

## 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



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.

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

## Pure Cider Vinegar

We guarantee our vinegar to be absolutely pure, made from apples and free from all artificial coloring. Our vinegar meets the requirements of the Pure Food Laws of every State in the Union. ❖ ❖

**The Williams Bros. Co.**

Manufacturers

Picklers and Preservers

Detroit, Mich.

**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.

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

**SNOW BOY WASHING POWDER.**

**'GOOD GOODS — GOOD PROFITS.**



# MICHIGAN TRADESMAN

Twenty-Fifth Year

GRAND RAPIDS, WEDNESDAY, JULY 15, 1908

Number 1295

## 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 became operative July first 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.

### OFFICERS

Henry Idema, Pres. Daniel McCoy, Vice Pres.  
John A. Covode, Vice Pres.  
J. A. S. Verdier, Cashier  
Casper Baarman, Auditor  
A. H. Brandt, Asst. Cashier  
Gerald McCoy, Asst. Cashier

## GRAND RAPIDS FIRE INSURANCE AGENCY THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

## Commercial Credit Co., Ltd.

Credit Advances 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.

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24. The New Book Clerk.  
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30. Special Price Current.

### UNSOLVED MYSTERIES.

"Eighty-five in the shade, 7 o'clock, afternoon, and able to read from a newspaper without the aid of artificial light," observed a Grand Rapids merchant who had just shipped a bill of goods amounting to two thousand dollars to a town Up North.

An hour later this merchant had just made the interurban car transfer at the Spring Lake junction on his way to Highland Park, when his attention was attracted to the flash light exhibits made by thousands of fire-flies. "Now there you are, my boy, if you can do what those fire-flies are doing—light without heat—your name will go down in history alongside of those of Newton, Watts, Harvey, Edison and all the rest," was his impromptu comment.

There is not anything especially new in the merchant's suggestion. It has been made probably many thousands of times; but because it is hackneyed the merchant deserves to be reminded that he made a mistake when he put the idea into the head of a boy. It would have been quite as proper had he said, pointing to the movement of the waves on the lake, "There you are, my boy, if you could produce perpetual motion your name, etc., etc."

There is nothing in natural philosophy, seemingly, which warrants the development of either perpetual motion or light without heat from a commercial standpoint, and yet thousands of persons have wasted their substance and ruined their mentalities by striving for perpetual motion as a business asset, while not a few scientists have studied and worked to uncover some truth as yet unknown to humanity and so wasted years in the hope of producing light without heat.

Here was a man of business talking to a boy; a boy who probably looked up to the merchant as a wise counselor and who, when the business man revealed a great possibility in business, tucked it away carefully for future consideration so that possibly fifteen or twenty years hence people will be referring to that same boy as "a poor insane fool who thinks he has discovered a method by which he can imitate the fire-flies and produce light without heat."

"Meditation of this sort may be all right," as was suggested by one of the most scientific men in Michigan who had overheard the fire-fly suggestion, "and forty years ago would have applied to the science of electricity as then understood." And then he went on to show how, in 1868, the telephone, the electric light, wireless telegraphy and all of the multitude of utilizations of electricity of today were undreamed of, and concluded, "It is not safe to call any studious and persistent investigator a lunatic or to charge that his mentality is deficient in any particular."

### YES, IT IS.

Is Grand Rapids the jobbing center that it believes itself to be?

Between 7 a. m. and 12:05 p. m. every Monday forenoon twenty-one passenger trains leave our city for their respective runs out into Michigan, Indiana, Ohio and Illinois, and so on, to more distant territory.

Sixteen of these trains begin their travels at the Union station, four start from the Grand Trunk station at Bridge street and one leaves the Lake Shore station.

And there are 1,200 traveling salesmen who reside in Grand Rapids, a large majority of whom leave the city Monday mornings and are back by the following Saturdays. These men cover Michigan thoroughly and goodly portions of Ohio, Indiana, Illinois and Wisconsin, and they are not traveling for their health. These facts, together with the fact that, aside from the furniture industry and kindred lines of business there are over 100 jobbing houses in Grand Rapids, furnish an adequate affirmative reply to the enquiry at the head of this article.

Any person questioning the accuracy of the foregoing reference to traveling salesmen may at least witness an interesting scene if he will visit the Union station at 6:30 o'clock any Monday morning and remain there an hour and a half.

He will see long files of men, young men, as a rule, men who, full of energy and ambition, are lined up for the various ticket windows, earnest and forceful yet serene. And he will see also a lot of people, men and women who are not professional or even experienced travelers. And these furnish the contrast. They are anxious, excited, sometimes ridiculous, and once in awhile disagreeable. They have their ears open only to the bells and exhausts of the locomotives, their eyes upon the clocks and their nerves focused upon the ticket window; they become impatient, can not understand why the cool, sociable and well-dressed young men do not move more rapidly; can not appreciate why the ticket seller has to do so much writing and

punching of tickets; see no sense in the train caller's warnings and wonder why so many people crowd to the station on Monday mornings. They ask all sorts of questions of anybody who happens along and at last reach their respective trains "just in time," but covered with perspiration, out of breath and out of all patience with the travelers who know how and do not worry.

### MERE SUGGESTIONS.

"Strawberries inside to keep them from the dust," read a neatly written placard in front of an equally neat window. How much more promising this than to see the baskets of over-ripe fruit in plain contact with dust and dirt. The method is commendable for all foodstuffs which do not admit of unlimited cleansing. The gentle reminder that they are on the market and that you are striving to keep them in the best shape possible is sufficient to attract any possible purchaser.

Near this card were the finest specimens of lettuce and radishes, neatly packed in separate compartments, over which water was constantly dripping. Certainly these crisp vegetables stood a better chance than the half-wilted ones on display in adjoining windows. Half the attraction of fruit and vegetables vanishes with their freshness.

The first baskets of peaches and grapes are always more tempting than those which follow. Strive to be the exhibitor of these first fruits and to serve them in a pleasing manner. Rosy tarleton once fooled people into buying green peaches with the impression that they were luscious and melting; but this device is now too well understood. It is all right to keep the fruit well covered, but allow the prospective purchasers to take a peep directly upon it. If it is of good size and wanted for canning, no matter if it is green; if they want it to serve with cream for tea you will gain nothing in the end by deception.

Michigan railway managers report that the summer resort traffic thus far this season is fully 20 per cent. above that of last year. This is a surprising statement in view of the talk of industrial depression and decline in the regular branches of railroad business. The explanation is probably found in the fact that hot weather arrived much earlier than usual this season. It is not often that a heated term in June remains long enough to start the procession, but this year the summer resort hotels have been obliged to hustle to get ready for guests. It promises to be a long and prosperous season for hotels and railroads, and their patrons will get the worth of their money in health and pleasure.





### Don't Use Hot Looking Colors in Hot Weather.

For gracious' sake don't let your windows partake of a stuffy character during the present—or any other, for the matter o' that—stuffy-hot days. Give them just as cool a look as you can possibly incorporate in them.

Have them just as clean as ammonia, soap and Sapolio and any other reliable dirt-extermimators, combined with aqua pura, can make them. This helps a great bit in attracting desirable attention. Install screen doors and windows wherever there's a yawning calling for them. Flies buzzing around in such numbers as to be noticeable make a window appear hotter. Let every venturesome fly that encroaches on your domain know that he does so at the peril of his miserable little existence.

Then there's the matter of color. Too few windowmen give proper heed to this subject, so far as the seasons are concerned. A "nipping and an eager air" early in autumn is enough to remind most of us that Jack Frost is not to be trifled with at all, at all, and warm reds and browns and black in a window then are provocative of content, but when it comes to using them for window decorative purposes in mid-July or August that's another proposition; a pedestrian's mind refuses to pause its owner's feet before what is sure to produce additional scorch-weather discomfort. In torrid days use white, use pale greens or cool yellows and greys, but don't employ dark colors in your windows.

Something else: Don't attempt to sell left-overs from the winter stock when the mercury hovers around 98 in the shade; have those for late fall or early winter sales if you did not succeed in getting rid of them in early spring, when you should have done so. Feather pillows are a delight to snuggle into when wintry winds are howling round, but no pillow at all is preferable when the perspiration stands in every pore. By the way, the word perspiration reminds me of a bon mot I heard the other day: A humorous college professor from the East made the statement, as big beads of moisture formed on his noble brow, where "tomes of knowledge nestle," that he was "glowing immensely, just like a lady;" and he added, laughingly, "You know the difference—a horse 'sweats,' a gentleman 'perspires,' a lady simply 'glows!'"

To go back to window business, when you introduce summer flowers in your trims select those not calculated to produce a "glow" in the

spectator, whether the posies be of tame or wild variety. The same rule as to colors in fabrics holds here, also. American Beauties and Tiger Lilies, likewise Poppies, in the former and brick red Milkweed and Black-eyed Susans in the latter, if placed in window spaces, certainly are not likely to give anybody the shivers.

### Tan Shoes.

At least two—maybe three—months of tan shoes before us, and it behooves every St. Crispin in this Glorious Country of ours to make hay while the sun shines on the just and the unjust. It looks to some manufacturers as if the tan shoe will soon become as staple for winter wear as the ordinary black, but all do not agree with them and so sales should be pushed in the legitimate tan season for all they are worth.

### Uncrowded Window That Attracted Much Notice.

Written for the Tradesman.

The other day I was in another town and, having a spare 60-min. at my disposal, utilized it to take a run around the retail district in search of material for this article.

The town is one of about 40,000 and really its store windows would compare favorably with those of a place of much larger size. Some of them were overcrowded, just as are far too many in Grand Rapids, while others contained just enough of goods to interest without tiring.

One window in especial was quite remarkable for the small amount of stuff it contained, and that was the beauty of it, in my eyes.

The whole window was a little palm garden, or, rather, represented a palm porch. The space occupied was some 20 feet in length and about 8 feet in depth. Tall perpetuated palms in mammoth blue and white bedragoned Jap jardinières were standing on substantial pedestals and tabourets in the background. Beyond these were three-paneled screens, the frames of which were filled with green burlap, the oblong spaces above the burlap being embellished with deep cherry-red crystal fringe. The floor was covered with a handsome green matting rug with red figured border—nothing in the least approaching the bricky order, but distinctly what you might call a "red-red."

There was a "conversation seat"—one of these companionable double chairs where the speakers face each other—occupied by a strikingly handsome young lady—an "intense brunette" wax dummy—and an equally dumb (or dummy) young man. As a foil to the girl's dark beauty, the

young fellow was the most decided of blonds.

He was rigged out in the bravest of summer togs—white flannel suit, sailor hat and the nattiest kind of linen and neckwear, while his feet were stylish beyond compare.

The lady dummy was clad in a shimmering red liberty silk frock that must have been all of nine or ten yards around—accordion pleated—and it was flipped up a little to show her red silk hosiery above the proverbial "Frenchy touch of black," represented by the fetchingest of fetching patent leather Oxfords, the dainty little heels of which were done in red leather that was the precise shade of the gown. The big picture hat was of fine red straw, with elegant black ostrich tips and a twist of black velvet at the base of the high crown which with long black sueded gave additional "Frenchy hints of black."

At one end of the improvised porch stood a maid, attired in the regulation garb of service. She was puttering at a tea-table, decked out with all the requirements for a cozy cup of tea—in fact, for two cozy cups, if you please!

Yellow canaries in gilded cages added realism to the charming scene and sang away as if their silvery throats would burst. A real cat on a soft silken cushion blinked and purred contentedly in the sunshine, while a brown spaniel lazily basked on the rug in the same joyful light, and never seemed to notice what the bonny blond and the dashing brunette were saying as they talked the time away, making such a stunning couple.

Nobody went by without stopping to "take 'em in" and many were the compliments received by the house that had gumption enough to get up such an out-of-the-ordinary window. There was no need to disfigure it with a lot of placards or any goods other than what were made up into the glad rags of the interesting young people.

The establishment deals exclusively in men's and women's clothes. Janey Wardell.

The people who are not afraid to die are the ones the world wants to live.

**CASH CARRIERS**  
That Will Save You Money  
In Cost and Operation  
Store Fixtures and Equipment for Merchants  
in Every Line. Write Us.  
CURTIS-LEGER FIXTURE CO.  
385 Jackson Boulevard, Chicago

**PILES CURED**  
...without...  
Chloroform,  
Knife or Pain  
Dr. Willard M. Burleson  
103 Monroe St., Grand Rapids  
Booklet free on application

### Largest Exclusive Furniture Store in the World

When you're in town be sure and call. Illustrations and prices upon application.

**Klingman's Sample Furniture Co.**

Grand Rapids, Mich.

Ionia, Fountain and Division Sts.

Opposite Morton House

### The Perfection Cheese Cutter

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

Manufactured only by

**The American Computing Co.**

701-705 Indiana Ave. Indianapolis, Ind.

# HATS

At Wholesale

For Ladies, Misses and Children



**Corl, Knott & Co., Ltd.**

20, 22, 24, 26 N. Division St.

Grand Rapids, Mich.



### "Always Our Aim"

To make the best work garments on the market.

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

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

Write us for samples.

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



**Movements of Michigan Gideons.**

Detroit, July 14—Last Sunday evening the Griswold House meeting was led by Brother Wheaton Smith, who had for his subject, The Whole Armour of the Lord, followed by Charles M. Smith and Daniel W. Souder, of Fort Wayne, Ind. There were ten present, among them J. S. Muddell, of Connersville, Ind., Chas. L. Mitchell and Lloyd D. Grant, of this city. One soul desired to find the Pearl of Great Price.

Frank A. Vernor and family are in Bay View, taking a vacation and taking in the pure air and the meetings.

Jacob J. Kinsey and family are now in Three Rivers, where they will remain for a short time and get to Eaton Rapids in August for the Holiness meetings. It is now expected that Brother and Sister Kinsey will soon locate in Saginaw.

Charles M. Smith will begin on his vacation next week and will spend most of his time with his mother at Clarkston. He will start a few days ahead of the National convention with Gordon Z. Gage and wife, who are going South to visit relatives, and will arrive the day previous to the convention, which occurs at Louisville, Ky., July 24-26. Brother Smith will return in time to take in the Lake Orion meeting in August and join G. S. Webb and wife and Aaron B. Gates and wife. It is also expected that Melvin Trotter and an army of his workers will attend at about this time, which means a spiritual uplift.

J. A. Stewart has been confined to his home with rheumatism, but at last reports was improving.

W. D. Vanschaack and family are resorting near this city.

Mrs. G. S. Webb is now in Cleveland attending a convention and Brother Webb is looking over the cupboard for cold meat and a wish-bone.

Edwin E. Ritzenthaler, 69 Magnolia street, with his family, is resorting near here and looking for cool weather and a good time.

C. H. Joslin has had his auto refinished and is now ready to sell larger and more orders than ever before.

Aaron B. Gates.

Detroit, July 14—A camp of six members was formed at Parkersburg, W. Va., last week by National Field Secretary Bowers and the President of the U. C. T. assured him that out of that organization there would come enough to make a camp of twenty-five. May it so be.

Wheeling, W. Va., will next be visited, where a camp is needed much and expected to be formed. Then for Cincinnati to rejuvenate that Camp and the year is closed. Mr. Bowers has been exceedingly faithful to the trusts reposed in him. Nine months of solid work and only once has he paid his own home a visit, and then to hold a rally.

The year is closing with over 500 additions to the ranks of the organization, and this is largely attributable to the activity of the National Field Secretary.

A very pleasant time was had and

enjoyed to the full by the members and auxiliaries of Detroit Camp, No. 1, last Saturday afternoon, July 11, at the home of Brother and Sister Aaron B. Gates. The day was a sizzler so the lawn afforded the most acceptable place to visit and do business. Not as large a number turned out as was hoped to see, partly due to vacation time for so many. Enough came before the evening was over, however, to make a good showing and everybody had the best kind of a time. This is not the first time the Gates have thrown open their home to the Gideons, and so they were not novices in the manner of entertainment. The Gates were opened wide, the cordial handshake was felt, the open hospitality was clearly manifest, the larder was full, the delicacies were not forgotten and everybody had a feast of happiness that will never be forgotten. We can only add that we wish that more of these fellowship meetings were held, as we believe good results accrue. Long live the Gates family and many be the invitations they extend to the Gideons of Detroit Camp No. 1.

C. M. Smith.

**Rather Small Business for a Merchant.**

There is a clothing merchant in a certain Michigan town who is entitled to the championship belt for smallness and sharp practice. His title to this distinction lies in the manner in which he secures a certain percentage of his stock at a reduction. When a clothing salesman comes to Grand Rapids and tele-

phones him to come up and look over his line he demurs, but finally decides to come when promised his expenses. He selects a few garments and intimates that he would like to buy a suit of clothes and an overcoat for himself. When he finds what he would like he enquires what the salesman will do for him on the garments and is informed that the house will invoice them to him at half the regular wholesale price. Instead of appropriating the garments to his own use, however, he immediately puts them in stock; and does the same thing over and over again with every salesman from whom he purchases goods. By buying of many different houses he is enabled to secure a considerable percentage of his stock at a reduction which enables him to more than double his profits. The same merchant put in applications, directly and indirectly, for eight tickets for the Merchants' Week banquet, evidently with the intention of giving out a banquet ticket as a bonus with each pair of trousers sold, but his game was discovered and he was sent two tickets. He did not use the tickets himself, but they put in an appearance in the hands of third parties who had no right to them, but who were admitted to the banquet without question.

**Coming Some.**

"You Americans don't appreciate art," said the man from abroad.

"We don't, eh?" rejoined the earnest patriot. "Why, we pay some opera singers more than we do base ball players!"

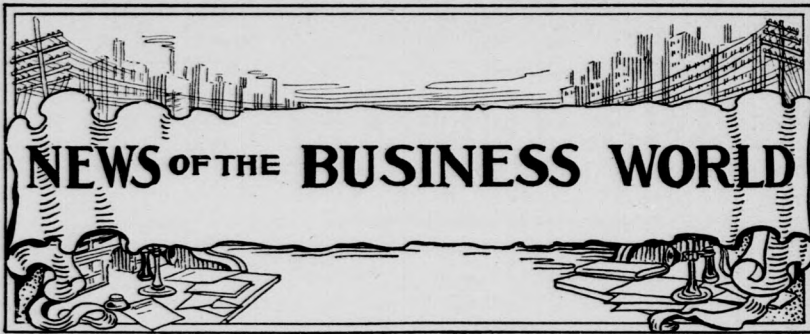
# OF INTEREST TO YOU

When a grocer sells cheap baking powders he invites dissatisfaction. The cake being spoiled by the powder, all the ingredients will be classed as inferior, to the discredit of the grocer who sold them. The sale of lower-cost or inferior brands of powders as substitutes for the Royal Baking Powder, or at the price of the Royal, is not fair toward the consumer, and will react against the reputation of the store.

Royal is recognized everywhere and by every one as the very highest grade baking powder—superior to all other brands in purity, leavening strength and keeping quality. It is this baking powder, therefore, that will always give the highest satisfaction to the customer; and a thoroughly satisfied customer is the most profitable customer that a dealer can have.

Ask your jobber for Royal Baking Powder. In the long run it yields more profit to the grocer than the low-priced alum brands.





### Movements of Merchants.

Battle Creek—Best & Masters have opened a shoe store here.

Alma—A bazaar store has been opened by S. S. Gallagher.

Lawton—J. B. Hoover has sold his grocery stock to Bennett & Stoker.

Summer—J. P. Warren is about to engage in the hardware business.

Kinde—A bakery has been opened by Mr. Bouverette, formerly of Bad Axe.

Ithaca—Geo. T. Nichols succeeds Thos. E. Nichols in the meat business.

Paw Paw—H. Engle & Son succeed F. A. Butterfield in the bakery business.

Hartford—A new meat market has been opened by E. B. Olmstead, of Lawrence.

Howard City—Perry Richard is succeeded in the meat business by Edward Finch.

Greenville—P. D. Edsall is moving his stationery and book stock into his new store.

Sturgis—Rice & Reed, of South Milford, Ind., have engaged in the grocery business here.

Chippewa Station—The saw and shingle mill of E. W. Hall has been destroyed by fire.

Millet—Crane & McGee have sold their general stock to Mrs. Flora Moyer and will remove to California.

Detroit—Pardridge & Blackwell, who conduct a department store, have increased their capital stock to \$1,350,000.

Mesick—Brewster, Larson & Co. have taken possession of their bank building, which has been fitted up with new fixtures.

Bay City—Frank Harvey, for several years past identified with Arthur T. Swart, will engage in the jewelry business for himself.

Alanson—W. B. Gleason, Jr., & Co. have sold their drug stock to Charles Carter, who will continue the business at the same location.

Manistee—Emil Kihnke, who has held a mortgage against the Manistee Candy Co., has bought the property of that concern and will operate the same under the style of the Crescent Candy Co.

Owosso—Otto Lindner is succeeded in the meat business by H. E. Nusbaum and H. E. Smith, the latter gentleman taking active charge of the business. Mr. Lindner will move to Germany.

Union City—Clarke Dickinson and Charles Murdock, two Marshall young men, have purchased the Wilcox, Ainsley & Co. hardware stock, which recently passed into the hands of a receiver, and will take possession

as soon as the stock has been inventoried.

Detroit—A corporation has been formed to conduct the general merchandise business here and at Toledo, Ohio, with an authorized capital stock of \$6,000, of which amount \$3,000 has been subscribed and paid in in cash.

Ionia—G. W. French has purchased the John Hildrich jewelry stock, at Detroit, worth about \$18,000. The stock was in bankruptcy, and was sold by order of the court. This will not interfere in any way with Mr. French's business in this city.

Benton Harbor—H. T. Hall, after an absence of several years, is visiting friends in the Twin Cities. Mr. Hall conducted a large grocery store in this city and left here to engage in business in Indiana, where he opened up two stores, one at Fairmont and the other at Indianapolis. About a month ago he sold the Fairmont store and last week sold the one at Indianapolis. If he can find a suitable location he will return to Berrien county.

Saginaw—The butchers and grocers have decided to hold their annual outing at Riverside Park on July 29. A committee has been appointed to handle the details of the event, consisting of John Beierwaltes, Fred Hubert, John Huebner, Herman Kratz and Jacob Stingel for the butchers and Otto M. Rohde, Chas. Christensen and L. W. Yunker for the grocers. Sports of all kinds will be featured. There will be boat races, foot races, a potato race, a greased pig, etc. Most important of all is the tug of war between the butchers and grocers. The two teams will be lined up on opposite sides of the river and the loser will be dragged in.

### Manufacturing Matters.

Alpena—The Richardson Lumber Co.'s mill started a night crew last week and is running day and night.

Traverse City—A tract of hardwood timber in Bloomfield township, Grand Traverse county, will be cut this summer by the owners, the Ypsilanti Reed Furniture Co., of Ionia, for use in its factory.

Manistique—The Chicago Lumbering Co. has completed the installation of its new sawmill in this city to replace the one burned last year. The new mill was bought in Ashland, Wis., and was formerly in service there.

Gladwin—The sawmill plant of the Boman Lumber Co., at Bomanville, near this place, has finished its cut and shut down. The mill usually manufactures about 2,000,000 feet of mixed lumber, 1,000,000 more lath,

and about 4,000,000 shingles. The product goes out by rail via Bay City.

Menominee—The old log pond of the Kirby-Carpenter Co., unused for some years, has been leased by the Roper Cedar & Lumber Co. for storing cedar. Several large rafts of mixed cedar have been turned loose in the pond and are now being sorted and pulled out onto the piers. The company's large increase of stock will necessitate an increase of piling room.

Gaylord—Yuill Bros. have set their mill going at Logan again. The mill had been idle several months. It has been extensively repaired and a steam "nigger" installed. The trams destroyed by fire and the wear of time have been rebuilt and the plant placed in excellent condition. Thirty-five men are now employed there. For years Yuill Bros. have been extensive lumbermen in their locality and have had a good business.

Menominee—During the last week the lumber shipments by boat from this port to Southern and Eastern points amounted to somewhat over 3,000,000 feet, the largest weekly shipment made since the spring of 1907. Many carloads were shipped to Western points. Several barges arrived in port loaded with shingles for the Roper Cedar & Lumber Co., which has a large yard in this city and makes rail shipments from here to Western points.

Kalamazoo—William Crooks, a farmer near the eastern limit of this city, has sold to Battle Creek people five acres of land on which it is the intention to erect a large box factory for the purpose of making boxes for the food factories at that place. Mr. Crooks says he is pledged to secrecy as to who the parties are that purchased the land. He says they are making their arrangements and hope to begin work on the factory this year.

Cadillac—Murphy & Diggins have completed the work of moving their lumber camp to section 3 in Selma township, where they will have their headquarters for possibly five years. Grading on their railroad will be completed in a few days. This week camp will be established and the falling of timber will again be in full swing. Owing to fact that the company must provide more piling space in their mill yards in this city, it is not likely that the mill will resume operations before September 1.

Grayling—The N. Michaelson Lumber Co. has just finished the construction of a large shingle mill in Roscommon county, near the Crawford county line, and will let the contract this week for the erection of a sawmill. This company has just been organized. Mr. Michaelson began the erection of a shingle mill last fall. The stockholders held a meeting last week to elect directors and officers. The main office will be at this place. The company has a large quantity of timber available.

Munising—The new saw and shingle mills of the Cleveland-Cliffs Iron Co. are progressing smoothly. The sawmill was one owned by the defunct Tyoga Lumber Co., a Pennsyl-

vania concern, in Onota township, and was removed to the latter place last fall. The Cleveland-Cliffs Co. uses immense quantities of timber in its mining operations and will hereafter produce its own timber. It owns over a million acres of timber land, including considerable pine, and will draw its supply of logs from its own holdings.

Bay City—Notice has been given that freight rates will be advanced October 1 by all roads in this territory. It is not known to what extent they will be advanced, but railway freightmen say the increase will be from 9 to 13 per cent. The railroads contend that the advance will be so slight that it will not injure shippers, but the latter do not look as if much confidence is being placed in the statement. Lumber shippers in the Saginaw Valley are satisfied with existing conditions, and while no official action has been taken other than to appoint a committee to take the matter up with the roads by the Saginaw Valley Lumber Dealers' Association at the proper time, there is but little question that the lumbermen will oppose any increase. The yard trade here has been built up on a commodity basis and to disturb it will undoubtedly place this market at a disadvantage. The local tonnage is heavy, 373,000,000 feet having been moved by rail last year, and this does not include cedar products, hence dealers feel that in view of the magnitude of the business no attempt should be made to disturb it by raising rates and thus disarrange the entire tonnage business in this valley.

### Trade Changes in the Hoosier State.

Goshen—The Lyman Paper Box Co. has moved to Kalamazoo, Michigan.

Marion—W. L. Smith is about to engage in the bakery business.

Wabash—B. Walter & Co. have merged their furniture business into a stock company under the same style.

Windfall—A corporation has been formed under the style of the Windfall Grain Co.

Atkinson—The elevator of Luther Greenwood has been consumed by fire.

Fort Wayne—The shoe business of the Lehman Shoe Co. has been merged into a stock company under the same style.

Kokomo—C. O. Duncan has engaged in the grocery business.

Lafayette—A corporation has been formed under the style of the Lafayette Baking Co.

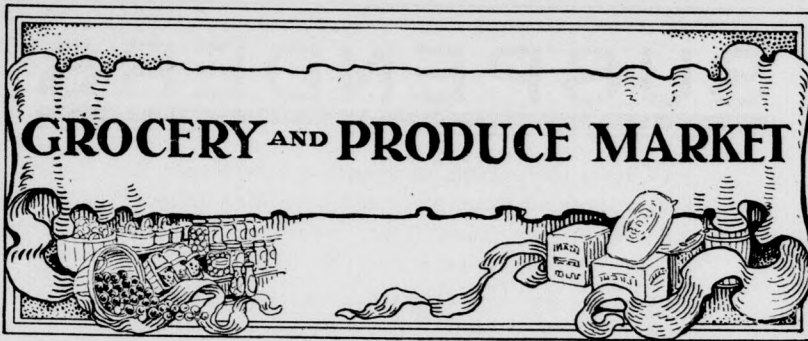
Evansville—A corporation has been formed under the style of the Fitwell Outfitters to conduct a general merchandise business with a capital stock of \$10,000.

