

## 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 color-  
ing. Our vinegar meets the re-  
quirements of the Pure Food Laws  
of every State in the Union. \* \*

**The Williams Bros. Co.**

Manufacturers

Picklers and Preservers

Detroit, Mich.

**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 22, 1908

Number 1296

## 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 Baartman, 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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2. The Boy Rash.  
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24. The Commercial Traveler.  
26. Drugs.  
27. Drug Price Current.  
28. Grocery Price Current.  
30. Special Price Current.

### TO RAISE RAILROAD RATES.

The railroads are about to raise freight rates as much as 10 per cent. in many instances. The cause assigned for the advance at a time when commerce is still suffering more or less from last fall's financial panic will certainly not appeal very strongly to the great mass of shippers, which includes the great majority of business people. The railroads claim that with decreased traffic and increased expenses due to higher paid labor and enhanced cost of all supplies their net earnings have so shrunk that they are unable to maintain their credit and their ability to borrow money needed for improvements and extensions.

The increased cost of labor the railroads claim it is impossible to cut down, owing to the power of the labor unions, backed by the Government; and the higher cost of supplies can not be reduced because the manufacturers furnishing the supplies must charge higher prices owing to the larger wages they are compelled to pay their laborers. The railroads, therefore, coolly propose to saddle all these increased costs upon the unfortunate freight payers. Somebody has to pay for the greater prosperity of labor and make good the losses of the railroads and manufacturers, and that somebody is the general public.

Something is radically wrong in our industrial and railroad system when, in times of poor trade and money stringency, freight rates and labor charges must be increased. Ordinary economic laws do not work that way, hence there exists something very abnormal, if the railroads are to be believed. The companies are not to be implicitly believed, however, as it is a well-known fact that the railroads were the first to cut down the number of their employees and reduce expenses to meet the shrinking traffic resulting from the panic. If they have found it difficult to borrow money during the panic period, and are still compelled to be content with less than they would like, their experience is not very different from that of most other people.

The main trouble with the rail-

roads has been that during the period of great business development and expansion they stretched their credit to the limit and incurred much new indebtedness for extensions that have not paid as handsomely as was expected. Being in many cases over-capitalized, they have suffered the inevitable consequences of such conditions, and must now retrench and cut their coat more in keeping with their cloth. Instead of increasing freight rates and imposing additional burdens upon business, which business can scarcely bear, the roads should endeavor to increase their traffic by improving their facilities and giving shippers more consideration. An increase in rates would be resented in prosperous times, but at present, with business but barely showing a revival from the panic, the proposed increase will be fought in every possible way.

That the railroads have suffered not a little from ill-advised legislation is probable enough, but now that there is growing up a disposition to treat the roads with greater consideration, it would be very bad policy to again incite resentment by imposing an additional burden upon every business man in the country and upon the masses who consume the goods transported, and thus revive legislative hostility.

### SOCIAL EQUALITY.

Few persons realize that we are coming to a time when there will be no personal service.

The general diffusion of the American idea of equality, that every person is socially as well as politically, as good as every other person will finally create such opposition to all personal service that it will come to an end.

Nobody wants to have menial tasks performed for them by their social equals. The idea of giving orders to your equals in social rank is certainly most displeasing to those to whom the commands are given. Therefore, with the universal dissemination of "book learning" and of the idea of equality, there will be nobody left to perform menial services, so that we'll have no cooks, house-maids and others who do personal service.

Therefore our houses will have to be constructed to meet the demands and science will furnish the service. By touching a button, or turning a faucet, we will have light, heat or fans and iced beverages, while such food as we may require will arrive by a "dumb waiter," and we will get it on the table for ourselves. There will be no ashes to be removed and no garbage and slops. The dust will be blown out of our houses by com-

pressed air, and all will be done by contract.

Of course, it will be a dull sort of life on those terms because everything will be done by machinery, and we will all be parts of the system regulated by machine methods. There will be no wealthy people, and probably no private property, the entire industrial, political, social, commercial and financial business being operated for the benefit of the entire population. Every house will be precisely like every other house so as to conform to the system, and to prevent envy and jealousy because one has something which another has not.

It is entirely possible that there may be no family, all being on a perfect social equality with absolutely equal rights, the majority, including the women, of course, voting and holding office as the majority may order. As to children, they will be brought up in national nurseries, and become the children of the Republic. Under such conditions no person could have a right or enjoy a favor that was not open to every other member of society, and there could be no intimate friendships or exclusive relations of any sort whatever.

Such a system will be the evolution of conditions in which liberty, equality, controlled wholly by science, shall bring forth. It will not come into operation at any early date, but may be wrought out as an evolution.

This is the season of the year when many people excuse themselves from Sunday church attendance on the plea that they are too tired and need a rest. Bob Burdette, who is now a preacher, does not believe this a correct statement of the case. He says: "You are 'too tired to go to church?' That is sheer nonsense. There is not a place on the continent so restful as the church. You are going to lie round the house all day; snooze in a hammock, loll in a rocking chair; go to sleep over a book. That is not resting, that is loafing. Tell yourself honestly—you like to think you are honest—did you ever in all your life see a loafer who looked rested? Did you ever see a loafer who did not look tired all the time? The people who try to rest are always tired. Resting is the hardest work in the world, when you make work out of it. You have no need to loaf all day Sunday. Two hours in church; two hours of the quiet; the sermon; the reading; the uplift which comes from the new channels into which your thought, your mind, is led, will rest you more, physically, morally, intellectually, than will all the day spent in trying to 'rest.'"



## THE BOY RASH.

## A Disease Which Must Necessarily Run Its Course.

Written for the Tradesman.

The circumstances are these: A family in Grand Rapids were gathered around the breakfast table and in the middle of the repast the telephone gave a persistent call. The servant answered it and an instant after came to say that the young man of the family was called for. That person immediately went to the instrument, where a period of conversational ragtime followed, and only the closing of the breakfast room door put a stop to the intense nausea, which the telephone talk created.

