men is the safest guide.

Broilers are young, plump chickens, weighing, when dressed, from three-quarters of a pound to two pounds, and are usually killed when from six to twelve weeks old. The name is derived from the fact that they are usually split down the middle and the halves broiled. The market demand to-day is for broilers of three sizes—squab broilers, small broilers and large broilers. Squab broilers when dressed weigh from three-quarters of a pound to one pound each; small broilers, the size most in demand the greater part of the year, weigh one to one and one-quarter pounds each, and large broilers from one and a half to two pounds each. In most American markets a yellow-skinned and yellow-legged bird is preferred, but this is not of as much importance as good quality of meat.

In broiler raising an incubator is a necessity in getting early hatched chicks. After the chickens have been hatched they may be removed to the brooder, where the temperature should be kept at about 95 degrees F. for the first two or three days, when it may be dropped to 92 degrees F., which is about right for the remainder of the first week. From then on the temperature may be gradually reduced at the rate of about 5 degrees each week until 70 degrees F. is reached. It is important to keep an even temperature.

A fat broiler is quite a rarity; the best that can be done, in general, is to have them plump, for the natural tendency of the chick is to use all nutriment for growth and development. When the birds are nearly large enough for the market they should be given all the fattening feed they will eat, and for this purpose

corn in various forms should be fed freely. They will digest more feed if fed ground than if whole or cracked. A moistened mash, consisting of about two-thirds cornmeal and one-third bran by milk is good. Cooked potatoes are good, and milk, with a little sugar added, will hasten fattening. Broilers may be sold alive or dressed, according to the discretion of the grower. If dressed, this should be done according to the demands of the market to which they are to be shipped.

For roasting, a young fowl about full grown, but still soft-meated, is used, and to roast satisfactorily it must be moderately fat. Roasters are roughly classed as "small roasters" and "large roasters." The greatest demand is for small roasters weighing four or five pounds each, though the demand for large roasters weighing eight or nine pounds each is steadily increasing. Yellow skin and yellow legs are more generally demanded.

If the chickens have been properly grown and are in good, healthy condition, about ten or twelve days' confinement in a pen and small yard with fattening feed, will put them in as good condition as is desirable. They should then be dressed and packed according to market demands. The growing and marketing of roasters is an important business in some parts of the country, especially in the vicinity of large cities. A poultryman living near a good market or having good shipping facilities which bring a good market near him, can often dispose of his surplus cockerels as roasters to good advantage.

The New Enoch Arden.

In the first place, Enoch had been married twenty-three years when he went sailing, and he had been before the police justice eighteen different times for mauling Mrs. Arden. His usual way of leaving home was by dodging through the back door in front of a flatiron, and the usual way of welcoming him back was to say:

"Well, you old mutton-head, what saloonkeeper turned you outdoors this time?"

Enoch left home after a big family fight and took a sailor's berth at \$17 a month, and in due time was wrecked on an island. He didn't suffer for provisions, and the only time he ever thought of his wife he said to himself:

"I do hope that old red-headed cat of mine will run away in my absence."

Years went by and Enoch Arden

was finally rescued and landed in his native village. It was dark as he turned into the gate and softly approached the house to peer into a window. He didn't see a sad-looking wife, strange children and a strange man bossing the roost. What he saw was that same old wife finishing up her ironing and drinking from the growler. Enoch could have gone away and never revealed his identity, but he wasn't that sort of a clothespin. He kicked the door open and walked in and casually remarked:

"Come, old woman—prance out a square meal or I'll make it red hot for you!"

And her answer was:

"Got out of State's prison at last, have you?"

Then they mauled each other with alacrity and dispatch, and it wasn't half an hour before Enoch felt as much at home as if he hadn't been gone a single day.

What chain is so strong as that woven of the golden strands of a woman's hair?

Life is the mill in which men are made.



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.

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.

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.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, June 19—Speculative and spot coffee have both been things of the imagination largely this week. In the former line every broker quotes a "quiet week." An occasional jobber reports fair sales to roasters, but, as a rule, all hands agree that the midsummer dulness has set in sooner than usual, or words to that effect. In store and afloat there are 3,467,242 bags, against 3,954,854 bags at the same time last year. At the close Rio No. 7 is quoted at 6 1/4 @ 6 1/2 c. Mild coffees are moving steadily and quotations are well sustained. Individually buyers take small lots, but the aggregate is fairly satisfactory, although a more active market is looked for with confidence.

The demand for sugar is disappointingly light. It is thought that dealers must have been well supplied at the low rates which prevailed some time ago, and that this is now being worked off. When this is accomplished there will be a rush for the goods and the "season" will soon be in full swing. The prevailing rate for granulated is 5.30c, less 1 per cent. for cash.

New crop Japan teas are here and they seem to stay here, too, as the call for teas of all kinds has been extremely light. Buyers will not purchase ahead of current requirements and prices show little if any change.

Advices indicate a big rice crop, but buyers seem to show little interest in the article. Matters might be worse, so far as this market is concerned, but at the moment there is simply an everyday trade going on. Foreign styles are coming in all the time and this serves to fill the demand for medium grades, which have been in limited supply.

Spices are doing better. A fair demand prevails and quotations are well sustained, although showing no change.

Molasses is rather dull, as is to be expected at this time of year. Still there is something doing and buyers pay full rates. Stocks are moderate. Good to prime open-kettle, 22@30c. Syrups are in rather moderate supply and unchanged.

There ought to be a good demand for canned peas if reports of the pack are confirmed. Small as it was in 1907, it is said that it will be only half as large this season. Buyers, however, are sending in only the usual orders—little and often. Country-packed standards are quoted at 70@75c. Holders of desirable tomatoes are not urging customers to take the same and for full standards the market is pretty firmly sustained at 75c f. o. b. The same rate is named for futures, f. o. b. factory. Corn, 1908 pack delivered here, is also quoted at 75c. California fruits have been moving freely within a few days. Southern peaches promise to give a large pack and quotations are rather lower—\$2.25@2.30 for standard yellow.

The butter market is rather quiet and unsettled. The quantity arriving is large and the accumulation in first hands is too big for comfort.

While creamery specials in some cases have brought 24 1/2 c, the usual rate is 24c; extras, 23 1/2 c and under grades work out at 22@23c; Western factory, firsts, 19 1/2 @ 20c; seconds, 18 1/2 @ 19c; process, 21@22c.

New cheese has been in more liberal supply and is quoted at 11 3/4 @ 12 3/4 c for full cream. The demand is moderate, although there is quite a steady call for really desirable stock.

Eggs are quiet and little variation in quotations is shown from last week. Extra firsts, regular packings, 17@18c; fresh gathered firsts, 16@16 1/2 c; seconds, 15@15 1/2 c.

A Drummer's Luck.

"I've been on the road only twenty-six years and traveled nine times around the United States," said the Grand Rapids furniture salesman, "and so you must excuse me for being a tenderfoot and not up to the dodges. I struck New York one day three months ago with \$2,000 in cash in my inside pocket. It was a legacy left me by my aunt. I was sitting in the office of my hotel when I was approached by a ministerial looking man who said he had been struck by the innocent look on my face. After a little talk he offered to show me how to beat the races by means of tapping the telegraph wires. It's an old game to the rest of you, but I had never heard of it before. When he assured me that we could make half a million plunks inside of a month I told him I was his man and would put in every dollar of my legacy."

"You must be a jay!" exclaimed one of his listeners.

"I am. There is not a bigger jay in the world. I was born that way and can't help it. I was to give the ministerial man the rhino next day, and I sat thinking how nice it would be to be worth a quarter of a million, when a doctor from my town came rushing into the hotel and said to me:

"Say, Jim, I have been riding around in a hack all day and am dead broke and can't pay the hackman. Lend me \$2,000 for a few days, will you?"

"And you lent it to him?"

"Yes, handed it right over, and he handed it to the hackman and squared up."

"But have you got it back yet?"

"No-o. You see, the doctor went into bankruptcy next day. I may get five cents on the dollar some day, but it is doubtful. Gentlemen, don't call me names nor hold it up against me. I have been an orphan all my life, and Nature made me a trusting and guileless man. I have tried to be wicked, but it is not in me. I ought to have known better, but I was from Pittsburg, and the doctor was from the same town, and he called me Jim, and wanted the money and—and—"

And he turned away his head and struggled with his emotion.

"What is an agnostic?" asked Rollo. "An agnostic," replied Uncle George, "is a man who loudly declares that he knows nothing, and abuses you if you believe him."

M. O. BAKER & CO.

Toledo, Ohio

Jobbers Potatoes and Apples
Correspond with us

Veneer Box Co.

Manufacturers of
all kinds of

Shipping Boxes and Egg Cases
Grand Rapids, Mich.

CASH FOR YOUR BUTTER

We are cash buyers every week in the year of packing stock and country roll butter. Any quantity. Get our price before selling.

B. S. PEARSALL BUTTER CO.

Process Butter Manufacturers Office and Factory, Elgin, Ill.
References—Bradstreets; Home National Bank, Elgin.

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

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.

We Claim Quality Counts

Our brand Fancy White Virginia New Potatoes in full size barrels. The best grade offered in Western Michigan. Please try them.

Yuille-Miller Co. Grand Rapids, Mich.
Citizens Phone 5166 Bell Phone 2167

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

WE PRINT Letter Heads, Note Heads, Bill Heads, Cards, Envelopes, in fact everything a dealer needs.
TRADESMAN COMPANY.



Plethora of Geometricals in Handkerchiefs.

Extensive displays and fairly large sales of fancy handkerchiefs have simultaneously occurred to mark the course of small accessories for the fortnight. There is almost a plethora of geometricals, with scarcely a sign of flower designs, and but a few Rumchundas. Every shop from the highest priced to the cheapest is making such use of the fancy handkerchief as the market has rarely witnessed. Inside and outside trims are replete with variations of the geometrical designs. Three tints lead the procession, tan, blue and green, all light and delicate, with here and there a gray.

Color matching is made a basis and endless varieties have been conceived that attract the eye and tempt the purse. Different shops among the fashion pace setters have evolved special schemes peculiarly their own. Here a handkerchief and hose; there a handkerchief and scarf, but in almost every instance the handkerchief is used in combination with some article of apparel, and some excellent effects have resulted. In fact, some shops seem to have gone handkerchief mad, and not without good reason, either, for there is, perhaps, no other single accessory that so readily blends or contrasts and yet feasibly harmonizes either in unit or ensemble.

Geometrical designs rule almost exclusively with the colors mentioned and in almost invariable combination with satin damasse stripes. Narrow hemstitched borders are the general rule, colored in the same tint as the interior decoration. White and one color is the most popular scheme, white and two colors are less prominent and three colors rare.

Monograms and initials do not seem to be as popular as of late, evidently giving way to simpler effects.

Most retailers have benefited greatly by the weather, in their belt stocks especially, which have begun to move out in such volume as to make quick duplications necessary, much to the gratification of the wholesalers, who now feel that they may clean up at the end of the season in good shape, better than they did a year ago. Frequent reports are heard about job lots of last season's stock being peddled around the market at much reduced prices. Prices still hold quite firmly, however, on fresh goods. Many initials are being sold on belt loops and on fobs as a part of the belt. Quite a

variety of letters are to be seen, chiefly old English, in brass, barred top and bottom. Gun metal is not prominent among the best class of displays.

Color matching is being attempted with belts where the leather permits, which, with the many tan, gray and black and white effects now in use, is artistic and attractive.

Dove gray glaze, with smoked pearl buckles, seems to be one of the most popular shades and finishes, together with tan, with brown pearl buckles, and are reported selling well. A trim composed of a number of white belts, trimmed with brass or natural pearl, and in conjunction with white hose and other white accessories, recently attracted considerable attention in a leading New York fashion establishment. Escalloped loops are a recent fancy with some and produce a simple, but effective touch.