Logansport—Carpenter & Schmidt, who conducted a grocery and meat market, have dissolved partnership, Mr. Schmidt continuing the business.

Newcastle—Clift & Hayes have engaged in the shoe business.

Wabash—M. Walker has joined A. Young in the clothing and furnishing business.





### The Produce Market.

Apples—Harvest fruit commands \$1.25 per bu.

Bananas—\$1.50@2.25 per bunch.

Beets—30c per doz. bunches.

Butter—The market is firm at prices that show no change from last week. The bulk of the receipts are showing heat and have to be sold at slight reductions from the market. The general trade is quite healthy and both supply and demand are about normal. No very important change is looked for within the next few days. Creamery is held at 23c for tubs and 24c for prints; dairy grades command 18@19c for No. 1 and 17c for packing stock.

Cabbage—\$1.50 per crate for Tennessee; \$2 per crate for Louisville; home grown, small in size, fetch 75c per doz.

Cantaloupes — California Rockfords command \$2 for 54s and \$2.50 for 45s. Georgia fetch \$1.25 for either 54s or 45s.

Carrots—20c per doz. bunches.

Celery—20c per bunch for home grown.

Cherries—Sour command \$1.50 per crate of 16 qts. Sweet fetch \$2 per crate. The crop is exceptionally large in Northern Michigan and shipments are coming in freely from the Northern counties.

Cocoanuts—\$4.50 per bag of 90.

Cucumbers—35c per doz. for hot house.

Currants—\$1.25 per 16 qt. case, either red or white.

Eggs—The market shows a very active demand, all grades being wanted. The percentage of fine eggs is very small, as the bulk of the receipts are showing the heat. Under grades as well as fine meet with ready sale at relatively low prices, and the market is healthy throughout. The demand is wholly seasonable and the trade do not look for any change during the coming few days, unless the scarcity of good stock forces prices up a notch or two temporarily. Local dealers pay 17c on track, holding case count at 18c and candled at 19c.

Gooseberries—\$1.25 per 16 qt. case.

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—The warm weather has stimulated the demand very materially, in consequence of which quotations have been marked up about 50c per box. Californias are strong at \$4@4.25 and Messinas are in good demand at \$4@4.50.

Lettuce—Leaf, 50c per bu.; head, \$1 per bu.

Onions—White Silver Skins (Texas Bermudas) command \$2 per crate. Yellows fetch \$1.75. Louisville Yellows in 70 lb. sacks command \$1.50.

Oranges—California Valencias are the principal stock offered and navel are cleaning up rapidly. Receipts are quite heavy and the market shows an easier tone. Valencias range from \$4.50@5. Mediterranean Sweets are steady at \$3.75@4.

Peas—\$1.25 per bu. for Telephones.

Peaches—Albertas from Georgia in 6 basket crates command \$1.50 for choice and \$1.75 for fancy.

Parsley—30c per doz. bunches.

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.

Potatoes—Home grown have begun to come in and will soon be in complete possession of the market. They sell to-day at \$1.25, and will probably be lower before the end of the week. Southern fetch \$3.75 per bbl.

Poultry—Local dealers pay 9@10c for fowls and 16@18c for broilers; 10c for ducks and 14c for turkeys.

Radishes—10c for Round and 15c for Long.

Raspberries—\$1.85 per 16 qt. case for red and \$1.75 for black.

Spinach—60c per bu.

Tomatoes—\$1 for 4 basket crate. Home grown hot house fetch 45c for 8 lb. basket.

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

Watermelons—\$3 per bbl.

Wax Beans — \$1.50 per bu. for home grown.

Whortleberries—\$1@1.25 per case of 16 qts. The crop is large in volume, fair in size and excellent in quality.

### Critical Eye For Babies.

The 5-year-old daughter of a Brooklyn man has had such a large experience with dolls that she feels herself to be something of a connoisseur in children.

Recently there came a real live baby into the house.

When it was put into her arms the 5-year-old surveyed it with a critical eye.

"Isn't it a nice baby?" asked the nurse.

"Yes, it's nice," answered the youngster, hesitatingly. "It's nice, but its head's loose."

Be agreeable, be enthusiastic, put life, vim, force and action into your work; don't sulk.

### The Grocery Market.

Sugar—It appears to be reasonably certain that the price of refined sugar will not be increased during the present summer. The American Sugar Refining Co. practically gave this out a few days ago. This was apropos of the statement made by Smith & Schipper, New York agents for the Federal Refinery, that the only reason refined sugar did not advance was that the refiners were short of raws and feared that an advance in refined would stimulate the demand and work up the raw market. This is believed not to be the case; the stocks of raws in refiners' hands are said to be of fair size. On account of the large fruit crops the consumption of sugar for the current season is expected to show an increase of about 7 per cent. over last year. The normal increase is about 4 per cent. The present consumption would be much larger than it is if the advances early in the year had not produced an artificial demand. Much of this sugar was still standing around when summer opened and had to be worked off.

Tea—Nothing in the way of cheap Japan teas is being offered to jobbers and stocks of these goods in first hands are cleaned up, yet at the same time there is very little demand from Michigan country dealers for low grades; that is, grades which retail under 40c per lb. There is a strong healthy demand for good and best grades. The general tea trade is light, as it usually is preceding the arrival of the new crop firings. The market for new crop Formosas is strong and prices are being upheld, but, as yet, the local market is unchanged.

Coffee—Rio and Santos coffees are steady in price. The trade is buying only for actual needs, and when there is added to this the growing tendency to attack and criticize the syndicate, neither its present nor future bed looks very soft or easy. Mild coffees are steady and unchanged. Java and Mocha are in the same position.

Canned Goods—Tomatoes are in good demand and packers report a good trade in futures. Prices are unchanged. The market is strong and some canners are unwilling to sell any more futures. Corn remains unchanged, but continues to show a very firm tone on account of the poor crop outlook, and some packers have withdrawn prices on futures. Peas are firm. Practically all the California packers of fruit are said to be weakening in their views and are willing to shade opening prices to secure orders. Spot peaches are rapidly cleaning up and prices are holding steady. The same is true of apricots. There is no change in gallon apples, the market continuing dull and weak. Strawberries are short and seem likely to be worth more money after the buying season begins. Salmon is a strong and active item, showing an advancing tendency on small spot supplies and reports continue to indicate a light pack. Sardines are firm, with good demand. Cove oysters are steady and unchanged.

Dried Fruits—Currants are quiet and unchanged. Raisins are still weak, and some packers have cut even their opening prices of 6¼c for fancy seeded. Other dried fruits are quiet and unchanged. Prunes have declined from the 4c opening basis, and can now be bought for future delivery at 3½c. The price in secondary markets is unchanged; demand is light. Peaches are weak and prices show a decline from the opening. The demand is small. Apricots will run very small in size this year, as is demonstrated from some of the new crop already arrived. Prices are steady.

Syrups and Molasses—Compound syrup is in good demand at unchanged prices. Sugar syrup is also in excellent demand at ruling prices. Molasses is scarce and is not in active demand, nor will it be until fall, but as the supply is low the chance is at advance may come at that time.

Cheese—The make of cheese is better than last season and the quality is running fine. The percentage of under grades is about normal and they meet with a ready sale. Present prices of cheese are 10 per cent. lower than a year ago, and the trade is very satisfactory. The market may not decline again for some time.

Fish—Cod, hake and haddock are unchanged and dull. Salmon is unchanged and in fair demand. Sales of future Columbia River salmon have been fair. The other grades will not be offered for future delivery for some weeks. Domestic sardines are unchanged in price and in fair demand. Foreign sardines are unchanged and in fair demand. Shore mackerel are unchanged in price and fairly active. Irish mackerel are a shade easier and old Norways could probably be purchased at a decline if anybody wanted them.

Provisions—Smoked meats, including hams, bellies and bacon, are in ample supply and the market is barely steady at prevailing prices. Both pure and compound lard are firm at ¼c advance, the trade being active in both lines. Barrel pork, canned meats and dried beef are in seasonable demand and the market is firm at unchanged prices.

### Bankrupt Sale of Clothing Stock.

The balance of stock, consisting of clothing and furnishings, of the firm of L. L. Loveland & Son, of Prairieville and Delton, which firm is now in the hands of trustees, will be sold to the highest bidder on July 30. Interested parties please correspond with G. H. Osborn, Trustee, Hastings, Mich.

At a meeting of the Grand Rapids Retail Grocers' Association held Monday evening it was decided to hold the annual picnic on Thursday, August 20. Frank L. Merrill, Ralph Andre and John Roesink were appointed a committee to look up locations and car service. Another meeting will be held next Monday afternoon, when this Committee will make its report and further details will be arranged.

Trouble that might break us may be made to make us.



### THE KALKASKA FIRE.

#### It Will Lead To Better Things in the Future.\*

In this age of absorbing self-consciousness, my friends, it is good that once in awhile we receive a shock which lifts us out of the confines of individual impulse into the broad field of universal feeling.

The chief weakness of humanity to-day is its utter absorption by individual hopes and fears, individual likes and dislikes, our own personal motives, our own personal achievements. We are, all of us, too much given to seeing and comprehending only those things which are related specifically to our own special interests.

And so, now and then, that she may jolt us back into the true trail, that we may see her in a true light, Dame Nature gives us a hunch that fairly takes away our breath, and then, sure that she has fully aroused us, she says: "Now brace up and show that you have learned a lesson," and passes on about her business.

When the news of your great conflagration was sent out over the land it was—even although the newspapers did not specify the fact—a message to every city in Michigan, inviting the people at large to take notice and observe the immediate and unqualified example which you, of Kalkaska, would set up of united, unrestricted and energetic harmony of action.

It was a declaration that the people of Kalkaska had been put to the test, and that, courageously accepting the trial, you had unconsciously ceased for the time being comprehending only individual interests that you might show the world what a unit embodying 1,500 human beings could accomplish in the way of co-operation.

There is no way perhaps to reach a mathematical confirmation of this assertion, but I will venture to say that, while the flames were boisterously burning their way along your main street, while great clouds of smoke were sailing upward to proclaim Nature's victory over Art, while you were, all of you, putting forth your best strength, mental as well as physical, to stay the destruction, you were never for an instant in doubt as to the immediate re-statement of that street.

You did not have time or the disposition to enter a discussion of details as to how it would be done; you did not know how it would be done. All you knew or cared was that it would be done. You knew that your home town had been put upon the map of Michigan to stay and that you were competent to preserve that permanency.

Locally your town was bewildered, but above that excitement, that confusion, was a mighty organism lifting you out of yourselves and adjusting each one of you to the time, the task, the opportunity. Unconsciously, because you were not John Smith, not James Brown nor

Tom Jones, but because you were Kalkaska—you were free to give all your power to objective, creative work.

And that condition, my friends, is the chief essential for perfect co-operation along civic lines.

For this reason, and because, through an intimate acquaintance for many years with your town, her interests and her business men, I feel a sort of pride in Kalkaska and her future. I was overjoyed when honored with a request to be with you at this jollification.

I speak advisedly when I use the term jollification, because you are here free from friction and perfect in your harmony as to power and ultimate aims, and in whatever assembly such conditions dominate there will be found a festivity, a jollification.

True, there are still visible with you ruins of buildings. The merely physical conditions are not so comfortable as they were. Some losses will be permanent. Others are not yet settled and there are disadvantages to overcome; but all of these, so far as this community as an entity is concerned, are already discounted by the sounds of saw and hammer, the trowel and concrete mixer; by the cheery courage of your citizens; by the tremendous significance of this meeting.

You are telling Dame Nature that you are awake and have learned the lesson; you are telling the world that Kalkaska has not lost her geographical position and that her citizens are unafraid.

New and better buildings will go up. The weaknesses of your means for protection against fire will be corrected. Your credit as a municipality and the credits of your business men are unimpaired. Michigan believes in you. Grand Rapids is proud of you, and this present showing of civic pride and local loyalty, born of disaster—no, I won't say that, because the citizenship of Kalkaska has long been rated as loyal to and proud of its town—but tested by fire and not found wanting is as certain to result in an increase of that faith, a strengthening of that fidelity, as it is certain that Kalkaska is more than a thousand feet above sea level.

And now let me be your oracle for a little while.

I see your main street with a parkway along its eastern line; I see a long line of architecturally attractive store fronts along its west side; I see well paved streets with a sewer system, and water service ample for a city of 10,000 people; I see an interurban railway—either steam or electric—from Kalkaska to Traverse City on the west and Grayling on the east; I see a new and up-to-date hotel building or two; I see beautiful lawns, a forest of well-kept shade trees, handsome homes and a busy, bustling industrial center, with all modern utilities in abundance.

I see all these things, my friends, but, better than all, I see a contented, thrifty and prosperous community, where civic righteousness is the dominating influence; where labor ac-

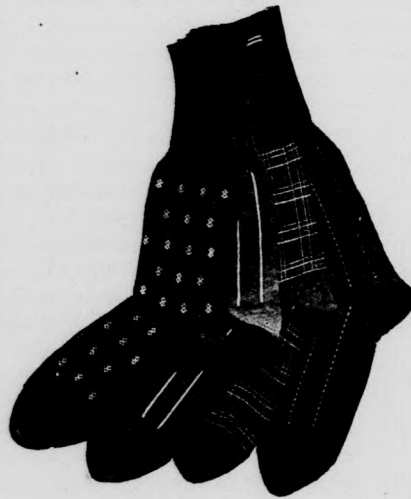
## SUSPENDERS

This is the season for selling suspenders. We have a large and complete stock of Men's, Boys' and Youths' in fancy light, medium and heavy weight. Have you seen the INVISIBLE? It is out of sight and holds the trousers right. The suspender to wear under the shirt—a 25c retailer. Mail orders promptly filled.

**P. STEKETEE & SONS**

Wholesale Dry Goods

Grand Rapids, Mich.



## Socks That Are Warranted To Wear

We have them packed three pairs in a box to retail at 50 and 75 cents per box. All defective merchandise is replaced direct to customer by the manufacturer, provided the merchant follows instructions given. Ask our salesmen about this item, also look over our line of Staple and Fancy Notions, Hosiery, Underwear, Ribbons, Laces, Embroideries, Overalls, Trousers, Mackinaws, Piece Goods, Etc.

**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.

## BAGS

Of every description for every purpose. New and second hand.

**ROY BAKER**

Wm. Alden Smith Building

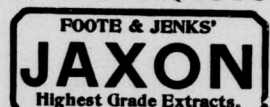
Grand Rapids, Michigan

## FOOTE & JENKS' PURE FLAVORING EXTRACTS



(Guaranty No. 2442)

**Pure Vanilla**  
and the genuine



**ORIGINAL TERPENELESS EXTRACT OF LEMON**

Not Like Any Other Extract. Send for Recipe Book and Special Offer.

Order of National Grocer Co. Branches or Foote & Jenks, Jackson, Michigan

## Printing for Produce Dealers

\*Address delivered by E. A. Stowe at mass meeting of Kalkaska citizens Sunday evening, July 12.



cepts no dictation at the hands of walking delegate or union organizer who lives as leeches live by sucking the life blood of their victims; where numerous church spires point the way to Heaven and church members live up to the tenets of their faith seven days a week; where local prejudices and local jealousies are relegated to the background; where business is conducted on a high plane and trade and traffic are carried on without any suggestion of sharpness or reproach; a community where high ideals are constantly taught in its schools and by the examples of her citizens.

I thank you, my friends, for the opportunity you have so kindly afforded me, and in conclusion I desire to assure you that you have the esteem and the applause of every community in Michigan because of the splendid manner in which you are asserting your patriotism, your faith and your good citizenship.

#### Eats Early and Often.

Mrs. Johnson—Doctor, you told my husband he could smoke a cigar after each meal, didn't you?

Doctor—Yes; oh, yes.

Mrs. Johnson—I thought so. He eats six and seven meals a day now.

#### The Fall Thereof.

He found her lying unconscious in the kitchen. But she opened her eyes feebly for a moment.

"The cake fell on me, George!" she gasped, and with that she swooned again.

#### Special Features of the Grocery and Produce Trade.

##### Special Correspondence.

New York, July 10—We have a coffee market filled with heavenly calm, both for the speculative and the real article. A war of words has been carried on through the trade papers and at times personal encounters were seemingly inevitable. It is all through the valorization scheme. One of the backers of the Brazilian government is one of the big coffee importers here, and he has detented the movement in one of our papers. Some of the statements were pretty strong and for a few days the breeze was stiff; but this has had only an indirect influence. The fact seems to be that would-be buyers of coffee are taking only the smallest possible quantities, apparently believing that it will not be advisable to lay in larger stocks than are absolutely needed. In store and afloat there are 3,399,267 bags, against 3,977,110 bags at the same time last year. At the close Rio No. 7 is worth, in an invoice way, 6¼@6½c. Mild coffees, like Brazilian grades, are "paralyzed," and if prices are well sustained it is rather by reason of the statistical supply than anything else. Good Cucuta, 9¾c.

Some little interest is shown in new Japan teas, but so far as sales are concerned only small lots are called for, and this is equally true of teas generally. Everybody is hoping for some improvement, but it is slow in coming.

A little improvement is noted in

the call for sugar, but there is no boom. Of course, a great deal of sugar is going into consumption and the refineries are busy; but there seems to be little, if any, delay in filling orders. Quotations are 5.30@5.50c, less 1 per cent. cash, allowing thirty days delay.

For a long time assortments of rice have been poor and foreign sorts have been rushed in, but with the new crop close at hand there may be a change. The demand is rather quiet at the moment. Fancy head, 7c.

Spot spices are in light demand and buyers are taking small lots. Cables report higher foreign markets, with advancing tendency, pepper going up 20 points. Quotations here are about on the same level as has prevailed for a long time.

Dulness characterizes the molasses market and stocks of foreign are running light. Good to prime centrifugal, 22@30c. Syrups have been in rather more liberal supply and the market is fairly well held.

Nothing doing in canned goods. Sellers of tomatoes are not inclined to accept less than 75c f. o. b. for full standard 3s and buyers are just as unwilling to take only enough to keep things going. We hear now that the long drouth in Maryland has been broken and the gay and festive "love apple" will soon be making fine progress. Future tomatoes, however, do not seem to have much concern as to the situation. Peas move slowly and buyers take very little interest in the article. The better grades promise to be a smaller pack

than usual, but how much smaller only time can tell. There will be no famine in peas, however. Corn exhibits some firmness, but the market is rather "wobbly." Other goods are moving simply in an everyday manner. As to California fruits it is said that jobbers have not taken more than 50 per cent. of their usual amounts.

Top grades of butter have moved up a peg and creamery special is worth 23¼c; extras, 22¾c; Western imitation creamery, 20c for firsts; factory firsts, 19c; seconds, 18@18½c; process specials, 20½@21c. There has been some speculative buying of the best grades and to this the advance can be ascribed.

Cheese is quiet and without much change. Full cream specials, 11¼@12¼c; fancy, 11c for small and ¼c less for large.

Top grades of eggs are higher and at the close are firm at 24@25c for nearby New York and Pennsylvania stock. The awfully hot weather has affected many Western eggs and careful scrutiny is necessary. Western extra firsts, 19@20c; firsts, 18@18½c; seconds, 17@17½c.

#### The Likeness.

"Why is a pancake like the sun?" "Because," said the Swede, "it rises out of der yeast and it sets behind der vest."

#### Increased Expenses.

"Are your five daughters all married off, Mr. Brown?"

"No, five sons-in-law have married on."

# There's a Bit of Extra Money

For the Retail Grocer in a Small "DRIVE" on

# GRAPE=NUTS

The "Sugar" will be fed out, beginning July 15, 1908, not exactly by the ton, but enough to taste good. Ask jobbers' salesmen to fix you.

"There's a Reason"

Postum Cereal Co., Ltd., Battle Creek, Mich.





DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
**TRADESMAN COMPANY**  
Grand Rapids, Mich.

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Henry Idema, Vice-President.  
O. L. Schutz, Secretary.  
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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

O. L. Schutz, Advertising Manager.

Wednesday, July 15, 1908

### THE BETTER WAY.

A recent number of the Tradesman—was it the last?—tells the story of a woman seeking employment:

"Could you give a starving woman work?"

"Yes; but I must tell you that I have five children."

"Thanks. I'll keep on starving."

In itself the joke is hardly worth the smile it creates. In the first place it illustrates a fact on the wrong side of the fence. It is the starving man that "turns turtle" when brought face to face with the immediate exactions of labor; and there are too many women to-day bending over wash tub and ironing board and so keeping themselves and sometimes more than five children from starving to give much point to the story.

There is, however, a condition of things which under the most favorable circumstances can not be considered funny or even amusing—that which makes starving preferable to trying to work or even trying to live in a household where, as one of the poets puts it, "Discipline at length grew sick and died;" or, better still, where the children are not made to mind. The starving woman knew that under such conditions it was a choice between evils and, wise woman that she was, took that which promised release in the shorter time.

Were the trouble local, and it ought to be, the suffering occasioned might be endured with more or less composure; but it is not local. If we take the wings of the morning and fly to the uttermost parts of the sea, there, and all along the journey, if we keep among American families, we shall encounter the angry tears and the impudent "talking back" of children who have always had their way and are determined to have it even at the expense and the discomfort of the public at home and abroad. A friend at the east end of the city has at some expense and with much taste made "a thing of beauty and a joy forever"—that, at least, was the

end in view—of his lawns. The sward is thick and soft and green. It is flecked from the rising of the sun unto the going down of the same with patches of sunshine, that delights to shoot through the foliage of oak and maple as the wind sways their branches. Flowers hold up their painted cups and all day long they are dripping with such fragrance as only the rose and the lily know; but it is only eternal vigilance and the fear of a shotgun that make these delights possible. Two doors off there is a family of children whose chief joy is playing "hide and whoop" among the shrubbery and flower beds of these carefully kept grounds. Remonstrance with both children and parents availed nothing, and it was not until "the big stick" became not a theory but a condition that the tramping was stopped.

A party of Americans were leisurely making their way over the Alps by the Simplon Pass. There are no lovelier pictures than those that Heaven has painted in the Alpine country. From Chamouni to mountain summit, rich in the opalescent splendor of the sunset, the only available description is an exclamation, and that is a failure; and from valley to peak that journey was spoiled by a 10-year-old who wanted nothing but what he could not have, and did not get what that Heaven, which had painted those lovely landscapes, had intended him to have from the foundation of the world!

Investigation has given no satisfactory reason for such a state of things. Parental affection brings to the surface a queer kind of parent who will keep a child with swollen cheek and aching tooth from the dentist because pulling the tooth hurts; it can not be that. Parental bother is suggested; but here, too, there must be a choice of evils and strange must be the choice that decides upon a lifetime of misery when "here a little and there a little"—or a great deal, if it comes to that—will change the misery to a constant delight.

The logical inference here is not necessarily the correct one. Numberless homes—homes, mind you—the land over are not governed by the stick. The worst of places for the constant use of the imperative mood is where childhood and expanding manhood live and have their being; but in the real home law and order and loving kindness, free from all selfishness, hold continual sway, and here where it is borne in mind that "youth is taught in no way better than by example" will be found the best nurseries for the best citizenship. "The word and the blow, only let the blow come first," may be the maxim of the quick-tempered blow-giver; but the discipline that follows is not the kind that produces the best men and the best women.

Given a father and a mother with love in their hearts and a fair amount of common sense in their heads and there will be no racing through the neighbors' lawns and no spoiling an outing at home or abroad through overindulgence and remissness of parental duty.

### OBJECTIONABLE BILLBOARD.

If the Covenant English Lutheran church of Chicago has its way the billboard is again to be brought into the lime light of publicity. It not only is disfiguring the thoroughfares of the city with the gorgeous and grotesque, but it now adds to those objectionable features the insulting and profane. "Smile, D—n You, Smile" is its last endeavor to increase the profits of the advertiser, and the public decency which the church society represents protests.

There is little which has not been said against the billboard. From every point of view it has little to recommend it. It is no longer necessary for those who run to read. Rarely, if ever, does it accomplish its purpose; the cost of such advertising does not recommend it to those seeking the best results, while to the improvement society, everywhere working to make its locality attractive, the billboard has proven itself an omnipresent pest. If to its reputation so far established this last feature is added it does seem that the community so abused should from sheer self-respect make every effort to banish the nuisance from its borders.

If the point be raised that the billboard catches the public eye where other means fail, the counter point is just as strong that the public eye which the advertiser cares to catch is the one whose owner buys, and that same owner depends upon his newspaper to keep him posted in all matters of commercial interest.

If cost alone is considered it has been conceded long ago that such promiscuous advertising as the "dodger" represents never accomplished its purpose. To the printing the cost of distribution must be added and when all was over the dodger in wads was often found by the man who had the goods to sell in alleys and isolated corners, where the faithless distributor had thrown it. The fact that the country from one end to the other is covered with the pretentious advertisement is little to the purpose. The consumer of nicotine, of malt, of any real or fancied necessity, is not influenced by what the top rail of the highway fence tells him. The "Go to Smith's," "to Brown's," "to Robinson's" has long since become the laughing stock of the passerby who reads because he has to and buys where he pleases. The fact is the billboard is the hayseed of a discarded system; it is costly and unreliable and the man who depends upon it to add to his gains will find himself out of pocket with only himself to thank for his stupidity.

If it were desirable or even necessary to commend the improvement society for what it has done, it is only necessary to say "Circumspice" to the visitor to Grand Rapids. Five years ago—ten years ago—it was not such a beautiful city as it is to-day. Then there were corners and "poke holes" given up to weeds and tin cans. Then there were more neglected lots. The reign of the billboard was at its height, and weeds and cans and the outhaulding pictures of the billboard did their best—

or worst—to make repulsive and hateful one of the fairest cities the country boasts of. It was in these detested corners that harmful billboards held high carnival. There were—it is needless to recall what—and now when the coarse and the common are no longer tolerated the dash-word without the dash has made its appearance to see if degenerate Puritanism will tolerate its existence there.

To Chicago's credit there is instant protest. "Perhaps there are people who enjoy impertinent familiarity; but we are sure that most people are tired of the genial vulgarities who poke us in the ribs and slap us on the back, and shout at us to say something to our grocery man or to Watch This or to Get the Habit."

Another thing of some importance, too: Chicago and American life generally do not desire to have the billboard and its profanity stand as the exponent of expression and character or, more important still, the indwelling spirit behind them. Even the immediate vicinity of the vulgarism and the profanity protests. It is tired of being looked upon as the promoter of the degenerate, the inciter of all that is vile and the corrupter of youth; for the billboard corner too often stands for all of these.

It is easy to repeat what is often said, that the objectionable word, with or without the dash, is only an exclamation and so harmless; but the mischief here, as in other lines, lies in accepting as respectable the "cuss word" and so familiarizing the ear of the boy with what the mouth of the man, taken at his best, is never proud of. The swear on the billboard or off it, like the bad book and the bad companion, is an influence of evil, and the church and the community that will have none of either can not be too heartily commended.

### WATER SOAKED SAUSAGE.

People who believe in fair play and pure food and common every day honesty are hoping that the effort of Armour & Co. to legalize the sale of sausage doped with cereal and water, which is being made in the Ingham Circuit Court this week, will fail. The Tradesman undertook to cover this subject in an editorial reference to the matter last week, and desires to repeat this week all it said in its last edition relative to the unwholesomeness and fraudulent character of the doped sausage manufactured and sold by Armour & Co. The attempt to prove that such goods are required by the dealer and are not a fraud on the consumer will probably fall flat, because they are fraudulent on their face and the intent to defraud is manifested in every phase of the situation.

It is to be deplored that Michigan butchers—even Grand Rapids butchers—should be inveigled into testifying in favor of such a flagrant fraud and cheat as water soaked sausage.

We rarely regret having spoken too little, but often of saying too much.

Too many measure their means by their meanness.



# The First Ferry Across the Muskegon River.

Written for the Tradesman.

In an early day the Muskegon was one of the most important rivers in Michigan. It has sadly deteriorated in later years, having become a mere muddy canal, the repository of "deadheads" and unmerchable suckers. Steamboats and log-driving, once the pride of the Muskegon, have become obsolete.

Had I the gift of poetizing I could easily concoct an epic of early days on the Muskegon that would rival the best efforts of old Homer. Alas for thee, old river! I am not thus gifted, and all thy grand and glorious past must repose forever in a forgotten grave.