The closing of the door gave an opportunity for the expression of certain ideas and here they are:

"That girl at the other end of the line calls up Tom about fifty times a day. It began about half an hour after he got home from school in June and she's kept it going ever since. After she gets through and before he has finished his breakfast there will be another and then at least half a dozen others standing ready to get the use of the wire, until I should think he would begin to get as sick of it and them as I am.

"What do they want? As Tom says, 'Search me!' I've tried to find out and have given it up. It is too much of a conundrum. I have at last settled down into the conviction that the city is full of girls of the curfew age who have broken out with the boy rash, a disease that like other fevers must run its course, and nothing but the most rigorous and vigorous home treatment can stop it or even keep it within bounds.

"Home treatment! I wonder if there is such a thing any longer. When I was a girl if I had run after the boys as girls do now I should have been the town's talk and trounced for a tomboy, just as these girls ought to be. The eighth grade—there is number two; she's always trying to 'make a date' with Tom and the motor—is the time for breaking out. The dresses are lengthened then and the hair is coiled up for the first time and fastened. The girls begin to gather at each other's homes and the boys are invited to come and spend the evening and go home with them. From that time on it's tagging and hanging on to the boys until school becomes a place only for having a good time and home the place for the telephone. The Riggsses had their phone taken out because Jack's girls(!) pestered them all so they couldn't stand another day of it. Oh, if these mothers—" There Tom came to finish his breakfast and the animated monologue came to an end.

Making due allowance for the outpouring of long-suppressed emotion, it remains a question whether the mothers are the only ones to blame for the undesirable condition of things. It's all very well for Tom's mother to find fault with Susan Jane's mother; but she knows, as well as the rest of us know, that, if Tom had a sister and Susan Jane a

brother the same nonsense would go right on in the same houses and over the same phone. Everybody's children does it and they are going to do it until that same everybody makes up its mind that he or she has had enough. Candidly public opinion sanctions just this thing, exactly as it sanctions other forms of foolishness which society laughs at, deplores and finally stops. That the girls are bold, forward and rude; that the boys—even Tom's mother's boy—are getting beyond control is nothing to the purpose. Tom's manhood is on a par with 'his girl's' womanhood and both are painfully lacking in all that belongs to good breeding. The coarseness of the one and the other's lack of gentleness are from the same piece and they are telling some very unpleasant stories of the home life that tolerates them.

Finally, brethren, it is well to remember that this same American home life is full of the worthiest possibilities and will be found equal to any emergencies barring its way. The boy is rough, the girl is independent; but the kindness of heart which both possess—it is the American home atmosphere—will see to it that the rough reaches its limit and that the independence, worn gracefully later on, will be the woman's, the mother's greatest charm. What if they do say foolish things over the phone? What if they do begin to talk with "Say!" and brighten their conversation with bets from "a dollar" to "your life!" We know that in time they will "cut it out" and that the world in their day is going to be a little better than ours is now!

Richard Malcolm Strong.

## Development of the Ice Cream Cone Industry.

The ice cream cone is distinctly a modern institution. Who invented it, what bright mind thought it out is not recorded. It is not patented. No royalty is figured in its cost to producer or consumer. It is somebody's gift to mankind and so wonderfully popular has it become that it is looked upon as almost as necessary an accessory to the church picnic as the pickles or the pie. The great field for the cone, however, is at the circus, the fair, the public celebration and at the street corner stand. The cone solves the problem of dishes and spoons. It makes the eating of ice cream easy, and they are so easily made and cheap that the cone can be given with the goods and still leave a margin of profit.

According to Matthew T. McNamara, of the Valley City Brick and Bulk Ice Cream Co., the ice cream cone had its first introduction to the public on a large scale at the St. Louis Exposition in 1904. Its first appearance here was at the West Michigan State Fair in the fall of 1905. "Some of the outside concessioners brought in a supply and used them in selling ice cream to the crowd," said Mr. McNamara a few days ago. "They seemed to meet with much favor alike as a novelty and a convenience. My son was at the fair and urged me to add cones to our line. It was then too late in

the season to do anything, but I told him if nobody else took hold the next spring I would try it. No one else did tackle it and I went in. The sales were big from the very start. It seemed as though the world had just been waiting for something like this. My banner month that season was 140,000 cones. The total production for the summer was something like half a million, which was not bad for an absolutely new article. I sold between 100,000 and 150,000 cones a month last season and am doing about the same this year. My production does not now represent the entire output as it did two years ago, however. There are half a dozen others, and perhaps more, making them, mostly Syrians. The production is probably something like a quarter of a million a month during the midsummer. In the winter the business is practically dead. This city does not by any means consume all the ice cream cones made here. We ship the goods to all parts of Michigan and even into Indiana and Ohio. The summer resorts take a great many of them. The fair, farmers' picnic, reunions, carnivals and similar functions create a great demand for them. The demand is steadily growing, but the business is getting split up as competition in the production develops."

Ice cream cones are made of eggs, sugar, flour and a little flavoring extract. The materials are stirred into a thin batter and are cooked or fried in a special waffle iron. When it comes out of the iron it is simply a thin sheet of perforated pastry. A quick turn of the wrist converts it into a cone and in this form it soon hardens and becomes brittle. The irons are usually arranged in a group or gang of three or four over gas jets and a couple of operatives working lively will turn out 3,000 to 5,000 a day. They sell to the trade at about \$1 per hundred.

He who sells out his friends lays his own soul on the bargain counter.

When in want of  
Steam Engines, Boilers, Gas Engines  
Gas Producers, Air Compressors

Address  
**TURNER & NORTON**  
Phone 1583  
413 Murray Building Grand Rapids, Mich.

**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.**  
265 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 &amp; Co., Ltd.

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

Grand Rapids, Mich.

TRADE **IDEAL** MARK

## "Always Our Aim"

To make the best work garments on the market.

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

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

Write us for samples.

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



### Business Changes in the Buckeye State.

Coshocton—The stock in the Rippeth dry goods store has been purchased by Thompson & McKeown. Mr. Rippeth will remain with the new firm for a few days and then will engage in another line of business after a vacation.