Extremely heavy Malacca walking sticks have been shown recently among some of the imported lines. They are impressively stout, some of them reaching a diameter at the head of an inch and a half, tapering down to five-eighths, silver mounted. The other extreme is to be found in a revival of the exceedingly slender bamboo sticks, so familiar in some past seasons. Now they are headed with the thinnest and daintiest of ivory caps, hardly big enough to be called a knob. One high-class furnisher has just imported some sticks, among which are striking ones of bamboo, crooked, dyed a deep brown, where the hand touches and decorated on the shank with Japanese color pictures outlined in black. The crook ends in a natural knob, the whole producing a most unique appearance. The ferrule effect has been applied to Malacca and ash, as well as on the familiar partridge wood. Malacca and bamboo are the two most fashionable woods now selling, in combination with silver and ivory.

Owing, it is thought, to the continuation of the small stocks idea, the umbrella trade continues with practically only spot business to keep it going. Future business has gained little impetus.

Repeat orders are coming in fairly well for leather garters. This is due very largely to the advent of hot weather and the activity in knee length underwear. While the manufacturers are not being crowded hard for shipments, business on this particular article of apparel is thought to be fully up to 1907, and as trade has set in briskly much earlier than

last year, it looks as though the season would run considerably ahead.

The suspender salesmen are on the road for fall business. They are not doing as much as they did last year, but are booking something all along the line, even though the orders are smaller. Staples are selling better than novelties, according to reports already in. In the market centers, where the merchants can circulate around to the best advantage, some buyers are inclined to hold off for a while longer. With the advent of belts suspenders have taken a big drop, which naturally reacts on the duplicate business, which is dull.

As the season advances gloves are beginning to get more fall business in hand. The prematurely early hot weather, however, has brought so much business to the retailers that in many cases they have not had the time to attend to their buying properly and consequently have temporarily postponed it.

Immediate retail trade is confined almost entirely to silk gloves, white kid for weddings and formal wear excepted. Gray leads in the sales, with tans second. Just why tan does not take first place is hard to tell. The most plausible reason given is that silk gloves are worn almost exclusively by the best dressers, who have largely been weaned from browns for summer, in preference to blues and grays. White silks, of course, are sharing the formal call with kid. It is early yet to tell how the silk glove will fare this year

with the male public, predictions forecasting both its advance to popularity and its retirement to the women's department.—Apparel Gazette.

For Fishing.

A certain John Simmons had been a twenty-years abstainer, but fell from the ways of grace and worshipped the vinous god with all the fervor of a pervers.

Feeling the need of recuperation he sent his boy to an adjacent hostelry for a bottle of whisky.

"But," cried the hotel proprietor, "who's it for?"

"For my father," said the boy.

"Nonsense. Your father is a total abstainer, and has been, to my knowledge, for longer years than you've lived."

"Well, at all events, he sent me for it."

"What does he want it for?"

"To let you into a secret," the boy said, ashamed to tell the truth, "he's going fishing, and he wants the cork to use for a float."

External Evidence.

Little Clarence had the experience for the first time of taking his bath in a cold room with water not at the usual temperature. His mamma left him for a moment, while he looked aghast at the "goose flesh" that appeared.

"Hurry up, mamma," he called, "I am turning into a chicken."

Look to your works and your wings will take care of themselves.

The "Zero" Corset

The "Zero" Corset appeals to those desiring a cool and comfortable article for hot weather. It is made of fine netting, well stayed, and is a good fit. Sizes 18 to 30. Price \$4.50 per dozen.



A Trial Order

in our corset department will convince that we are really offering better values in popular priced numbers than many manufacturers. We have good fitting models to retail at 25 cents to \$1.50 each in girdle style, medium lengths, abdominal reducing and long hip. Look us over. We guarantee satisfaction.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.

Beginning June 20 and until further notice we will close Saturday afternoons at 1 o'clock.

Training a Girl for Her Work in Life.

Written for the Tradesman.

It would be far easier and simpler to train a girl for her work in life if it could be told with any certainty during her years of preparation what that work is to be. She may choose some business or profession, fit herself thoroughly for it, and follow it all her life long. Or having prepared herself for such a life she may marry and turn her back on her chosen calling, and become as domestic as a German hausfrau. Or she may combine matrimony and professional life.

It is not only uncertain, whether in any given case, marriage will be a factor to be reckoned with, it is impossible to tell what the effect will be upon her fortunes if she should marry. She may, without so much effort as turning her dainty hand, have untold wealth placed at her disposal. On the other hand, it may be her lot to earn the bread for herself and her children—perhaps for an invalid or incompetent husband as well.

Now most fair-minded parents have great respect for a girl's individuality and want she should lead the kind of life that will be best for her. Perhaps they would prefer that she follow the usual life of her sex, but they do not want her to contract an ill-advised or uncongenial marriage. If she really wants to have some kind of a "career" they stand ready to help and encourage her. They want she should make a success of life. They hope not to see her in a few years an incompetent, slouchy housekeeper, proclaiming that marriage is a failure, nor yet an overworked, underpaid toiler, undermining her health but possessing no skill to earn more than enough to keep soul and body together.

Without attempting to solve the many difficult problems which the subject presents, permit me to suggest that there are some simple, homely things that every girl should learn, which will be of use to her in any walk in life, and to urge parents not to let the years of girlhood slip away without seeing to it that every mother's daughter knows them.

While the girl is in school see to it that she gets a good thorough knowledge of the common branches; that she knows her arithmetic so that she can add a long column of figures with a dependable result; that she can spell correctly and write a good hand, and express her thoughts readily in writing; that she can read so as to get the meaning with accuracy and intelligence.

Does someone ask, "Must parents see to everything? When we pay taxes and build schoolhouses and buy school books and hire instructors and get the children off in time every morning and sign report cards, is there then no letup? Must we still poke around and see that the teachers do their simple duty, what they are hired for and paid to do? Must we test Jimmie and Annie on their reading, writing and arithmetic?"

The reply to these very natural and pertinent enquiries is that teach-

ers are only human. In addition to their great stores of erudition of the most profound nature, they sometimes acquire considerable worldly wisdom. They find that, if by great pains and labor they maintain a high standard of thoroughness and efficiency, to use a common phrase, they don't always get any thanks for it.

If Jennie should be reported deficient in one or more studies and not allowed to pass her grade, the teacher knows well that a parental howl of far-resounding proportions is apt to result. The teacher may want to retain her position, and she knows that the fewer parents she makes dissatisfied the better are her chances for holding her place. But if Jennie's parents are the kind who will raise a howl if the girl is passed along when her work is not up to the mark the teacher will be far more likely to do her plain duty in the matter.

Let the daughter while she is still a young girl under her father's roof, learn to do housework. In nineteen households out of twenty there is not enough help employed so that it is necessary the daughter render what assistance she can. In the twentieth let the girl do it for her own good. There are very few women, even among those who do not marry, but find a knowledge of simple cookery and housekeeping very useful at some time in their lives.

Household labor of all kinds is very distasteful to some girls. It is well for such a one to find out she does not like it before she leaves the parental roof. Before she marries some poor young man she will consider what her contract to cook three meals a day, besides washing, ironing, mending and scrubbing, will involve.

Let the girl have the handling of money so as to learn its value and economize in its use. Let her buy her own clothing and make some of the expenditures for the household.

Teach her habits of neatness, order and system. Encourage her to take a proper pride in her dress and personal appearance.

From her earliest childhood train a girl in good manners. Thoughtful consideration for the rights and feelings of others, habitual tact and courtesy, a pleasing and gracious address—these will serve her in good stead in any walk of life. Whether she be a typewriter in a business office or a belle in the ballroom, a matron in her own home or a missionary to the South Sea Islanders.

The girl whose parents are very poor commonly leaves school when quite young and goes to work. She has no time or money for training and she must take any kind of employment she can get. The daughter of wealthy parents, when she has finished school, enters society. Between these two extremes is the great body of what may be termed middle class girls, the daughters of parents not at all wealthy but in fairly well-to-do circumstances. It is becoming a very general custom for such to learn some craft or trade by which they can earn their own living

or at least make enough for clothes and spending money.

Most of these girls expect to marry in a few years at the farthest, and do not enter upon their book-keeping or stenography or millinery as a life-work; but much can be gained by a few years spent in this way if the work be undertaken in the right spirit.

No one really knows the value of a dollar until he or she has gone right out in competition with others and earned one.

Let the girl be encouraged to do her work well, to acquire all the skill she can, and so to master her business that if she should need later in life to turn to it again as a means of support she can readily do so.

Parents are prone to be very ambitious for their children and to have such high hopes in their behalf that they neglect to see to it that the children learn the simple fundamental things that will insure success and happiness in the humble walks of life. Some one has wisely said that it is far more important to know how to live and get something out of life on \$10 a week than on \$10,000 a year. Quillo.

Professional Jealousy.

Dickson—My horse has reasoning powers, I tell you.

Wickson—In what respect particularly?

Dickson—Well, instead of shying at that automobile cab he edged up to it and kicked it.

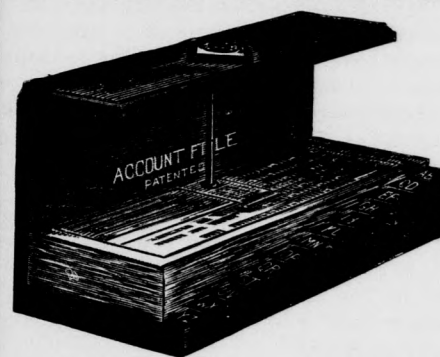
WE wish to thank the trade for the many calls and letters of congratulation received during our opening. When in the city do not fail to come in and see us. We close at one o'clock Saturdays during the summer months.

P. Steketee & Sons

Wholesale Dry Goods

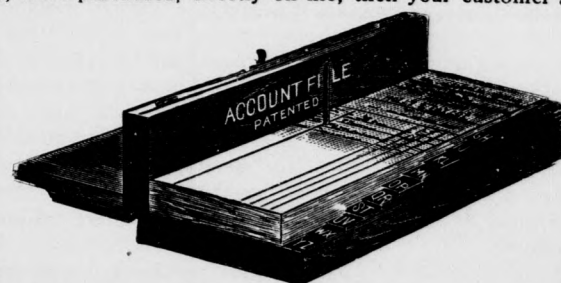
Grand Rapids, Mich.

Simple Account File

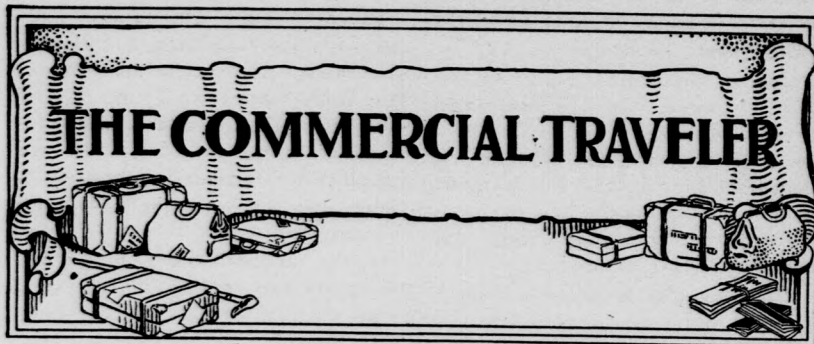


A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping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

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



TRADESMAN COMPANY, Grand Rapids



How To Ascertain a Salesman's Real Character.

"The personal character of a salesman I place higher than perhaps anything else," said one sales manager. "If a man lacks character in salesmanship he lacks the biggest qualification for permanent success. No matter how naturally brilliant he is, it will not pay a reputable house to engage him.