Not long since there came to the eye of the writer a bit of newspaper misinformation which parallels much of the stuff which goes into the great dailies as a matter of news. The statement was made that there died recently in Newaygo county one Harrison Davenport, who was the originator of the first ferry across the Muskegon at Bridgeton. There was an atom of truth in the item, since Mr. Davenport was one of the old settlers of the county and may have been ferryman for a short time when said ferry was under another management. As to his being the original ferryman at Bridgeton, that is a mistake.

Being in a reminiscent mood I can not resist correcting the mistake of this correspondent and set the matter right.

There passed from life a few months ago, at the village of Newaygo, one of the sturdy old pioneers of the Muskegon Valley who was not only the original Bridgeton ferryman, but, doubtless, the originator of that business on the river.

Amos Slater, who lived to the ripe age of 87, was one of the incorruptible old guard who punctured the wilderness in ante-bellum days and assisted in laying the foundations of a magnificent state.

The original manner of crossing the river was not conducive to steady nerves and healthful sleep—swimming the animals and poling the wagons across on a float. Mr. Slater conceived the idea of something safer and more economical of time. He procured two large dugouts or canoes, made from pine trees. These he used for the sides of his boat, crossing them with heavy pine plank. When completed the ferryboat was a respectable looking scow, large enough to carry a team and wagon. The propelling power consisted of a long pike pole in the hands of the ferryman, who from the stern of the craft guided and poled the scow across the stream. Those were strenuous days which would have warmed the heart of Roosevelt had he lived at that time.

I do not recall the length of time that Mr. Slater ran his improvised ferryboat, but it was several months at least, being finally superseded by the rope ferry built and operated by David W. Squier, another old pioneer, who passed away a few years ago.

Politically Mr. Slater was a Democrat of the old school, yet so popular because of his rugged honesty that he represented the town of Bridgeton on the Board of Supervisors for many years, although the town was always strongly Republican.

In the days of the ferrymen business boomed along the Muskegon because of the vast pine industry which made its banks the scene of beehive activity. Millions of feet of logs were banked every winter between Newaygo and the mouth of the stream. Travel on the road north from Muskegon was something wonderful. Destruction of the pine and advent of railroads have changed all this, and the old Muskegon road resembles now the air of a deserted cow trail.

When the lumbering was at its height the ferry at Bridgeton coined money. This was, however, some time later, when Squier's ferry did the business, and men and teams were passing to and fro in an almost endless stream.

Twenty-five cents was paid for the ferrying of a team and five cents for footmen. The latter were usually carried in a single canoe. On one occasion, when the first bridge was in course of erection, a tall, gaunt specimen of the Yankee peddler appeared on the bank and expressed a desire to cross the river.

"Haven't got time to take you over," said one of the workmen.

"But I must go on," declared the peddler. "Where is the man who tends the ferry?"

"Gone off to git married," said the carpenter, which was literally true, his canoe being hitched at the end of the bridge.

"Well, I guess I'll try my luck myself," and the man went to the canoe to find it minus a paddle.

"What'll you give to be taken across, old man?" called the carpenter, laying down his tools.

"Why, five cents; that's the regular price."

"Ah, I see, you have crossed before."

The workman came down to the canoe, a medium-sized dugout, and disclosing a hidden paddle requested the peddler to get in. The latter did so, with his pack still on his back. The carpenter's companions watched the movements with questioning eyes. Jim Santly was a queer duck and they believed he was up to some mischief.

When at the middle of the stream Santly laid his paddle across the canoe in front of his position and eyed the peddler with a merry twinkle of the eye.

"This is where we take toll," said he.

"Toll?"

"Why, yes, that's it, toll—pay for your passage."

"Oh, yes, of course," and the peddler brought out his purse. He was fussy and timid, fearful lest the canoe capsize. Santly added to his fears by rocking the boat. When the man handed out a five cent piece the amateur ferryman uttered a jeering laugh.

"Well, I guess not," he said.

"That's right, ain't it?" he asked.

"You owe me just a dollar, old man."

"A dollar!" The peddler fairly screamed in his amazement.

"That's what I said" coolly rejoined Santly.

"Oh, but you know I can't pay anything like that," gasped the peddler. "I'll give you ten cents seeing's you ain't the reg'lar ferryman."

"It's a dollar or to the bottom of the river you go!"

The canoe careened, peddler and pack nearly going over. There was a sharp confab, ending in the peddler paying a dollar for his trip. Santly paddled on after pocketing his ill-gotten cartwheel. The peddler promised to get even sometime, after he was safely landed, but the other only laughed in his face. That was a bit of highway robbery that would not go unpunished at the present time. Might made right in a large measure in those ante-bellum days.

J. M. Merrill.

# BRIGHT LIGHT

Better light means better results in either business or home. More and better light for the least money is the result you get from the Improved Swem Gas System. Write us.

SWEM GAS MACHINE CO. Waterloo, Ia.



A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, \$8.50 to \$350.00

EASY TERMS.

Catalog Free.

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

# 100% Dividends

An Improved Hanson Gasoline Lighting System pays for itself every few months in reduced light bills and increased business. Different from all others. Let us give you full information and prove our claims.



American Gas Machine Co.

Albert Lea, Minn.

# Jennings' Flavoring Extracts

Established 1872

JENNINGS' EXTRACT OF VANILLA is prepared from the choicest variety of carefully selected and properly cured VANILLA BEANS, and contains no coloring matter nor any of the artificial or synthetic principles so frequently employed.

JENNINGS' TERPENELESS LEMON EXTRACT. The flavor of this Extract is taken from MESSINA LEMONS by our own special mechanical process, producing absolutely a pure Flavoring Extract from the FRUIT.

Our serial number 6588 appears on every package.

# Jennings Flavoring Extract Co.

Grand Rapids, Mich.

C. W. Jennings, Mgr.

Direct or Jobber, see Price Current



# Hot Weather Candy

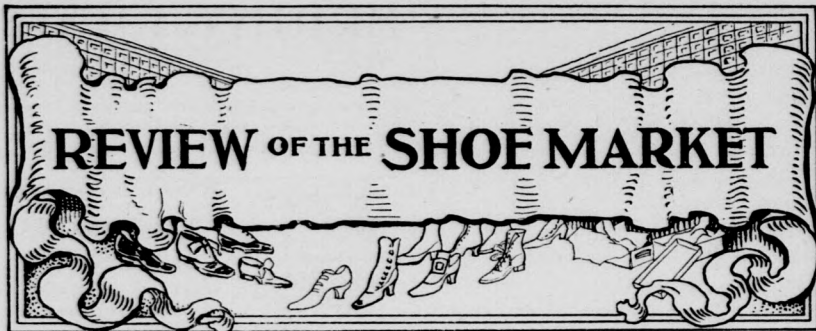
Pure Sugar Stick Candy, about 28 sticks to the pound. Improves with age. Never gets sticky. Fails 20 pounds.

# Iced Raspberry Jelly Tarts

Melt in the mouth but not in your candy case. Boxes 25 pounds. These goods will bring you business. We guarantee them in every respect.

PUTNAM FACTORY Grand Rapids, Mich.





#### Hints on Boot and Shoe Sales.

There is one thing I have often thought of in connection with boot and shoe sales, window displays and advertising. It is, "Why does not the merchant make more of an effort to dispose of the odd sizes and out-of-season goods, instead of the fresh stock which will go anyway?"

Keeping one's money tied up in unsalable goods is about the least profitable use to which one can put it.

Of course it will not do to fill the windows and columns of the local papers with old out-of-season goods. You might be thought to have no other kinds in stock. But you can divide your windows and advertising space. You can keep up displays of fresh goods in order to let the public know you have them. You can then arrange another window, or use part of the one already in use if window space is limited. Here you should arrange a small display of real "bargains." Place here some of the best of your odd shoes and boots, and by means of choice cards call attention to the large bargain counter within. Inside, the counter should contain all the goods, the sale of which, at regular prices, you may consider doubtful. Here is a poor place to be too saving or to use a false economy. Put on the table every pair that you consider the least particle out of style or season. Of course there are some staple goods like rubber boots, heavy over-shoes, and the like, the styles of which seldom change. These it would be foolish to sacrifice, since you are liable to have a call for them in wet or cold periods almost any time of year. The styles change most frequently in the middle and high-priced shoes for both men and women. Particularly is this true of the extremes of style. They are "in" one season, and "out" the next. If you find a pair of such in stock after the leaders of fashion have decreed a different pattern, consider yourself lucky if you can sell them for half the original selling price. But better this than keeping your money tied up in them year after year, only to take, perhaps, still less in the end.

The bargain counter must be kept neat and clean. No dusty goods are to be tolerated for a moment. To freshen up shelf-worn goods, many things may be done which will take but little additional time or money. New strings may be put in the shoes if the old ones look faded, missing buttons sewed on, and some of the shoes may be given a coat of dressing. Anything which may be done to give the old goods a fresher,

brighter appearance will be well repaid by the increased number of sales.

On this counter scatter some pairs of new shoes of a cheap grade, with here and there some of a better grade. It will pay to lose a profit on some shoes, or even sacrifice a little in order to give the appearance of real bargains to your goods. Then the whole thing should be well written up in the local papers.

One thing which will result from your efforts to give a bright, fresh appearance to the counter, and to the importance you give it in the local advertisements, is to dispel the idea that no one but the poor buy from this counter. You should do all you can to create a feeling that it is not a collection of old style, out-of-date goods, such as no one would purchase who could afford better, but that it is simply a collection of shoes of which you have too few of a kind to advertise separately, and that you are selling them cheap for that reason. Of course this will be true of much that you offer, and of nearly all if you manage as you should to prevent the accumulation of old goods.

Call your customers' attention to the high-priced shoes you have on the bargain counter, because they were odd size, or sample shoes, or something of the kind. Don't lie about them, but manage to point to such goods when you speak. In this way you can do much to overcome any prejudice against the goods as being only suitable for the extremely poor.

When you have prepared the bargain table and are ready to announce it, you should give it a good write-up in the local papers. Of course you may advertise other goods besides the bargains, but that should be the main feature. You can prepare the advertisement in the form of a city department store advertisement, or make it all in one body. By the former plan we mean an advertisement that is divided into several sections, each section speaking of one line of shoes. Or you may list them altogether and speak of each but briefly. In either case you may speak of other goods, but we prefer that the reference be a simple statement to the effect that the public must not forget the good values offered in staple lines not listed among the bargains.

Besides the advertisements should have attention called to them by cards in the windows. These should be written on cardboard, about eleven by fifteen inches. There need be no special display, nothing more elaborate than any one of ordinary

## White Canvas Oxfords



The most comfortable shoe for hot weather. Mail us your order now. They are *going! going!* and will soon be *gone.* \* \* \*

Women's Blucher cut.....	No. 3554—	3 to 7	@	\$0.80
Women's Blucher cut.....	No. 3552—	3 to 7	@	1.00
Women's Blucher cut..	No. 3564 fair stitch	3 to 7	@	1.00
Women's Blucher cut..	No. 3565 low heel	2½ to 6	@	1.00

### HIRTH-KRAUSE CO.

Shoe Manufacturers

Grand Rapids, Mich.



## For All-around Hard Strenuous Wear



Our Hard Pan Shoe has never been excelled. It contains all the foot-comfort there is; and the leather in both uppers and soles is of the proved durability that withstands rough treatment in all sorts of rough weather and where the conditions of wear are unusually severe.

Our Hard Pan, the original and genuine shoe of this name, has given the public this sort of shoe-satisfaction for a quarter of a century.

It has many imitators. But our pentagon trade mark on the sole stamps it as genuine and guarantees your customer the Hard Pan quality and the Hard Pan wear he is paying his money for.

**Rindge, Kalmbach, Logie & Co., Ltd.**

Grand Rapids, Mich.



ability with pen and ink, or pencil, can readily perform. They should call attention to the bargain counter, the goods found upon it, the special prices, and anything that will cause the reader to hunt out the counter and look over the goods. These should be placed in the windows, and in all other departments or on any counters in the store.

All goods not sold in these bargain sales may be kept, and later another "special bargain sale" offered. At this time several counters should be prepared, under different prices, and the goods marked down to the very lowest possible figure. If the ordinary bargain sale has failed to dispose of any goods they should now be sold for what they will bring. Get what you can out of them, and use the money in other and more profitable ways.

One plan now in use among some merchants is as follows:

Whenever any customer of moderate circumstances makes a purchase the dealer makes a note of the size and price of the shoes bought. In the future if any shoe is obtained as a sample or otherwise that is of a size and grade similar to the shoe this person uses, a shoe that by reason of its being the only one of that kind is not worth advertising, the dealer will at once notify the person who uses a similar shoe, making a special price, and the customer either gets the shoe at once or notifies the dealer when he will call for it. In this way the dealer avoids the necessity of carrying over an odd pair of shoes, and the customer has obtained a good shoe at a price less than he has usually paid for poorer goods. This plan requires the use of some system for recording the information about each customer, and it takes but a few moments to make the record. For this purpose either a loose leaf or card system should be used.

The up-to-date merchant is alive at all times to any plan which enables him to handle more goods. This is the great principle of success in any business, not so much how large a profit may be made on a single sale, but how many sales embracing a small profit may be made in a given time. Bargain sales, special sales, or private sales are a few of the ways which many merchants are using in order to get money out of unprofitable goods and place it in the kind which permits of the rapid accumulation of profits, small although they may be.—C. L. Chamberlin in Brains.

#### How To Remember Customers.

Last week attention was called to the value of a good memory in handling customers. It was pointed out that a ready memory was altogether a matter of habit, and that it should be cultivated by every shoe clerk who aspired to become a first-class salesman. How to form this habit is not difficult if it is attempted in the right manner.

The first thing to do is to get a clear idea of what you want to remember. If it is the size and style of a pair of shoes make sure you have the details distinctly in your

mind. If you can secure the name of your customer it will aid you in recollecting what you want to remember, but if you can not you must then endeavor to associate the shoes you sold with the appearance of the person to whom you sold them.

Something in your customer will probably appear to you as peculiar and different from anyone else; this peculiarity or difference in appearance is what you should connect with what you sold, so that when you think of the peculiarity you will instantly recall the sort of shoes you fitted on your customer. Then whenever you again handle this style of footwear you should try to remember to whom you sold it before. With some practice you will be surprised to find yourself able to recall a number of persons to whom you sold different brands of shoes as you show them to other customers.

If it is possible to note down these sales as they are made, or afterward, it will assist materially in securing a certain mental grasp of the details that otherwise would be very difficult. But it can not be insisted upon too strongly that the only way to strengthen the faculty of memory itself is to use it. All note-book help should be discarded as soon as possible, and such aids should never take the place of an exercise of the memory.

As was said before, the secret of a good memory for anything and for everything is acquiring the habit of recalling what you want to remember every time you think of anything connected with it. If you will stop a moment to think of it, those friends among your acquaintance who salute everyone they meet with a greeting, and the repetition of their name, as, for instance, "Good morning, Mr. Smith," or "Good evening, Mrs. Jones," never complain of a bad memory for names. The reason of it is that they constantly use names; they never see a face that they know but they at once recall the name of the person to whom it belongs.

The same holds true in remembering what style of shoes you sold a customer, whether you ever learned his name or not. Whenever and wherever you meet him compel yourself to recall the sort of footwear you last sold him, and in a short time you will do it unconsciously every time you think of him, and you will acquire the reputation of having a remarkably good memory. Once this habit is formed it is almost impossible to forget either your customer or what he generally wants to buy when he enters your store.—Shoe Retailer.

#### If He Is Bigger Than You.

"Never call a man a liar."

"But suppose I catch some fellow in a confounded whopper?"

"Suppose you do. Don't be impetuous. Just look him in the eye and say pleasantly, 'You talk like a weather bureau.'"

If you would have peace within you must be content with wars without.

## Summer Shoes

Are now in demand

White Canvas Oxfords  
Tan Oxfords Black Oxfords  
Tennis Shoes

We have them  
In Leading Styles and  
at Bottom Prices

Grand Rapids Shoe & Rubber Co.  
Grand Rapids, Mich.

Michigan



Agents



## No Scattered, Random Shots

A business line for the business shoe man—straight to the point.

### H. B. Hard Pans

mean good business, daily sales, year round sales, shoes that are wanted by your trade, and the man who doesn't get them won't be fooled again, there'll be plenty of those who do get them to tell him where to go.

The season's business is just beginning on the Elkskin line, that will keep us hustling to hold up our ready-to-ship-at-a-moment's-notice factory stock where it belongs. Let us have your order early—today.

Every boy is interested in the "Natural Chap," and wherever there is a boy there are a family and business. Have we had your application?

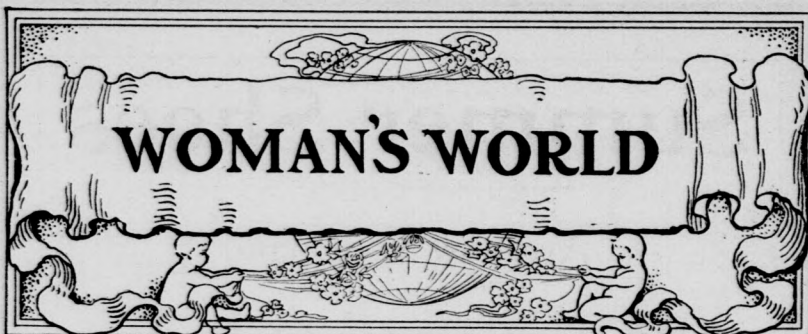


No. 835—Elkskin  
Blucher—Leather Sole  
Tan or Olive



Herold-Bertsch Shoe Co.  
Grand Rapids, Mich.





## WOMAN'S WORLD

### Effect of Mirrors on Manners and Morals.

The legislature of a neighboring state recently appropriated a sum of money with which to buy looking glasses for the women inmates of the penitentiary. Heretofore part of the punishment of a woman criminal has been to deprive her of all means of "seeing how she looked" and whether her stripes were on straight. A wise and humane man, however, finally suggested that this was cruelty that went beyond the purposes of correction and became persecution, and henceforward the erring sisters in the "pen" are to be cheered on by such comfort as they can extract from a contemplation of their own images.

Let not the untutored sneer at this as a final example of woman's vanity. The smallest purpose of the mirror is to minister to one's self-admiration. Rightly used, it is an instrument that makes for righteousness. As long as a woman cares how she looks and how she appears to other people, there is hope of reforming her. It is when she no longer cares, when she has no shame in being seen dirty, dishevelled, drunk, that she is utterly abandoned. Personal vanity is the last memory of better things that vibrates in the human heart. When that string snaps nothing else is left to appeal to.

It has always seemed to me that there is no other article of our possessions that we understand so little and use to such poor purpose as the mirror anyway. From time immemorial it has been the custom to sneer at it as an article sacred to feminine vanity, and in a way men have excused it to us, on the ground that it was hereditary weakness we couldn't help. The insatiable desire to gaze upon her own charms is a sin attributed to our first mother, whom Milton represents as bending over a glassy brook enraptured with the reflection of her own beauty, and it is popularly supposed that from that day to this every daughter of Eve has put in most of her spare time studying her mirror.

Would Heaven they had! We should be the better and the seemlier for it.

The most emphatic contradiction possible, however, is offered this theory by the spectacle of the women one sees on the street and in every public place. Observe the way they are dressed. Gowns that hang seven ways for Sunday; shirtwaists that hike up in the back and make their wearers look hunchbacked; belts that have parted company with the bands they are supposed to cover;

skinny women who give unwarranted anatomical exhibitions of their bones; fat women who deck themselves out in flaming garments that look like the jim-jam banners in front of a side show; hats that emphasize every defect of their wearers!

Can any sane person believe that women who commit such crimes on good taste and neatness and appropriateness spend any time before their mirrors? Never. Any jury on earth would acquit them, on overwhelming circumstantial evidence, of even owning a hand-glass, to say nothing of the utter impossibility of a woman appearing in public like that if she had ever taken one fleeting glance at herself in a good triple dressing mirror.

If I were called on to suggest the best possible remedy for feminine extravagance, I should say that it lay in the possession and use of a good mirror. That seems a little contradictory, but it is not from a woman's standpoint. What makes women continually buy new clothes is dissatisfaction with the old, and nine times out of ten the fault is not so much with the garment as the way it is put on. There are women who apparently always pitchfork their clothes on and who would look like a marked-down bargain remnant in a Paris confection. There are others who can look like a fashion plate in a ten cent muslin. I know a young girl whose simple shirtwaists have that smart look that is the despair and envy of half the women who know her and who pay ten times for their tailor-made-to-order waists that she does for the material of which she makes her own. Once I asked her the secret. "It's seven safety pins in the back," she answered laconically. She has a looking glass and she uses it like an artist, with the invariable result of always being well dressed and stylish, no matter how inexpensive her frock may be.

If I were making the laws I would make it a penal offense for any woman to live in a house that was not plentifully provided with good, long pier glasses, in which she could not help seeing herself from head to foot whichever way she turned, so there would be no possible excuse for her going out to outrage her neighbors' aesthetic sensibilities by looking like a guy. It would also do more than all the sermons ever preached on slovenliness and untidiness. No woman living would have the nerve to go about the house in a dirty wrapper and with a halo of curl papers about her brow if she had to see the hideous reflection of herself

## 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?

**Wingold**  
THE FINEST FLOUR IN THE WORLD

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.

**BAY STATE MILLING CO.**  
Winona, Minnesota

**LEMON & WHEELER CO.**  
Wholesale Distributors  
GRAND RAPIDS, MICH. KALAMAZOO, MICH.

## What a Grocer Should Know

There's satisfaction in selling good goods whether it be sugar or clothes-pins.

And in selling flour—good flour—there's more satisfaction than in any other part of your stock, because upon the quality of that flour, Mr. Grocer, rests that woman's reputation, and she's bound to judge you by the flour she gets.

If you wish to keep her respect, her patronage, recommend a brand of flour that has real merit—flour of which you can say, "Yes, ma'am, we can guarantee every sack of Voigt's Crescent to give perfect satisfaction."

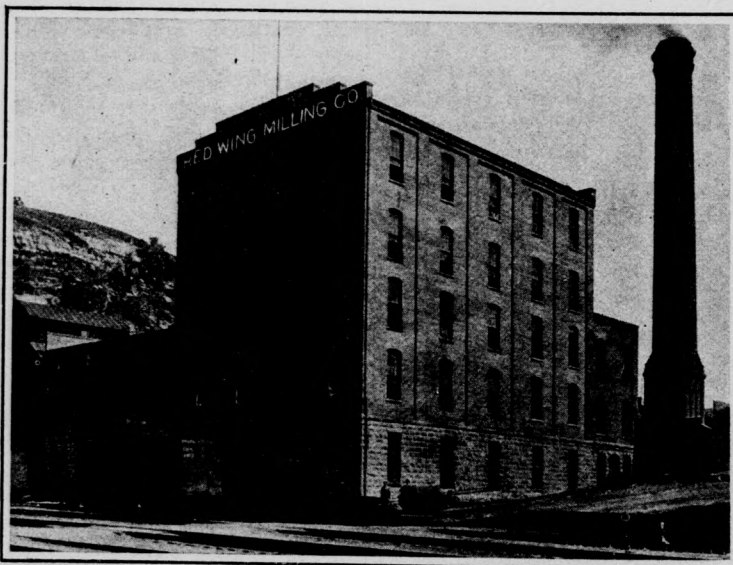
Our salesmen or our mail department will put you right.

**Voigt Milling Co.**  
Grand Rapids, Mich.

The Mill That Mills

## BIXOTA FLOUR

In the Heart of the Spring Wheat Belt



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

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

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

**Red Wing Milling Co.** **Red Wing, Minn.**  
S. A. Potter, Michigan Agent, 859 15th St., Detroit, Mich.



on every hand. It is simply because she does not know how she looks that she inflicts this dread apparition on her husband and family.

A house plentifully supplied with big, unescapable mirrors would also be a silent, courteous reproof to our manners that we could not gainsay nor argue down. No persuasion may be able to induce a gum-chewing school girl to stop the pernicious habit, but if she was forced to gaze upon her wagging jaws and cow-like expression as she masticated her cud, you may depend upon it that she would at least seek solitude in which to indulge in her pastime.

The most scowling face insensibly takes on a pleasanter expression as it catches a glimpse of itself in a mirror. The most sprawling figure that observes its own lack of grace emphasized in a looking-glass unconsciously draws up into a more dignified pose. Our faults as well as our virtues have been reflected. We have seen ourselves as others see us and the picture has hurt our vanity.

What a pity it is, too, that there are no mental mirrors in which we might now and then catch a view of those faults and weaknesses that render us so trying to our friends and neighbors! Suppose those loving couples who artlessly conduct their courtship in public could see what figures of fun they are? Wouldn't they go home and pull down the blinds and barricade the doors before they goo-goo-eyed at each other any more? If only the self-important who weary us to death with long narratives about themselves and their families could see what bores they are, wouldn't the stock of war reminiscences and smart child stories be cut short? If those who are forever boasting of their own achievements, of the splendors they have at home and the lucrative positions they have declined to fill, could see what empty braggarts they look to us, what peace should fill the land! If young girls could know how shocking it is to older and world-wise people when they are loud and noisy in public places, what demure maids we should have at home!

What a sovereign balm it would be, too, for all domestic troubles.

We do so many little disagreeable things that grate other people's nerves and offend their tastes, just because we are careless of everybody's comfort except our own. Then we are so clever at giving our false aliases that almost make them seem virtues.

There is the man, for instance, who says he is determined to be "master of his own house" and who makes that perfectly proper theory—although for my part I do not see why it is necessary for a woman to have a master—the cloak for the most grinding tyranny. His wife always sits up in shivering silence, like a whipped dog, waiting for his sneer on her opinion, and his children drop their laughter and sneak away when his key grates in the front door. Do you suppose that he would indulge himself in such conduct if he could see himself for the coward and brute

and bully he is? Not once in a thousand times.

On the other hand, there is the woman who is always bragging about being "high-spirited" and "speaking her mind." There's never any use in telling her her faults, for she will not listen, and so her husband learns to find his pleasure in his club and her children play on the streets to get out of reach of her eternal faultfinding and nagging. I have often thought, "Oh, if you could only see yourself for the common scold you are; if you could see how unlovely, unwomanly, ungentle you are, surely nothing on earth could ever induce you to give away to your tongue and temper again."

To see as others see us physically is the mission of the mirror. It is a missionary to teach us the gospel of making the most of ourselves bodily by getting clothes that flatter us instead of deride us, by learning poses full of grace instead of loutish awkwardness, and by trying, as the photographers say, to look pleasant. Is it too much to hope that we may carry the lesson a little farther and try to see ourselves spiritually and mentally as others see us? Be sure we should be humble and chastened creatures if we did, and far, far more agreeable to live with.

Dorothy Dix.

#### The Model and the Chief.

A dry goods model fell in love one day  
With an Indian chief standing over the way;  
She loved that chief with a passion so great  
That her sufferings were hard to contemplate.

But from her position she couldn't stir,  
And the Indian chief couldn't come to her.  
They gazed at each other with rapturous glance,  
But beyond those looks they couldn't advance.

She thought he ought to be the first to come,  
But she couldn't say so, for she was dumb.

He wished, of course, to get over the way,  
But had, perforce, on his stand to stay.

So they gazed and gazed till they both grew mad,  
A state of affairs that was really sad;  
But 'twas just as well that they kept apart,  
For the chief had a very bad tobacco heart;

While she, though she loved him as best she could,  
Had a heart that was merely made of wood!  
And you'll find it isn't beyond belief  
There are mortals just like the model and chief!

#### Not Fair.

"Look here, Abraham," said the Judge, "it's been proved right here in court that instead of doing something to help support your wife and children, you spend your whole time hunting 'possum!"

The old negro hung his head.  
"Now, Abe, you love your wife, don't you?"

"Ah suttinly does!"

"And your children?"

"Yas, suh!"

"And you love them both better—"

"Better ev'ry day, Jedge!" Abe broke in.

"—better than a thousand 'possum?"

"Look hyah, Jedge," exclaimed Abe, with widening eyes, "dat's takin' a coon at a pow'ful disadvantage!"

The hardest seats in the world are those on Easy street.

We are Exclusive Handlers of

# O. A. B. and Riverside Cheese

The June Make  
Are Especially Good

Judson Grocer Co.