Ashland—F. J. Bockley has sold his drug stock to W. B. Cousin.

New Paris—Maurice Sullivan succeeds T. J. Samuel & Son in the meat market business.

Hamilton — Shuler & Sloneker, bakers, are succeeded in business by Bert S. Bartlow.

Cincinnati — The American Glass Beveling Co. has been incorporated with a capital stock of \$10,000.

Cincinnati—W. A. Juliam has sold an interest in the Cincinnati Shoe Co. to Walter J. Wichgar.

Cleveland — The Wilson Dress Hook Co. has been incorporated with a capital stock of \$50,000.

Lancaster—S. Thomas will continue the business formerly conducted by the Davis Skirt Store.

Marietta—A corporation has been formed under the style of the Burns Oil Co.

Oberlin—Geo. W. Preston has sold his interest in the bakery business of Hobbs & Preston.

Seaman—The Seaman Creamery Co. has been incorporated with a capital stock of \$61,000.

Shelby—A corporation has been formed under the style of the Shelby Canning Co., which has an authorized capital stock of \$20,000.

Spencerville—Mr. Haas will continue the grocery and meat business formerly conducted by Haas & Champ.

Toledo—A corporation has been formed under the style of the Heart of Wheat Cereal Co.

Toledo—Raab Bros. & Rall are succeeded in the shoe business by B. R. Baker & Co.

Warren—The Hitchcock Motor Co. has been incorporated with an authorized capital stock of \$20,000.

Wellsville—J. H. Doult has purchased the dry goods stock of J. J. Dowling.

Youngstown—The capital stock of the Leather Shop Co. has been increased to \$30,000.

Cleveland—The Graham Linen Co. has been incorporated with a capital stock of \$10,000.

Cleveland—A corporation has been formed under the style of the Wm. E. Hart Co. to conduct a general merchandise business, with a capital stock of \$25,000.

Dayton — The Nine Ninety-eight Clothing Parlor Co. has been incorporated with a capital stock of \$10,000.

Defiance — The grocery business formerly conducted by Martin & Krotz will be continued by F. Krotz.

Akron—The Williams Foundry & Machine Co. has been incorporated with a capital stock of \$75,000.

Akron—A petition has been filed to have the Globe Sign & Paper Co. adjudicated bankrupt.

Bridgeport—Jas. Moses has made

an assignment of his general stock, his liabilities amounting to \$16,000.

Dayton—The Boring Cash Register Co. has been incorporated with a capital stock of \$50,000.

Elyria—M. L. Gove has sold his stock of notions to J. N. Dixon.

Lima—The Lima Mattress Co. has been incorporated with a capital stock of \$25,000.

### Trade Changes in the Hoosier State.

New Palestine—Geo. Minichals has opened a general merchandise store.

North Vernon—Alexander Bros., of Seymour, will open a new grocery.

Anderson—A new drug store has been opened by Chas. Bowlin.

Anderson—The Westcott Carriage Co., of Richmond, will move its factory here.

Rising Sun—Lew Thorn will continue the drug business formerly conducted by Thorn & Richardson.

Richmond—The American Seeding Machine Co. is consolidating the business of its New York and Kentucky factories here, giving employment to 750 hands.

Moore Hill—The Jennings Drug Co. will be succeeded by Ripple & Roetig, of Cincinnati, about September 1.

Richmond—Clem Thislewaite has purchased the drug stock of Quigley & Babylon, M. J. Quigley purchasing the drug stock of Hiatt & Co.

Greenville—The Barrett Elevator Co. has been incorporated, with a capital stock of \$16,000.

Marion—A corporation has been formed under the style of the Marion Drug Co.

Boonville — The bakery business formerly conducted by L. Kuntzman & Son will be continued by Geo. Kuntzman.

Farmersburg—The meat business formerly conducted by L. D. Ogden will be continued by Ogden & Johnston.

Logansport—Carpenter & Schmidt are succeeded in the grocery and meat business by W. H. Carpenter.

Mishawaka—A confectionery store has just been opened by Nardi & Co.

Pierceton—Frederick Kline is succeeded in the general merchandise business by Monroe Dill.

Washington—W. C. Betts has purchased the drug stock of J. N. Jones.

Hammond — Mike Lukowski is about to engage in the shoe business.

Tipton—Wm. Smitsen has engaged in the hardware business.

Waveland—Henry and Alex. Moore have sold their grocery stock to Frank and Tom McNutt.

Richmond—C. C. Allen will soon open a furniture store.

Rising Sun—A new canning factory has been started here.

Anderson—P. J. O'Mearo has engaged in the drug business.

Geneva—Mr. Acker will continue the clothing business formerly conducted by Acker & Teeple.

Indianapolis—The Columbia Meter Co. has been incorporated, with a capital stock of \$10,000.

LaPorte—James Petruilos is about to engage in the confectionery business.

New Castle—A grocery and meat

market is to be opened by Jack Vestral.

South Bend—M. V. Wilkinson & Co. are about to engage in the grocery business.

Spiceland — Isaac Popp contemplates opening a bakery here.

Washington—M. L. Bonham is succeeded in the undertaking business by Foreman & Beck.

### Steepest Railway in Europe.

A remarkable mountain railway runs up to the Virgil terrace on the River Eisach in the Tyrol, and it is the steepest railway known to Europe, far surpassing in this regard the famous Vesuvius railway with a gradient of 62 per cent. and the Mendel railway with a gradient of 64 per cent. In the upper section of the new railway the gradient reaches 70 per cent. while the remainder has a gradient of 66 per cent. Nevertheless the general structure and brakes of the new railway are said to have less strain than the others which are not so steep. This is because its cars are smaller and because it dispenses with the compensating rope which gives much on the Vesuvius railway. The car is divided into four compartments and two platforms, with the outer compartments open and the inner closed. There is seating accommodation in the four compartments for thirty-two passengers. Engineer E. Strub, of Zurich, who designed the ingenious construction, has carried the railway from the lower station in a westerly direction over a curve 275 yards radius, and then straight up to the Virgil lookout. Here, in connection with the railway station, are a large restaurant and large terraces. The lookout is a great attraction to visitors, and has drawn from 500 to 1,000 visitors daily since the opening of the remarkable railway.