"I have in mind now a gifted salesman who is also an eager poker player and occasionally a hard drinker. This man foolishly believes that a prospect can not detect his hidden weaknesses in his selling talk, but this supposition usually is untrue.

"When a man has not had a good night's sleep or the condition of his nervous system is not what it should be through indulgence in some bad habit, there will be a distinct absence of plus energy and force which will certainly cause him to lose many sales he otherwise would secure.

"The prospect will feel there is something wrong with the salesman without being able to decide exactly what is the matter."

There is nothing more certain than this—it usually costs lots of money, time and energy to train new men to sell goods. Provided they "make good," this time, money and energy has been well expended; but, if they do not, as often happens, the company has to continually go through the same wearisome task of training new men.

Say, for instance, that Salesman Blank, working for a clothing house, has been with the company for several months, coming to them from another house. After considerable coaching from his new employers he becomes a fairly successful salesman. But a time comes when Blank's private life becomes demoralized. He does not do his work right. His territory "goes to pieces." Customers place their business elsewhere. Accordingly Blank is "fired" and a new man put in his place. But harm done is not easily undone. It is questionable whether Blank has not been a distinct failure, taking his losses and gains and averaging them up together.

Had Blank's house looked a little more keenly into his character when he first applied for admittance on the sales force he never would have been appointed.

The great fault with many houses is that they do not try to develop their own successful men, but are all the time attempting to hire away from other houses. Although a certain amount of changing around is inevitable, yet in the main this policy is

a bad thing for both employer and employe. The biggest wholesalers and the largest firms selling specialties have grasped this truth and do everything in their power to keep a good man when they once get him.

The farsighted sales manager prefers to get the right kind of a man in the first place and then to train him thoroughly.

"I would rather get a man obviously cut out to be a salesman who has been working in the credit or correspondence department of some firm and who is clean-cut, honest and trustworthy in every way than take the average man who has been earning \$5,000 to \$8,000 a year elsewhere," said the manager of a large mercandising house recently. "It is not that I object to paying the higher price, because all men are paid on commission, but because I am morally certain the outsider will not stay with me longer than he can possibly help. He will leave me just as quickly as he left his former employer if he can make a few more dollars a month."

Men who have worked with a house for a number of years, and have preferably grown up with it, are nearly always more loyal to their employer's interests than any other type of employe.

One of the large publishing houses recently commissioned a man to offer the employe of a competitor 50 per cent. advance on his present salary, already in five figures. The man thus sought declined to consider the offer for the reason that he believed in the ideals and methods of his own house, that his advancement had been as rapid as his own house could give him consistent with its own best interests, and that until he saw the policy of his own house changing from recognizing merit on the inside of its organization rather than seeking for it outside he believed his future was best assured in his present position.

Many sales managers assert with a certain amount of truth that it is very difficult to pick out men who will develop into high grade salesmen. Oftentimes the most unlikely men who apply for positions as salesmen turn out to be the best business-getters. On the other hand, those who impress the most favorably at the outset frequently turn out fiascos.

Long experience with applicants for positions on the sales force has developed in many sales managers marked dexterity in selecting the right kind of men.

Here is the way one sales manager weeds out poor material: He

takes the applicant into a back room in which there are samples of the machines the firm sell, and after explaining the proposition for a few minutes, he turns on the newcomer and says: "I suppose you know that this is the hardest proposition to handle in the United States. Ninety-five per cent. of the men we engage 'fall down' in selling these articles.

"I believe a man working for us has more to put up with in getting interviews with various merchants than salesmen who handle any other line on the market."

If a man has any yellow streak in his composition, he will almost certainly lose heart after he has listened to this talk. To let the man down easy he is told to think the matter over for a day or two and then to come back if he wants to do anything further with the proposition.

Salesmen of the right kind, when told about the extreme difficulty of selling the line, will ask, "I suppose you have salesmen successfully selling your product?" or say something to the effect that things hard to sell usually are the most profitable. A real salesman smiles at the mention of almost insurmountable difficulties when being interviewed by a sales manager. The "near salesman" gets "cold feet" and goes out to find some proposition which looks easier.

The science of handling men to the best advantage is even to-day but little understood. Some men take longer to learn a new line than others, but when they know it they become very efficient workers. Others grasp knowledge with great rapidity, but are very apt to forget quickly. Some salesmen will take a large number of fair sized orders, while their more brilliant and flashy brothers—the "star salesmen"—will make a big coup every so often. At the end of a given period the latter are often little in advance of the steady and laborious workers.

The tendency of far too many sales managers is to pay too much attention to the brilliant worker and not enough to the other type. It is persistence that tells, and the man who is doing his best with a moderate talent is just as much entitled to encouragement and will repay it as well as the salesman whose career is meteoric in fits and starts.

Too large a number of houses start their men selling goods after a very hasty preparation. The salesmen are not put through an exhaustive process of learning. They stay around the house for a few days, are given some literature to read and then put to work selling goods.

Out of fifteen salesmen who went out selling a specialty a year ago for one manufacturer, but one man proved a success. These men received next to no training. The manufacturer did not think it necessary to aid his men. He believed that a good salesman could sell anything, whether the house helped him or not.

The men were posted in a slight degree on how to sell his specialty, but the sales manager did not think it worth while to explain the compe-

tition they would have to meet on the road. He did not tell them the objections that would be raised, nor coach them on how to overcome them.

To-day he is wiser, and he now gives his men ample instruction, but he has paid dearly for his experience.

It might be asserted with truth that a house can not well be greater than its salesmen. The most successful houses are usually those who employ the best salesmen. Good team work between the inside and outside organizations is essential if a firm would achieve the greatest degree of efficiency. Selecting the right kind of salesmen—those who will work in harmony with the ideals of the institution that employs them—is a task that may take a lot of pains, energy and trouble. But in the best interest of both employer and employe it is essential that a determined and persistent effort be put forth to accomplish that end.

If competition did not exist ninety-five out of every hundred salesmen would have to get into some other profession.—Salesmanship.

Proposes Henry Goppelt for the Presidency.

Port Huron, June 23—Henry P. Goppelt has been a traveling man for so long a time that he is unable to reckon the years. He travels out of Saginaw for the wholesale grocery house of Symons Bros. & Co., he himself being one of the firm. Everyone in his territory knows Henry and knows him to be genial, whole-souled and energetic; his trade knows him as a thoroughly honorable and candid salesman. Even the little children know him and call him "Uncle Hank." Although still a young man he has passed through a sufficient number of summers and winters to have taken upon himself the duties and responsibilities of a Benedict and make someone happy. But he has not. The only reason that can be given for this lapse is that he is so thoroughly honest that he has feared by taking a life companion he might prove himself a gold brick and an imposition upon the trustful member of the gentler sex.

The members of the Michigan Knights of the Grip, of which organization he has been a member of the Board of Directors for five years, have no such fears in regard to Mr. Goppelt and a number of them have launched a little boom for him as President of the organization, and they expect to elect him without opposition at the annual convention, which will be held at Manistee August 7 and 8. M.

Even a child knows the difference between piety and padding.

Well-bred people don't brag about their dough.

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.

Annual Meeting Saginaw Board of Trade.

Saginaw, June 23—At the annual meeting of the Saginaw Board of Trade President Linton was re-elected. In his annual address he reviewed the large amount of work performed by or through the Board of Trade during the past two years, noting the results achieved by the M. & M. Association, Rust Park improvement, bayou reclamation at Hoyt Park, securing of non-partisan municipal boards, connection of city pavements with the county good roads system, the Auditorium, the armory grant of \$20,000 State funds, Jeffers Park, planting of trees and shrubs, the colonization of fox squirrels, the work for an improved water system, Saginaw's Semi-Centennial, Saginaw as a convention city, the need of a first-class band in Saginaw, the noon-time business men's luncheons, the need for better depots (except P. M. depots), need of a larger membership, the loss of the big ship yard at Bay City, Saginaw River improvements, widening the bridge openings, Tittabawassee River bridges, the members who have died during the past two years and "What Saginaw Now Needs." Among these he noted—a 20-foot channel from Court street to Lake Huron, trunk lines of country roads, leading in the direction of Midland, Merrill, Chesaning, Flushing, Flint and Vassar, two material railroad connections, one with the Grand Trunk at Ashley, that would open up 1,000 square miles of new territory for Saginaw merchants, and the other the building of a Pere Marquette line from Stratford to Leota. He also advocated support that would make this city an interurban center. In conclusion he thanked the officers, committees and members for their faithful work and loyal support. Five thousand copies of the report will be printed so that every business man in Saginaw may have one.

The Manufacturers' Committee reported that it is now in communication with a number of manufacturing enterprises, some of which have been awaiting with interest the result of the annual meeting of the Board of Trade and M. & M. Association.

Acting Secretary Kleinfeld submitted a report briefly tracing the movement to secure an equalization of freight rates for the Valley. He added:

"The proposed general advance in rates should be watched by the business interests of our city, as such an advance, if made, will increase the differentials which must be absorbed by our jobbers, manufacturers and shippers to compete with other centers. All interests in the Valley should co-operate, and by concerted action 'place Saginaw on the map' with rates that are on an equality with other and competing groups.

"There are many irregularities in local rates to and from Michigan points, which the railroads have promised to remedy. Express rates are also out of line, and this field should not be overlooked. Whatever the result of the present hear-

ing before the Inter-state Commerce Commission the Secretary strongly urges a continued and careful investigation of matters pertaining to the readjustment and equalization of our freight and express rates. Other cities, and among them our strongest competitors, are active along this line.

"Now that the Auditorium will soon be completed, the Secretary recommends the early consideration of a Merchants' Week for this city. Other cities are finding this a great success and of lasting benefit. As a place to exhibit the output of our manufacturing establishments and to display the goods of our wholesale and retail merchants the Auditorium offers exceptional facilities."

A communication from J. D. Swarthout, of the United Supply Co., favoring a Merchants' Week, with industrial and trade exhibits, was also read.

Max Heavenrich suggested the adoption of some means for bringing the members together in order to promote greater sociability and earnest endeavor. He suggested that possibly an occasional excursion, in addition to the noon-time meetings, might prove advantageous. He suggested the use of the "Flora" with excursions to Point Lookout or the Bay. This matter was referred to the Committee on Entertainment.

Marquette Mining Journal: The southbound night express, connecting with the Duluth, South Shore & Atlantic train leaving Marquette at 3:15 p. m., has been restored to the list of trains of the G. R. & I. railway. This service was taken off last fall, and for several months, in consequence, the facilities for reaching Grand Rapids and other Western Michigan points from the Upper Peninsula cities have been poor. It has been necessary to spend a night at Mackinaw City, to wait for the day train, or else to take a round-about route through Lower Michigan via the Michigan Central or by way of Chicago. The mail connections between Upper Peninsula points and Grand Rapids and other Western Michigan cities were also made much slower by the withdrawal of the night express south. The G. R. & I. road came in for much criticism on account of this poor service. Postmaster Mangum recently was quoted in the Grand Rapids papers as giving the management a hard shaking up on its account. There will be much satisfaction that the southbound express has been restored to the schedule, as its absence has on many occasions been the cause of much inconvenience for Upper Peninsula people.

Money's Metamorphosis.

Smudge—Do you know Miss Ann Teek?

Grudge—Who—that spinster so lank and lean?

"No, that 'bachelor girl, divinely tall'—she has just inherited a million, you know."

The noble life asks for more service instead of more servants.

Business Changes in the Buckeye State.

Slem View—S. S. Deardorff is about to engage in the meat business.

Gallion—The Gallion Handle & Manufacturing Co. has increased its capital stock to \$15,000.