Distributors

Grand Rapids, Mich.

Symons Bros. & Co.

Saginaw



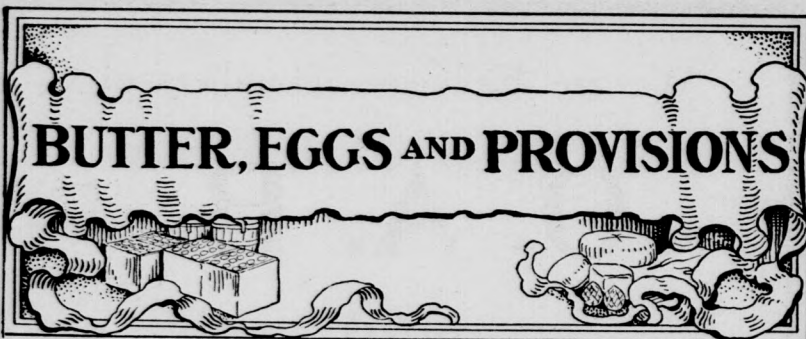
recommend the purchase of the reliable old

## White House Coffee

simply because experience has taught that this superb brand never disappoints anybody.

"White House" is a sort of peacemaker in the family and a "soothing syrup" to the worried head of the household and a blessing to the cook, who is proud when she "hits it off" right.





### Chilling Butter Before Shipping.

We are now in the season when a few words of warning may be timely as regards the chilling of butter at the creameries before shipping it. This subject has been discussed in former years, but it is an important one to all parties concerned. First, to the creameries, in whose interest it is that the butter reaches its destination in the best possible shape. Then to the dealers, who have been buying it, relying on the known quality of the butter at the creamery, and finally to the transportation companies which are accused, sometimes unjustly, of not properly icing the cars.

Buttermakers are sometimes prone to look on the refrigerator cars as a very easy means of chilling their butter and forget that they not only hurt the interest of their own creamery, but also that of the other creameries shipping in the same car, the transportation companies and the receivers.

The refrigerator cars can not be expected to do much more than maintain the low temperature in the butter, and if they are used for chilling it is bound to be more or less of a failure all round. Hence, it is essential that buttermakers chill the tubs properly before shipping and, if they do not have the necessary facilities, that they kick until they get them.

Butter changes temperature very slowly, we presume nearly the same in our 60-pound tubs as in the Danish 100-pound firkins, with which the late Prof. Fjord experimented. In a room kept at 39 to 40 deg. Fahrenheit the temperature in the center of the firkin was 50.5 degrees to start with and it took twenty-four hours to reduce it to 56.3, forty-eight hours to 48 deg. and seventy-two hours to 43.3 deg. Near the wood it was 61.5 deg. to start with, 43.7 deg. in twenty-four hours, 41 deg. in forty-eight hours and 39.7 deg. in seventy-two hours.

Some of the tubs thus cooled were placed in ordinary temperature—61 to 63 deg. Fahrenheit—and the first tub went up from 43.3 deg. to 43.5 deg. in twelve hours, 46 deg. in twenty-four hours, 52.9 deg. in forty-eight hours and 56.3 deg. in seventy-two hours, all in the center; at the wood the temperature started at 39.7 deg. and was 54.9 deg. in twelve hours; 57.4 deg. in twenty-four hours; 60.8 degrees in forty-eight hours, and 61.2 deg. in seventy-two hours. In another experiment the tub was placed in a heated room—83 to 86 deg.—and starting with 45.5 deg. in the center it maintained that

temperature for six hours and was 46.2 deg. in twelve hours; 52 deg. in twenty-four hours, and 63.5 degrees in forty-eight hours. At the wood it started at 42.6 deg. and was 60.6 deg. in four hours; 66.7 deg. in six hours; 70.2 deg. in twelve hours; 76.1 deg. in twenty-four hours, and 79.2 deg. in forty-eight hours.

These figures prove the necessity of a thorough chilling at the creamery before shipping and of providing some protection while hauling to and waiting at the railroad station if the butter is to arrive in good shape. The temperature went up near the wood 1 deg. in four hours, while in the center it did not change for six hours (in a temperature of 85 deg.), so that if the tubs are covered with an oil-cloth first and then with a wet blanket, there is a fair chance, even if the outside temperature is 85 or 90 deg., of keeping the temperature under 55 deg. if the butter is chilled to about 45 deg.

They also prove that if the butter leaves the creamery and is not chilled, but is, say, 55 deg. all through, and it takes four hours in 85 or 90 deg. temperature to reach the refrigerator car, it will be some 70 or 72 deg. near the wood, and if the car is 39 to 40 deg. it will be reduced to 52.2 or 54.2 deg. near the wood at the end of two days' journey.

We do not claim that these figures are accurate, but they certainly indicate that the refrigerator service should not be blamed for the arrival of butter in New York in a soft and slushy condition if the creamery has not done its duty in the proper chilling of the butter and its protection while hauling and waiting for the cars.—N. Y. Produce Review.

### Some Back To Ten Hour Basis.

Holland, July 14—The Cappon & Bertsch Leather Co. has resumed a ten-hour schedule with a force of 350 men. The tannery is the oldest manufacturing institution in this city, having been established more than fifty years ago. The plant is being equipped with a new boiler and engine room, which will be supplied with two 34 feet uprights, an automatic stoking system and a new dynamo capable of lighting the whole plant. The present capital stock of the concern is \$800,000, the bi-weekly pay roll is between \$6,000 and \$7,000, the annual consumption of bark is about 900 cords and the total volume of business annually aggregates \$2,000,000.

It is slow business carrying a crooked yardstick on the straight road.

## 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. CONDRAS & 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

## FRESH EGGS

I want large quantities for my local and shipping trade.

Fancy price for fancy quality.

**ALL GRADES OF DAIRY BUTTER WANTED**

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.

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.**



### Creamery Butter Arriving in New York in Bad Shape.

Intensely hot weather has prevailed for some time throughout the East, and it has also extended to some sections of the West. This week's receipts of butter have shown more or less heat and high acidity flavors have frequently been talked about as buyers and sellers have bored the butter. Some have spoken of sour flavors, but this has undoubtedly been the result of cream being delivered in an advanced stage of ripeness and then not churned soon enough. It is common to find this defect in July and August if the weather is hot, and I am inclined to think that unless it turns cooler soon we shall have considerable of that butter before long.

But it is not my intention to discuss that phase of the question so much as to allude to the soft condition in which some of the butter has been delivered the past week. It is quite certain that most of the refrigerator lines have taken extra precaution to ice their cars, and the bulk of these lines have kept the stock in reasonably good condition, considering the weather; but one of the roads running refrigerator cars for butter, eggs and poultry has given poor service of late and the butter that has arrived over that line has frequently been too soft to show.

"I have just wired a shipper not to send his butter via ———," remarked a receiver on Friday. "I have had trouble enough and I do not propose to stand it any longer. Remonstrances do not seem to count for much, so I will have our butter come over one of the larger lines that gives fine service."

Another receiver had some pretty strong things to say against the line, "but I don't want to get into any controversy with these people," he said, "and so I am trying to do the best I can with the goods, hoping for an improvement later."

This is a very serious thing and should be remedied at once. If one line can bring butter through in good shape another line can also, provided the equipment and facilities for icing cars in transit are as good.

The importance of having the butter cool and reasonably hard when delivered can not be over stated. More than one-half of the receipts are looked at and sold before they leave the store floor. If the butter is soft it bores greasy and frequently has the appearance of being light in body. Inspector Barrett and I were talking over this matter the other day and he said that he found quite a number of lots that were really too soft to inspect. "I looked at a lot the other day which I felt ought to pass as an extra, but the receiver called my attention to what he considered weak body and he thought that my grading was too high. I told him to put the lot in his box and hold it until morning. A few days after this I saw him again and he quickly remarked that the butter came out so fine the next day that he sold it for a special. This is only one instance that has come under my observation, and I do not

feel like throwing down a mark because it is soft."

To one who is familiar with points of this kind, as the inspector must necessarily be, proper allowance can be made for condition, but the average buyer forms an opinion of the body by the way the butter bores, and if it is soft he calls it weak in the body, and sometimes rejects it in consequence. This is particularly true if the stock is intended for storage. Not long ago I saw some butter that was fairly running out of the tubs—absolutely too soft to show anyone. The whole appearance of the butter is vastly improved by having it cool and hard, and every possible means should be employed to get the goods on the market in that shape.—N. Y. Produce Review.

### Process Butter in Ohio.

The law passed by the last session of the Ohio State Legislature regulating the stamping of process or renovated butter went into effect July 1. Section 1 of the new law defines renovated or process butter. Section 2 prohibits the sale or possession with intent to sell of any such butter as defined in section 1 unless it has "the words 'renovated butter' or 'process butter' conspicuously stamped, labeled or marked in one or two lines and in plain Gothic letters, at least three-eighths of an inch square, so that the words can not be easily defaced, upon two sides of each and every tub, firkin, box or package containing said 'renovated' or 'process butter,' or, if such butter is exposed for sale uncovered or not in a case or package, a placard containing said words in the same form as above described in this section shall be attached to the mass in such a manner as to be easily seen and read by the purchaser. When 'renovated' or 'process butter' is sold from such package or otherwise at retail, in print, roll or other form, before being delivered to the purchaser, it shall be wrapped in wrappers plainly stamped on the outside thereof with the words 'renovated butter' or 'process butter' printed or stamped thereon in one or two lines, and in plain Gothic letters at least three-eighths of an inch square, and such wrapper shall contain no other words or printing thereon and said words 'renovated butter' or 'process butter' so stamped or printed on the said wrapper shall not be in any manner concealed, but shall be in plain view of the purchaser at the time of the purchase."

Section 3 provides penalties by fine of \$50 to \$200 for the first offense and larger fines or imprisonment for subsequent breaking of the law.

### NOW AT 100 MONROE.

### O. E. Brown Company Has Moved To Its New Location.

O. E. Brown Company, grain and commission merchant, has removed from the Weston block to the Godfrey building, 100 Monroe street, rooms 304-305.

One of life's funniest spectacles is the man who takes himself too seriously.

### Natural Advantages.

"Did you know they had erected a monument to the Petrified Man?"

"Indeed, did they build it by subscription?"

"No, he was quite turned to stone when he died, and they set him up as his own effigy."

### M. O. BAKER & CO.

Have big outlet for cherries, peaches and small fruits. Write us.

Toledo, Ohio

### Veneer Box Co.

Manufacturers of all kinds of

Shipping Boxes and Egg Cases  
Grand Rapids, Mich.

### Dandelion Vegetable Butter Color

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



Ground Feeds  
None Better

WYKES & CO.  
GRAND RAPIDS

### Dry Sound

Our feeds are made from **Dry Corn**. We give you grain that will draw trade. Let the other fellow worry with cheap, damp, sour goods. Send us your orders for

**Molasses Feed  
Cotton Seed Meal  
Gluten Feed  
Old Process Oil Meal**

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.  
Grand Rapids, Michigan

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.



**+ , - , X , ÷**

### Some Signs

and what they mean to a user of an

### American Account Register

THE PLUS (+) Sign Stands For,

First—More profits.  
Second—More business.  
Third—More friends.

THE MINUS (—) Sign Stands For,

First—Less of work and worry.  
Second—Less of trouble and loss.  
Third—Less of jangle and dispute.

THE MULTIPLICATION (×) Sign Stands For,

First—Many times as much pleasure in business.  
Second—Many times as many hours of leisure.  
Third—Many times the assurance of success.

THE DIVISION (÷) Sign Stands For,

First—Expenses divided by 3.  
Second—Outstanding accounts divided by 4.  
Third—Book work divided by 5.

Then there are the moving advertising signs, found only on the American. They stand for suggestion and increased sales, for progress and profit.

"Get right with the signs."  
Don't take chances any longer.

### The American Case and Register Co.

Alliance, Ohio

J. A. Plank, General Agent  
Cor. Monroe and Ottawa Streets  
Grand Rapids, Mich.

McLeod Bros., No. 159 Jefferson Ave.  
Detroit, Mich.

Cut off at this line

Send more particulars about the American Account Register and System.

Name .....

Town .....

State .....



## THE ROAD TO PRISON.

## Starting Point Often in Some Little Graft.

Written for the Tradesman.

Collins opened a drawer in his desk to get a postage stamp.

The little stamp box was empty, and he set the drawer on top of the desk and looked through it. There was not a stamp in sight. He sat back in his chair and whistled. The day before he had bought a dollar's worth. He knew that he had used only half a dozen.

"I'll have to keep them in the safe," he thought, with a sigh. "I don't object to the clerks using a postage stamp now and then, but this is getting a little too raw. I can not buy a dollar's worth every other day."

He saw a customer standing at the cigar case and went forward to wait on him, as the clerks were all busy.

"Give me a couple of those straight-ten Halsteads," said the customer.

Collins looked through the case and didn't find the brand asked for.

"I've got them, all right," he said. "Bought four boxes of 'em only a week or so ago, and I know they are not all gone."

But they were all gone. Two hundred straight-ten cigars sold in six days! The receipts at the cigar department didn't show any such rush of trade. The customer took another brand of cigar and went his way.

"I guess I'll have to keep the cigars in the safe, too," thought the grocer. "I don't object to treating the clerks to a smoke now and then, but I can't afford to keep fine brands for their exclusive benefit."

As he sat at his desk an hour later he heard a customer complaining because there were no stuffed olives in stock.

"You always keep them," she said, "and so I waited until I got here to buy. Now, I've got to go back three blocks."

"Wait a moment," said Collins, stepping forward. "I've got a box of them in the store room. Have them out in a minute."

"I'm afraid not," said the clerk. "I looked there yesterday, and the case was empty. I should have told you about it."

"But I bought a gross ten days ago," declared the grocer.

"All gone," insisted the clerk. "You know the picnic season is on."

Collins knew that his trade had not called for any such quantity of stuffed olives in ten days. Formerly a gross would last two months.

"I guess I'll have to keep the stuffed olives in the safe, too," he thought, going back to his corner to think over the three recorded instances of graft on the part of the clerks. He was positive that the clerks were responsible for the disappearance of the stamps, the cigars and the stuffed olives. He had no idea how much other stuff had been taken away by his employes during the summer, but he decided to find out.

He did not believe that his clerks

were actually dishonest. He thought that the system of helping themselves to whatever they wanted in the store had grown and grown until it had become something serious.

The next morning he was at his desk the minute the store opened. He did not sit there looking around the large salesroom, but seemed to be very busy over his books. However, he could hear what was going on. About 9 o'clock, during a little lull in trade, two clerks—young men who thought themselves in society—came to the back of the store and stood talking together, not observing that Collins was within hearing distance.

"I've got a misery in my tummy," said one of them.

"Too much hops last night?" asked the other.

"Too much two-step," replied the first speaker. "Danced until 3 this morning. Got up just in time to hike to the store without any breakfast. I could eat a fried cat this minute."

"We don't keep fried cat," laughed the other, "but we've got toasted corn flakes and cream in the back room. I often go there and fill up when I don't get up in time to get breakfast."

"That's me, too," said the two-step clerk. "Imported sardines are pretty good, too, when you have that 'all-gone' feeling. Well, here I go to feed my face. Look out for my end of the store while I'm gone."

Collins arose and looked through a window which stood between the front salesroom and the back room. The two-step clerk dipped a pint of cream out of the can and took a carton of ginger snaps off the shelf. Then he lifted a bowl from under a box and sat down to eat.

"That breakfast," thought Collins, "will cost me about twenty cents, to say nothing of the time wasted by the clerk. I wonder if it would be possible for me to keep my cream and ginger snaps in the safe. Great doings here!"

Collins didn't say a word to the clerk. He went back to his desk and bent over his books again, wondering how long this sort of thing had been going on.

Larceny? Of course it was larceny, but the clerks didn't look at it in that light. Somehow the notion had wormed its way into their heads that perquisites of this sort went with the position. They were not thieves, but they were careless of the property rights of others. This two-step clerk wouldn't have taken twenty cents out of the cash drawer, but he took the goods which would have sold for that sum and thought nothing of it.

Half an hour later, after the young man had emerged from the feeding room, the clerk who had talked with him came back and put on his hat. He was not neglecting trade in leaving the store, for there were few customers in at the time. Still, there was no knowing how soon there would be a rush.

"Where you going?" asked the two-step man.

"Out to get an egg phosphate," was

# Lily White

## Gains 38 Per Cent.

Our state and city sales of Lily White, "the flour the best cooks use," show a gain of 38 per cent. in June this year over June last year.

That's a good showing for so-called "hard times."

No falling off in Lily White sales.

It's a steady increase just as it always has been and just as it should be, because the more people use Lily White the more convinced are they that it is the flour of economy.

Every ounce develops the highest efficiency—not a particle is ever wasted because every ounce in every sack is uniformly high grade.

Always alike—always uniform—always reliable, that is our favorite motto for

# Lily White

"The Flour the Best Cooks Use"

And while we have to pay a little higher wages for experienced men and a little more for the right wheat, still it pays in the long run, because that is the kind of flour experienced cooks want.

We have never spared any expense to keep Lily White up to the highest standard.

The constant increase in sales shows that our efforts are appreciated.

Valley City Milling Company  
Grand Rapids, Mich.



the reply. "I don't feel any too good this morning. Come along?"

"Too much cream," was the reply. "Besides, I haven't got the price."

"That's easy."

The grocer saw the clerk reach into a box of eggs and take out four.

"Two for me and two for the girl at the fountain," said the clerk. "Doesn't cost a cent when you take four eggs with you. Girl is wise!"

"I'll remember that," observed the two-step clerk.

"I'll wager the delivery wagon that you will," mused the grocer, "and I'll remember it, too. How would it answer to keep the eggs in the safe?"

While the clerk was at the fountain next door devouring four eggs at twenty-four cents a dozen, the grocer stepped to the door and stood with his back against the casing, looking out into the street, but listening. Presently this talk came from the cigar case:

"Give me a nickel cigar."

"When did you get into the five-cent row?" asked the clerk. "If you haven't got the price of a good one, have one on the house. Here, take a couple over to the boys. They are straight-tens, all right. I always smoke 'em."

Collins glanced around in time to see the clerk pass out thirty cents' worth of his best cigars and put thirty cents' worth more in his pocket.

This clerk would have starved before he would have taken sixty cents out of the cash drawer, but what he was doing every day was just as reprehensible as the stealing of money would have been.

"I'll have to get a safe big enough to keep the whole store in," thought Collins, "or get a new batch of clerks, or do something. At present I seem to be running a free lunch shop, with a cigar annex."

Most employers would have fired the whole bunch, but Collins didn't. He kept up his investigations, and on Saturday night took two dollars from each pay envelope. When the clerks came to protest he calmly answered that the two dollars represented board and cigars.

"All clerks do the same," he was informed, after submitting an itemized statement to each one. "All clerks eat and smoke on the boss. You can not find a grocery where the clerks pay for the little things they take."

"You'll find one right here," declared Collins, "from now on. I'm not accusing you boys of larceny. If I thought you were thieves I'd have you arrested. You've got this grafting habit from others. You think it doesn't amount to much if you take a cigar, or a pint of cream, or a box of sardines, or a bottle of stuffed olives. It is a small matter to each of you, but it is not so small a thing to me. You've cost me \$5 a week each in grafts for months."

"They all do it," was all the clerks could say.

"I don't believe all clerks carry the graft to the extent you have," replied Collins. "Anyway, the thing stops right here. Perhaps you don't know it, but graft is the starting place on the road to prison. When one learns to take small things be-

longing to others, he is on the road to taking large things. You wouldn't take a dollar out of the drawer now, but you will take a dollar's worth of goods off the shelves and think nothing of it. In time, you will take the dollar itself if you don't quit taking its equivalent."

This is not fiction, so there is no "guide board" needed. Perhaps the clerks at Collins' were worse than the most. Perhaps there are clerks who are as honest in handling stock as they are in handling money. I have no doubt of it. But, all the same, it is well for grocers to know what is going on in their places of business. And it may be just as well for clerks to stop and think occasionally, no matter how honest their intentions are.

The road to prison often begins at Graftville.

Alfred B. Tozer.

#### A Fast Record.

At a political convention held in Illinois the importance of nominating a popular man for a certain close district was thoroughly recognized. A speaker had just renominated a personal friend for the position, and in an elaborate eulogy had presented in glowing terms his manifold merits, especially emphasizing his great services on the field of battle, as well as in the pursuits of peace.

After he had finished a voice was heard in the rear of the room: "What we want is the man that will run best."

In an instant the orator was again on his feet.

"If you think," he yelled, "that this convention can find anybody that can run better than the gentleman I have nominated, I point once more to his well known war record."

#### Pulled Up Short.

Professor Charles Zueblin, of the University of Chicago, was reiterating at a dinner his belief that most American philanthropy failed of its object.

"Many a philanthropist, his heart beating with love of his fellow man, would be pulled up with a round turn," said Professor Zueblin, "if he knew what really became of the last hundred or the last thousand that he gave to charity."

"Yes, he would be taken as completely aback as the young man who said proudly to his girl in the moonlight:

"Tell me, my own, when did you first discover that you loved me?"

"When I found myself getting angry every time any one called you a fool," she replied."

#### A Mutual Wish.

"I wish I were an ostrich," said Hicks, angrily, as he tried to eat one of his wife's biscuits, but could not. "I wish you were," returned Mrs. Hicks. "I'd get a few feathers for my hat."

#### Old-Fashioned.

He—Mrs. Hopper's reception was quite an old-fashioned affair.

She—Indeed?

He—Yes. Why, the refreshments served were actually good to eat.



**A** ALWAYS on the move, because every cook knows its excellence and purity—its absolute goodness.

**Sixty-Six Years of Superiority**

have proved its merit.

Doesn't that argue in its favor? In nearly every home in your neighborhood

**KINGSFORD'S  
OSWEGO CORN STARCH**

is found indispensable in preparing all kinds of delicious desserts—equally invaluable for improving every-day cooking: sauces, gravies, soups, jellies and many other dishes.

Advertising now in progress will further stimulate sales.

Are you in line?

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

**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

will outlast dozens of common baskets.

Write for particulars.

**BALLOU MFG. CO., Belding, Mich.**

**A HOME INVESTMENT**

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

**HAS REAL ADVANTAGES**

For this reason, among others, the stock of

**THE CITIZENS TELEPHONE CO.**

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





### What the Hardware Dealer Is Expected To Know.

The business of a retail hardware dealer comes nearer being a profession than that of any other mercantile pursuit; in all other mercantile lines it takes but a few months to familiarize one's self with the salient points of the business, but in the hardware line this is not a fact. In this line it takes years of hard study to be fairly well posted.

A hardware man has to learn just what is needed to build a shack or a mansion; what is the best roofing to use, the style of locks and hinges; how a flue should be built; the most convenient place for the refrigerator, sink or range; how the 'barn should be built, its size, capacity, etc. The poultry yard comes in for your attention; the lawn claims a part of your time and study. You must know as to house furnishings.

Even the young ladies will want to know just the size brass ring they should use for such and such fancy work; the boys want to know all about the bicycle, the size they should have; the sporting inclined man wants to know all about the different makes of guns, rifles, cartridges, shells, fish hooks, trolls, lines (and sometimes the best brand of fish bait).

You have to know the particular style of plow, harrow or cultivator that will work best in such soil and the crop; how many rods of fence it will take to fence off the cow lot, farm or pasture; how many staples, nails and posts. Stoves and ranges—you have to almost know the name of the miner who mined the iron.

Pocket knives, razors and shears you have to study hard and long; regarding granite-ware you must know the number of coats and its acid-resisting quality, etc.; iron pipe and steam-fitting goods of a necessity have to be studied much. Pumps you will never know much about, no matter how hard you try. Tools and implements of architecture demand years of study. You must, in fact, be a know-all; for when any article is wanted and it is not known who keeps it or, in fact, what it is, straight-a-way the party goes to the hardware store; so you see that it is more of a profession than any other line.

Now, since we are saddled with all of these studies, let us be generous and take on other studies that are being sadly neglected all over our country—that is, the improvement of our country—cities, towns, farms, homes, public buildings, roads, waterways and forests. In the rush for dollars in this country these

things have been greatly overlooked; the success of the country depends upon our keeping these up to the standard. There are too many young folks leaving the farm for the city life. The foundation of our State rests upon the farm; we must have farmers, farmers' wives, daughters and sons, and means must be devised to keep some of them on the farms. We must commence a system of education on this line.

To keep the young folks on the farm the farm and home must be made attractive; some attention must be paid to the wants and desires of the children to make their life on the farm pleasant. Why should not the children in the country have such things as lawn swings, tennis sets, croquet sets, hammocks, lawn furniture, like they see their friends in the cities having? Why should not their lawns be cut nice and smooth with a lawn mower, the fences and outhouses neatly whitewashed? We must call the attention of the farmer to these things. Show him how much it will add to the pleasure of his household and himself, and how much it will add to the attractiveness and value of his farm.

We must advocate good roads, streets, clean premises, attractive homes, public conveniences, up-to-date schools and school houses, court houses, parks, etc., and that they be kept so as to be attractive. We want good, live, up-to-date farmers, mechanics, laborers, merchants, lawyers and doctors to come and live in our country and towns and cities, and nothing will do more to make a man who is looking for a new location decide to cast his lot with you than to show him that you have a live, up-to-date community. The undesirable citizen seldom makes a move to find a better location. It is hard to get him out of the community where he exists. It is the man who wants to better his condition, who wants to live in a progressive locality, that seeks the new location. He is the man we want; to get him we must be abreast of the times.

In advocating these things we are building up a demand for articles that should be furnished by the hardware man; thus you are a benefit to your customers and at the same time are benefiting yourselves.

John A. Plummer.

### No Use.

Mr. Freshy—Why don't you save up your money for a rain day?

Rastus—Every time it rains I get de rheumatism bad, and den I wouldn't be able to go out an' spend it.

## Foster, Stevens & Co.

### Wholesale Hardware

### Fire Arms and Ammunition

33-35-37-39-41 Louis St.

10 and 12 Monroe St.

Grand Rapids, Michigan



## \$500 BRUSH

Designed by Alanson P. Brush, designer of the Single Cylinder Cadillac

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.

## MANLEY L. HART

47-49 N. Division St.

GRAND RAPIDS, MICH.

## Fly Nets and Lap Dusters

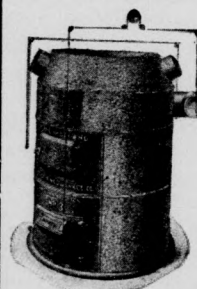
Our Line is  
Very Complete

Send for  
Illustrated Price List

Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY



A Dividend  
Payer

## The Holland Furnace

Cuts Your Fuel  
Bill in Half

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.

Holland Furnace Co.

Holland, Mich.

## Mica Axle Grease

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

## Hand Separator Oil

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

STANDARD OIL CO.

GRAND RAPIDS, MICH.



Lightning and Blizzard

## Freezers

and

## Hardware

CLARK-RUTKA-WEAVER CO.

32 to 48 South Ionia St.



Grand Rapids, Mich.



# BANKER BUNKER.

## He Does Not Believe in Time Servers.

Written for the Tradesman.

It was one of those serene, silent days in June when each rare little gust of wind seemed to apologize for disturbing the symmetry of the heat haze as it moved shimmering upward that John Bunker, the banker, leaned back in his chair and, looking across his little private office and through the glass partition into the general banking office, observed that the teller, the cashier, the accountants, the discount clerk and the telephone girl and stenographer all wore an air of sleepiness.

Business was quiet. It was a dull day and no mistake, a fact largely attributable to the temperature, and the banker, picking up a palm leaf fan and beginning to refresh himself, remarked, "I don't blame 'em. I'd be hanged if I would exert myself on such a day."

Just then Walter Atwell, a young manufacturer, entered the private office and saluted Mr. Bunker with, "Yes, it's hot enough for me, and I don't refer especially to the weather when I make the confession." Atwell had his coat over his arm and his hat in his hand, while the moist condition of his face confirmed the expression of impatience and anxiety that snapped from his eyes.

"What's the matter, Walter?" asked Mr. Bunker, as he wheeled a chair around and motioned his visitor to a seat.

"No, I don't want to sit down," said Atwell sharply. "What I want to know is whether your bank has an idea that it owns me or my business? Of course, I know that you have accommodated me now and then, that you have notes not yet due which I will pay at maturity, but you do not own me, body and breeches."