You are not likely to do much for the poor fellow on the Jericho road if you are anxious for the approval of the Pharisee.

### HOW TO PAY BILLS

Send for sample page and description of our **Business Record and Bill Register**. Keeps perfect record of all bills, how and when to pay them.  
Model Ledger Co., 240 S. Mich. St., South Bend, Ind.

## STRIKE

while the iron is hot.  
Don't wait until your business suffers or a member of your family falls ill.  
Order that telephone NOW.

"Use the Bell"

IT PAYS

CALL MAIN 330



## H. LEONARD & SONS

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

## G. J. Johnson Cigar Co.

S. C. W. El Portana  
Evening Press Exemplar  
These Be Our Leaders

Our registered guarantee under National Pure Food Laws is Serial No. 50

## Walter Baker & Co.'s Chocolate & Cocoa



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

**48 HIGHEST AWARDS**  
In Europe and America

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

## HOLLAND RUSK

(Prize Toast of the World)

moves off the shelves so fast, even active flies don't get a chance to alight.

Then with a substantial profit on every package, don't you think it's the kind you ought to sell?

Put in a stock today and make more money.

**Holland Rusk Co.**  
Holland, Mich.

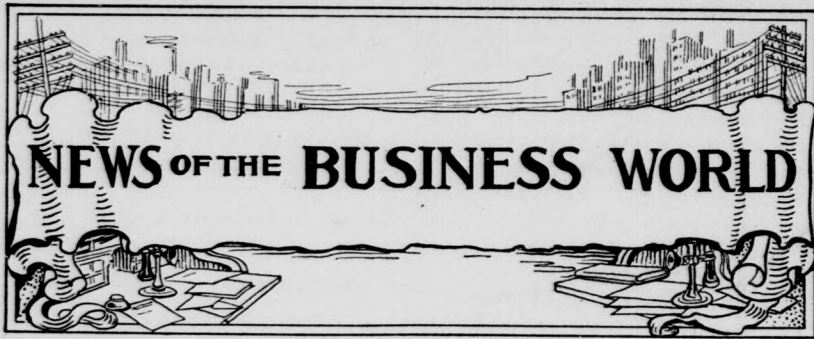
Retails



LARGE PACKAGE

10¢





### Movements of Merchants.

Bay City—Jos. Nevieu, grocer, has suffered a loss by fire.

Ahmeek—A general store will be started by Felix Orsolao.

Lansing—A cigar store has been opened by L. E. Driscoll.

Hudson—Wm. Garbe is about to engage in the hardware business.

Three Rivers—F. A. Place has sold his shoe stock to C. G. Messenger.

Wolverine—H. R. Stevenson, of Gaylord, will install a stock of jewelry here.

Watervliet—C. E. Forster is succeeded in the meat business by F. B. Dustin.

Adrian—The Eclipse Fabric Glove & Mitten Co.'s factory has begun operations.

East Jordan—George A. Bell has purchased the grocery stock of the J. Hanson Co.

Carson City—H. B. McMullen is succeeded in the meat business by E. A. Baker.

Cheboygan—J. S. Ritter & Son succeed J. H. Barrowcliff in the grocery business.

Detroit—G. W. French has purchased the bankrupt jewelry stock of John Hellerich.

Cheboygan—The Hub Mercantile Co. is the name of the firm that will succeed T. Taylor.

Ann Arbor—The Newton & Hagerly Ladder Co., of Detroit, will remove to this place.

Bay City—John Emery is succeeded in the grocery and meat business by Elmer Greenleaf.

Cheboygan—Fred Steiner has again engaged in the meat business under the style of Steiner & Son.

Allegan—Glenn D. Gordon will continue the undertaking business formerly conducted by J. M. Gordon & Son.

Kalamazoo—F. E. Bryant, formerly identified with the Model Baking Co., will engage in the bakery business.

Adrian—Upon petition of creditors, Abram Wing has been appointed receiver for the United States Safety Razor Co.

Cheboygan—Geo. E. Frost has purchased the store property of E. S. Taylor, but not the stock of groceries contained therein.

Pontiac—Purser & Harris have purchased the grocery of Aldrich & Baughman and will continue the business at the same location.

Crystal—Smith & Naldrett, who formerly conducted the business of the Crystal Pharmacy, have dissolved, J. D. Smith continuing the same.

Calumet—The new warehouse and cold storage plant of the Lake Su-

perior Cold Storage Co. has been completed and is now being occupied by the owners.

Bailey—A. M. Barnum and Frederick Barnum have purchased the drug and grocery stock of A. W. Fenton and will continue the business under the style of Barnum Bros.

Cheboygan—P. S. Taylor has sold his stock of groceries and crockery to D. J. McDonald, of the Hub Mercantile Co., who will continue business at the newly acquired stand.

Three Rivers—C. A. Fellows has sold the stock of drugs at one of his stores to R. B. Campbell, of Hillsdale. He will continue business at the other store for the present.

Jackson—The business of the Union Wall Paper & Paint Co. and that of Harry C. and George A. Nicholls has been consolidated, Messrs. Nicholls taking the management of the same.

Lowell—The business formerly conducted under the name of the Phin Smith Shoe Store will now be carried on under the style of Smith's Cash Shoe Store, the spot cash policy having been adopted.

Ann Arbor—The Schuh Veach Co. has been incorporated to conduct a plumbing and heating business. The corporation has an authorized capital stock of \$2,600, all of which has been subscribed, \$100 being paid in in cash and \$2,500 in property.

Jackson—McLaughlin, Ward & Co., dealers in produce, have merged their business into a stock company under the same style, with an authorized capital of \$50,000, of which amount \$37,000 has been subscribed, \$2,048 being paid in in cash and \$34,952 in property.

Battle Creek—The drug business conducted by Charles P. Baker under the name of the Baker Drug Co. has been merged into a stock company under the same style, with an authorized capital stock of \$6,000, all of which has been subscribed and paid in in property.