Girard—The Zellec Hardware Co. is to close out its stock.

Midlin—Geo. Marker has embarked in the meat business.

Mingo—A hardware store has been opened by Harry Risher.

Norwalk—James Ramsey is to become a hardware merchant.

Waterville—The Waterville Elgin Butter Co. has been incorporated, with an authorized capital stock of \$10,000.

Wellsville—A meat market has been opened by L. D. Miller.

Wellsville—The meat market of E. E. Apple has been closed.

Youngstown—Business has been started by the Mohican Grocery Co.

Bellaire—The Monroe Oil & Gas Co. has been incorporated, with an authorized capital stock of \$10,000.

Dennison—Geo. White has sold his confectionery stock to D. C. Mahen.

McComb—L. E. Bierer has purchased the grocery stock of S. A. Poole.

Zanesville—Tracy & Cornelius succeed White & Tracy in the meat business.

Ava—Enos McLaughlin is to engage in the furniture business.

Barnesville—The Belmont Shoe Co. will open a new store.

Findlay—I. N. Paterson is succeeded in the meat business by O. E. McVay.

Girard—L. R. Mateer, druggist, is succeeded in business by A. G. Watson.

Norwood—D. W. Ewing has sold his grocery stock to Harvey Thomas.

Portsmouth—J. P. Thacker now owns the grocery stock formerly in the possession of Chester Wallace.

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

Youngstown—J. M. Dixon is about to embark in the grocery business.

H. H. Rogers to Begin Making Shoes.

The Boylston Manufacturing Co., which is controlled by H. H. Rogers and which has a plant at Fair Haven, Mass., the home of the Vice-President of the Standard Oil Company, has completed arrangements for the manufacture of machine-made shoes on a large scale in competition with the United Shoe Machinery Co., which was long regarded as having practically a monopoly of machine-made shoes.

Several years ago Mr. Rogers and the United Shoe Machinery people had a misunderstanding over the manufacture of eyelets by the Atlas Tack Co., which Mr. Rogers also controls, the shoe machinery people asserting that Mr. Rogers was infringing on their patents. Mr. Rogers kept on making eyelets, and, not content with that, made up his mind to compete with the United Shoe Machinery Co. in the manufacture

of shoes as well. He obtained patents for shoe manufacture which he believes not to be infringements of the patents controlled by the United Shoe Co., and now, after about three years of preparation, Mr. Rogers' company is prepared to compete seriously with the machine-made shoe combine.

In the interval the United Shoe people are said to have made several proposals to absorb Mr. Rogers' company, but all of these were rejected. It was said to be solely the displeasure of Mr. Rogers at the claim made by the United Shoe Machinery Co. that he was infringing on one of their patents in the manufacture of eyelets that led him to embark upon the manufacture of shoes from eyelets to soles.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, June 24—Creamery, fresh. 21@23½c; dairy, fresh, 16@20c; poor to common, 14@16c.

Eggs—Strictly fresh candled, 18½@19c.

Live Poultry—Fowls, 11c; ducks, 10@11c; geese, 8@9c; old cox, 8@9c; broilers, 24@25c.

Dressed Poultry—Fowls, 12@13c; old cox, 9@10c.

Beans—Marrow, hand-picked, \$2.35 @2.50; medium, hand-picked, \$2.50; peas, hand-picked, \$2.60@2.65; red kidney, hand-picked, \$1.75@1.80; white kidney, hand-picked, \$2.25@2.40.

Potatoes—New, \$3.50@3.75 per bbl. Rea & Witzig.

The traveling fraternity generally will be delighted to learn that the Hotel Vincent at Saginaw is finally in capable hands. Ernest McLean, who was manager of the Livingston Hotel at Grand Rapids for many years, has taken charge of this house, which means that it will soon take rank among the leading hotels of the State. Mr. McLean is a natural born landlord and will not only give the boys the glad hand, but will give them a good bed and a clean room as well as an excellent table. The owners of the Hotel Vincent are to be congratulated upon having secured the services of so capable and conscientious a manager.

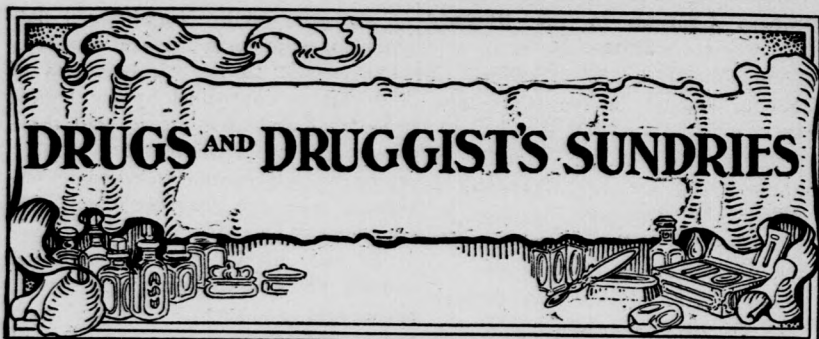
There is more of the divine in a little diligence than in all the dignity in creation.

The worst infidelity is to live as though God had forgotten.

Homelike

You will notice the difference in the cooking immediately. There are a dozen other things that suggest the word homelike at the

Hotel Livingston
Grand Rapids



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.
 First Vice-President—D. B. Perry, Bay City.
 Second Vice-President—J. E. Way, Jackson.
 Third Vice-President—W. R. Hall, Manistee.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—J. L. Wallace, Kalamazoo; M. A. Jones, Lansing; Julius Greenthal, Detroit; C. H. Frantz, Bay City, and Owen Raymo, Wayne.

How an English Drummer Sells Drugs.

Perhaps the strangest salesroom in the world is an elaborate "gypsy wagon," owned by a prominent British wholesale drug house. It is hauled from town to town by horses hired for the occasion, in charge of a representative and a valet. This sumptuous gypsy caravan, or living-wagon, cost \$1,500. The interior is divided into three parts—one living-room, one bed-room and a kind of stockroom for samples. The miniature rolling "palace" is simply a business convenience of great and proved worth. It makes the traveler independent of railroads, hotels, porters and other modern institutions we are too apt to think indispensable.

The "House on Wheels" is usually expected at its stopping place, and customers are often entertained at a kind of picnic lunch, with refreshments of the best. As to the "Captain," as the representative is called, everyone admires his whole-souled devotion to his work; for this sumptuously fitted living-wagon is at once his home, club, store and office. Taken all round, the traveler finds this a very healthy life, and with slight modifications it is practicable even in winter. It is not found necessary to carry a very large stock of samples; fortunately drugs are small in bulk, and often extremely costly. And after all it is results that count. In this respect the innovator is more than content. Understanding thoroughly the psychology of a sale, he invites a prospective customer to dinner in the beautiful little sitting-room of the wagon, and long before the cigars are lighted, the novelty of the whole undertaking, the conspicuous ability of the drummer, and the marked excellence of his goods all combine to produce an order that leaves a dismal outlook for a competitor in that particular field.

No expense was spared on the interior of this curious house on wheels. The carved Burmese teak fittings would grace a millionaire's

yacht. The miniature furniture, too, would do credit to a smart club.

A Chemist's Part in Making Light.

What has the chemist done to improve lighting? In ancient times animal and vegetable oils and fats, waxes and resins were used for illumination in lamps, candles and torches. The flames must have been extremely smirchy, odorous and generally disagreeable. It was about a hundred years ago that the stearic acid candle was introduced, following Chevreul's pioneer work in the chemistry of the animal and vegetable oils and fats. It was later still when crude petroleum was refined by the chemist and kerosene and gasoline came into general use for lighting and heating. Coal gas, the discovery of Clayton in 1675, was first used for illumination in more modern times by William Murdock in 1792, when he lighted his own house with it. Now illuminating gas of one kind or another issues from orifices in the earth in various places and the Chinese at an early day made use of this gas for evaporating salt brine and for lighting salt factories. But no general use was made of either natural or artificial gas until the early eighteen hundreds. In the United States at the present time more than \$200,000,000 is invested in gas plants, and the gas industry is, of course, a chemical industry developed by chemists. But with gas flames, as with other flames, more of the energy is dissipated as heat than is radiated as light, and for many years the problem of obtaining a larger percentage of the energy of combustibles in the form of light was an unsolved problem. It was known that certain oxides, such as those of calcium and magnesium, emitted a brilliant light when heated, but these oxides were brittle and a mantle made of them would crumble and fall apart. But with the discovery of new elements and the investigations of their properties oxides were finally found which, when heated, emitted an intense light and at the same time were tough enough to construct a mantle of.

Strong water of ammonia, on standing any length of time in a tin container, turns milky with the formation of a white precipitate. This is very persistent, resisting any of the ordinary clarifying agents. Here is a method which works like a charm: To every five pints of ammonia water add one-half ounce of powdered alum, shake well, let stand for six or seven days, and the solution will clarify perfectly.

Some of the Effects of Alcohol.

A paper published in Yorkshire, England, reports that some 6,000 children of Gateshead were recently required to do essays on "Physical Deterioration and Alcohol." These Gateshead children had valuable thoughts to contribute to the temperance movement. The Yorkshire paper goes the length of publishing some of the gems brought out in this outpouring of infantile sapience. Here are a few of them:

"Alcohol is useful," says one, "but not in the body. It is useful for polishing furniture."

"I hope I shall never touch it until I am dead," says another.

"A man who takes drinks can see two things at once."

"The children of drunkards are often weak and are sometimes troubled with being bowlegged."

"Those who take drink are not so broad-chested as they were 100 years ago."

"Some people say that if you want to speak at a concert you should take a glass of beer before. You should not. It is certain that it makes you speak, but you speak a heap of rubbish."

"When a man gets drunk his brains will not telegraph properly."

Freshening Up Rubber Goods.

Perhaps nothing sold in a drug store assumes a soiled and "second-hand" appearance more quickly than atomizer bulbs, hot-water bottles and other rubber articles which the customer handles. Rubber is very easily soiled, showing finger-marks and dirt. The delicate powder finish comes off. To restore the original appearance of the goods, wipe them with a flannel cloth slightly moistened with gasoline.

The Drug Market.

Opium—The report of the short crop seems to have been confirmed and prices have been advanced nearly \$1 per pound, with higher prices looked for.

Morphine—Will probably be advanced within a day or two.

Quinine—Is steady.

Glycerine—Is weak and tending lower.

Guarana—Stock is in the hands of two dealers, who have again advanced the price.

Quince Seed—On account of scarcity has again advanced.

Nitrate Silver—Is very firm and tending higher.

Oil Spearmint—Has declined.

Oils Lemon, Orange and Bergamot—Are tending lower.

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.