"Sit down, Walter, sit down," urged the banker, and as his visitor tossed his hat and coat on a nearby table and wiped the perspiration from his forehead, he said, "This bank does not own you, never claimed to own you and does not want to own you. Now sit down."

Atwell did as requested and proceeded, with no little show of excitement, to tell how one of the directors of the bank, happening to pass the Atwell office, dropped in for a visit and as it chanced found Atwell seated and engaged in fanning himself, while his stenographer and book-keeper sat upon a high stool back of the desk eating ice cream cones.

"Having a good time?" put in the banker.

"Yes, and there was no reason on earth to prevent," responded Atwell, who continued: "And yet that director had the nerve to tell me that I was making a mistake; that I ought to put up a bluff if I wasn't busy. 'Make a show of being busy during business hours, whether you are actually busy or not,' he said. And when I took an opposing position, saying that I had no use whatever for eye service or anyone who advocated it, he got hot and remark-

ed that he was afraid my credit would get hurt if he should tell what he knows at a meeting of the directors."

"And what did you say?" asked Mr. Bunker.

"Me! What did I say? I told him to get out of my office."

"You said that?"

"You bet I did, and he got out."

"Say," said the banker, "you did just exactly right and—" here Mr. Bunker reached for his hat and, taking Atwell by the arm, invited him to go with him for a short drive in his car. Together the two men passed out and during the next half hour as they were bowled about the city they exchanged views that were mutual upon various common phases of pretense and deception.

From being filled with a determination to take his business to another banking institution young Atwell found himself in perfect harmony with Banker Bunker, and the banker, on the other hand, went so far as to say as a sort of final word before parting company with his friend: "Whenever you see a time-server, a man who watches the clock or whom ever is in authority where he is employed, look out for other crooked characteristics; whenever you see a lawyer or a banker or a doctor putting up any kind of a bluff of doing business he does not do watch him and he will give himself away sooner or later. He'll be kiting checks or worse as sure as you keep your eye on him." C. S. Hathaway.

## Business Materially Increased at Bay City Factories.

Bay City, July 14—The National Bicycle works has increased its working force to full capacity, putting on over 100 men during the last week or two, and has work enough ahead so that its officers say they no longer fear a relapse of business depression for a long time to come. The company at no time shut down, although at one time the working force was run low.

The Industrial works, manufacturing railroad wrecking cranes, is adding to its working force, beginning about two weeks ago. General Manager Perry says new work is coming in in small quantities, while enquiries have come with a rush the last few days, indicating a resumption of activity on the railroads, with which the company does most of its business.

## Gratitude.

Thief (acquitted of stealing a watch, to his advocate)—I thank you, sir, from the bottom of my heart. I have no money to pay you; but here is the watch; take it; it is the best I can do for you and I may have another job for you soon.

## A Redeeming Feature.

"It is a pity that there are so many people who tell falsehoods." "Yes," answered Miss Cayenne, "but think how much worse it would be if we had to accept all the gossip we hear as positively true."

People who struggle to keep up appearances usually give their case away.

## Who Does Not Know W. A. RALSTON & CO.

Merchandise Sales Specialists and High Class Auctioneers?

To know US means MONEY to you. Ready Cash is what we guarantee when we apply our Special Sales plan to a stock of merchandise, NO MATTER WHAT THE CONDITION OR WHERE LOCATED.

If you wish to raise MONEY by reducing or closing out your stock at a profit, just write us about our never-failing Sales plan.

It is a hummer. Write today and learn more about us, and the greatest modern Sales System of the hour. Do it now. Don't delay. We can help you.

W. A. RALSTON & CO.  
Suite 407-409 Exchange Place Bldg.  
Rochester, N. Y.

Established in 1873

Best Equipped  
Firm in the State

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

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

## Lightning Rods

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

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

## Quality Always Wins

This is the reason our

## Harness Trade

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

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



For hot water or steam have no equal. Come and see or write us—let's talk it over.

## RAPID HEATER CO.

Cor. Louis and Campau Sts. Grand Rapids, Mich



## THE NEW IOWA.

Low Supply Can. Enclosed Gear.

Skims Thick or Thin Cream.

Hot or Cold Milk.

Most Practical. Turns Easiest,

Skims Closest. Easiest to

Clean.

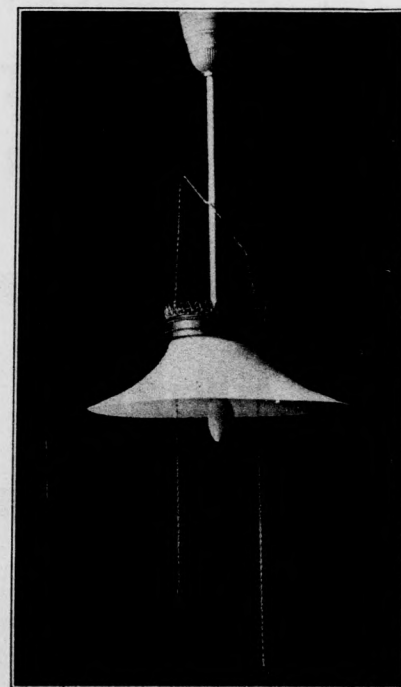
Awarded the Only Gold Medal

at the Jamestown

Exposition.

Write for 1908 catalog, which explains fully this wonderful machine.

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



We Light Your

## Store Hall or Church

The Ideal Junior is guaranteed to be absolutely safe, 500 candle power at 1/4c per hour cost. Write for catalog and prices.

Ideal Light & Fuel Co.

Reed City, Mich.



## MORAL PHILOSOPHY.

## It Makes No Difference What System One Believes.

You have often heard it said that it does not matter materially what system of moral philosophy a man believes, so that he believes it honestly and acts up to his belief. This statement is usually made very fervidly and dogmatically, and doubtless many a man believes the statement to be true. Lots of people who are perfectly willing to try experiments with anybody's old ethical dope on their souls would hesitate long before swallowing anybody's patent medicine for their bodies. Suppose I honestly thought that Chicago lay due north of Minneapolis, and acted up to my belief in trying to get there, I would be a long time in arriving, now wouldn't I? We had a man in our town who believed that it would not hurt him to swallow nails, pen-knives, broken bits of crockery and such, and he acted up to his belief on a stage at a dime museum. One day his stomach acted up, and the doctor's scalpel ran on to a lot of junk hardware lodged in a place where it ought not to be. After he got out of the hospital he went back to practicing his belief, and shortly thereafter the coroner sat on him. The human body won't stand for the "honest belief" doctrine. A man can swallow a lot of metaphysical junk without going to the hospital, and because of the fact that he still lives and his mind continues to draw conclusions from premises he thinks he is not hurt. But just the same, undigestible mental food creates mental indigestion. "As a man thinketh in his heart, so is he." A man may have a moral philosophy lying around the house somewhere done up in a napkin, and take it out to look at it on Sundays, say, or show it to his wife's relatives who come a visiting from the country, without its making any perceptible difference with his mental and moral processes and products. One of my neighbors has a system of religious philosophy that works like a jack-in-a-box. Maybe once a year he will spring it on a man and half scare him out of his wits. Then he screws down the lid and no one would guess that he had ever entertained a thought that was not reducible to terms of bread and butter and pie. So far as its affecting his life goes he might as well have a mummified cat in the attic. I know men who claim to hold what has been proven to be the greatest and best system of moral philosophy in the world and it doesn't seem to bother them at all in a horse trade or in a bucket shop. A man can hold a Bible in one hand and put a scoopful of salicylic acid into a can of bad milk and sell his mixture for baby food. The results of holding a belief depend on where and how you hold it. As a man thinketh in his heart—that is, in where he lives—so is he.

\* \* \*

The proof of the quality of a system of conduct is found in the results as shown in the life of a man

who really believes it and acts up to it. That is the way we judge a cider mill or a lawn mower—by what it does when it is in motion. A neighbor once unfolded to me a new religious system that he was introducing. It consisted of a mystified muddle of all the long and resonant words to be found in the Century dictionary. He hadn't yet quite got the grip on the lingo, but he assured me that the professor from Chicago from whom he obtained it could rattle it off fine. I couldn't see anything to it that would keep a man from stealing chickens if he felt so inclined. And it didn't seem to have any more ethical effect on my neighbor than though he had learned to recite the Charge of the Light Brigade. But he was very enthusiastic and apparently very honest in his belief. There was once an old woman living in a town near our home who by turning down the lamp at night and saying some rigmarole could call a ghost out of a dish cupboard, make the washstand dance stiff legged around the room and talk with your grandmother in the spirit land. She kept herself and her family half scared to death all the time, and you would as soon have thought of visiting at her house as you would of eating your lunch in the receiving vault of the Brookside cemetery. It looked to us as though her system of ethics had spoiled her family for good citizenship. Being in earnest about her belief she showed what the belief could do for people.

\* \* \*

If a man is going to cut any kind of a swath in the field of life he must have a belief in his heart and live up to it. If the man who sold me that last set of subscription books had not believed in his goods any

harder than some Christians I know of believe in their Christianity, I wouldn't have his books and he wouldn't have my money. Heart belief is behind every effort that wins. Any other kind of living is just musing up things.

\* \* \*

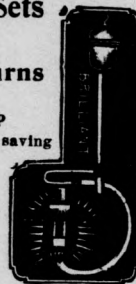
"Thou shalt love thy neighbor as thyself" seems a burdensome law when thy neighbor is inclined to hog up all the debatable ground that lies between thy possessions and his; when in times of stress he leans hard upon you and in times of ease he tramps on you. It is especially hard when he does all this, believing himself to be a whale of a good fellow all the time, not recognizing your patience and generosity for anything but stupidity. Suppose you have a neighbor like this. What in the world would you do about it? Show him he is a hog? Tell him so? Rub it in and sock it to him proper? Shove him over on his side of the line and tell him to stay there or go farther? In this programme there are no promise of present profit and no prospect of peace in the end. But it is hard to excuse meanness in any man, especially when we are feeling mean ourselves.

\* \* \*

Yet there is another side to this

## The Sun Never Sets where the Brilliant Lamp Burns

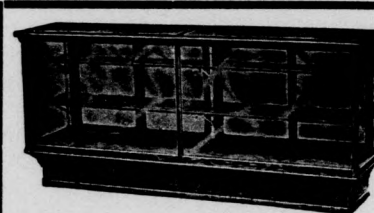
And No Other Light  
HALF SO GOOD OR CHEAP  
It's economy to use them—a saving of 50 to 75 per cent. over any other artificial light, which is demonstrated by the many thousands in use for the last nine years all over the world. Write for M. T. catalog, it tells all about them and our systems.



BRILLIANT GAS LAMP CO.

24 State Street

Chicago, Ill.



## The Case With a Conscience

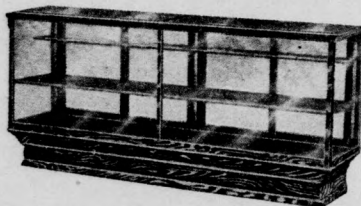
although better made than most, and the equal of any, is not the highest priced. We claim our prices are right. You can easily judge for yourself by comparison. We are willing to wait for your business until you realize we can do the best by you.

GRAND RAPIDS FIXTURES CO.

Grand Rapids, Mich.

Jefferson and Cottage Grove Avenues

## IMPROVED SHOW CASES MEAN INCREASED BUSINESS



Every style of case we make is patterned along that "Business Builder" idea, and that's one reason why ours are better cases for you. Besides, we save you in price by selling direct. Our catalog shows their many prominent points of merit. If they are not as represented we pay freight both ways. Send for prices.

Geo. S. Smith Store Fixture Co.  
Grand Rapids, Mich.

**PROGRESSIVE DEALERS** foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

# HAND SAPOLIO

**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.



neighbor question. Suppose we got all that was due us from other people and from the Almighty; where would sinners be at this very afternoon? Looking at the bounteous good will of Heaven, a man ought to forget that he has any mean neighbors. When I got up last Monday morning at five in the early dawn I took a turn up and down my lawn just to inhale the abundance of spring—the tulips in glossy green peeping up in rows adown the border; the daffodils in lighter green; here and there clumps of perennials that had wintered well and started early; the elm trees up the street all fuzzy with flowers; the willow tree heads in a pea-green haze, and through it all and among it all the song and twitter of birds. I said to myself, "The old Psalmist must have been walking in his garden about five one spring morning when he sang: 'Many, oh Lord my God, are thy wonderful works which thou hast done, and thy thoughts which are to usward. They can not be reckoned up in order unto thee. If I would declare and speak of them they are more than can be numbered.'" I would like to know of a man mean enough to speak ill of his neighbor at five o'clock a. m. in such a summer as we are having in this year of our Lord, 1908.

\* \* \*

Planting some shrubbery in the front yard about sunrise, I perceived that I had an appreciative spectator and a good companion in the person of a certain Mr. Robin who seemed to have inherited an inalienable right to my premises. He spoke me a fair good morrow and stood at attention until I returned his salute. Then he continued the conversation in words that seemed to mean: "Would you kindly step back a few paces, sir? And be quick about it!" As I stepped back he came forward, and boldly plunging his bill into the earth where I had just plunged my spade, he brought therefrom the proverbial reward of the early bird. He stayed with me until he had breakfasted well, when he went his way on some important errand. At this very moment a Mrs. Robin, who, I think, writes her name with his initials, is flying in and out of the grapevine tangle on the back porch. Here she is bringing straws and strings and bits of fabric among which is a nice strip of antiseptic gauze, all of which she is cementing together with mud she collects where the hose has leaked in the driveway. She models the growing nest with her red breast, and builds with wonderful speed. Mr. Robin does but little of this work. Last year as they built in the vine on the barn he brought her a clumsy, unworkable straw, for which she did roast him roundly and sent him away henpecked. But they are good neighbors of ours despite their family spats. We could reach their nest from the back steps, but they know we won't do it.

\* \* \*

Yesterday morning Neighbor S. asked our family to join him in a little run into the suburban landscape. This we did to our great

pleasure and to the solid cementing of friendships. Our trip took us past three or four country schoolhouses about the hour of nine. It was a pleasure to note the attitude of my host toward the pedestrian world. His big machine slowed up and stopped as we overtook a lady with books under her arm. "Have a ride, girlie?" It was the teacher at the schoolhouse a half mile farther on. She accepted the invitation. "George!" he exclaimed in an aside to me, "it makes me feel like an old man to see how that little chicken grows. She's 18. It doesn't seem more than a year or two since I held her in my arms, and she a baby." Ten miles on we overtook a bevy of little tots in short dresses trudging to school with their dinner pails. The machine slowed up. "Want a ride?" The children looked scared but pleased. "Plenty of room! Climb right in. Get up on their laps. We can take twenty like you." In they scrambled. Bizz! and the vehicle flew on, the children giggling under their breath, too excited and pleased to talk. These were landed at the schoolhouse yard. A mile farther on we stopped to invite a little brother and sister with dinner pail and book. They were too shy to accept, and on we sped. "That's the way we educate the farmers," said my host. "It beats all legislation, and litigation and damnation. If a few of the smart alecks with machines would only get into line with the rest of us we'd have all the farmers coming our way and glad to do it. It's fun, anyway." This also was to me a lesson in neighborliness. I am planning to live to see the day when neighbors will draw their planting plans co-operatively; when birds will build nests in every dooryard; when every automobile roaring up and down the pike will stop to pick up foot passengers just for the fun of it. In those days the human hog will be a freak so rare that we may charge an admission fee to see him.

\* \* \*

We had with us yesterday evening an elderly gentleman, now convalescent from a spring-long attack of pneumonia, and preparing to go away on a long visit. He had never been seriously sick, but this was a close call and slow recovery. A man cooped up away from the world for four months and looking out at it from a sick room window may get a discolored and distorted picture. We expect to rectify his vision when he gets out into our clear daylight. Certainly we do not expect to have our vision rectified by his. But this man said something that set us thinking: "I have been thoroughly convinced since I have been confined to my house," he said, "that unselfishness, and sympathy and brotherly-kindness are increasing in the world. And they are not rare. They are abundant. I know this! Look at the way the world treated me! As soon as I was strong enough to listen to anything from outside the room, I found my table piled full of messages of sympathy and little tokens of kind remembrance. Fresh flowers were sent and when I was able to take

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In Connection With Graham & Morton Line

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Puritan and Holland

Holland Interurban Steamboat Car Leaves Market St. Depot

FARE \$2 Nightly 8 P. M.

Freight Boat Every Night

CHILD, HULSWIT & CO.

INCORPORATED.

BANKERS

GAS SECURITIES

DEALERS IN

STOCKS AND BONDS

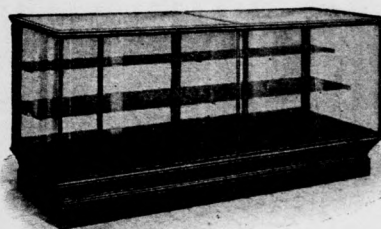
SPECIAL DEPARTMENT DEALING IN BANK AND INDUSTRIAL STOCKS AND BONDS OF WESTERN MICHIGAN.

ORDERS EXECUTED FOR LISTED SECURITIES.

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BELL 424

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food, dainty dishes, hot and cold, came in from here and there with cheerful messages—and these from many people who I had no reason to think had any particular interest in me. And would you believe it? The manager of the corporation for which I work came every month for the four months, bringing my pay on pay day, regularly, and with all the courtesy that he would have shown if he had been bringing the President his salary!"

Now this attention was not paid to this man because of his wealth and political influence. He is an office man on a salary considerably less than \$1,000 a year. He rents the house in which he lives. He has no bank surplus and he supports a family of three. This looks like an exceptional case. But it is not. Here is the explanation: For many years this man has been doing this kind of cheer-up work himself. It seemed to come natural to him. And so when he fell sick he just as naturally drew his dividends from his investment in the stocks of The Brotherly-Kindness Corporation, Unlimited. So this story you may say is only a report of a payment for value received and therefore is not out of the ordinary.

But this is not all this man told us. "One night," said he, "when I was not able to sleep, the nurse told me this story: She had recently been nursing in the City Hospital. A young Jew, sentenced to the workhouse for some crime, had fallen sick and was sent to the hospital. It proved to be a most aggravated and miserable case of appendicitis. They thought him as good as dead for three or four days, but finally he rallied. As he was recovering, a little woman came in and brought him some dainties. She went to the court and got him freed from the remainder of his workhouse sentence. When he was able to leave the hospital she took him to her home and nursed him back to health. And finally she raised a fund to send him back to his mother in New York. Not long ago the young man came back, called at the hospital and thanked them for their kindness, looked up the nurse and thanked her, and went to the home of this good Samaritan woman and repaid her the money she had advanced him. To-day this Jew is an upright, substantial, profitable citizen of Minneapolis. Who did it? A poor little woman who makes it her special religious work to visit the jails and help the men as they come out on discharge. Why did she do it? Explain it on any utilitarian premises if you can.

\* \* \*

And explain this: Yesterday noon our Committee had under consideration the raising of \$2,400. Of this amount \$400 is to be paid to a Sioux Indian who runs a line of reading rooms and gospel shacks up in North Dakota—log huts he has persuaded the Indians to build, in which he provides a little good reading matter and in which he teaches the Bible on Sundays. The \$2,000 is for the support of a Young Men's Christian Association in Buenos Aires, Argen-

tina. These funds are picked up by littles each year among the young men and others in this city. This has been going on for about seven years. Tell me what earthly reason a young man has for paying out his good hard and hard-earned cash to a Sioux buck up in North Dakota, or to a Latin-American Sunday school proposition ten thousand miles down on the other end of the earth? What interest have you in the Sioux Indian? Bought a colored post card with his picture on once? What interest in the Argentine? Consulted the Argentine wheat reports before investing in May wheat? Possibly you and I have been out in the dazzle of the world until our vision is fuzzy. Maybe a kind Providence will some day lay us by the heels in an upper room and pull down the shades in order to rectify our vision. When we have learned to look at the truth clear eyed, we shall come to know that the only good on earth and the only real life is this faith and practice of unselfishness, brotherly kindness, sympathy. He who eats up his little neighbor and shoulders the poor off the pike; he who grabs and holds of this world enough to gild his shell from heel to crest—he shall pass away as doth a shadow. But the little woman at the jail door shall stay. For now abideth faith, hope, love; and the greatest of these is love.

\* \* \*

"And as soon as her grandmother and his father's uncle are dead," said a young woman to me this morning, "and that won't be but a few years from now, they come into an inheritance of five million dollars!" She was visibly agitated with the splendor of the story. "That's a calamity," I said. "What's a calamity?" "The five million." "Yes, to the people who don't get it!" she said promptly, and with evident conviction. "No," said I, "it's a calamity to the man it falls on. It's bound to flatten him more or less." But she shut her teeth and shook her head. Poor little woman! Why is it so many people in these billion-dollar days, when million dollar things are so cheap and nasty, are still worshipping million-dollar things? Here is a young woman whose young husband has a fine earning power, enough for their own use, some to lay up and some to give away—a good, comfortable, independent living—and she growing wild-eyed about five million dollars! Why should one want anything more than a comfortable living to live in? Do we want to be over-comfortable? Do we wish to be loaded with prosperity? Do we envy the fat woman at the dime museum? Do we wish we were the man all squashed flat, joyless, selfish and fever-fanged with a load of five million dollars? Who wants to be uncomfortable when it is cheaper to be comfortable?

This little woman will smile and say: "I'll risk it. I know people who carry off millions as gracefully as you and I carry off thousands." Maybe so. But it is a dangerous proposition, just the same. You and I don't appreciate how much of the



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These Be Our Leaders

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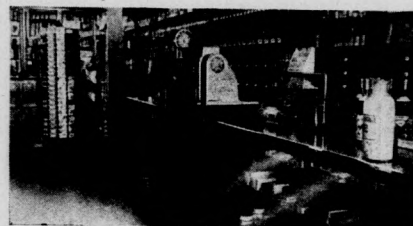


Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

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pleasure of life, the keen relish, the finer soul enjoyment will be squeezed out when the five million falls on us. One-half the zest of living comes from the fight to maintain a normal life. Suppose you don't have to fight. It looks good; but is it good? A thousand men can successfully fight the wolf from the kitchen door where one can fight an easy chair in the parlor. Do you know any easy-chair men? I do, a hundred of them. Out of the bunch only one or two can smile without cranking up for the effort. And as for a woman smothered in an easy chair, Heaven protect us! I wouldn't give an average dairy maid for a whole cargo of them. I can not think of anything more utterly rubbish except the woman who has worshipped the easy chair she never got and fretted herself sick about it. I suppose all the Lord ever lets these two classes live for is to bridge over one generation, in hopes of something better in the next; as he permits the Bad Lands of South Dakota—to hold two better sections of the world together.—Sharpshooter in the Commercial West.

#### Things To Forget and Things To Remember.

The things we ought to forget are the things we should remember, as a thousand to one. Think what a great waste basket your head would be if you remembered everything that had happened to you or that you had said or the rest of the world had said to you! I know a man with a phenomenal memory—so phenomenal that he can duplicate a two hours' conversation carried on at Elijah Wyman's general store at Pocasset Corners, Me., forty-three years ago the seventeenth day of last February. Worse than that, he remembers the family history, in its divers ramifications, of the seven men who did the conversing. And, worst of all, he insists on telling the whole thing to me just as I am rushing in copy for the last form at 5 p. m. of publication day.

When I have shaken off my good friend of the good memory, and have time to stop to breathe and pray, I say: "Lord, I thank Thee that I can't remember some things that are past."

There are two good things to forget, namely: The great things you have done and the mean things others have done to you. The man who often sits down to run up the list of smart things he has said or the good deeds he has done or the great bargains he has driven will tire the rest of the world and lose time he might well employ adding to the sum of his greatness.

The man who remembers his misfortunes, to keep an accurate account of them, comes to be one of the most disagreeable snags on the earth's surface. Better a man who praises himself than one who pities himself. Neither one is worth counting in the census.

Suppose Abraham Lincoln had squatted around on a soapbox in the Springfield grocery and whined about going barefoot winters, when a boy; about the short meals of corn bread

and bacon, the leaky log cabin and the general poverty of his youth, do you suppose the Lord Almighty and the American people would have called on him to save the country? Not much! People who save countries are not absorbed in saving their own bacon, nor in whining over their spoiled bacon. They are so busy saving other folks that they forget all the forgetworthy things that are past. They throw them off as the life-saving crew throw off their overcoats, and "press forward."

I knew a woman once, a farmer's wife, who had about as good reason for pitying herself as had any woman with nine children, on a four-hundred acre farm ten miles from town. But I know from personal observation that when any neighbor or her baby was sick in the middle of the night, or at any other hour, there was a shout to Reuben to hitch up and drive for Aunt Sarah—this farmer's wife. Why should a whole neighborhood's thoughts fly to Aunt Sarah in an emergency? Because she was wont to harp on her hardships and pity herself?

No, indeed! If she hadn't pitied other people more than herself, she wouldn't have died for other people eight years ago. She would have lived to a green old age like the people who spare themselves for the love and pity of themselves.

If somebody in this world hadn't forgotten things, even unto themselves, you and I wouldn't have such a soft, easy snap of life as we are now having.—Deacon in Furniture Journal.

#### Never Graduate.

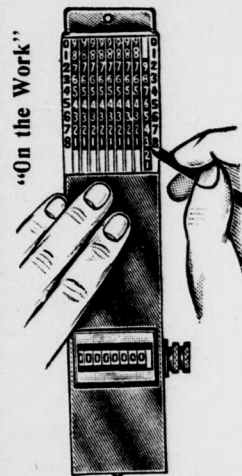
"Experience," said the wise person, "is the best teacher."

"Yes," answered Mrs. Torkins sadly; "but when it comes to horse races, some people go on taking post-graduate courses all their lives."

#### A Good Story.

"Was the picture you just sold a genuine work of art?"

"No," answered the dealer, "but the story I told about it was."



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DETROIT



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# A Household Word

If you were to say to any woman who came into your store, "What is Ariosa?" She would answer instantly, "Why, that's Arbuckles' Coffee." Why? There is only ONE answer. It is the best package coffee ever sold at the price, and it is the most extensively advertised. Ariosa is a product you don't have to sell, you simply put it in stock and take orders for it.

Arbuckle Brothers   New York



## THE NEW BOOK CLERK.

## Gertrude Describes the Beauties of Recent Fiction.

Written for the Tradesman.

Another clerk was needed in the book store. Lottie was away on vacation and some of the other clerks were troubled with "that tired feeling," which kept them out of the store for numerous days and half days.

"If I could get a bright young girl," said the book man to his chum, the grocer, "it might help trade at the fiction counter."

"You can get girls by the carload," replied the grocer. "I advertised for a cashier last week and they came in droves."

"Competent girls?" asked the book man.

"Every last one was an expert—leave it to them."

"Any girl can handle cash," commented the book man. "It is different in the book business. I must have a clerk who knows something about books."

"You go up to the public library," advised the grocer, "and note the girls lugging away tons of fiction, and you'll conclude that all girls know something about books. If you wanted a girl who could cook a square meal it would be different."

"You're a grouch," observed the book man. "I don't blame girls for not wanting to cook all their lives. The modern young man wants a wife to run the front end of the house and not the kitchen. He can get a new cook if things go wrong at the range, but he can not get a new wife without going through the divorce courts and paying alimony. I think I'll advertise for a bright young girl who knows something of literature."

"You'll find one, all right," said the grocer.

So the advertisement appeared in the morning newspaper, and by 10 o'clock the book man's store looked like a millinery sale. He chose a pretty young girl with blue ribbons tied into the braids over her ears and at the back of her neck. She wore a fetching white gown and white shoes, and had a nice complexion and spirited blue eyes. Her name, she said, was Gertrude, and she seemed to be a little bit afraid of the book man. When he talked to her she hung her head becomingly and answered in sentences of two words.

"You know something about fiction?" he asked.

"Yes, sir."

"Have read all the best sellers and some of the others?"

"Yes, sir."

"Well," said the merchant, "we have some very nice customers here, and you must be careful of your personal appearance and be sure that you know what is in stock, so you can instantly put your hand on any volume asked for. Can you size a book up quick so you can tell what's in it?"

"Yes, sir."