Hudson—A ruptured blood vessel in the head caused the sudden death of James H. Dwyer, a prominent grocer and G. A. R. man Tuesday. He was formerly a traveling salesman and well known in Michigan. He was 64 years old and leaves a widow, three daughters and one son.

Detroit—The firm of F. J. Schwankovsky & Co., music dealers, has reorganized as a corporation, the name being changed to the F. J. Schwankovsky Co. The capital stock is \$400,000, all of the 20,000 shares of preferred being held by Mr. Schwankovsky. The remainder is held by

F. J. Schwankovsky, Jr., and Julie de St. Vrain Schwankovsky.

Sault Ste. Marie—August 6 is the date set for the annual butchers' and grocers' excursion. The steamers Fortune and Huron will carry the crowds to Hilton, where the day will be spent. The Algonquin band will furnish music and a programme of sports will probably be one of the features. Last year the boat was not large enough to handle all the people who wanted to take in the excursion. The crowd numbered about 800 and a large number were left behind. The boats chartered this year, however, have a capacity of 1,550 people, which should be sufficient to care for all who wish to go.

Detroit—James William Caldwell, for the last twenty-two years proprietor of the drug store at Grand River avenue and High street, and one of the best known druggists in the city, died at his home, 10 Lincoln avenue, Monday afternoon of heart trouble, from which he had suffered for some time. Four weeks ago Mr. Caldwell went on a trip to Newfoundland in the hope that his health would be improved, but returned home two weeks ago in a worse condition than when he went away. Since his return to the city he had been confined to his bed. Mr. Caldwell was born in Toronto, Ont., sixty-two years ago, and came to this city when he was 18 years of age. He was a well known member of Detroit Lodge, No. 2, F. & A. M., and is survived by two daughters, Miss Florence L. Caldwell and Mrs. William Rhyndres.

Sault Ste. Marie—The sentiment in the Soo in opposition to street carnivals has found expression at Escanaba by an ordinance passed by the city council which puts a practically prohibitive license fee upon carnival companies operating in that city. The cost of operating a street carnival in Escanaba hereafter will amount to \$475 per week, which is regarded as more than any carnival company could afford to pay. This action was the result of a request of the Escanaba Business Men's Association, which has taken the stand that such attractions are a detriment rather than a benefit to any town. The argument used is that the great bulk of the money spent during such a carnival is taken from town by the carnival company putting on the show, and that only a mere pittance is given the local organization which stands sponsor for the performance. The additional argument is also used, and we think with great force, that carnivals of this sort have come to have a most demoralizing effect upon the communities in which they are given, leading directly to excess and immoralities which can not be condoned by the moral sense of any law-abiding and respectable city. A direct illustration of this tendency may be found in the fact that the Order of Elks, under whose auspices street carnivals had the greatest vogue, have denounced the practice and made it impossible for such a carnival to be conducted under the auspices of the order.

### Manufacturing Matters.

Detroit—The capital stock of the National Cutlery Co. has been increased from \$100,000 to \$150,000.

Battle Creek—The principal office of the John F. Corl Piano Co. has been removed from Jackson to this place.

Kalamazoo—B. Solomon & Son, cigar manufacturers, have established a new factory at 119 East Main street.

Port Huron—The S. Butter Furniture Co. has filed a trust mortgage for \$30,000, running to C. C. Peck as trustee for the creditors.

Talbot—The Talbot Lumber Co. is sawing a large stock of mixed timber at its new mill. The cut of this mill will be 4,000,000 feet.

Saginaw—A department for the manufacture of feather dusters has been added to the Michigan Employment Institution for the Blind.

Lovell—The T. E. Douglass Company has a force of men at work on its new sawmill, which is to take the place of the plant destroyed a few weeks ago.

Gaylord—The Dayton Last Block Works, which consumes a number of million feet of timber annually, shut down last week for the season. The year has been a successful one.

Ingalls—Ira Carley is busy sawing this season's cut at his mill here. Mr. Carley's cut is about 3,000,000 feet of mixed timber, which will be converted into lumber, ties, shingles and lath.

Mancelona—A corporation has been formed under the style of the Mancelona Creamery Co., with an authorized capital stock of \$3,500, of which amount \$2,620 has been subscribed and paid in in property.

Epoufette—A corporation has been formed under the style of the Mackinac Land & Lumber Co., with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and \$5,000 paid in in cash.

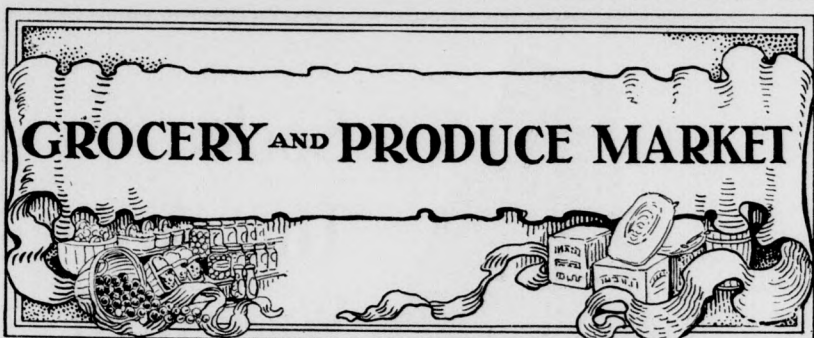
Detroit—George L. Fish & Co. have been incorporated to manufacture automobile parts and accessories, with an authorized capital stock of \$5,000, of which amount \$2,650 has been subscribed and \$2,500 paid in in cash.

Four Mile Lake—A corporation has been formed under the style of the Millen Portland Cement Co., which has an authorized capital stock of \$500,000, all of which has been subscribed, \$4,600 being paid in in cash and \$495,400 in property.

Detroit—The Michigan Equipment Co. has been incorporated to manufacture automatic saw gauges. The corporation has an authorized capital stock of \$5,000, all of which has been subscribed, \$1,000 being paid in in cash and \$4,000 in property.