Liquor Arsen et Hydrarg Iod ..	25	Rubia Tinctorum	12@	14	Vanilla	9 00@
Liq Potass Arsnit	10@	Saccharum La's.	22@	25	Zinci Sulph ..	7@
Magnesia, Sulph.	3@	Salacin	4 50@	75		
Magnesia, Sulph. bbl	1 1/4@	Sanguis Drac's	40@	50	Oils	
Mannia, S. F. ...	45@	Sapo, W	13 1/2@	16	Whale, winter ..	70@
Menthol	2 65@	Sapo, M	10@	12	Lard, extra	85@
Morphia, SP&W	3 15@	Sapo, G	10@	12	Lard, No. 1	60@
Morphia, SNEY	3 15@	Seidlitz Mixture.	20@	22	Linseed pure raw	42@
Morphia, Mal....	3 15@	Sinapis	10@	18	Linseed, boiled ..	43@
Moschus Canton.	40	Sinapis, opt ..	30@		Neat's-foot, w str	65@
Myristica, No. 1.	25@	Snuff, Maccaboy.	40		Spts. Turpentine ..	Market
Nux Vomica po 15	10	DeVos	51		Paints	
Os Sepia	35@	Snuff, S'h DeVo's	40		Red Venetian	1 1/2@
Pepsin Saac. H & P D Co.	1 00	Soda, Boras	6@	10	Ochre, yel Mars 1 1/2	2@
Picis Liq N N 1/4 gal doz	2 00	Soda, Boras, po..	6@	10	Ocre, yel Ber	1 1/2@
Picis Liq qts	1 00	Soda et Pot's Tart	25@	28	Putty, commer'l ..	2 1/2@
Picis Liq. pints.	1 00	Soda, Carb.	1 1/4@	2	Putty, strictly pr	2 1/2@
Pil Hydrarg po 80	50	Soda, Bi-Carb ..	4@	5	Vermillon, Prime	
Piper Nigra po 22	18	Soda, Ash	3 1/4@	4	American	13@
Piper Alba po 35	30	Soda, Sulphas ..	2@	2	Vermillion, Eng.	75@
Pix Burgum	8	Spts. Cologne ..	2 60		Green, Paris	29 1/4@
Plumbi Acet	12@	Spts. Ether Co.	50@	55	Green, Peninsular	13@
Pulvis Ip'cet Opil 1	30@	Spts. Myrcia Dom	2 00		Lead, red	7 1/4@
Pyrethrum, bxs H & P D Co. doz.	75	Spts. Vini Rect bbl	10@	130	Lead, white	7 1/2@
Pyrethrum, pv..	20@	Spts. Vi'l Rect 1/4 b	2@	4	Whiting, white S'n	9@
Quassiae	8@	Spts. Vi'l R't 10 gal	10@		Whiting Gilders'	9@
Quina, S P & W ..	18@	Spts. Vi'l R't 5 gal	10@		White, Paris Am'r	1 1/2@
Quina, S Ger	18@	Strychnia, Cryst	1 10@	130	Whit'g Paris Eng.	1 1/2@
Quina, N. Y	18@	Sulphur Subl.	2 1/2@	4	Shaker Prep'd ..	1 25@
		Sulphur, Roll ..	2 1/2@	3 1/2		
		Tamarinds	8@	10	Varnishes	
		Terebintha Venice	28@	30	No. 1 Turp Coach 1	10 1 1/2@
		Thebroma	50@	55	Extra Turp	1 60@

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.

Out June 1, 1908
Have You One?

Peck-Johnson Co.
Pharmaceutical Chemists
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Cheese		Flour Fibre Tubs	
Index to Markets		1	
By Columns		2	
Col		3	
1		2	
ARCTIC AMMONIA		Plums	
12 oz. ovals 2 doz. box 75		Plums 1 45@2 50	
AXLE GREASE		Peas	
Frazer's		Marrowfat 1 00@1 35	
1 lb. wood boxes, 4 dz. 3 00		Early June 1 00@1 60	
1 lb. tin boxes, 3 doz. 2 35		Early June Sifted 1 25@1 80	
3 1/2 lb. tin boxes, 2 dz. 4 25		Peaches	
10 lb. pails, per doz. 6 00		Pie 1 45@1 60	
15 lb. pails, per doz. 7 20		No. 10 size can pie @ 4 00	
25 lb. pails, per doz. 12 00		Pineapple	
BAKED BEANS		Grated @ 2 50	
1 lb. can, per doz. 90		Sliced @ 2 40	
2 lb. can, per doz. 1 40		Pumpkin	
3 lb. can, per doz. 1 80		Fair 85	
BATH BRICK		Good 90	
American 75		Fancy 1 00	
English 85		Gallon 2 75	
BLUING		Raspberries	
Arctic		Standard @	
6 oz. ovals 3 doz. box 40		Russian Caviar	
16 oz. round 2 doz. box 75		1/4 lb. cans @ 4 00	
Sawyer's Pepper Box		1 lb. cans @ 4 00	
BROOMS		Salmon	
No. 3, 3 doz. wood bxs 4 00		Col'a River, talls 1 95@2 00	
No. 5, 3 doz. wood bxs 7 00		Col'a River, flats 2 25@2 75	
COCOA		Red Alaska 1 35@1 45	
No. 1 Carpet, 4 sew. 2 75		Pink Alaska 1 00@1 10	
No. 2 Carpet, 4 sew. 2 25		Sardines	
No. 3 Carpet, 3 sew. 2 25		Domestic, 1/4 s 3% @ 4	
No. 4 Carpet, 3 sew. 2 10		Domestic, 1/2 s @ 5	
Parlor Gem 2 40		Domestic, Must'd 6 1/2 @ 9	
Common Whisk 2 40		California, 1/4 s 11 @ 14	
Fancy Whisk 1 25		California, 1/2 s 17 @ 24	
Warehouse 3 00		French, 1/4 s 7 @ 14	
BRUSHES		French, 1/2 s 18 @ 28	
Scrub		Shrimps	
Solid Back 8 in. 75		Standard 20 @ 1 40	
Solid Back, 11 in. 95		Fair Succotash 85	
Pointed Ends 85		Good 1 00	
Stove		Fancy 1 25@1 40	
No. 3 90		Standard 1 25@1 40	
No. 2 1 25		Fancy 1 25@1 40	
No. 1 1 75		Tomatoes	
Shoe		Fair 95 @ 1 00	
No. 8 1 00		Good @ 1 10	
No. 7 1 30		Fancy @ 1 40	
No. 4 1 70		Gallons @ 3 60	
No. 3 1 90		CARBON OILS	
BUTTER COLOR		Barrels	
W. R. & Co.'s, 25c size 2 00		Perfection @ 10 1/2	
W. R. & Co.'s 50c size 4 00		Water White @ 10	
CANDLES		D. S. Gasoline @ 15	
Paraffine, 6s 10		Gas Machine @ 24	
Paraffine, 12s 10		Deodor'd Nap'a. @ 13	
Wicking 20		Cylinder 29 @ 34 1/2	
CANNED GOODS		Engine 16 @ 22	
Apples		Black, winter 8 1/2 @ 10	
3 lb. Standards 90 @ 1 00		CEREALS	
Gallon 2 50 @ 3 00		Breakfast Foods	
Blackberries		Bordeau Flakes, 36 lb. 2 50	
2 lb. 1 25 @ 1 75		Cream of Wheat 36 lb. 4 50	
Standards gallons @ 5 75		Egg-O-See, 36 pkgs. 2 85	
Beans		Excello Flakes, 36 lb. 4 50	
Baked 85 @ 1 30		Excello, large pkgs. 4 50	
Red Kidney 85 @ 95		Force, 36 2 lb. 4 50	
String 70 @ 1 15		Grape Nuts, 2 doz. 2 75	
Wax 75 @ 1 25		Malta Ceres, 24 lb. 2 40	
Blueberries		Mapl-Flake, 36 lb. 4 05	
Standard 1 35		Pillsbury's Vitos, 3 doz 4 25	
Gallon 6 75		Ralston, 36 2 lb. 4 50	
Brook Trout		Sunlight Flakes, 36 lb. 2 85	
2 lb. cans, spiced 1 90		Sunlight Flakes, 20 lbs 4 00	
Clams		Vigor, 36 pkgs. 2 75	
Little Neck, 1 lb. 1 00 @ 1 25		Voigt Cream Flakes 4 50	
Little Neck, 2 lb. @ 1 50		Zest, 20 2 lb. 4 10	
Clam Bouillon		Zest, 36 small pkgs. 2 75	
Burnham's 1/4 pt. 1 90		Rolled Oats	
Burnham's pts 3 60		Rolled Avena, bbls. 6 50	
Burnham's qts. 7 20		Steel Cut, 100 lb. sks. 3 35	
Cherries		Monarch, bbl. 6 25	
Red Standards @ 1 40		Quaker, 90 lb. sacks 2 90	
White @ 1 40		Quaker, 18-2 1 50	
Corn		Quaker, 20-5 4 65	
Fair 75 @ 85		Cracked Wheat	
Good 1 00 @ 1 10		Bulk 24 2 lb. packages 3 1/2	
Fancy 1 45		24 2 lb. packages 3 50	
French Peas		CATSUP	
Sur Extra Fine 22		Columbia, 25 pts. 4 15	
Extra Fine 19		Snider's pints 2 25	
Fine 15		Snider's 1/2 pints 1 35	
Moyen 11		CHEESE	
Gooseberries		Acme @ 11	
Standard 1 75		Elsie @ 12	
Hominy		Gem @ 13	
Standard 85		Jersey @ 12 1/2	
Lobster		Riverside @ 12 1/2	
1 lb. 2 25		Warner's @ 12	
1/2 lb. 4 25		Springdale @ 12	
Picnic Tails		Brick @ 15	
Mackerel 1 80		Leiden @ 15	
Mustard, 1 lb. 2 80		Limbinger @ 19	
Soused, 1 1/2 lb. 1 80		Pineapple 40 @ 60	
Soused, 2 lb. 2 75		San Sago @ 22	
Tomato, 1 lb. 1 50		Swiss domestic @ 16	
Tomato, 2 lb. 2 80		wiss. Imported @ 20	
Mushrooms		CHEWING GUM	
Hotels @ 24		American Flag Spruce 55	
Buttons @ 28		Beeman's Pepsin 55	
Oysters		Adams Pepsin 55	
Cove, 1 lb. 90 @ 1 00		CHICORY	
Cove, 2 lb. @ 1 85		Bulk 5	
Cove, 1 lb. Oval @ 1 20		Red 5	
		Magie 5	
		Frank's 7	
		Schener's 6	
		CHOCOLATE	
		Walter Baker & Co.'s	
		German Sweet 26	
		Premium 31	
		Caracas 38	
		Walter M. Lowney Co.	
		Premium, 1/4 s 36	
		Premium, 1/2 s 36	
		COCOA	
		Baker's 35	
		Cleveland 41	
		Colonial, 1/4 s 35	
		Colonial, 1/2 s 35	
		Epps 42	
		Huylar 45	
		Lowney, 1/4 s 40	
		Lowney, 1/2 s 39	
		Lowney, 1/4 s 38	
		Lowney, 1/2 s 40	
		Van Houten, 1/4 s 12	
		Van Houten, 1/2 s 20	
		Van Houten, 1/4 s 40	
		Van Houten, 1/2 s 72	
		Webb 35	
		Wilbur, 1/4 s 39	
		Wilbur, 1/2 s 40	
		COCOANUT	
		Dunham's 1/4 s & 1/2 s 26 1/2	
		Dunham's 1/4 s 27	
		Dunham's 1/2 s 28	
		Bulk 12	
		COFFEE	
		Rio	
		Common 10 @ 13 1/2	
		Fair 14 1/2	
		Choice 16 1/2	
		Fancy 19	
		Santos	
		Common 12 @ 13 1/2	
		Fair 14 1/2	
		Choice 16 1/2	
		Fancy 19	
		Peaberry	
		Maracaibo	
		Fair 16	
		Choice 19	
		Mexican	
		Fair 16 1/2	
		Fancy 19	
		Guatemala	
		Fair 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. 85	
		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	
		Sarotoga 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 Coke 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	
		Hominy	
		Flake, 50 lb. sack 1 00	
		Pearl, 100 lb. sack 2 00	
		Pearl, 200 lb. sack 4 00	
		Maccaroni and Vermicelli	
		Domestic, 10 lb. box 60	
		Imported, 25 lb. box 2 50	
		Pearl Barley	
		Common 3 00	
		Chester 3 10	
		Empire 3 50	
		Peas	
		Green, Wisconsin, bu. 2 50	
		Green, Scotch, bu. 2 65	
		Split, lb. 04	
		Sago	
		East India 5	
		German, sacks 5	
		German, broken pkg. 5	
		Tapioca	
		Flake, 110 lb. sacks 6	
		Pearl, 130 lb. sacks 5	
		Pearl, 24 lb. pkgs. 7 1/2	
		FLAVORING EXTRACTS	
		Foote & Jenks	
		Coleman Brand	
		Lemon	
		No. 2 Terpeneless 75	
		No. 3 Terpeneless 1 75	
		No. 8 Terpeneless 3 00	
		Vanilla	
		No. 2 High Class 1 20	
		No. 4 High Class 2 00	
		No. 8 High Class 4 00	
		Jaxon Brand	
		Vanilla	
		2 oz. Full Measure 2 10	
		4 oz. Full Measure 4 00	
		8 oz. Full Measure 8 00	
		Lemon	
		2 oz. Full Measure 1 25	
		4 oz. Full Measure 2 40	
		8 oz. Full Measure 4 50	
		Jennings D. C. Brand	
		Terpeneless Ext. Lemon	
		Doz.	
		No. 2 Panel 75	
		No. 4 Panel 1 50	
		No. 6 Panel 2 00	
		Taper Panel 1 50	
		2 oz. Full Meas. 1 25	
		4 oz. Full Meas. 2 00	
		Jennings D. C. Brand	
		Extract Vanilla	
		Doz.	
		No. 2 Panel 1 25	
		No. 4 Panel 2 00	
		No. 6 Panel 3 50	
		Taper Panel 2 00	
		1 oz. Full Meas. 90	
		2 oz. Full Meas. 1 80	
		4 oz. Full Meas. 3 50	
		No. 2 Assorted Flavors 1 00	
		GRAIN BAGS	
		Amoskeag, 100 in bale 19	
		Amoskeag, less than bl 19 1/2	
		GRAIN AND FLOUR	
		Wheat	
		New No 1 White 91	
		New No 2 Red 91	
		Winter Wheat Flour	
		Local Brands	
		Patents 5 50	
		Second Patents 5 25	
		Straight 5 06	
		Second Straight 4 75	
		Clear 4 00	
		Flour in barrels, 25c per barrel additional.	
		Worden Grocer Co.'s Brand	
		Quaker, paper 4 40	
		Quaker, cloth 4 60	
		Wykes & Co.	
		Eclipse 4 60	
		Kansas Hard Wheat Flour	
		Fanchon, 1/2 cloth 5 40	
		Judson Grocer Co.	
		Grand Rapids Grain & Milling Co. Brands.	
		Wizard, assorted 4 40	
		Graham 4 40	
		Buckwheat 5 75	
		Rye 4 75	
		Spring Wheat Flour	
		Roy Baker's Brand	
		Golden Horn, family 5 60	
		Golden Horn, baker's 5 50	
		Duluth Imperial 5 75	
		Judson Grocer Co.'s Brand	
		Ceresota, 1/4 s 6 40	
		Ceresota, 1/2 s 6 30	
		Ceresota, 3/4 s 6 20	
		Lemon & Wheeler's Brand	
		Wingold, 1/4 s 6 10	
		Wingold, 1/2 s 6 00	
		Wingold, 3/4 s 5 90	
		Pillsbury's Brand	
		Best, 1/4 s cloth 6 20	
		Best, 1/2 s cloth 6 10	
		Best, 3/4 s cloth 6 00	
		Best, 1/4 s paper 6 00	
		Best, 1/2 s paper 6 00	
		Best, 3/4 s paper 6 00	
		Best, wood 6 30	
		Worden Grocer Co.'s Brand	
		Laurel, 1/4 s cloth 5 90	
		Laurel, 1/2 s cloth 5 86	
		Laurel, 3/4 s & 1/2 s paper 5 70	
		Laurel, 1/4 s cloth 5 70	
		Wykes & Co.	
		Sleepy Eye, 1/4 s cloth 5 90	
		Sleepy Eye, 1/2 s cloth 5 90	
		Sleepy Eye, 3/4 s cloth 5 89	
		Sleepy Eye, 1/4 s paper 5 80	
		Sleepy Eye, 1/2 s paper 5 80	
		Sleepy Eye, 3/4 s paper 5 80	