"You are a rather pretty girl," continued the book man, foolishly, "and

ought to make a hit at this counter."

From that instant Gertrude was no longer afraid of the merchant. You tell a girl—especially a young girl in white, with blue ribbons tied into her braids over her ears and at the back of her neck—that you consider her pretty, and you've done something. From that moment she will lord it over you. This is a bit of wisdom pitched in gratis, and does not add to the price of the story.

When the book man deposited Gertrude behind the fiction counter and went about his business, she looked in the mirror panel in the wall and sighed. Gertrude had been reared in the tenement district, where three rooms, one outside and two opening on a court, rent for \$5.50 a month, and her playground had been the street. By strong endeavor she had reached the eighth grade at the ward school.

Probably on the theory that the blackest soil grows the whitest lilies, Gertrude had grown into a beauty, noted all through the precinct for her peachy complexion and the ease with which she assimilated the peculiar forms of the English language which thrive there. She knew the batting average by heart, and could distinguish one ball player from another when their pictures appeared in the sporting papers, which, in the language of the tenement district, is going some for a girl.

When the book man walked away one of Gertrude's chums advanced slyly to the fiction counter. The chum was also clad in white, but the bunches of ribbon displayed over the ears and at the back of the neck were a cherry red.

"Gee!" cried the chum, whose name was Estella, "you must 'a' caught on."

"Sure," said Gertrude, "an' I catch six bones a week. I guess that's pretty poor for a starter."

"You look just swell behind there," ventured Estella.

"Oh, I ain't the worst," replied Gertrude. "The old man said I was a nice looker, and if he's got a son with a roll of wealth big enough for an auto I'll marry into the family and be his fair-haired little cheild. Why not?"

"Gee!" said Estella. "I wish I had a chanst like that."

"There's His Nobs rubberin' this way," said Gertrude. "Get busy with some of them books, and he'll think I'm doing business. Do you know what the big sellers is?"

"No," said Estella, "I don't. What is they?"

"He asked me if I could dope 'em out," said Gertrude, "and I said sure I could. I could, too, if I knowed what they was."

"There must be some big cellers under these blocks," suggested Estella.

"Perhaps he meant some of the Emporiums down on Monroe," mused Gertrude. "Anyway, I'm going to keep me mitt in the air to catch it if it comes my way."

"You must be awfully educated to

get a job like this," said Estella, looking enviously at the new clerk.

"Uh-hu," said Gertrude. "I've got to know all about friction."

"What'll Jimmie say?"

"They shake Jimmies off the lemon trees down my way," said Gertrude.

Now it chanced that Estella wanted Jimmie for her very own, and the words of her chum pleased her much, for she could stop at the plumber shop on the way home and tell Jimmie what Gertrude had said, with as many things as she could think of while on the way added.

Having this incentive for haste, she was soon out of the store and on her way to destroy the peace of mind of the plumber's apprentice, giving place at the fiction counter to a cold and distant lady who adored the Higher Criticism on Soul Value, to paring a lecture on Soul Value, to be delivered before such members of her charity class as could be coaxed together on a summer day.

"I would like," said the cold and distant lady, "to examine a set of Spencer."

Gertrude sparred for time. She didn't know Spencer—not Herbert. If she had she could have explained that he wasn't in her row and the critical lady would have gone away. But there was a Spencer on one of the league teams, Gertrude didn't remember which one. Perhaps the lady wanted to know about him.

"What's his front name?" she asked. "There's so many Spencers in the leagues."

The cold and distant lady put up her eyeglasses and surveyed Gertrude with a frost in her eyes which well nigh broke the lenses.

"Herbert," she said, icily.

Gertrude ran her hands along the backs of volumes by Mrs. E. Burke Collins, Emma Howard Wight, Mary J. Holmes and others.

"We're just out of Spencer," she said, finally. "He's been making good lately."

The author of the coming lecture on Soul Value picked up her skirts and strode out of the store. Gertrude turned to the mirror and smiled at herself.

Then a June bride stopped at the counter and asked for "Love in the Twilight; or, How Gwendolyn Made the Mistake of Her Life."

"Sure we've got it," said Gertrude. "Say, if I could swing my word-sounder like that girl does in the third chapter I'd marry a dook if me meal ticket got away."

"Indeed!" said the June bride.

"Yes, indeedy," said Gertrude.

The June bride walked out.

"Have you Sullivan's operas?" asked a long-haired man, smiling at the pretty girl.

"Down to the next counter," said Gertrude. "If I had to handle the works of that mutt I'd get on a trolley and ride away. That old four flusher! Say, if Corbett—"

"Not the fighter, the musician," explained the customer.

If the clerk had been a boy, or the girl had been ugly, he would—

But he remained and explained to the girl what he wanted, and finally

went off to the right counter. The manager came down the aisle and stopped to look at the girl.

"How are you making it?" he asked.

"Fine," said the girl. "I've followed the play as far as I've got. What's Boston going to do with Detroit today? I've got a quarter bet she leaves 'em dead on the track."

The manager did not reply. He looked at Gertrude pityingly and went and found the book man. When Gertrude received a week's salary, two hours after her engagement, and went her way, the grocer appeared at the book man's elbow.

"How's the new clerk?" he asked. "How does it seem to hire girls by the size of their ribbons and the peaches and cream in their faces? Say, old man, you're up against the old proposition. Let your wife come here and hire the next clerk."

"The next clerk," said the book man, "will pass an examination before Ambrose Bierce and William Wallace Cook. Gertrude's a peach, all right, and she's wise to the ways of the world, but she knows about as much of books as she does of the fourth dimension."

Alfred B. Tozer.

It will take more than talk and tears to tear down sin's battlements.

## THE HERKIMER—"European"

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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.

The  
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Where are you stopping?

'Tis a decided point in your favor if your answer is

**Hotel Livingston**  
Grand Rapids

## Errors

are rectified—yes, and often prevented—by the use of the telephone.

No business man can afford to be without one.

**"Use the Bell"**

IT  
PAYSCALL  
MAIN  
330



# Complaint Over Freight Service on G. R. & I.

Petoskey, July 14—As a traveling salesman who derives his livelihood from the sale of goods and naturally wishes to increase his sales to the greatest possible extent, so as to secure the largest possible measure of returns for himself, I desire to enter a protest against the reprehensible manner in which the G. R. & I. is treating the retail dealers and consumers of Northern Michigan during the present summer season.

Formerly the road carried three or four refrigerator cars containing perishable goods on the night train north bound from Grand Rapids. It threw one car off at Cadillac, another car off at Traverse City, another car off at Petoskey and the fourth car it turned over to the Duluth, South Shore & Atlantic Railway at Mackinaw City. While this service was given I was able to sell one house on Mackinac Island \$2,000 worth of fruits and vegetables every ten days. This season I have not been able to sell that house a cent's worth of goods because the cars that should come North so as to arrive early in the morning are now made a part of the through freight and frequently arrive in Petoskey as late as 4 o'clock in the afternoon—too late to be of any service to grocers for that day. Considering the prompt service the resort region is now getting from Chicago by means of the boat lines, Grand Rapids is very seriously handicapped and the G. R. & I. is losing thousands of dollars in freight every month which it could just as well have if it cared anything at all for the interests of its patrons, which it does not appear to do. In fact, the road appears to be run with a view to seeing how little freight traffic it can handle instead of how much; it appears to be run with a view to seeing how inconvenient it can make it for its patrons instead of how convenient; it appears to be run with a view to seeing how much loss and annoyance it can cause its customers instead of how much profit and pleasure it can give them. Just as long as the road pursues its present policy, which is not only short-sighted for itself but ruinous to the people of Northern Michigan, it will necessarily show a falling off in receipts. It can not be otherwise because, in the nature of things, the rights of both parties must be considered in order to produce satisfactory results. The G. R. & I. at the present time has a quarrel on with nearly every town in Northern Michigan, and any man who raises a protest to any official or the road is damned so promptly and so effectively that he usually concludes that silence is the best policy. The result is that many merchants along the line of the G. R. & I. are selling out their stocks and closing out their business so as to get on a line of road where men are treated decently and goods are handled promptly.

I have worked ten or fifteen years to build up a business for myself and my house, but I am thoroughly discouraged over the inactivity and the opposition with which I meet in

dealing with the G. R. & I. people. The moment I say a word I am told that I am a kicker; that the people of Petoskey are cranks and freaks and that their sole occupation is hammering the G. R. & I.; that the railroad made the town and turned a wilderness into a thrifty city; that a continuance of the present policy of continually kicking against the road will result in the G. R. & I. pulling up its tracks and going to some other town where the people appreciate railway service and are willing to meet a railroad in the spirit of fairness.

Of course all this is hot air, but it tends to show the policy of the railroad. Instead of meeting criticism fairly and frankly and in a co-operative spirit, it is met with rebuff and insult and abuse.

The only official in the system who appears to appreciate the seriousness of the situation is Supt. Hunter, who has always met us in a spirit of fairness and would probably reverse the present policy of the road if it were in his power to do so. Traveler.

## Tribute To Traveling Men.

Every young man, in preparing for a business career, should spend two or three years on the road as a traveling salesman. Some of the most successful men in business to-day began as traveling men. We never see a traveling salesman that we do not admire his easy grace, his politeness and his familiarity with men and conditions.

Traveling men are nearly always well informed; nearly all of them acquire an education from traveling around, and rubbing up against strange men. And an education of this kind is better than a college education for practical purposes.

Many years ago a joke book was issued, purported to contain the "jokes" told by traveling salesmen. Traveling salesmen are not given to telling "jokes." They are serious, and well behaved. The notion that they are noted cut-ups originated with the joke book issued many years ago, and which is still offered at railway newstands. Traveling men are nearly all married, and we have noted that they are nearly all good husbands. In nine cases out of ten when a traveling man goes on a vacation trip he takes his wife with him. Take a long ride in a Pullman, and lounge about the smoking room, and you will note that the cleverest men you meet are commercial travelers. Therefore, if you want to give your son an excellent business training, get him a job as a traveling salesman. He will acquire steadiness, common sense, business ability and integrity, for a commercial traveler soon learns the importance of giving everybody a square deal.—Atchison Globe.

## Gripsack Brigade.

A. L. Fisher, of Alma, has gone to Jackson to accept a position as Michigan representative for the Reliance Corset Co. Before taking his own territory, however, he will travel for a short time in Iowa.

It is to be hoped that there will be a large meeting of traveling men at

the Morton House Saturday evening of this week to make the preliminary arrangements to attend the annual convention at Manistee in August. Considerable interest appears to be manifested in the meeting and it is expected that from twenty-five to fifty Grand Rapids traveling men can be induced to join in the undertaking. The meeting will be called to order at 7:30 p. m. and ought not to consume more than thirty minutes of time.

Some of the older men now on the road may remember Fred Sellick, who was probably the best dressed salesman who ever traveled in Michigan. His plug hat was always in evidence. His laundry was invariably immaculate and his pointed-toed shoes were never defiled by either mud or dust. Fred sold tobacco most of his life and died about a dozen years ago out in one of the Mountain States. He traveled a year or so for Hawkins & Perry and when it was time to settle up there was the usual overdraft. Mr. Hawkins suggested that the overdraft be embodied in a note, which Sellick was very willing to do. Four or five years later Mr. Hawkins offered the note at half price to a friend of Sellick's. The friend subsequently met Sellick and told him what Hawkins had done, remarking, "If you would like to have me buy the note for you I will be glad to do you the favor." "No," said Fred, "don't buy the note on my account. I never intend to pay it." A few weeks afterward Sellick met Mr. Hawkins on the street and remarked, "Hawkins, I understand you are trying to sell my note. Now, you just go ahead and sell it and you and I will go in the business. I'll make 'em and you'll sell 'em."

## Bound To Make Good Times.

"Gentlemen," said a man on the rear platform of the street car to five or six others of us, "there are to be no more hard times. The last of the panic has vanished."

"How do you make that out?" was asked.

"I saw Bryan at Lincoln and had a long talk with him. In fact, I went there for the purpose. We sat down like two old chums, and I told him that times were so tight in the East that many of us couldn't get a glass of beer a week. He is going to establish one thousand free breweries as soon as he takes his seat.

"Then I told him about the high price of meat. He doesn't eat it, and had heard nothing about it. He promptly said, however, that he would put the best porterhouse steaks into the market from his farm in Nebraska at 8 cents a pound. He said 7 at first, but I told him we'd gladly pay eight.

"Then I told him how potatoes and other vegetables had advanced, and he promised to look into the matter at once. I suggested the hanging of about a hundred farmers and two hundred grocers as a great moral lesson, and he said that he would think of it seriously.

"Then I told him that shoes had jumped 50 cents a pair in the last

year, and he could hardly believe it. He is going to furnish a million cowhides and open a hundred shoe factories and you'll see the price drop to a dollar a pair.

"And, lastly, I told him about the scarcity of money with us, and he made a memorandum on a piece of paper that he was to send a hundred million dollars East next day and have trusty agents see that we all got our share. Whoop! Hurrah! Anybody that don't want to live now ought to be kicked to death by a mule."

## Something Else.

They were waiting on a corner for the street car when the man with the folded newspaper turned to the man with the eye-glasses and queried:

"Well, how do you like the Denver nomination?"

"Um!" was the response.

"Going to be a strong candidate, don't you think?"

"Um!"

"And I shouldn't be in the least surprised to see him elected."

"Um!"

"In fact, I find lots of people who think it's time for a change. Perhaps you think that way yourself?"

"Um!"

"At any rate, it's going to be a hot campaign from now on, and, of course, every lover of his country will be interested."

"Um!"

"As to Roosevelt, sir—as to Roosevelt, while I have no particular fault to find with him—"

"Are you speaking to me, sir?" asked the "Um!" man, as he suddenly woke up.

"Speaking to you! Why, I've been talking to you for the last half hour."

"About what?"

"About the Denver nominations."

"Oh—politics! I've got a boil on my leg as big as a teacup, a lawsuit coming off this afternoon and my wife packed up this morning and left the house. Talk to me in a soothing way or shut up."

## The Drug Market.

Gum Opium—Is steady.

Morphine—Is unchanged.

Quinine—There will be a bark sale in Amsterdam Thursday, but it is not believed there will be any change in prices.

Cocaine—Has been advanced 25c per ounce.

Gurana—The larger part of the stock is held by one dealer, who has advanced the price 25c per ounce.

Grains of Paradise—Have been advanced on account of small supply.

Castor Oil—Has declined 4c per gallon.

Canada Balsam Fir—Is still in a very strong position. Stocks are light and prices higher.

Oil Lemon—Is weak and tending lower.

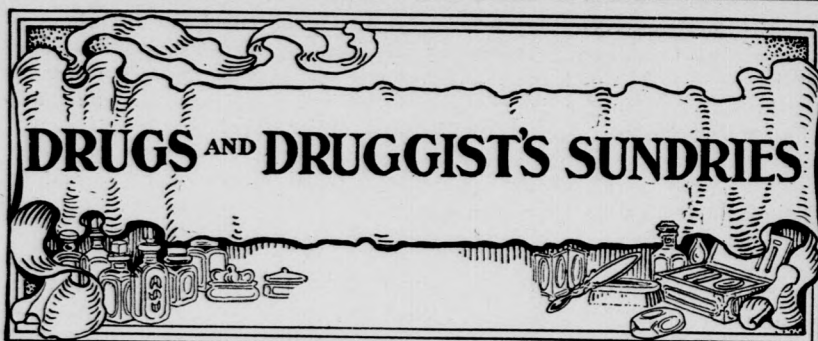
American Saffron—Is very firm and advancing.

Gum Camphor—Is weak and tending lower.

Quince Seed—Is in better supply and tending lower.

The pessimist kills all hope because happiness irritates him.





## DRUGS AND DRUGGIST'S SUNDRIES

**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 Sld A. Erwin, Battle Creek.

### Michigan State Pharmaceutical Association.

President—J. E. Bogart, Detroit.  
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 Third Vice-President—W. R. Hall, Marquette.  
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 Executive Committee—J. L. Wallace, Kalamazoo; M. A. Jones, Lansing; Julius Greenthal, Detroit; C. H. Frantz, Bay City, and Owen Raymo, Wayne.

### How a New Drug Store Made Good.

In a certain Western Massachusetts town it would be difficult to walk two blocks in any direction and not encounter a drug store. In the opinion of many of the druggists the business was fast becoming overdone. In fact, the number of the pharmacies was a universal topic of conversation.

Being an advertising man and a resident of the city, I naturally took an interest in retail conditions. One day last fall in glancing through the local paper I noted with astonishment a half page advertisement heralding the advent of a new drug store. Following up the advertisement came neatly printed opening announcements through the mail.

The general tone of both advertisement and literature seemed to be in keeping with a first-class retail store so I awaited with keen interest the opening night and determined to keep track of the progress of a store which had jumped into the very teeth of competition, and of the methods inaugurated for attracting and building up trade.

This I have done during the past few months and at the present writing the store is doing the largest business in the city, with receipts on the increase. My purpose in writing this article is to acquaint every retail dealer with the advertising and selling methods that pushed this store to the front in the face of such adverse trade conditions so that they may take them to heart and adapt them to their individual needs.

If a new store can assert itself in so short a time and in spite of keen competition, it certainly lies within the power of the retail druggist who is already established to make his store the leading pharmacy in his community.

It may be well to state that among other obstacles in the path of the newcomer was the outspoken opposition of the trade. And this opposition was duly made known to the customers of the opposing force.

The quick, well-planned prepara-

tion of the new arrival, however, impressed the local dealers with the fact that they must gird their loins and prepare for an arduous struggle.

Opening night finally arrived, and so heralded was this important happening that even the people in the surrounding villages were much impressed and at once made plans to attend.

Before entering the store I made a mental note to the effect that the start was well made and an important item had been considered: there was light and plenty of it. Nothing hypnotizes the people and draws them into a store so much as strong white light. Over each window was a powerful arc light, illuminating not only the window but also the sidewalk, and the people were attracted like moths to a flame.

The window displays were striking, inasmuch as they consisted solely of masses of flowers.

A most attractive sign saying tersely, "Blank, the Druggist," completed the external appearance of the store.

Entering the store you caught the strains of an orchestra, and were at once cheered by the radiance of the lights, which thoroughly lighted every nook and corner of the store—a condition lacking in not a few drug establishments.

The neatness and method of store arrangement immediately caught the eye. The floor space is about 21x65 feet. The soda, cigar, candy, soap and perfume, accessory and prescription departments were not jumbled in a confused mass, but were distinctly separated. Neat metal signs overhead told the customers generally just what was on sale in each department.

Each lady entering the store received complementarily a neat quarter-pound package of chocolates, and the gentlemen were presented with a small leather match holder, and the general interest which was displayed over these gifts suggests that every druggist could occasionally give out souvenirs and profit thereby.

There was one thing noticeable which undoubtedly has had much to do with the store's success—the enthusiasm and courtesy of the clerks. When you expressed a wish to see some particular thing, the clerk did not hand it out with a few terse remarks, and then gaze indifferently toward the street. No, just the opposite. Every clerk seemed to take a personal interest in the customer and freely explained all he knew about the merits of the article. The cigar salesman told me an interesting

little story about a 5-cent cigar with, he claimed, a 10-cent quality, and upon concluding the purchase, he informed me, to my astonishment, that I would be wise if I took advantage of a special sale of a high-grade soap that was in progress that evening. Very few times have I heard a clerk make such or a similar suggestion. But clerks of that caliber draw and hold trade—a personal element that is at once a powerful factor.

Advertising will surely create trade, but half-hearted indifferent clerks will as surely drive it away.

We have now covered three essentials of successful store operation: Good light, well arranged stock and enthusiastic salesmen.

Extreme neatness is one of the store's most striking points. How often have you seen sloppy soda counters with unwashed receptacles and show cases that needed dusting or cleaning, dirty floors, counter displays arranged unattractively and other little evidences of careless management. You may think that these things do not matter, but nevertheless they are important factors in holding trade. The average person dislikes to make his purchases in a store that is not kept up to the highest notch of cleanliness. One block from our druggist is another pharmacy—the largest in the town—which has lost, to my knowledge, five customers because of the sloppiness of the soda counter. The stale smells emanating from this source were at last happily noticed by the proprietor, and the condition was corrected; still the first order of things has made its impression, and will probably hurt the store for some time to come.

The new druggist is a believer in signs and frequent window displays. These contribute much to the store's attractiveness. A store is like an advertisement in some respects—if the windows are never changed or changed at long intervals, the public cease to notice them, just as they stop reading an advertisement which is always the same. The window displays and signs are so pleasing and changed so often, that I always make it a point to examine them, a thing I do not do with many other stores. As I am an average human, I believe other persons do the same. I know I always have company when I stand in front of the window. These displays have a more significant value than merely getting a person inside. They force the drug store on the mind of the public. When you think of drug stores, you will think of Blank's, simply because he has impressed his store upon your mind more forcibly than his competitors have. Space does not permit the analyzing of each display, but let it suffice to say that any druggist can secure attractive and unusual window displays with very little effort. So, then, splendid windows and signs changed often are two more business-getters.

In the matter of special sales this druggist is a leader. There does not pass a day, I believe, that some article does not feel the slash of the

cut-price knife. Combination cigar sales are popular with the men. Candy, soap and perfumes are regularly cut, as are patent medicines and proprietary articles. It is surprising that more druggists do not get up fine special sale campaigns when their trade-drawing properties are so generally known.

Recently there was inaugurated by the store a voting contest for the seven most popular school teachers, the winner to receive a free trip to Washington, D. C., which is proving immensely popular. Bulletins outside the store recording the progress of the voting are eagerly read and general interest in the store is aroused. Popular schemes of this order possess great advertising value.

Last, but by no means least, is the continuous fire of newspaper advertising—catchy advertising changed daily.

If this talk will stimulate you druggists, and you other retail men for that matter, into planning for more trade it has not been written in vain.—Brains.

### Not Bigoted.

Quoth the married philosopher, with an introspective smile, "I think my wife is an angel. She thinks I am a brute. Possibly both of us may be mistaken."

### Grand Rapids Stationery Co.

134-136 E. Fulton St.

Grand Rapids, Michigan

## Local Option

# Liquor Records

## For Use in Local Option Counties

We manufacture complete Liquor Records for use in local option counties, prepared by our attorney to conform to the State law. Each book contains 400 sheets—200 originals and 200 duplicates. Price \$2.50, including 50 blank affidavits.

Send in your orders early to avoid the rush.

### TRADESMAN COMPANY

GRAND RAPIDS, MICH.



## WHOLESALE DRUG PRICE CURRENT

Aceticum	60	8	Acidum		
Benzoicum, Ger.	70	75			
Boracie	12	12			
Carbolicum	26	29			
Citricum	50	53			
Eurochlor	30	5			
Nitrocum	80	10			
Oxalicum	14	15			
Phosphorium, dil.	44	47			
Salicylicum	44	47			
Sulphuricum	14	5			
Tannicum	75	85			
Tartaricum	38	40			
Ammonia					
Aqua, 18 deg.	40	6			
Aqua, 20 deg.	60	8			
Carbonas	13	15			
Chloridum	13	14			
Aniline					
Black	00	2 25			
Brown	80	1 00			
Red	45	50			
Yellow	50	3 00			
Baccas					
Cubebae	24	28			
Juniperus	80	10			
Xanthoxylum	30	35			
Balsamum					
Copaiba	70	80			
Peru	75	2 85			
Terabin, Canada	75	80			
Tolutan	40	45			
Cortex					
Abies, Canadian	18				
Cassia	20				
Cinchona Flava	18				
Buonymus atro	60				
Myrica Cerifera	20				
Prunus Virgin	15				
Quillaja, gr'd.	15				
Sassafras, po 25	24				
Ulmus	20				
Extractum					
Glycyrrhiza Gla.	24	30			
Glycyrrhiza, po.	28	30			
Haematox	11	12			
Haematox, 1s	13	14			
Haematox, 1/2s	14	15			
Haematox, 1/4s	16	17			
Ferru					
Carbonate Precip.	15				
Citrate and Quina	1 00				
Citrate Soluble	55				
Ferrocyanidum S	40				
Solut. Chloride	15				
Sulphate, com'l	2				
Sulphate, com'l, by	70				
bbl. per cwt.	7				
Sulphate, pure	7				
Flora					
Arnica	30	35			
Anthemis	50	60			
Matricaria	30	35			
Folia					
Barosma	40	45			
Cassia Acutifol.	15	20			
Tinnevely	25	30			
Cassia, Acutifol.	25	30			
Salvia officinalis	18	20			
1/2s and 1/4s	80	10			
Uva Ursi	20				
Gummi					
Acacia, 1st pkd.	0	65			
Acacia, 2nd pkd.	0	45			
Acacia, 3rd pkd.	0	35			
Acacia, sifted sts.	0	18			
Acacia, po.	45	65			
Aloe Barb	22	25			
Aloe, Cape	0	25			
Aloe, Socotri	0	45			
Ammoniac	50	60			
Asafoetida	35	40			
Benzoinum	50	55			
Catechu, 1s	0	13			
Catechu, 1/2s	0	14			
Catechu, 1/4s	0	16			
Comphorae	70	80			
Euphorbium	0	40			
Galbanum	0	100			
Gamboge, po. 1	25	1 35			
Gaulacium, po 35	0	35			
Kino, po 45c	0	45			
Mastic	0	75			
Myrrh, po 60	0	45			
Opium	6	50 6 75			
Shellac	45	55			
Shellac, bleached	60	65			
Tragacanth	70	1 00			
Herba					
Absinthium	45	60			
Eupatorium os pk	20				
Lobelia, os pk	25				
Majorum, os pk	28				
Mentha Pip. os pk	23				
Mentha Ver. os pk	25				
Rue, os pk	39				
Tanacetum V.	22				
Thymus V. os pk	25				
Magnesia					
Calcined, Pat.	55	60			
Carbonate, Pat.	18	20			
Carbonate, K-M.	18	20			
Carbonate	18	20			
Oleum					
Absinthium	4	90 5 00			
Amygdalae Dulc.	75	85			
Amygdalae, Ama	80	85			
Anisi	60	1 70			
Aurant Cortex	2	75 2 85			
Bergamini	3	75 4 00			
Cajiputi	85	90			
Caryophylli	1	10 1 20			
Cedar	50	90			
Chenopadii	3	75 4 00			
Cinnamon	1	75 1 85			
Citronella	60	60			
Conium Mac	50	90			
Copaiba	1	75 1 85			
Cubebae	2	15 2 25			
Erigeron	2	395 2 50			
Evechthitos	1	00 1 10			
Gaultheria	2	50 2 60			
Geranium	0	75			
Gossippi Sem gal	70	75			
Hedeoma	3	00 3 50			
Junipera	40	1 20			
Lavendula	90	3 60			
Limons	1	30 1 40			
Mentha Piper	1	75 1 90			
Mentha Verid	7	00 7 25			
Morrhuae gal	1	60 1 85			
Myrica	3	00 3 50			
Olive	1	00 3 00			
Picis Liquida	10	12			
Picis Liquida gal.	12	40			
Ricna	94	1 00			
Rosmarini	0	10			
Rosae oz.	6	50 7 00			
Succini	40	45			
Sabina	90	1 00			
Santal	2	4 50			
Sassafras	90	95			
Sinapis, ess. oz.	0	65			
Tigli	10	1 20			
Thyme	40	50			
Thyme, opt	61	80			
Theobromas	15	20			
Potassium					
Bi-Carb	15	18			
Bichromate	13	15			
Bromide	18	20			
Carb	12	15			
Chlorate	12	14			
Cyanide	30	40			
Iodide	2	50 2 60			
Potassa, Bitart pr	30	32			
Potass Nitras opt	7	10			
Potass Nitras	6	8			
Prussiate	23	26			
Sulphate po	15	18			
Radix					
Aconitum	20	25			
Althae	30	35			
Anchusa	10	12			
Arum po	35	40			
Calamus	20	40			
Gentiana po 15	12	15			
Glycyrrhiza pv 15	16	18			
Hydrastis, Canaue	2	50			
Hydrastis, Can. po	2	60			
Hellebore, Alba.	12	15			
Inula, po	18	22			
Ipecac, po	0	0 2 10			
Iris plox	35	40			
Jalapa, pr	25	30			
Maranta, 1/2s	35	40			
Podophyllum po.	15	18			
Rhel	75	1 00			
Rhel, cut	1	00 1 25			
Rhel, pv	75	1 00			
Spigella	45	1 50			
Sanguinari, po 18	0	15			
Serpentaria	50	55			
Senega	85	90			
Smilax, off's H.	48				
Smilax, M	25				
Scillae po 45	20	25			
Symplocarpus	25				
Valeriana Eng.	25				
Valeriana, Ger.	15	20			
Zingiber a	12	16			
Zingiber j	25	29			
Semen					
Anisum po 20	0	16			
Apium (gravel's)	13	15			
Bird, 1s	14	16			
Carui po 15	15	18			
Cardamon	70	90			
Coriandrum	12	14			
Cannabis Sativa	7	8			
Cydonium	75	1 00			
Chenopodium	25	30			
Dipterix Odorate.	80	1 00			
Foeniculum	0	18			
Foenugreek, po.	7	9			
Lini	4	6			
Lini, grd. bbl. 2 1/2	3	6			
Lobelia	75	80			
Pharlaris Canan	9	10			
Rapa	5	6			
Sinapis Alba	8	10			
Sinapis Nigra	9	10			
Spiritus					
Frumentum W D. 2	0	0 2 50			
Frumentum	1	25 1 50			
Juniperis Co O T	1	65 2 0			
Juniperis Co.	1	75 2 30			
Saccharum N E	1	90 2 10			
Spt Vini Galli	1	75 2 50			
Vini Oporto	1	25 2 00			
Vini Alba	1	25 2 00			
Sponges					
Florida sheeps' wool					
carriage	3	00 3 50			
Nassau sheeps' wool					
carriage	3	50 3 75			
Velvet extra sheeps'					
wool, carriage	2	00			
Extra yellow sheeps'					
wool carriage	1	25			
Grass sheeps' wool,					
carriage	1	25			
Hard, slate use	0	1 00			
Yellow Reef, fo					



## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

## ADVANCED

## DECLINED

Index to Markets  
By Columns

		1		2		3		4		5	
		ARCTIC AMMONIA		Oysters		CHEWING GUM		Family Cookie		DRIED FRUITS	
		12 oz. ovals 2 doz. box. 75		Cove, 1lb. .90 @ 1 00		American Flag Spruce		Fancy Ginger Wafer 12		Sundried Apples	
		AXLE GREASE		Cove, 2lb. .@ 1 85		Beeman's Pepsin .55		Fig Cake Assorted 12		Evaporated .@ 9	
		1lb. wood boxes, 4 doz. 3 00		Cove, 1lb. Oval .@ 1 20		Adams Pepsin .55		Fruit Nut Mixed 16		Apricots	
		3 1/2 lb. tin boxes, 2 doz. 4 25		Plums .1 35 @ 2 50		Best Pepsin .45		Frosted Cream 8		California .@ 13	
		10lb. pails, per doz. 6 00		Peas		Black Pepsin, 5 boxes. 2 00		Frosted Honey Cake 12		Citron .@ 20	
		15lb. pails, per doz. 7 20		Marrowfat .90 @ 1135		Largest Gum Made .55		Fluted Coconut Bar 10		Coursican .@ 20	
		25lb. pails, per doz. 12 00		Early June .1 00		Sen Sen .55		Ginger Gems 8		Imp'd 1 lb. pkg. 8 1/2 @ 9	
		BAKED BEANS		Early June Sifted 1 15 @ 1 80		Sen Sen Breath Perf 1 00		Graham Crackers 8		Imported bulk .8 1/4 @ 8 1/2	
		1lb. can, per doz. 90		Pie .1 00 @ 1 25		Long Tom .55		Honey Nuts 10		Peel	
		2lb. can, per doz. 1 40		No. 10 size can pie @ 3 00		Yucatan .55		Ginger Snaps N. B. C. 7		Lemon American .15	
		3lb. can, per doz. 1 80		Grated Pineapple @ 2 50		Hop to it .55		Household Cookies 8		Orange American .14	
		BATH BRICK		Sliced @ 2 40		Spearmint .55		Household Cookies Iced 8		Raisins	
		American .75		Pumpkin .85		CHICORY		Honey Cake, N. B. C. 12		London Layers, 3 cr.	
		English .85		Fair .85		Bulk .5		Honey Fingers, As. Ice 12		London Layers, 4 cr.	
		BLUING		Good .90		Red .7		Honey Jumbles, Iced 12		Cluster, 5 crown .2 25	
		Arctic		Fancy .1 00		Eagle .7		Honey Jumbles, Iced 12		Loose Muscatels, 2 cr.	
		6 oz. ovals 3 doz. box \$ 40		Gallon .2 75		Frank's .7		Household Cookies 8		Loose Muscatels, 3 cr.	
		16 oz. round 2 doz. box 75		Standard Raspberries @		Schener's .6		Household Cookies Iced 8		Loose Muscatels, 4 cr.	
		Sawyer's Pepper Box		Col'a River, tails 1 95 @ 2 9		CHOCOLATE		Iced Honey Crumpets 10		L. M. Seeded 1 lb. 7 @ 9	
		Per Gross.		Col'a River, flats 2 25 @ 2 2		Walter Baker & Co.'s		Imperial .8		California Prunes	
		No. 3, 3 doz. wood bxs 4 00		Red Alaska .1 35 @ 1 45		German Sweet .26		Jersey Lunch .8		25lb. boxes .@ 4 1/2	
		No. 5, 3 doz. wood bxs 7 00		Pink Alaska .1 00 @ 1 10		Premium .38		Kream Klips .20		80-90 25lb. boxes .@ 5	
		BROOMS		Domestic, 1/2 s .3 1/2 @ 4		Caracas .31		Lem Yem .11		70-80 25lb. boxes .@ 5 1/2	
		No. 1 Carpet, 4 sew .2 75		Domestic, Must'd 6 1/2 @ 9		Walter M. Lowney Co.		Lemon Biscuit Square 8		60-70 25lb. boxes .@ 6	
		No. 2 Carpet, 4 sew .2 40		California, 1/2 s .11 @ 14		Premium, 1/4 s .32		Lemon Wafer .16		50-60 25lb. boxes .@ 6 1/2	
		No. 3 Carpet, 3 sew .2 25		California, 1/2 s .17 @ 24		Premium, 1/2 s .32		Lemona .8		40-50 25lb. boxes .@ 7 1/2	
		No. 4 Carpet, 3 sew .2 10		French, 1/2 s .7 @ 14		COCOA		Log Cabin Cake .10		30-40 25lb. boxes .@ 8 1/2	
		Parlor Gem .2 40		French, 1/2 s .18 @ 28		Baker's .39		Lustania Mixed .11		1/4 c less in 50lb. cases	
		Common Whisk .90		Standard Shrimps .1 20 @ 1 40		Cleveland .41		Marshmallow Walnuts 16		FARINACEOUS GOODS	
		Fancy Whisk .1 25		Fair Succotash .85		Colonial, 1/4 s .35		Molasses Cakes .8		Beans	
		Warehouse .3 00		Good .1 00		Colonial, 1/2 s .38		Molasses Cakes, Iced 9		Dried Lima .6 1/2	
		BRUSHES		Fancy .1 25 @ 1 40		Epps .42		Nabob Jumble .11		Med. Hd. Pk'd .2 75	
		Scrub		Standard Strawberries		Huyler .45		Newton .12		Brown Holland .2	
		Solid Back 8 in. 75		Fancy Tomatoes .95 @ 1 00		Lowney, 1/4 s .36		Oatmeal Crackers .8		Farina	
		Solid Back, 11 in. 95		Fair .85		Lowney, 1/2 s .36		Orange Gems .8		24 1 lb. packages .1 50	
		Pointed Ends .85		Good .1 00		Lowney, 1s .36		Oval Sugar Cakes .8		Bulk, per 100 lbs. 3 50	
		Stove		Fancy .1 25 @ 1 40		Webb .35		Oval Sugar Cakes Ast. 9		Hominy	
		No. 3 .90		Standard Raspberries @		Wilbur, 1/2 s .39		Penny Cakes, Assorted 8		Flake, 50 lb. sack .1 00	
		No. 2 .25		Col'a River, tails 1 95 @ 2 9		Wilbur, 1/4 s .40		Pretzels, Hand Md. 8		Pearl, 100 lb. sack .2 00	
		No. 1 .75		Col'a River, flats 2 25 @ 2 2		COCOANUT		Pretzels, Mac. Md. 7 1/2		Pearl, 200 lb. sack .4 00	
		Shoe		Pink Alaska .1 00 @ 1 10		Dunham's 1/4 s .26 1/2		Raisins Cookies .12		Maccaroni and Vermicelli	
		No. 8 .1 00		Domestic, 1/2 s .3 1/2 @ 4		Dunham's 1/2 s .27		Ravena Jumbles .12		Domestic, 10 lb. box .60	
		No. 7 .1 30		Domestic, Must'd 6 1/2 @ 9		Dunham's 1/4 s .28		Revere, Assorted .14		Imported, 25 lb. box .2 50	
		No. 4 .1 70		California, 1/2 s .11 @ 14		Bulk .12		Rube .8		Pearl Barley	
		No. 3 .1 90		California, 1/2 s .17 @ 24		COFFEE		Scalloped Gems .10		Common .3 00	
		BUTTER COLOR		Standard Shrimps .1 20 @ 1 40		Rio		Scotch Cookies .10		Chester .3 00	
		W. R. & Co.'s 25c size 2 00		Fair Succotash .85		Fair .10 @ 13 1/2		Snow Creams .16		Empire .3 65	
		W. R. & Co.'s 50c size 4 00		Good .1 00		Choice .14 1/2		Spiced Honey Nuts .12		Peas	
		CANDLES		Fancy .1 25 @ 1 40		Fancy .20		Sugar Fingers .12		Green, Wisconsin, bu. 2 50	
		Paraffine, 6s .10		Standard Strawberries		Santos		Sultana Fruit Biscuit 16		Green, Scotch, bu. 2 70	
		Paraffine, 12s .10		Fancy Tomatoes .95 @ 1 00		Common .12 @ 13 1/2		Sunyside Jumbles .10		Split, lb. .04	
		Wicking .20		Fair .85		Fair .14 1/2		Spiced Gingers .9		East India .5	
		CANNED GOODS		Good .1 00		Choice .16 1/2		Sugar Gems .12		German, sacks .5	
		Apples		Fancy .1 25 @ 1 40		Fancy .19		Sultana Fruit Biscuit 16		German, broken pkg. .5	
		3lb. Standards .90 @ 1 00		Standard Raspberries @		Peaberry .19		Spiced Gingers Iced .10		Tapoca	
		Gallon .2 50 @ 3 00		Col'a River, tails 1 95 @ 2 9		Maracaibo		Sugar Cakes .8		Flake, 110 lb. sacks .6	
		Blackberries		Col'a River, flats 2 25 @ 2 2		Fair .16		Sugar Cakes, Iced 9		Pearl, 130 lb. sacks .5	
		2lb. .1 25 @ 1 75		Pink Alaska .1 00 @ 1 10		Choice .19		Sugar Squares, large or small .8		Pearl, 24 lb. pkgs. 7 1/2	
		Standards gallons @ 5 75		Domestic, 1/2 s .3 1/2 @ 4		Mexican .16 1/2		Superba .8		Jennings D. C. Brand	
		Beans		Domestic, Must'd 6 1/2 @ 9		Guatemala .15		Sponge Lady Fingers 25		Terpeness Ext. Lemon	
		Baked .85 @ 1 30		California, 1/2 s .11 @ 14		Java .15		Sugar Crimp .8		No. 2 Panel .75	
		Red Kidney .85 @ 95		California, 1/2 s .17 @ 24		African .12		Sylvan Cookie .12		No. 4 Panel .1 50	
		String .70 @ 1 15		French, 1/2 s .7 @ 14		Fancy African .17		Vanilla Wafers .16		No. 6 Panel .2 00	



6	7	8	9	10	11
<b>Spring Wheat Flour</b> Roy Baker's Brand Golden Horn, family... 55 Golden Horn, baker's... 55 Duluth Imperial... 6 15 Judson Grocer Co.'s Brand Ceresota, 1/8s... 6 46 Ceresota, 1/4s... 6 30 Ceresota, 1/2s... 6 20 Lemon & Wheeler's Brand Wingold, 1/8s... 6 15 Wingold, 1/4s... 6 05 Wingold, 1/2s... 5 95 Worden Grocer Co.'s Brand Laurel, 1/8s cloth... 6 20 Laurel, 1/4s cloth... 6 10 Laurel, 1/2s & 1/4s paper... 6 00 Laurel, 1/2s cloth... 6 00 <b>Wykes &amp; Co.</b> Sleepy Eye, 1/8s cloth... 6 10 Sleepy Eye, 1/4s cloth... 6 00 Sleepy Eye, 1/2s cloth... 5 90 Sleepy Eye, 1/4s paper... 5 90 Sleepy Eye, 1/2s paper... 5 90 <b>Meal</b> Bolted... 3 75 Golden Granulated... 3 85 St. Car Feed screened... 31 50 No. 1 Corn and Oats... 31 50 Corn, cracked... 30 50 Corn Meal, coarse... 30 50 Winter Wheat Bran... 25 00 Middlings... 26 00 Buffalo Gluten Feed... 30 00 <b>Dairy Feeds</b> Wykes & Co. O P Linseed Meal... 31 60 Cottonseed Meal... 31 00 Gluten Feed... 30 00 Malt Sprouts... 23 00 Brewers Grains... 27 00 Molasses Feed... 24 00 Hammond Dairy Feed... 24 00 <b>Oats</b> Michigan carlots... 60 Less than carlots... 61 <b>Corn</b> Carlots... 81 Less than carlots... 83 <b>Hay</b> No. 1 timothy carlots... 10 00 No. 1 timothy ton lots... 11 00 <b>HERBS</b> Sage... 15 Hops... 15 Laurel Leaves... 15 Senna Leaves... 25 <b>HORSE RADISH</b> Per doz... 90 <b>JELLY</b> 5 lb. pails, per doz... 2 35 15 lb. pails, per pail... 55 30 lb. pails, per pail... 98 <b>LICORICE</b> Pure... 30 Calabria... 23 Sicily... 14 Root... 11 <b>MATCHES</b> C. D. Crittenden Co. Noiseless Tip... 4 50 @ 75 <b>MOLASSES</b> New Orleans Fancy Open Kettle... 40 Choice... 35 Fair... 20 Good... 22 Half barrels 2c extra <b>MINCE MEAT</b> Per case... 2 90 <b>MUSTARD</b> 1/4 lb., 6 lb. box... 18 <b>OLIVES</b> 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 <b>PIPES</b> Clay, No. 216 per box... 1 25 Clay, T. D., full count... 60 Cob... 90 <b>PICKLES</b> Medium Barrels, 1,200 count... 8 50 Half bbls., 600 count... 4 75 Small Half bbls., 1,200 count... 5 70 <b>PLAYING CARDS</b> No. 90 Steamboat... 85 No. 15, Rival, assorted... 1 25 No. 20 Rover, enameled... 1 50 No. 572, Special... 1 75 No. 98 Golf, satin fin... 2 00 No. 808 Bicycle... 2 00 No. 632 Tourn't whist... 2 25 <b>POTASH</b> 48 cans in case Babbitt's... 4 00 <b>Barreled Pork</b> Mess... 16 00 Clear Back... 17 50 Short Cut... 17 00 Short Cut Clear... 16 56 Bean... 14 75 Brisket, Clear... 15 25 Pig... 17 50 Clear Family... 14 00 <b>Dry Salt Meats</b> S. P. Belles... 10 1/2 Bellies... 9 1/2 Extra Shorts... 9 1/4 <b>Lard</b> Compound... 8 1/2 Pure in tierces... 10 1/2 80 lb. tubs... advance 1/2 60 lb. tubs... advance 1/2	50 lb. tins... advance 1/4 20 lb. pails... advance 1/4 <b>Smoked Meats</b> Hams, 12 lb. average... 13 Hams, 14 lb. average... 13 Hams, 16 lb. average... 13 Hams, 18 lb. average... 13 Skinned Hams... 14 Ham, dried beef sets... 20 California Hams... 8 1/2 Picnic Boiled Hams... 14 Boiled Hams... 21 Berlin Ham, pressed... 9 Minced Ham... 9 Bacon... 11 1/2 @ 16 10 lb. pails... advance 7/8 5 lb. pails... advance 1 8 lb. pails... advance 1 <b>Sausages</b> Bologna... 7 Liver... 7 Frankfort... 9 Pork... 9 Veal... 7 Tongue... 7 Headcheese... 7 <b>Beef</b> Extra Mess... 9 75 Boneless... 13 50 Rump, new... 17 00 <b>Pig's Feet</b> 1/2 bbls... 1 00 1/4 bbls, 40 lbs... 1 80 1/2 bbls... 3 80 1 bbl... 8 00 <b>Tripe</b> Kits, 15 lbs... 70 1/2 bbls, 40 lbs... 1 50 1/2 bbls, 30 lbs... 3 00 <b>Casings</b> Hogs, per lb... 30 Beef, rounds, set... 16 Beef middles, set... 40 Sheep, per bundle... 90 <b>Uncolored Butterine</b> Solid dairy... 10 @ 12 Country Rolls... 10 1/2 @ 16 1/2 <b>Canned Meats</b> 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, 1/4s... 45 Potted ham, 1/2s... 45 Potted ham, 3/4s... 45 Potted ham, 1s... 45 Potted tongue, 1/4s... 45 Potted tongue, 1/2s... 45 <b>RICE</b> Fancy... 7 @ 7 1/2 Japan... 5 @ 6 1/2 Broken... 6 1/2 <b>SALAD DRESSING</b> 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 <b>SALERATUS</b> Packed 60 lbs. in box... 3 10 Arm and Hammer... 3 10 Deland's... 3 00 Dwight's Cow... 3 15 L. P... 3 00 Wyandotte, 100 1/4s... 3 00 <b>SAL SODA</b> Granulated, bbls... 85 Granulated, 100 lbs. cs... 1 00 Lump, bbls... 80 Lump, 145 lb. kegs... 95 <b>SALT</b> Common Grades 100 3 lb. sacks... 2 25 60 5 lb. sacks... 2 15 Bulk, 5 gal. kegs 1 00 @ 1 20 28 10 1/2 lb. sacks... 2 00 56 lb. sacks... 32 28 lb. sacks... 17 <b>Warsaw</b> 56 lb. dairy in drill bags... 40 28 lb. dairy in drill bags... 20 <b>Solar Rock</b> 56 lb. sacks... 24 <b>Common</b> Granulated, fine... 80 Medium, fine... 85 <b>SALT FISH</b> Cod Large whole... @ 7 Small whole... @ 6 1/2 Strips or bricks... 7 1/2 @ 10 1/2 Pollock... @ 5 <b>Halibut</b> Strips... 13 Chunks... 13 <b>Holland Herring</b> 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 <b>Trout</b> No. 1, 100 lbs... 7 50 No. 1, 40 lbs... 3 25 No. 1, 10 lbs... 90 No. 1, 8 lbs... 75 <b>Mackerel</b> 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 <b>Whitefish</b> 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 <b>SEEDS</b> 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... 9 <b>SHOE BLACKING</b> Handy Box, large 3 dz... 2 50 Handy Box, small... 1 25 Bixby's Royal Polish... 85 Miller's Crown Polish... 85 <b>SNUFF</b> Scotch, in bladders... 37 Maccaboy, in jars... 35 French Rappie in jars... 43 <b>SOAP</b> J. S. Kirk & Co. American Family... 4 00 Dusky Diamond... 50 8 oz 2 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 <b>LAUTZ BROS. &amp; CO.</b> Acme, 70 bars... 3 60 Acme, 30 bars... 4 00 Acme, 25 bars... 4 00 Acme, 100 cakes... 3 50 Big Master, 70 bars... 2 90 Marseilles, 100 cakes... 5 80 Marseilles, 100 cakes 5c... 4 00 Marseilles, 100 ck toilet... 4 00 Marseilles, 1/2 bx toilet... 2 10 <b>A. B. Wrisley</b> Good Cheer... 4 00 Old Country... 3 40 <b>Soap Powders</b> Lautz Bros. & Co. Snow Boy... 4 00 Gold Dust, 24 large... 4 50 Gold Dust, 100-5c... 4 00 Kirkland, 24 1/2 lb... 3 80 Pearline... 3 75 Soapine... 3 75 Babbitt's 1776... 3 75 Roseine... 3 50 Armour's... 3 70 Wisdom... 3 80 <b>Soap Compounds</b> Johnson's Fine... 5 10 Johnson's XXX... 4 25 Nine O'clock... 3 35 Rub-No-More... 3 75 <b>Scouring</b> Enoch Morgan's Sons. Sapallo, gross lots... 9 00 Sapallo, half gro lots... 4 50 Sapallo, single boxes... 2 25 Sapallo, hand... 2 25 Scourine Manufacturing Co. Scourine, 50 cakes... 1 80 Scourine, 100 cakes... 3 50 <b>SODA</b> Boxes... 5 1/2 Kegs, English... 4 1/2 <b>SPICES</b> 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, Ambonya... 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, Cochon... 15 Ginger, Jamaica... 25 Mace... 55 Mustard... 18 Pepper, Singapore, blk... 17 Pepper, Singp. white... 28 Pepper, Cayenne... 20 Sage... 20 <b>STARCH</b> Kingsford, 40 lbs... 7 1/2 Muzzy, 20 lbs... 5 Muzzy, 40 lbs... 4 1/2 <b>Gloss</b> Silver Gloss, 40 lbs... 7 1/2 Silver Gloss, 16 3lbs... 6 1/2 Silver Gloss, 12 6lbs... 8 1/2 <b>Muzzy</b> 48 lb packages... 4 1/2 16 5lb packages... 4 1/2 12 6lb packages... 5 1/2 50 lb. boxes... 3 1/2 <b>SYRUPS</b> Corn Half Barrels... 29 20 lb. cans 1/2 dz. in cs... 2 00 10 lb. cans 1/2 dz. in cs... 1 95 5 lb. cans 1/2 dz. in cs... 2 05 2 1/2 lb. cans 2 dz. in cs... 2 00	<b>Pure Cane</b> Fair... 16 Good... 20 Choice... 25 <b>TEA</b> Japan Sndried, medium... 24 Sundried, choice... 32 Sundried, fancy... 30 Regular, medium... 24 Regular, choice... 32 Regular, fancy... 36 Sndried, medium... 24 Basket-fired, choice... 38 Basket-fired, fancy... 43 Nibs... 22 @ 24 Stings... 9 @ 11 <b>Gunpowder</b> Moyune, medium... 30 Moyune, choice... 32 Moyune, fancy... 40 Pinguey, medium... 30 Pinguey, choice... 30 Pinguey, fancy... 40 <b>Young Hyson</b> Choice... 30 Fancy... 36 <b>Oolong</b> Formosa, fancy... 42 Amoy, medium... 25 Amoy, choice... 32 <b>English Breakfast</b> Medium... 20 Choice... 30 Fancy... 40 <b>India</b> Ceylon, choice... 32 Fancy... 42 <b>TOBACCO</b> 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 <b>Plug</b> Red Cross... 31 Palo... 35 Hiawatha... 41 Kyo... 35 Battle Ax... 37 American Eagle... 33 Standard Navy... 37 Spear Head, 7 oz... 47 Spear Head, 14 1/2 oz... 44 Nobly Twist... 55 Jolly Tar... 39 Old Honesty... 43 Toddy... 34 J. T... 38 Piper Hedsick... 69 Boot Jack... 86 Honey Dip Twist... 40 Black Standard... 40 Cadillac... 40 Forge... 34 Nickel Twist... 52 Mill... 32 Great Navy... 36 <b>Smoking</b> 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... 40 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 Plow Boy, 1 1/2 oz... 39 Plow Boy, 3 1/2 oz... 39 Peerless, 3 1/2 oz... 35 Peerless, 1 1/2 oz... 38 Air Brake... 38 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 <b>TWINE</b> 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 <b>VINEGAR</b> Malt White, Wine, 40 gr... 9 Malt White, Wine 80 gr 1 1/2 Pure Cider, B & B... 15 Pure Cider, Robinson... 15 Pure Cider, Silver... 15 <b>WICKING</b> No. 0 per gross... 30 No. 1 per gross... 40 No. 2 per gross... 50 No. 3 per gross... 75 <b>WOODENWARE</b> Baskets Bushels... 1 00 Bushels, wide band... 1 25 Market... 1 00 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	<b>Bradley Butter Boxes</b> 2lb. size, 24 in case... 72 3lb. size, 16 in case... 68 5lb. size, 12 in case... 63 10lb. size, 6 in case... 60 <b>Butter Plates</b> 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 <b>Churns</b> Barrel, 5 gal., each... 2 40 Arrow, 10 gal., each... 2 55 <b>Clothes Pins</b> Round head, 5 gross bx... 55 Round head, cartons... 70 <b>Egg Crates and Fillers</b> 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 <b>Faucets</b> Cork lined, 8 in... 70 Cork lined, 9 in... 80 Cork lined, 10 in... 90 <b>Mop Sticks</b> 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 <b>Pails</b> 2-hoop Standard... 2 15 3-hoop Standard... 2 35 2-wire, Cable... 2 25 3-wire, Cable... 2 45 Cedar, all red, brass... 1 25 Paper, Eureka... 2 25 Fibre... 2 70 <b>Toothpicks</b> Hardwood... 2 50 Softwood... 2 75 Banquet... 1 50 Ideal... 1 50 <b>Traps</b> 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 <b>Tubs</b> 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 <b>Wash Boards</b> Bronze Globe... 2 50 Dewey... 1 75 Double Acme... 2 25 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 <b>Window Cleaners</b> 12 in... 1 65 14 in... 1 85 16 in... 2 30 <b>Wood Bowls</b> 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 80 Assorted, 15-17-19... 3 25 <b>WRAPPING PAPER</b> Common straw... 1 15 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 <b>YEAST CAKE</b> Magic, 3 doz... 1 15 Sunlight, 3 doz... 1 00 Sunlight, 1 1/2 doz... 50 Yeast Foam, 3 doz... 1 15 Yeast Cream, 3 doz... 1 00 Yeast Foam, 1 1/2 doz... 58 <b>FRESH FISH</b> Whitefish, Jumbo... 10 Whitefish, No. 1... 11 Trout... 10 1/2 Halibut... 11 Ciscos or Herring... 7 Bluefish... 18 Live Lobster... 25 Boiled Lobster... 25 Cod... 10 Haddock... 8 Pickerel... 10 Pike... 8 Perch... 8 Smoked, White... 12 1/2 Chinook Salmon... 16 Mackerel... 16 Finnan Haddie... 10 Roe Shad... 10 Shad Roe, each... 8 1/2 Speckled Bass... 8 1/2 <b>HIDES AND PELTS</b> Hides Green No. 1... 7 Green No. 2... 6 Cured No. 1... 8 1/2 Cured No. 2... 7 1/2 Calfskin, green, No. 1... 11 Calfskin, green, No. 2... 9 1/2 Calfskin, cured, No. 1... 12 Calfskin, cured, No. 2... 10 1/2 <b>Pelts</b> Old Wood... @ 20 Lamb's... 25 @ 40 Shearlings... 10 @ 30 <b>Fallow</b> No. 1... @ 4 1/2 No. 2... @ 3 1/2 Unwashed, med... @ 17 Unwashed, fine... @ 13 <b>CONFECTIONS</b> 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 <b>Mixed Candy</b> Grocers... 7 Competition... 7 1/2 Special... 8 1/2 Conserve... 8 Royal... 8 1/2 Kidron... 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... 11 Premio Cream mixed... 14 Paris Cream Bon Bons... 11 <b>Fancy—in Pails</b> Gypsy Hearts... 14 Coco Bon Bons... 13 Fudge Squares... 13 Peanut Squares... 10 Sugared Peanuts... 12 Salted Peanuts... 12 Starlight Kisses... 11 Sun 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... 12 Red Rose Gum Drops... 10 Auto Bubbles... 13 <b>Fancy—in 5lb. Boxes</b> Old Fashioned Molasses Kisses, 10lb. box... 1 30 Orange Jellies... 50 Lemon Sours... 60 Old Fashioned Hor... ound 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... 60 @ 94 Cream Wafers... 65 String Rock... 60 Wintergreen Berries... 60 Old Time Assorted... 3 75 Buster Brown Goodies... 3 50 Up-to-date Assmt... 3 75 Ten Strike No. 1... 6 50 Ten Strike No. 2... 6 00 Ten Strike, Summer as... sortment... 6 75 Scientific Ass't... 18 00 <b>Pop Corn</b> Cracker Jack... 3 25 Checkers, 5c pkg case... 8 50 Pop Corn Balls, 200s... 1 25 Azulikit 100s... 3 00 Oh My 100s... 3 50 <b>Cough Drops</b> Putnam Menthol... 1 00 Smith Bros... 1 25 <b>NUTS—Whole</b> Almonds, Tarragona... 17 Almonds, Avica... Almonds, California aft... shell... Brazil... 12 @ 13 Filberts... @ 13 Cal. No. 1... Walnuts, soft shelled... @ 18 Walnuts, Marbot... @ 14 Table nuts, fancy... 13 @ 16 Pecans, Med... @ 10 Pecans, ex. large... @ 12 Pecans, Jumbos... @ 13 Hickory Nuts per bu... Ohio new... Cocoanuts... Chestnuts, New York State, per bu... <b>Shelled</b> Spanish Peanuts... 7 @ 7 1/2 Pecan Halves... @ 45 Walnut Halves... 32 @ 35 Filbert Meats... @ 21 Alicante Almonds... @ 42 Jordan Almonds... @ 47 <b>Peanuts</b> Fancy H. P. Suns 6 1/2 @ 7 1/2 Roasted... 8 @ 8 1/2 Choice, H. P. Jum... bo... @ 8 1/2 Choice, H. P. Jumbo... Roasted... 9 @ 9 1/2	