Wolverine—The Wylie & Buell Co. is extending the Nunday branch of the Mackinaw division of the Michigan Central three miles farther into the woods near this place to reach 30,000,000 feet of timber. The branch will be seven miles long when this branch extension is completed. Camps are already in operation on the branch and 2,000 cords of hemlock bark are peeled and piled up along the track.





### The Produce Market.

Apples—Transparents and Duchess command \$1 per bu. The crop of early apples is large.

Bananas—\$1.50@2.25 per bunch.

Beets—30c per doz. bunches.

Butter—The market is steady and unchanged. The make is about normal for the season, but neither the consumptive nor the speculative demand is as good as a year ago, and possibly in consequence prices are about 10 per cent. lower. The market is healthy throughout and no material 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 \$2.50 for 54s and \$3.50 for 45s. Missouri fetch \$2 per crate or 75c per basket.

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.

Cocoanuts—\$4.50 per bag of 60.

Cucumbers—35c per doz. for no house.

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

Eggs—The market is firm at an advance of 1c. The receipts of fancy eggs are falling off some and the consumptive demand is good. About half the receipts show considerable heat defects, and have to be sold at concessions. Local dealers pay 18c on track, holding case count at 19c and candled at 20c.

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—Californias have advanced to \$4.25@4.50 and Messinas have advanced to \$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 \$1.25.

Oranges—California Valencias have advanced to \$4.75 and Mediterranean Sweets to \$4.

Peas—\$1.25 per bu. for Telephones.

Peaches—Albertas from Arkansas 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—Both Southern and home grown are now fetching \$3.75 per bbl. Many prefer Southern stock on account of its being larger in size.

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 75c 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—\$2.75 per bbl.

Wax Beans—\$1 per bu. for home grown.

Whortleberries—\$1@1.25 per case of 16 qts.

Geo. Hirschberg, who was engaged in general trade at Bailey for fifteen years until six and one-half years ago, since which time he has conducted a dry goods and shoe store in Grand Rapids, has repurchased the store building he formerly owned at Bailey, 28x70 feet in size, two stories high, and will shortly re-engage in general trade therein. He has purchased a new grocery stock of the Musselman Grocer Co. and will remove his dry goods and shoe stock from 1256 South Division street to Bailey.

The invitation extended by the Lansing Retail Grocers' Association to the Grand Rapids Retail Grocers' Association to hold its annual picnic in Lansing on August 20 has been accepted and, although the exact time for leaving this city has not been decided upon, it is understood that a special train bearing the picnickers will pull out of Grand Rapids during the early part of the forenoon, being scheduled to run to Lansing in an hour and a half. The fare for the round trip will be \$1.30.

E. J. Stanton, Nashville: I expect to re-engage in business in the near future and would not think of doing so without your valuable paper.

A. J. Buskers has sold his grocery stock at 125 Hilton street to A. Timmerman, who will continue the business at the same location.

The difference between what we are and what we know we ought to be is the great opportunity in life.

### The Grocery Market.

Sugar—Refined sugar is unchanged and there are no prospects of any advance in the near future. Lower prices would seem to be out of the question while the summer demand is on. The consumption of refined sugar is now very large and will be larger as soon as the full tide of the peach crop comes in.

Tea—Prices are steady, there being no change in the market. The consumptive demand is fair.

Coffee—Rio and Santos grades are slightly easier and the immediate outlook is very dubious and uncertain. Mild coffees and Mocha and Java are steady and unchanged.

Canned Goods—The lack of rain in tomato canning districts is reported as seriously affecting the chances for the crop, and on this account canners are not so anxious to sell futures, and at the same time jobbers are not tumbling over themselves to buy. Corn canners look for a smaller pack this year, expecting it to be about two-thirds of last year's moderate pack, and the market holds every firm. There is no change in the California canned fruit situation. Opening prices are being well maintained with the exception of a few concessions made now and then by a few packers who are anxious to book orders. Spot apricots are holding steady, but some firmness is shown in futures. Salmon is very firm. The demand is good and spot stocks are so small that it is expected a complete exhaustion of salmon will soon be seen. Sardines are firm, with a good demand for consumption. Cove oysters are steady, the demand being seasonable.

Dried Fruits—Prunes are unchanged and in light demand. Peaches are dull and weak, apricots being also dull and only a little less weak. Raisins are decidedly weak, offers of fancy seeded being made during the week at 5½c coast. The demand is light. Currants are unchanged and dull. Other dried fruits are quiet and unchanged.

Syrups and Molasses—The corn syrup market is being to some extent demoralized by the fact that certain jobbers are selling below cost, counting for their profit on the rebate they expect to get for exclusive purchasing from the Corn Product Co. Sugar syrup is selling well to go abroad, but the home demand is small. Molasses is unchanged and in light demand.

Cheese—There has been no change in this market during the week. The make throughout the country is about 10 per cent. lower than a year ago and the demand for speculation is much lighter, although the consumptive demand is about the same. The market is quite healthy at present, showing an active consumption, and if there is any change it will probably be in the nature of a slight advance.

Provisions—The demand is about normal and stocks are light all over the country. As the receipts are generally light and hogs show high cost, there will likely be continued high prices. Both pure and compound lard are firm at ¼c advance, a very active trade being reported

in both lines. Barrel pork, canned meats and dried beef are unchanged and in good demand.

Fish—Cod, hake and haddock are unchanged in price and very dull. Salmon is fairly active at ruling prices. Domestic sardines are unchanged in price and in fair demand. French sardines are easier and the price is much lower than a few months ago. Norwegian sardines are doing better and are now in fair demand. Mackerel is not materially unchanged for the week. New Shores are about unchanged, but new Irish are a trifle easier. New Norways are steady, but old Norways are merely nominal. The demand for mackerel is only fair.

### Lansing After Fake Advertising Schemes.

Lansing, July 21—Some time ago the officers of the Lansing Business Men's Association determined to protect its members and citizens of this city from advertising schemes by advising the merchants to notify the Association when approached by a stranger with a scheme for sale. An investigation of the merits of the scheme are then investigated by officers of the Association and a report made to the merchants. The plan has been successful, but in some instances merchants have failed to refer the schemes presented to them to the Association, and it is said that many of them have regretted this neglect.