6	7	8	9	10	11
Meal Bolted 3 75 Golden Granulated 3 85 St. Car Feed screened 30 00 No. 1 Corn and Oats 30 00 Corn, cracked 29 00 Corn Meal, coarse 29 00 Winter Wheat Bran 26 00 Cow Feed 26 50 Middlings 27 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 76 Less than carlots 78 Hay No. 1 timothy carlots 11 00 No. 1 timothy ton lots 12 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 @ 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 83 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's whist 2 25 POTASH 48 cans in case Babbitt's 4 00 Mess 16 00 Clear Back 15 50 Short Cut 15 50 Short Cut Clear 15 50 Bean 14 75 Brisket, Clear 15 25 Pig 17 50 Clear Family 14 00 Dry Salt Meats S. P. Bellies 10 1/2 Bellies 9 1/2 Extra Shorts 9 1/2 Smoked Meats Hams, 12 lb. average. 12 Hams, 14 lb. average. 12 Hams, 16 lb. average. 12 Hams, 18 lb. average. 12 Skinned Hams 13 Ham, dried beef sets. 18 California Hams 8 Boiled Hams 14 Boiled Hams 14 1/2 Berlin Ham, pressed 9 Minced Ham 9 Bacon 11 1/2 @ 16 Lard Compound 8 1/2 Pure in tierces 9 1/2 80 lb. tubs advance 1/2 60 lb. tubs advance 1/2 50 lb. tins advance 1/2 20 lb. pails advance 1/2	10 lb. pails advance 1/2 5 lb. pails advance 1/2 8 lb. pails advance 1/2 Sausages Bologna 7 Liver 7 Frankfort 9 Pork 9 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 13 50 Rump, new 17 00 Pig's Feet 1/2 bbls. 1 00 1/4 bbls., 40 lbs. 1 80 1/4 bbls. 3 80 1 bbl. 8 00 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 30 Beef, rounds, set 16 Beef middles, set. 40 Sheep, per bundle 90 Uncolored Butterine Solid dairy 10 @ 12 Country Rolls 10 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 50 Corned beef, 1 lb. 1 50 Roast beef, 2 lb. 2 50 Roast beef, 1 lb. 1 50 Potted ham, 1/2 lb. 45 Potted ham, 1/4 lb. 45 Deviled ham, 1/2 lb. 45 Deviled ham, 1/4 lb. 45 Potted tongue, 1/2 lb. 45 Potted tongue, 1/4 lb. 45 RICE Fancy 7 @ 7 1/2 Japan 5 1/2 @ 6 1/2 Broken SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's small, 2 doz. 5 25 Snider's large, 1 doz. 2 35 Snider's small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer 3 10 Deland's 3 00 Dwight's Cow 3 15 L. P. 3 00 Wyandotte, 100 lbs. 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100 lbs. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 25 60 5 lb. sacks 2 15 28 10 1/2 lb. sacks 2 00 56 lb. sacks 32 28 lb. sacks 17 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock @ 5 Halibut Strips 13 Chunks 13 Holland Herring Pollock @ 4 White Hp. bbls. 7 50 @ 9 00 White Hp. 1/2 bbls. 4 00 @ 5 00 White Hoop mchs. @ 75 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 90 Scaled 13 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 15 00 Mess, 40 lbs. 6 20 Mess, 10 lbs. 1 65 Mess, 8 lbs. 1 35 No. 1, 100 lbs. 14 00 No. 1, 40 lbs. 5 80 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 35 Whitefish No. 1, No. 2 Fam 100 lbs. 9 75 @ 3 50 50 lbs. 5 25 @ 1 90 10 lbs. 1 12 @ 55 8 lbs. 92 @ 48 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 10 Poppy 9 Rape 6	SHOE BLACKING Handy Box, large 3 dz 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 Marselles, 100 cakes 5 80 Marselles, 100 cakes 5c 4 00 Marselles, 100 ck toilet 4 00 Marselles, 1/2 bx toilet 2 10 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-N-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 Scouring Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 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, Amboyina 22 Cloves, Zanzibar 16 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-10 25 Nutmegs, 115-20 20 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochin 18 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 1/2 Muzzy, 20 lbs. 5 Muzzy, 40 lbs. 4 1/2 Gloss Kingsford 7 1/2 Silver Gloss, 40 lbs. 7 1/2 Silver Gloss, 16 3lbs. 6 1/2 Silver Gloss, 12 6lbs. 8 1/2 Muzzy 48 lb packages 4 1/2 16 lb. packages 4 1/2 12 6lb. packages 5 1/2 50 lb. boxes 3 1/2 SYRUPS Corn Half Barrels 29 20lb. cans 1/2 dz. in cs 2 00 10lb. cans 1/2 dz. in cs. 1 95 5lb. cans 2 dz. in cs. 2 05 2 1/2 lb. cans 2 dz. in cs. 2 00 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sndried, medium 24 Sndried, choice 32 Sndried, fancy 24 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 12 @ 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Fingsuey, medium 30 Fingsuey, choice 30 Fingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyro 35 Battle Ax 37 American Eagle 37 Standard Navy 33 Spear Head, 7 oz. 47 Spear Head, 1 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 69 Boot Jack 86 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 40 Nickel Twist 32 Mill 52 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum, Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 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 1 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, me'm 7 25 Willow, Clothes, small 6 25 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal. each 2 40 Barrel, 10 gal. each 2 55 Barrel, 15 gal. each 3 70	Clothes Pins Round head, 5 gross bx 55 Round head, cartons. 70 Egg Crates and Fillers. Humpty Dumpty, 12 doz. 20 No. 1 complete 40 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 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, air red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable No. 1 9 25 18-in. Cable, No. 2 8 25 16-in. Cable No. 3 7 25 No. 1 Fibre 10 25 No. 2 Fibre 9 25 No. 3 Fibre 8 25 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 60 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 50 Sunlight, 1 1/2 doz. 1 50 Yeast Foam, 3 doz. 1 50 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 5 1/2 FRESH FISH Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 10 Trout 9 1/2 Halibut 11 Ciscos or Herring 7 Bluefish 16 Live Lobster 25 Boiled Lobster 25 Cod 10 1/2 Haddock 8 PICKEREL 10 Pike 8 Perch 8 Smoked, White 12 1/2 Chinook Salmon 16 Mackerel 18 Finnan Haddie Roe Shad Shad Roe, each Speckled Bass 8 1/2 HIDES AND PELTS Hides Green No. 1 6 Green No. 2 5 Cured No. 1 7 1/2 Cured No. 2 6 1/2 Calfskin, green, No. 1 10 Calfskin, green, No. 2 8 1/2 Calfskin, cured, No. 1 11 Calfskin, cured No. 2 9 1/2 Pelts Old Wood @ 20 Lambs 20 @ 40 Shearlings 10 @ 30 Tallow No. 1 @ 4 1/2 No. 2 @ 3 1/2 Wool Unwashed, med. @ 17 Unwashed, fine @ 13	CONFECTIONS Stick Candy Pails 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 Ribbon 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 Premio 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 Bias 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 19 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 70 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Dark No. 12 1 10 Bitter Sweets, as'd 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops 90 Lozenges, plain 60 Lozenges, printed 65 Imperial 60 Mottos 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Cr'ms 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer assortment 6 75 Scientific Ass't. 18 00 Pop Corn Cracker Jack 3 25 Checkers, 5c pkg case 8 50 Pop Corn Balls, 200s 1 35 Azulikit 100s 3 00 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 17 Almonds, Avica Almonds, California sft. shell Brazil 12 @ 13 Filberts 13 Cal. No. 1 Walnuts, soft shelled @ 13 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 21 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 00
Paragon55 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