## Special Price Current

### AXLE GREASE



Mica, tin boxes....75 00  
Paragon .....55 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 12 00  
5 lb. cans 21 50

### BLUING



#### S. P. Bluing

Small size, 1 doz. box..40  
Large size, 1 doz. box..75

### CIGARS

Johnson Cigar Co.'s Brand



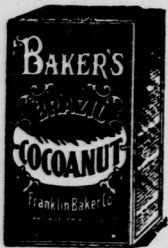
S. C. W., 1,000 lots ....31  
El Portana .....33  
Evening Press .....32  
Exemplar .....32

Worden Grocer Co brand  
Ben Hur

Perfection .....35  
Perfection Extras .....35  
Londres .....35  
Londres Grand .....35  
Standard .....35  
Puritans .....35  
Panatellas, Finas .....35  
Panatellas, Bock .....35  
Jockey Club .....35

### COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60  
85 1/4 lb. pkg. per case 2 60  
98 1/4 lb. pkg. per case 2 60  
18 1/4 lb. pkg. per case 2 60

### FRESH MEATS

#### Beef

Carcass .....8 @11  
Hindquarters .....10 @13  
Loins .....11 @16  
Rounds .....8 1/2 @10  
Chucks .....8 @9 1/2  
Plates .....6 1/2 @6  
Livers .....6 @6

#### Pork

Loins .....@13  
Dressed .....@8  
Boston Butts .....@10  
Shoulders .....@8 1/2  
Leaf Lard .....@9 1/2  
Trimnings .....@7

### Mutton

Carcass .....@9  
Lambs .....@12 1/2  
Spring Lambs .....@14  
Veal

Carcass .....6 @8 1/2

### CLOTHES LINES

#### Sisal

60ft. 3 thread, extra..1 00  
72ft. 3 thread, extra..1 40  
90ft. 3 thread, extra..1 70  
60ft. 6 thread, extra..1 29  
72ft. 6 thread, extra..1 29

#### Jute

60ft. ....75  
72ft. ....90  
90ft. ....1 05  
120ft. ....1 50

#### Cotton Victor

50ft. ....1 10  
60ft. ....1 35  
70ft. ....1 60

#### Cotton Windsor

50ft. ....1 30  
60ft. ....1 44  
70ft. ....1 80  
80ft. ....2 00

#### Cotton Braided

40ft. ....95  
50ft. ....1 35  
60ft. ....1 65

#### Galvanized Wire

No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

### COFFEE

#### Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb. ....  
White House, 2lb. ....  
Excelsior, M & J, 1lb. ....  
Excelsior, M & J, 2lb. ....  
Tip Top, M & J, 1lb. ....  
Royal Java .....  
Royal Java and Mocha .....  
Java and Mocha Blend .....  
Boston Combination .....  
Distributed by Judson  
Grocer Co., Grand Rapids;  
Lee, Cady & Smart, De-  
troit; Symons Bros. & Co.,  
Saginaw; Brown, Davis &  
Warner, Jackson; Gods-  
mark, Durand & Co., Bat-  
tle Creek; Fielbach Co.,  
Toledo.

Peerless Evap'd Cream 4 00

### FISHING TACKLE

1/4 to 1 in. ....6  
1 1/4 to 2 in. ....7  
1 1/2 to 3 in. ....9  
1 3/4 to 4 in. ....11  
2 in. ....15  
3 in. ....20

#### Cotton Lines

No. 1, 10 feet .....5  
No. 2, 15 feet .....7  
No. 3, 15 feet .....9  
No. 4, 15 feet .....10  
No. 5, 15 feet .....11  
No. 6, 15 feet .....12  
No. 7, 15 feet .....15  
No. 8, 15 feet .....18  
No. 9, 15 feet .....20

#### Linen Lines

Small .....30  
Medium .....35  
Large .....44

#### 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's .....1 15  
Knox's Acidu'd. doz...1 25  
Plymouth Rock .....1 25

### SAFES



Full line of fire and burg-  
lar proof safes kept in  
stock by the Tradesman  
Company. Thirty-five sizes  
and styles on hand at all  
times—twice as many safes  
as are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

### SOAP

Beaver Soap Co.'s Brands



100 cakes, large size 6 50  
50 cakes, large size 3 25  
100 cakes, small size 3 85  
50 cakes, small size 1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50  
Black Hawk, five bxs 2 40  
Black Hawk, ten bxs 2 25

### TABLE SAUCES

Halford, large .....3 75  
Halford, small .....2 25

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.

For Sale—Drug store, invoicing about \$1,800. Will sell at sacrifice. W. B. Minthorn, Petoskey, Mich. 880

For Sale—Shoe business, established for 30 years. Stock clean and up-to-date, invoicing about \$3,500. Town of about 600. Center of a splendid farming country. Good reasons for selling. Address A. G., care Tradesman. 881

Wanted—To sell or trade good bazaar stock in Kalamazoo, invoicing about \$4,500, for good city real estate. Big opportunity for the right party. The Bargain Center, Kalamazoo, Mich. 879

For Sale—One of the best up-to-date drug stores in Saginaw, Mich. Invoices \$8,000. Established 20 years. Owner wishes to retire from drug business. Investigate. Address No. 878, care Michigan Tradesman. 878

For Sale—75,000 feet of lumber and billstuff, located on R. R. track. Address James S. Bicknell, Clare, Mich. 877

Snap in land in Central Minnesota. Send for list. A. Murray, Wadena, Minn. 876

For Sale—Whole or part interest in good custom flour and feed mill. Hay, grain and wood business in connection. Grice Bros., Lake City, Mich. 875

For Sale—Stock of groceries, crockery and glassware in good town 5,000 inhabitants. Two railroads, water works, electric lights, good churches and schools. A very desirable residence city. Cash only. Address J. G. Marston, Jerseyville, Ill. 874

Wanted—To buy good retail shoe business in live town or city. Write V. R. Wakefield, 207 N. Hamilton St., Ypsilanti, Mich. 873

For Sale—1,500 M. ft. hardwood timber. Mostly maple, 5 miles from G. R. & I. R. R. in Missaukee Co. Address No. 872, care Tradesman. 872

For Sale—40 A. land covered with hardwood timber, mostly maple, in Missaukee Co. 1/2 mile from G. R. & I. R. R. Address No. 871, care Tradesman. 871

For Sale—One good lumber, lath and shingle mill complete. Address No. 870, care Tradesman. 870

Virginia Farms—Send for free list; special bargains. Pollard & Bagley, Richmond, Va. 869

For Sale—First-class grocery store in town of 6,000. Write Fred Brock & Co., Big Rapids, Mich. 868

For Sale—17,000 acres, solid body, prairie and timber; four miles Columbus county seat; perpetual water; best Texas colonization proposition. Write for map, prices, terms. C. E. Sronce, Columbus, Texas. 867

Michigan lath, white and plain maple, elm, birch and beech lumber and crating cull, also Arkansas yellow pine. J. S. Goldie, Cadillac, Mich. 866

For Sale Cheap—Corner drug store, invoices \$3,200. Expense \$4 per day. Fresh stock. Will take \$1,000 down, balance good security. Reason, ill health. Address C. H. DeGowin & Co., Cheboygan, Mich. 864

For Sale—Ice cream parlor and soda fountain. Fine stock of confectionery, fruits, cigars and tobacco. Lunch counter in connection. Rent \$15 a month, including living rooms. A good chance to make money. Reason for selling, sickness. Address H. J. Bonebright, Constantine, Mich. 862

Are you a retailer? If so, let me tell you how to sell at competitive prices and make larger profits than your competitor, or sell below his prices and still make his profits. R. Randolph, 927 Century Bldg., St. Louis, Mo. 861

For Sale—Furniture and china business, the only furniture business in busy town of 5,000 inhabitants. Good factories, good farming country. Good reasons for selling. Address P. O. Box 86, Greenville, Mich. 853

For Sale—Furniture, carpet and wall paper stock in a growing city of 10,000 population in Eastern Oregon. The only first-class furniture store and the only one carrying carpets. Business established ten years. Sales about \$40,000 per annum. Will net 30 per cent. above all expenses. Large business with the neighboring towns. Stock will invoice about \$16,000, which can be reduced. Queen City Furniture Co., Baker City, Ore. 860

For Sale—Country drug store, good farming country. No opposition. No rent. Will sell cheap. Address C., care Michigan Tradesman. 859

For Sale—Cheap, or trade for any kind of merchandise, a beautiful 400 acre farm. Address Farmer, care Michigan Tradesman. 855

For Sale—First-class grocery and meat market in Whiting, Ind. Established 25 years; rent \$35 per month; reason for selling, other business to attend to. Price for fixtures and stock, \$2,500. Address Lock Box 166, Whiting, Ind. 849

For Sale—Dry goods stock. Also furniture and fixtures. Enquire of L. Bushnell, Northport, Mich. 852

For Sale—Wood working plant, Iron-ton, Mo., with power equipment. Apply W. D. Biggers, 1120 Penobscot Bldg., Detroit, Mich. 847

For Sale—Who wants my new modern bakery, mixer, gas engine, freezers, etc.? New stock. Will sell or rent. Weldon Smith, Phone Citiz. 145, Lowell, Mich. 845

For Sale—A new McCaskey No. 420 account register and supplies for \$100, regular price is \$130. Address F. A. C. Iltis, Le Sueur Center, Minn. 835

For Sale—Well-established bakery in thriving Western Michigan town. Trade large and profits good. Reason for selling, owner has other business. John Watkins, 815 Prospect St., Lansing, Mich. 834

Grocery For Sale—In a town of 3,000 population, the best location in the city. Doing the most profitable business on least expense of any store in the town. Sales run from \$18,000 to \$25,000 yearly. Reason for selling, have outside interests that demand my attention. This is a bargain. Write to-day. Address No. 833, care Tradesman. 833

For Sale—General store, located 11 miles N. W. Charlotte and 7 miles S. E. Sunfield. Stock will inventory about \$3,500. Half interest in store building \$425. K. Bosworth & Son, Sunfield, Mich. 832

For Sale—In Idaho, stock of general merchandise. \$7,000 will handle it, fixtures, buildings and living rooms attached. A chance for anyone wanting a good business and healthy climate. Address No. 830, care Tradesman. 830

Administrator's Sale—Retail confectionery business in best location in city, well established; fine business. Price reasonable. Address Mrs. E. C. Brogan, 116 S. Main St., Ann Arbor, Mich. 829

Business Opportunity—Grip has reduced my vitality. Doctors say must rest. Have business worth \$50,000. Will sell all or half interest to right party who will take active interest. Vernon Miller, 150 Nassau St., New York. 841

For Sale—\$8,000 moneymaking undertaking and house furnishing business, established 7 years. Terms. Good location. Reasonable rent. Owner retiring. C. R. Temple, Douglas, Ariz. 838

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

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

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

Farm lands and acres for sale at wholesale prices. L. A. Larsen Co., 215 Providence Bldg., Duluth, Minn. 837

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

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

Wanted—Tailor to locate in community of 3,000 to 4,000 people. Address Board of Trade, Montague, Mich. 804

Neat pencil holder, cigar cutter, compass, manicure, (over 20 uses). Dozen 75c. Multiclip, McMechen, W. Va. 790

To Rent—Modern shoe store, 17 1/2 x 60 feet, steel ceiling, oak shelving, basement. Lieberman & Baird, St. Clair, Mich. 763

G. B. JOHNS & CO.  
Merchandise, Real Estate, Jewelry  
AUCTIONEERS  
GRAND LEDGE, MICH.

Just closed a very successful ten day reduction sale for T. D. Hobbs, Kalkaska, Mich. Write them about it if you are interested.

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

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

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—Experienced clothing salesman, good reference required. Apply to Krohn & Netzgorg, Carson City, Mich. 858

Wanted—Salesman who has and can make large money successfully placing long-established specialty in various towns and cities amongst small investors seeking legitimate profitable business opening. 425 Putman Ave., Brooklyn, N. Y. 842

Wanted—Competent man about 30, experienced, take charge four men, city route, moderate salary commence. Will increase as he builds up business. 241 Nostrand Ave., Brooklyn, N. Y. 843

Wanted—Young dry goods man, some experience in trimming, card writing. Bright, trustworthy, hustler, preferable if speaking German, Norwegian. Well recommended by former employer. State as to morals, age, if married, experience, when and where. Salary wanted for first year. If can take position at once, address Box 356, Wahpeton, N. D. 840

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.

Wanted—By married man, position as clerk in hardware store. Have had fourteen years' experience. Best of references. Address E. E. Wonser, Hennespin, Ill. 863

Want Ads. continued on next page.

## The Best Work Shoes

Bear the MAYER Trade Mark

# 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.



## GRIFFITH AT LARGE.

One of the picturesque characters of Detroit is Armand H. Griffith, for many years Director of the Detroit Museum of Art. While he is somewhat clear and honest in aesthetic impulse and because of wide travel, appreciative observation and more or less study, he is something of an authority in Art with a large A. He can talk on almost any old topic—for from fifteen to thirty minutes at a time.

His free lectures at the Museum of Art each Sunday afternoon have come to be one of the institutions of Detroit and have done more to popularize the Museum of Art and cause the middle classes in the Michigan metropolis to look upon it as an educational institution always available, gratis, to themselves and their children than all the other influences that have been summoned in behalf of the establishment.

"Griff." is self taught; one of those energetic chaps who, forced to depend from childhood upon his own efforts, has developed a strong equipment of self reliance and so is not hide-bound as to some of the conventionalities—social, artistic and theological. Withal he is serene in the courage of his convictions, however he may have reached his decisions.

The other day "Griff." was interviewed by a Detroit newspaper as to the Directoire gown, in which he expressed himself with characteristic plain speech and fervor as unequivocally in favor of the sheath skirt and gown. Incidentally, he poked fun at the straight front corset and at all corset abominations as offenses against decency, beauty and morals.

"Griff." is fond of having opinions and has a touch-and-go habit of voicing them when suitable occasion offers. Recently he appeared in Grand Rapids to give one of his talks on something or other, in which he took occasion to lambaste the furniture designers in Grand Rapids, charging that all the orders in architecture are seen in most incongruous juxtaposition—that isn't the way, exactly, that "Griff." put it, but that is what he meant to say—in the various examples of high grade Grand Rapids furniture. He charged practically that Corinthian capitals, with their elaborate foliations, are seen upon Ionic columns, supporting Gothic arches embellished with Doric decorations; that Arabesque designs are shown upon Greek pediments, with plinths, pedestals, pilasters, brackets, corbels, panels and all the rest hopelessly mixed as to orders, while the vagaries of the Louis XVI., the Mission, the Colonial and the Morris styles dance a mad rout in and out, around and between the conglomerations in the search of favor.

"Griff." has made a fine record in building up the Detroit Museum of Art with its great lecture room, its remarkably fine exhibit of industrial and domestic implements, wearing apparel and miscellaneous curios; its instructive collection of casts, the Scripps collection of alleged Old Masters and a small but fairly good exhibit of modern paintings. And when, on a Sunday afternoon, he gives a

talk on "The Origin of the Fan," the "War of the Roses," the "Genesis of Human Frailty," or some other equally trivial and interesting topic that can be discussed while you wait, he is in his element and covers more ground in an entertaining fashion than one has right to expect.

When, however, he bloviates in an oracular way against the skill, the education, the good taste and keen appreciation of all artistic values of the average furniture designer employed in Grand Rapids, he is talking just to hear himself talk. He does not know that these designers have given and are giving their lives to their art, that they are and have long been students who are enthusiastic in their chosen work; who command salaries greater than the salaries paid to the average art directors of art museums and galleries, who make semi-annual visits to the European art centers as students and who would no more think of committing an architectural or an artistic blunder than would Mr. Griffith think of putting up a lot of copies on the walls of the Detroit Museum of Art and listing them as originals. And so, while there are lines of furniture manufactured which show chronological and artistic incongruities, they are not designed and made in Grand Rapids and the Tradesman challenges Mr. Griffith to demonstrate the accuracy of his remarkable claim against the "Made in Grand Rapids" artists and artisans.

## REACHING THE LIMIT.

A week ago in Chicago damages of \$1,000 were given by a jury in Judge Gibbon's court; a decision which establishes a precedent in Illinois and reaches a limit far more important in and outside that State than the courts have heretofore set up.

On Nov. 25, 1904, Chullek committed suicide. For months before he had been a patron of a certain saloon and had lost his position at the Illinois Steel Co.'s plant on account of this patronage. It was charged that Chullek, while under the influence of liquor obtained in the saloon, committed suicide and the widow sued the saloonkeeper and the Peter Hand Brewing Co. Mrs. Chullek declared that she went to the saloon time after time and warned the keeper to refrain from selling or giving liquor to her husband, but only to have no heed given to her warning and to be ordered to leave the place.

Admitting that the \$1,000 was so much more than the drunkard's life was worth, there is something in the "thus far shalt thou come and no farther" which makes men pause and ponder. Has it come at last to this, that the saloon and the power behind it are to be responsible for the mischief they have done, for the men they kill? Is the cash value of a drunkard \$1,000; and with this for the limit are the brewer and the vender to be fined proportionately as the victim veers from the standard of drunkenness? At this rate what was this drunkard's life worth before he patronized the saloon; before, for instance, the wife began to support herself, the little 4-year-old and—the

story is an old one—her besotted husband? Suppose—the conditions are endless—he had lived five years and then died, not a suicide, would the \$1,000 be then forthcoming? Yet the same alcohol killed him through the same agents; and the years of suffering, of humiliation and shame lived through by this devoted woman, his wife, go for nothing; and they are the things that count most.

Dropping all this, there is something else—a something that bodes no good to these promoters of wholesale destruction. This is a single instance involving a verdict of \$1,000, with the addenda that "if we could have shown that the brewing company was connected with the saloonkeeper I think a greater amount would have been given." How many men died drunkards last year? How many during the last ten years? There were more, but we will say 30,000. These lives worth each \$1,000 amount to \$30,000,000.

What of it?

Simply that again a limit has been reached—this time to a power, a passion, an appetite, the evil of which for time untold has been disgrace and misery and death. There is no need of enlarging upon that. Confining it all to the dying men themselves and holding the saloon responsible at \$1,000 a man will put a stop to what has never yet been stopped, the business of filling graves with men for \$1,000 apiece where until now it has been done for nothing.

## Armour's Fight For Water Soaked Sausage.

Lansing, July 14—Pork sausage, beef sausage, sausage containing cereal and added water, and sausage without the alleged adulterants are on exhibit in the Circuit Court to be used as evidence in the Armour & Co. case brought against State Dairy and Food Commissioner Bird and his assistants to restrain them from threatening to prosecute the customers of the company because it insists on selling adulterated sausage.

An alcohol lamp and a small cooking dish also occupy a place in the court room and it is probable that the State's attorneys will cook sausage before the case is concluded.

Not all of the sausage on exhibit was manufactured by Armour & Co. A part of it was made by other firms and it is stated that some of this does not contain cereal. All of the Armour & Co. sausage contains cereal, it is said, and it is claimed that it makes the sausage more palatable.

Forty-one persons have testified for the State up to date and thirty-one witnesses have been on the stand for the company. It is probable that the last of the State's witnesses will be sworn this afternoon or to-morrow morning.

The company may introduce rebuttal evidence. If this is done, it is anticipated that the case will occupy the remainder of the week.

## The Grain Market.

All grains have been strong the past week, wheat advancing about 4c per bushel, corn 3c and oats 1@2c, with a better shipping demand both

for export and local trade. The visible supply of wheat the past week shows a decrease of 361,000 bushels, which brings the present visible supply down to 13,471,000 bushels, as compared with 47,086,000 bushels for the same period last year. The visible supply in corn for the week increased 233,000 bushels, making the present visible supply 3,256,000 bushels, compared with 8,329,000 bushels last year. Oats decreased for the week 634,000 bushels, bringing the present visible supply to 2,090,000 bushels as compared with 5,364,000 bushels last year.

The wheat situation is puzzling just at present. The new crop will undoubtedly move quite freely at present prices, and on the other hand the Northwest threatens to reduce their estimate on the coming crop very materially, and in the meantime the prices are strong and advancing.

Corn and oats have both been considered high through the year, but the advance of the past few days has put a new crink in the back of feeders and it would seem that these values would curtail the consumption to a certain extent.

Millfeeds are higher again, Western bran and middlings advancing about 75c per ton in sympathy with coarse grains. L. Fred Peabody.

## Business Changes in the Buckeye State.

Bucyrus—A furniture store will be opened by A. Adams.

Dayton—W. P. March & Son, hardware dealers, have made an assignment.

Roseville—The Wabash Pottery Co. has been incorporated with a capital stock of \$10,000.

Ashland—Frank Zehner has sold his meat market to Hiram Ewing.

Derwent—C. B. McCoy succeeds J. W. Lanning in the general merchandise business.

Hamilton—Adolph Herrman has sold his drug stock to Bert Hephherd.

Lisbon—Martin S. Welch, manufacturer of paint, has suffered a loss by fire.

Marysville—The grocery firm of Opphile & Conrad has been dissolved, Mr. Opphile continuing same.

Hamilton—Schuler & Sloneker are succeeded in the confectionery and bakery business by B. S. Bartlow.

Kirby—Krock & Stark, grocers, have dissolved partnership, W. T. Stark continuing same.

## Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, July 15—Creamery, fresh, 21@23c; dairy, fresh, 16@20c; poor to common, 14@16c.

Eggs—Strictly fresh candled, 19@21c.

Live Poultry—Fowls, 11@12c; ducks, 10@12c; geese, 9@10c; old cox, 8@9c; broilers, 18@20c.

Dressed Poultry—Fowls, 12@13c; old cox, 9@10c.

Beans—Marrow, hand-picked, \$2.35 @2.50; medium, hand-picked, \$2.50; pea, hand-picked, \$2.60@2.65; red kidney, hand-picked, \$1.75@1.80; white kidney, hand-picked, \$2.25@2.40.

Potatoes—New, \$3.25 per bbl.

Rea & Witzig.



# 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

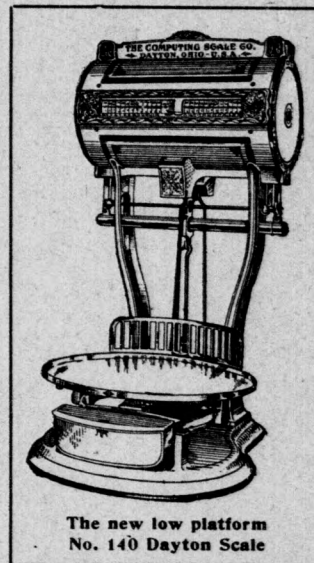
The **best** and **safest** way to secure trade and hold it is to use such methods as will promote **absolute confidence**. Impress upon your customers the fact that you are trying to be **fair** and **square** with them: The **surest** way to show this is to use

## 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**.

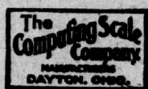
Eighteen years of experience and development places us in a position to equip the merchant with scales which produce the desired results in the **quickest** and **surest** way. Let us **prove** it.

It is **no credit** to be the **last** to investigate, therefore send in the attached coupon or your name and address by return mail.



The new low platform  
No. 140 Dayton Scale

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.

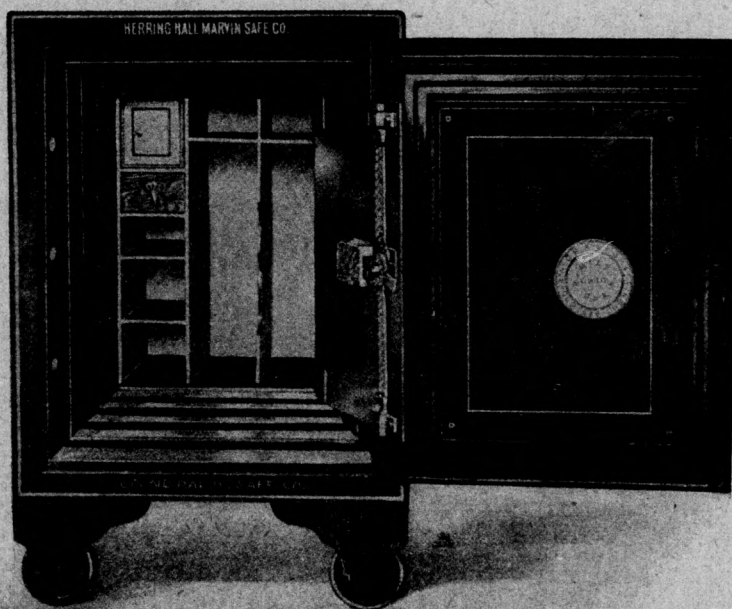
58 State St., Chicago

# 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.





**"FORCE"**

**TRADE**

**Is Easy to Handle**

**C**USTOMERS just say, "I'll take two boxes of **"FORCE"** You don't have to talk about it—we do that by extensive advertising.

**"FORCE"** was the first flaked wheat food sold, and its quality makes it a "first seller" all the time. That's where you come in; and the average profit is 33 1/3 per cent.

Sales are increasing all the time.

Keep it where people can see it and get the trade we're sending you.



## Quality and Price



**The  
Angldile**

Merchant's Side

Will largely influence your choice of a Scale. There is no better Scale than the Angldile and the price is of interest to every one who uses a Scale. For the first time you can buy an honest Scale at an honest price.

Any comparison you may make will convince you that the Angldile represents the greatest value ever offered in Computing Scales.

The way we weigh will please you.

Let us convince you.

**Angldile Computing Scale Company**

**Elkhart, Indiana**

**Credit Sales    Cash Sales**  
**Cash on Account**  
**C. O. D. Sales**  
**Produce or**  
**Exchange Sales**



All handled with only ONE WRITING by the McCASKEY SYSTEM.

It is the UP-TO-DATE, TOALED, FORWARDING System.

Accounts always READY for SETTLEMENT without making another figure.

Accounts handled in DUPLICATE or TRIPLICATE.

NO chance for DISPUTES.

It is an Automatic COLLECTOR of accounts.

44,000 McCASKEYS IN USE.

Catalog FREE for the asking.

**THE McCASKEY REGISTER CO.**

**27 Rush St., Alliance, Ohio**

Mfrs. of the Famous Multiplex Duplicate and Triplicate Carbon Back Order Pads; also the different styles of Single Carbon Pads. Agencies in all Principal Cities.

## What Is the Good

Of good printing? You can probably answer that in a minute when you compare good printing with poor. You know the satisfaction of sending out printed matter that is neat, ship-shape and up-to-date in appearance. You know how it impresses you when you receive it from some one else. It has the same effect on your customers. Let us show you what we can do by a judicious admixture of brains and type. Let us help you with your printing.

**Tradesman Company**  
**Grand Rapids**