"This is the season of the year when the advertising fakir and solicitor for all kinds of fake schemes hunts his prey with great vigor," said Secretary Chilson, of the Business Men's Association, after a somewhat warm interview with a stranger who insisted on canvassing the city for an advertising programme for the coming hand tournament.

"The gentleman is all right from his standpoint," remarked Chilson, "but it is a one-sided standpoint. Nothing in it for the Lansing merchant who invested his money. Since our Association undertook to regulate this class of operators something like a year ago we have turned away a great many and have not only saved our merchants considerable annoyance, but enough money to pay their annual dues three or four times over."

"Occasionally some one of this class of persons above referred to starts his little game in spite of our refusal to lend it official endorsement. If the merchant, when he is approached, would ask the solicitor if he has a letter from our Association he can rid himself of their presence with astuteness and dispatch. From an advertising standpoint not one out of a hundred of these schemes is a dividend payer, and it is throwing away money to sign over one of the contracts. Fully 75 per cent. of the money collected from all of these schemes is taken out of the city to be spent elsewhere, and unless we keep the lid on pretty tight the grand total amounts to a good sized sum in the course of a year. Every merchant in the city ought to aid our Committee in keeping the city free from this class of pests."



## COMB DEPARTMENT.

## Do Not Put a Man in Charge of the Same.

Written for the Tradesman.

That merchant makes a grievous error who installs a man in the ladies' comb department.

In the first place, a man may know that a woman "looks nice" in what she has on, but ask him, "Why?" and he is at a loss for a suitable reply; he simply is aware of the fact without recognizing the reason therefor.

Of course, every clerk, male or female, who is placed in a department is supposed to make a study of the goods carried at that particular counter; but a man is at a disadvantage by the limitations of masculinity. A woman clerk is quick to grasp details and instantly goes to the root of the secret why a thing is becoming to certain women, while it is utterly "impossible" to others.

A lady who is handsome of feature, with no harsh lines in her face, no angularity in the contour of her cranium, whose head is covered with soft puffs and waves built up and around with innumerable little "rats," can adopt a comb or set of combs that no woman could attempt whose face showed crabbedness of disposition or whose features were seamed with wrinkles of discontent or those brought on by sickness of body or distress of mind, which condition was accentuated by thin wiry hair that reflected, as it were, the disagreeable mental traits of its owner or the situation of things inside the brainpan induced by a combination of circumstances over which it had not been vouchsafed the victim to hold the reins of control.

It is a theory of mine, and I think it will hold water, that a person's hair shows plainly the mental and physical attributes of that person. Take the case of a woman who all her life has wanted to dominate the lives of others, who has insisted constantly that her way is the right way, the only way and everybody else must bow the knee to her, and you notice if her hair is not of an unyielding stiffness—hair that the attendants at any Beauty Parlor could "do nothing with" other than shampoo it to an immaculate degree of cleanliness and to brush it into a modicum of tractability with a quantity of brilliantine or similar unguent.

Mental and bodily characteristics, whether permanent or temporary, have everything in the world to do with the production of a charming coiffure. And it makes no difference whether this statement applies to the lady or to the girl at the Beauty Parlor into whose hands she commits herself. If either one or both are afflicted with wretched attributes of mind or body the result is most plainly discernible in a dressing that is a travesty on the art tonsorial. But let customer and the one doing her work feel gay of heart and lively of body and the outcome of the conjunction is a dream of hair loveliness that is most gratifying to both the one performing the service and "her lady."

And, as I said at the start, a style of comb that would be "just the thing" in one woman's head of hair would "look like a fright" in that of another. The color of hair a person possesses must be carefully taken into consideration as well as its quality. A comb that is enchanting in a brunette's dusky tresses would be too vivid if worn by a lady pronouncedly blond in appearance. Per contra, what would look pretty against the fluffy locks of a light-haired person would be but namby-pamby if attempted by a lady with blue-black hair, or even chestnut.

"A woman's crown of glory is her hair," saith some Solomon in the Bible—I think I am right as to the source of the quotation—and all these details I have talked about must receive the profound respect of the clerk selling the combs of an establishment if a success is to be made at the calling.

A woman clerk, by the very fact of femininity, is more fitted to perceive with lightning calculation the elements of a lady's make-up that should strongly influence the selection of a comb that shall at once be fit and practical.

To capitulate:

Merchants, debar a "mere man" from the comb section of your place of business. Jeanne.

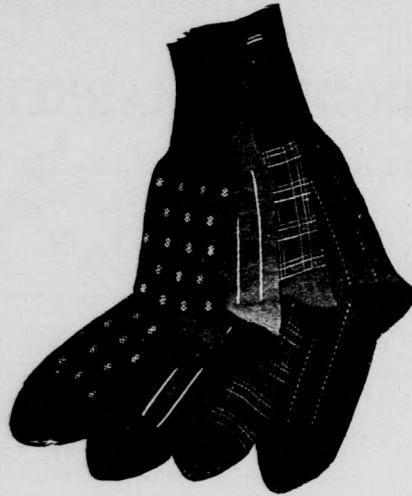
## A Boy's Opportunity.

One boy of 13 years living in the hill district knows an opportunity when he sees it, also how to catch it.

Early in the month a man was around peddling tangle foot for the trees to safeguard them against worms and moths. He told those who bought how to put it on, smoothing the bark around the tree and then applying the stuff. It fell to this boy's lot to tangle foot the trees in front of his own home. He made such a good job of it that the widow next door asked him to fix her trees and then the man across the street called him over. The boy tumbled to the fact about this time that he was within easy reach of a good chance to make his spending money for the summer. He began looking for jobs, and he had not been out long before jobs began looking for him. He was the only one doing that kind of work and he soon found himself in great demand. He has had all that he could do the past two weeks. That he might attend more closely to the work and at the same time not slip any cog he employed a younger brother to make out the bills and collect the money on a percentage basis. He has used over 100 pounds of the tangle foot to date and is still spreading it on.