G. P. Blueing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS

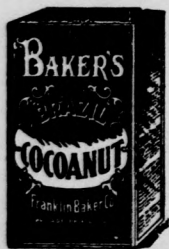
Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots31
El Portana33
Evening Press32
Exemplar32
Worden Grocer Co. brand
Ben Hur35
Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Book35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/2 lb. pkg. per case 2 60
85 1/2 lb. pkg. per case 2 60
88 1/2 lb. pkg. per case 2 60
10 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass8 @11
Hindquarters10 @13
Loins11 @16
Rounds8 1/2 @10
Chucks8 @ 9 1/2
Plates8 @ 6 1/2
Livers8 @ 6

Pork

Loins@10
Dressed@ 7
Boston Butts@ 9
Shoulders@ 8 1/2
Leaf Lard@ 9 1/2
Trimnings@ 7

Mutton

Carcass@10
Lambs@13
Spring Lambs@18
Veal
Carcass6 @ 8 1/2

CLOTHES LINES

Sisal

60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 60

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 59
80ft.2 00

Cotton Braided

40ft.95
50ft.1 25
60ft.1 45

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee, Cady & Smart, De-
troit; Symons Bros. & Co.,
Saginaw; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fielbach Co.,
Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in.6
1 1/4 to 2 in.7
1 1/4 to 3 in.9
1 1/4 to 3 in.11
2 in.15
3 in.30

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium35
Large54

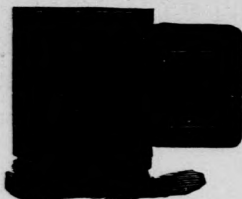
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 60

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's1 50
Knox's Acidu'd, doz. 1 25
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Thirty-five sizes
and styles on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 25
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

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.

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.

A first-class cigar and tobacco, pool room and barber shop. Location the best in the city of South Bend, Ind. Reason for selling, too much outside work. Rent reasonable. G. H. Tucker, 110, Main St., South Bend, Ind. 818

Shetlands—Two young black Shetlands, gentle, broken, for sale. Address A. A. Emmel, Barneveld, Wis. 817

For Sale—Stock of hardware, implements, furniture and undertaking; a good paying business; located in a railroad division town of 2,500 population. Address Box 71, Chadron, Neb. 816

Wanted—Men to make \$5 a day as sideline on Elgin watches. Buy outright; be your own jobber. Send me cash with first order for your sample line. Our prices, 18 size hunting, 20 year gold-filled case fit with 15 jewels, Elgin movement, \$9.37; same case fit in 17 jeweled Elgin for \$10.59. Open face, 18 size, 20 year gold-filled case, fit with 15 jeweled Elgin, \$8.08; fit with 17 jeweled, \$8.94; 16 S. hunting, 20 year gold-filled, 15 jeweled Elgin, \$11.03; same, fit in 17 jeweled, \$12.72; 16 size, open face, 20 year gold-filled, 15 jeweled Elgin, \$9.43; same, in 17 jeweled, \$11.12. 0 size for ladies, 20 year gold-filled case, fit with 7 jeweled Elgin, \$8.65. You can make \$2 to \$5 on every watch. You sell to hotel clerks and your friends. Beautiful diamond ring, stud or scarf pin for \$10, others from \$3.50 to \$300. Solid gold real cameo scarf pin, \$1.25 to \$2.50. Solid gold cuff buttons, \$1.25 to \$2.50. Solid gold brooches, real cameo, \$3.50 to \$6. Will refund money at once on return of goods if not satisfactory. You are dealing with a manufacturer and saving 25 to 100 per cent. Send Post-office order, express order or draft. My latest offer is a beautiful gold filled fancy enameled gold inlaid chateleine watch with pin, handsome case, for \$3.87 complete. Dan I. Murray, No. 3 Malden Lane, New York, 151 Wabash Ave., Chicago; 512 Race St., Cincinnati, Ohio. 815

For Sale—Store house and lot with barns, stock of groceries and school supplies. Also house and four lots, two barns, etc. Reason for selling, old age. Address L. Box 344, Montague, Mich. 814

For Sale—A bright new hardware stock invoicing about \$3,500, located in one of the best towns in eastern South Dakota, population about 700. State school for the blind located at this point. Address F. H. Greene, Gary, S. D. 813

For Rent—Desirable location for grocery or general store. Address Box 281, Postville, Iowa. 811

For Sale—Stock hardware and implements, invoicing \$10,000; good live town, no opposition; net earnings last year over \$3,000; will sell or rent property. Turpin & Turpin, Crocker, Mo. 810

For Sale—Edison moving picture machine and graphophone, almost new. Big money in the business. Address J. W. Comstock, Constantine, Mich. 821

For Sale Or Exchange—For a stock of goods or cash, 640 acres of unimproved land in Clare Co., Michigan, 3 miles from town on R. R. Price \$5 per acre. Address L. F. Leonard, Farwell, Mich. 823

For Exchange—Fine modern, steam-heated, three-story brick business block, well rented; also other improved property, and some cash, for stocks of merchandise, invoicing \$10,000 to \$50,000. Address Box 56, Marion, Ind. 820

For Sale—Hotel and restaurant at Conde, doing good business. Will sell cheap if taken soon. Address J. O. Decker, Conde, S. D. 809

Notice—Will pay spot cash for shoe or dry goods stock. 81 Clairmount Ave., Detroit, Mich. 807

For Sale—Well established, up-to-date stock general merchandise in prosperous North Dakota town. Crops look finest for years. Stock about \$6,000, store building \$2,000, dwelling \$1,500; liberal terms. Particulars address M. O. Madison, Mentor, Minn. 803

The King is an auto tire that has never yet been punctured, and some of them have been ridden 10,000 miles; will outwear two rubber tires and then some. Liberal commission to good salesmen. King Leather Tire Co., Racine, Wis. 800

Send us at once your old silk fob ribbon, this notice and 30 cents. We will return to you postpaid a sample genuine Morocco leather watch fob, patented. Can be attached without glue or sewing. The Boston Pocket Book Company, 64 Warren St., Boston, Mass. Offer not good after August 1, 1908. 799

For Sale—Trap drummers outfit, almost new. Complete with bells, only \$45. A bargain. Address H. T. Alumbaugh, Carlisle, Ind. 796

For Sale—New clean staple stock of dry goods, clothing and shoes. Located in a booming town of Northern Michigan. Stock invoices about \$4,000. Address No. 795, care Tradesman. 795

Wanted—Tailor to locate in community of 3,000 to 4,000 people. Address Board of Trade, Montague, Mich. 804

For Rent—One storeroom 16x50 feet, with elevator running from cellar to second floor, or wareroom 25x25 feet, including two rooms, bath room and toilet. Lighted by electric lights and gas. 1 furnish steam heat. Only a little hardware can be obtained. Yesterday I had to go to Allentown, Pa. for a lock. Mauch Chunk has population of about 10,000, situated near Lehigh, Weissport, Nesquehoning, Lansford and Summit Hill. Come quick. J. M. Arndt, Mauch Chunk, Pa. 792

For Sale—Private car, completely furnished, linen and silver. Address Hunter, 2711 Broadway, New York City. 791

Neat pencil holder, cigar cutter, compass, manicure, (over 20 uses). Dozen 75c. Multiclip, McMechen, W. Va. 790

For Sale—A strictly modern up-to-date shoe and furnishing goods business in good hustling town of 500 people. Business established 1871. Stock inventories \$3,700, annual sales \$10,000 to \$12,000, 90% cash. Own building and will sell or lease same. It will pay you to investigate this. No trades considered, cash only. Reason for selling, other business. Address Lock Box 27, Gallien, Mich. 808

Michigan lath, white and plain maple, elm, birch and beech lumber and crating cull, also Arkansas yellow pine. J. S. Goldie, Cadillac, Mich. 772

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

Cash and real estate to exchange for stock of merchandise. Groceries preferred. Address C. T. Daugherty, R. D. 2, Charlotte, Mich. 769

\$25 CASH PAID

to anyone giving me information about a shoe store or shoe stock that can be bought cheap for cash. Will invest from \$1,000 to \$5,000.

P. L. FEYREISEN & CO.
12 and 14 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

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

For Sale—A1 drug stock and fixtures in college town of 1,000. Very liberal proposition for quick sale. Established 35 years and is a paying business. Investigate. Chas. H. Mead, M. D., Olivet, Mich. 794

To Rent—Modern shoe store, 17½x60 feet, steel ceiling, oak shelving, basement. Liebermann & Baird, St. Clair, Mich. 763

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.

We receive stocks or parts of stocks of merchandise on consignment on commission. Write for terms and references. We buy stocks. Yours most cordially, G. B. JOHNS & CO.

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

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

If you want to sell your shoe business for spot cash, address No. 676, care Tradesman. 676

For Sale—One Dayton computing scale, almost new. Cheap. Judson Grocer Co., Grand Rapids, Mich. 617

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 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—A good salesman competent to buy and sell dry goods, clothing, shoes, etc. Send references from last employers and state wages wanted. J. A. Shattuck & Co., Newberry, Mich. 812

Wanted—Salesmen with established trade to carry first-class line of brooms on commission. Central Broom Company, Jefferson City, Mo. 819

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.

Situation Wanted—Young man, age 33, now employed in Southern Indiana desires to locate in some good Michigan city after August 1. Do not drink, smoke, use drugs or gamble. Member of Masons. Am single. Sole support of a widowed mother; not afraid to work. Desire a permanent place. Can furnish references and bond. Have had experience as clerk and manager in gents' furnishings, stationery, book and wall paper lines. Am competent to act as manager, do office or any clerical work. Stores open on Sundays need not answer. State salary and particulars. Address Indiana, care Michigan Tradesman. 822

Wanted—Position by married man, aged 40, with general store experience. Northern Michigan preferred. Address No. 797, care Tradesman. 797

Want Ads. continued on next page.

Here Is a Pointer



Your advertisement, if placed on this page, would be seen and read by eight thousand of the most progressive merchants in Michigan, Ohio and Indiana. We have testimonial letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising in this paper.

A COMMENDABLE RULING.

In the inanely superlative and the equally inanely extravagant vernacular of High School English the Chicago School Board at its last meeting "went and passed a horrid old rule that after the first of next September all the pupils going to the High Schools of Chicago who are members of any secret society will be suspended—the nasty, horrid, mean old thing!"—the "thing" and the adjectives agreeing with it, meaning without doubt the Chicago School Board.

With no desire to find fault with the "vernacular" or the spirit that prompted it, it is submitted that the action of the School Board, if taken years ago, would have been most timely, and that even at this late day the delay only strengthens the long increasing idea that "such organizations are so subversive of discipline and so injurious to scholarship as to require further restrictive action by the Board."

It should be borne in mind, however, that the evils complained of are not necessarily due to the secret society, as such, but to the misuse of it. The ego that controls this pen has sung the praises of "the scroll and star" too long and was too much benefited by the old Greek letter society to deny those benefits now; but the fact is the Greek letter fraternities, college-born, were intended for college students at a time when men, maturity, were students, ready to take up the responsibilities as well as the duties of manhood. They were away from home, its ties and its restraints, and the fraternity then stepped in to supply a need. Then, as now, there were societies and societies; but the Societies, then as now, never hesitated when necessary to use the restraining hand, and more than one alumnus as he looks back over the intervening years will bless the letters of the Greek alphabet which stand to-day as the name of his college home.

All this, however, has nothing to do with High School children, any more than the studies that make up the college course have to do with them. It may not be the proper statement to repeat; but it has more than once been said that too many High Schools are filled with pupils that "skim through" the grades and by "influence" of parent or Board member or teacher are sent out into the world with a diploma that they have not earned because they lacked the brains to earn one. Into the hands of such brains the High School fraternity has been entrusted and the result is such as might have been anticipated. Livy is not the first Latin classic read by the student, because he is not then ready for it; the calculus does not follow the multiplication for the same good reason, and the college fraternity in a High school, be it in Chicago or in Buntingtown, could be, as it has proven to be, only the unmitigated evil, which Chicago has wisely concluded to suppress.

After all it becomes a question of considerable moment what business a school board anywhere has with such

matters. If a gang of High School louts of both sexes, up-to-date in everything in school life except learning and discipline, want to "assume a virtue when they have it not" by aping the college and all that pertains thereto, it seems hardly necessary for the Board of Education to "butt in" and settle a question which belongs peculiarly and exclusively to the home. Because lout John and loutess Mary Jane, with lessons all unlearned, want to "buck" against the rules and "make it hot" for the teachers, why should the Board in loco parentis step in and so take from the parent the right and privilege belonging only to him of settling the question? Let us be candid and answer frankly, because we, parents as we are, are not masters in our own homes and never have been, and in our helplessness we appeal to the Board who understands the situation to exercise the authority which we simply can not!

There we have it; and simply because the father and the mother, who have not the requisite will power, have to call in a branch of the city government to settle their home matters for them—

"'Tis true, 'tis pity and pity 'tis, 'tis true!" but the home that depends upon outside parties for its discipline is not the nursery of good citizenship, be the nationality what it may.

Mr. Charles Garfield the other day in an admirable address at one of the city schools could not commend the language and the manners of the children of this day and generation. Every reader, as he read, nodded assent. To a man the community agrees with him, and to a man that same community wishes "that Caesar had his eyes," and that every parent in that community would rely no longer upon the teacher for the good English and the good manners of their boys and girls, nor upon the Board of education for their own home discipline; but, following the old decree, "line upon line, precept upon precept, here a little and there a little," take these things into their own hands and so in good time provide the real men and the real women which the world is not only wanting but, like Diogenes, with lantern in hand, is looking for even now.

CARE OF GOODS.

A sale which is simply an exchange of goods for cash or its equivalent may or may not be a good piece of business. If it brings satisfaction, good; but unless it brings the full worth of the article to the purchaser it is not a complete business success.

So often when there are complaints that this article was shoddy or that was defective the real fault in the matter may be traced to quite another source. The dealer who not only tries to furnish a good article but tries to have it properly used and cared for is the one who will in the end hold the trade.

"Come here and I will tell you how to plant them," was the imperative word of a German florist recently to a purchaser of tomato plants. "Dig a deep hole and plant

up to here," she explained, measuring on the stem fully three inches above the top of the pot from which she had just removed them. She had possibly learned through former experience that many do not know how to plant them properly, and proposed to eliminate future complaints by explicit directions.

There is scarcely an object sold which every customer understands fully. It is up to the seller to supplement his knowledge with some special information not generally known except to the specialist. Every housewife knows that there is a way of using a broom so that its life may be prolonged or curtailed for weeks; yet not every one knows the kinks. If the salesman can make some new suggestion which is helpful she will give him credit for a better broom as well as an interest in the welfare of his customers.

Comparatively few understand the ways of selecting and keeping shoes to get the most wear. It is not good policy to sell a misfit or a pair of rubbers a size too small simply because you have nothing nearer right. Better tell the customer frankly that this will not give satisfaction, even if you do know that he will buy of your rival across the street. He is sharp enough to respect you for your frankness and he will be back next time with increased confidence.

Probably there is no greater leak on the farm than the neglect of farm tools when not in use. A reform, even if only in the shape of a suggestion, must be given cautiously to avoid offense; yet the chance is there. A special emphasis might be given to the quality of paint used, or to the necessity of keeping it well painted, adding, parenthetically, that, of course, this is not proof against the check incidental to exposure to wind and sun.

Suggest to the buyer that honey will become thin if placed in the cellar; that crackers which have gathered dampness may be rendered crisp and fresh by placing them in the oven a few minutes before using; that it is important to keep the kerosene can covered as air will cause it to deteriorate in quality as well as to evaporate. Keep your eyes open to help your customers in every way possible, but avoid seeming over-officious.

FOURTH OF JULY WINDOW.

It may be a bit tiresome to dress the windows for every holiday, yet work is a part of success, and the holidays are just the time to get in a tip-top advertisement for your stock. Every one expects a new window. If you show it, they are ready to admire. If you do not, they conclude you are asleep or out of business.

If you handle fireworks put them all together in your front window in as attractive a form as possible. If you have some novelty attach a card to tell what it is and what it will do, not forgetting to state the price. And if there are some which are a bit dangerous for the small boy show him how to keep out of harm's way.

The town will have numerous visitors. Look over your stock and

decide what line of goods you want to push. May be you have a lot of white dress goods which will soon be a drug on your hands. Suppose you make a special sale of white waists, announcing it through the local papers. Cut prices down to make them attractive. The profits from increased sales will be much more than carrying them over to another year.

Whatever you push get it on display in good shape, draping well with national colors in flags or bunting. Have prices plainly marked and an abundance of clerks so that visitors will not feel they are cutting short their holiday in trying to combine with it a little trading.

HALF-HEARTEDNESS.

Indifference on the part of the salesman is almost as much resented by the customer as direct insult. He does not enjoy being treated as though his presence was unwelcome. Even the haughtiness which says there is a chasm not to be bridged between us, if there is present a willingness to be patronizing, is better than the studied disinclination to serve.

This is nowhere more apparent or more keenly felt than by the rural dweller in the large city store. He passes along the aisle in bewilderment, expecting one of the unemployed clerks to cheerfully volunteer assistance. But each seems resolved to let some one else do it. And possibly he concludes he has mistaken the place and passes on in silence. Certain it is he does not return.

Even the most shrewd salesman sometimes underrates the prospective buyer and allows a good sale to slip past, but this is a small evil in comparison with the good will which is lost. Unwillingness to serve, or the least indication of it, is resented. Manifest lack of interest is sure to reflect upon the business and upon you directly whether you are proprietor or clerk. Enthusiasm, earnestness and personal interest will win over a multitude of shortcomings. Let your customer know that you are glad he came and glad to serve him. Even if he does not find what he wants this time he will be ten times more likely to come again.

There never yet was a milliner who could do much toward your heavenly equipment.

BUSINESS CHANCES.

For Sale—Stock of groceries in good country town. Annual business \$15,000. Splendid opportunity. Musselman Grocer Co., Grand Rapids, Mich. 823

A well qualified physician and surgeon wishes to hear of good location. Address No. 824, care Tradesman. 824

For Sale—Drug stock in Detroit, doing \$12,000 business on a \$2,000 investment. A moneymaker and a chance not offered often. Address Martin Importing Co., Detroit, Mich. 827

Best drained cranberry land for sale, from \$50 to \$100 per acre. Write for free information. Room 1211 Chamber of Commerce, Astoria, Oregon. 825

Retailers—We can help you convert a big part of your stock into money quickly and satisfactorily no matter what your local business conditions are. Original and unique ideas make our Special Sales attractive and productive. Write for particulars. State approximate size of stock. References: Bradstreets, Dun and merchants everywhere. Address H. L. Gilmore & Co., Syracuse, N. Y. 826

Wrap Up the Penny

It is poor business to give away a part of your **profits** to each customer if they do not know you are doing so.

If you give 52 cents worth of coffee for 50 cents without your customer knowing it **you lose** two cents and receive no benefit from your generosity. Remember it is **your** loss.

Better sell 50 cents worth for 48 cents, or put the two pennies in the package where they will be seen and thus

ADVERTISE YOUR BUSINESS

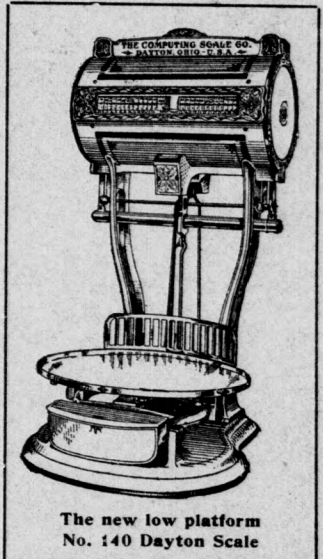
The **best** and **safest** way to secure trade and hold it is to use such methods as will promote **absolute confidence**. Impress upon your customers the fact that you are trying to be **fair** and **square** with them. The **surest** way to show this is to use

DAYTON MONEYWEIGHT SCALES

There is nothing on the market today which will bring as **large** and as **sure** returns on the money invested as our **latest improved scales**.

Eighteen years of experience and development places us in a position to equip the merchant with scales which produce the desired results in the **quickest** and **surest** way. Let us **prove** it.

It is **no credit** to be the **last** to investigate, therefore send in the attached coupon or your name and address by return mail.



Moneyweight Scale Co., Date.....
58 State St., Chicago.
Next time one of your men is around this way, I would be glad to
have your No. 140 Scale explained to me.
This does not place me under obligation to purchase.
Name
Street and No. Town.....
Business..... State



Moneyweight Scale Co.

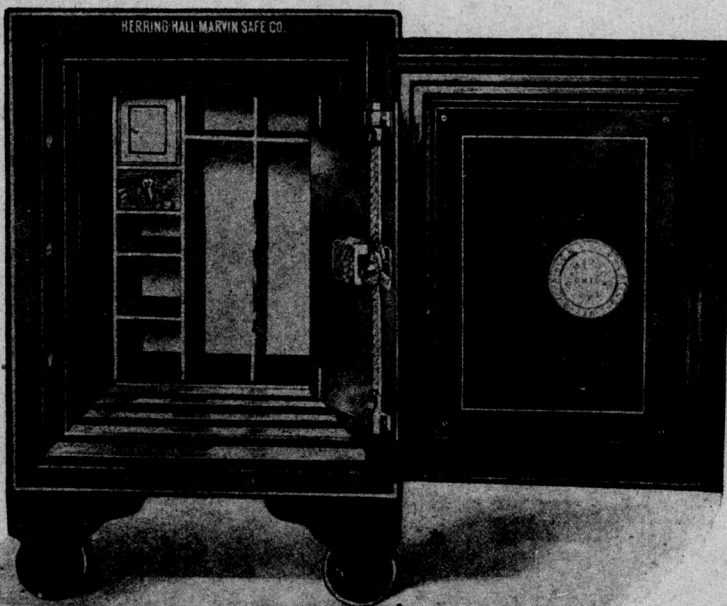
58 State St., Chicago

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
Herring-Hall-Marvin Safe Co. and ranging in price

\$30 and
Upward

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.



**It Is
Easy
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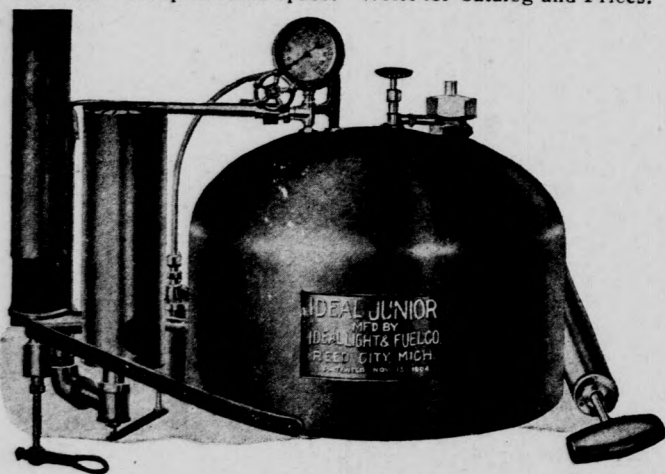
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