## Corresponding Characteristics.

You are	The Other Fellow is
Strong-minded,	Stubborn,
Generous,	Extravagant,
Tastefully dressed,	Foppish,
Manly,	Brusque,
Sympathetic,	Inquisitive,
Prudent,	Selfish,
Frank,	Rude,
Enthusiastic,	Fanatical,
Eloquent,	Long-winded,
Successful,	Lucky,
Unlucky,	Incompetent.



## 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.

On July 28th the price of all best staple prints such as American, Simpson, etc., will be advanced to 5c per yard. Up to this date we will sell all of our present stock at the old price 4 3/4c. Send in your orders early in order to secure good styles.

### P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

## 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



### Movementss of Michigan Gideons.

Detroit, July 21—J. D. Kirkpatrick has moved from Kokomo, Ind., to 6046 Princeton avenue, Chicago. He was in Grand Rapids a few days last week representing the American Milling Co. Mrs. Kirkpatrick is now able to preside over her new home in Chicago, after being in a hospital in the South for several weeks, which will bring sunshine to our brother, who has had his mind and heart full at times while his companion has been laid low with sickness.

George M. Jaynes, of this city, has taken the sales management of the Beyer watchman's portable clocks for Hardings Bros. and now has an office at 1040 Lincoln avenue, Chicago. Brother Jaynes carries all kinds of tickers and keeps a single and double entry record all in the clock. As he meets Gideons he can just pull a ring or press a button and his clock does the rest and the clock keeps ticking right on. Brother Jaynes was up in the copper country two weeks ago with his watchman's tools and attachments, except his wife, who still thinks this city is the only place worth the while. Even the Windy City, with all its attractions and all the sweet smiles and the beautiful enchanting words of Brother and his record dials can not as yet compare with the charms of Detroit the Beautiful.

T. F. Chilton, Traverse City, who sells the secret to collect old debts, which is done by furnishing the dealer with printed matter to send out to the delinquent, the ink and form of which causes a feeling to come over the receiver to pay over that which belongs to another, bringing happiness to all. Brother Chilton invited the writer to attend the Presbyterian church in Traverse City and listen to the Irish preacher who lives at 240 Washington street, T. Boyd Gay, and no sooner had he entered the church than the mind began to flit over the past and a strong desire to be right with the Maker and with all mankind. As the moments passed and as the heart had been mellowed by the singing, the Irish preacher gave his text, John, 7:46: "Never man spake like this man." This was the answer of the officers to the chief priest as an excuse for not taking Jesus. "Why have ye not brought him?" The officers had listened to words of tenderness and love and as they listened their strong hearts were touched. "Never man spake like this man." The appearance and gestures of an orator have their influence, but "Never man spake like this man." He had wisdom; he had authority. Watching over and caring for, feeding the multitude, healing the sick, cleansing the leper, raising the dead, going about doing good, showing tenderness and love with his words and acts and deeds. His wisdom was shown at the age of 12 when before the doctors all were astonished at His wisdom and with his authority. Aaron B. Gates.

Detroit, July 21—Detroit Camp, No. 1, held a meeting at the Volunteers of America hall Saturday night as usual. Owing to the season of

the year the attendance was small, but the spirit of our Blessed Master was felt.

The meeting at the Griswold House Sunday night had a fair attendance. Brother Wheaten Smith gave an excellent talk which resulted in special prayers for personal work and for the coming National convention, to be held in Louisville the last of this week. Our National President, Brother Smith, is having his annual vacation for a few days and we missed him Sunday night at the hotel meeting. Brother A. B. Gates, our old faithful busy brother, spent Sunday in Charlevoix, but his wife was on hand to help us. A. C. H.

### Imaginative Modes of Protecting Our Own Individuality.

The world is not lumped together as a whole, but is distributed into individual natures—animals, plants, human beings of every race, species and variety, in the same way that the hand, to be more serviceable, is divided into individual fingers. And whatever be the ultimate goal to which it is tending, it is plain that that goal can be arrived at only by the agency of these individual natures—animals, plants and man. Such being the evident ground plan of the world, one sees at a glance that it is a necessity inherent in the original design that there should be some special provision for maintaining this individuality and preventing things from being absorbed into one another. And so, indeed, there is. We find in animals horns, hoofs, fangs, stings, organs of offense and defense of every variety, all serving as mere instruments or means by which this ground scheme of individuation is maintained. Now, a little reflection will show that, corresponding to these horns, fangs and stings in the lower animals, and to the appetites of fear, hunger and self-preservation by which they are set in motion, is what we call the evil nature in man.

Besides his coarse physical defenses against enemies man has the finer weapons of envy, pride, jealousy, revenge and the like, which are merely these instruments of individuation and self-preservation carried up into the mind and transmuted there into more subtle and flexible rapiers of attack or defense. Lesser men defend themselves from absorption by greater means of envy or hold their own against them by contradiction, combativeness or pride. Vanity stimulates men to make the most of themselves and helps them to keep up their individuality. Jealousy pricks them to hold their own against rivals; revenge to make good again on an enemy the injury he has done them. They are stimulated to perpetuate their individuation by means of offspring having the like individuality, and so prevent things from sinking back again into that undiversified uniformity out of which they had originally to struggle.

The highly developed and ideal man can, of course, protect himself by positive virtues. He has force enough to defend his individuality without resort to any of the subterfuges of crime or semi-criminal de-

vices. The nearly perfect man would descend to the lesser or more petty immoralities and deceits to shield his weaknesses.

And so, too, if we take the more positive and active sins of lying, stealing, murder and the like, we may see that here also no new element has been introduced, but all are ways of aggrandizing ourselves and our own individuality at the expense of others; others overstepping those conditions of fair play and injustice which, in a limited world, are necessary to enable each to maintain his own individuality and to escape being absorbed or annihilated by another. If we tell lies, for example, we secure for ourselves a point of vantage which does not legitimately belong to us; if we steal we do the same; and so, too, if we deceive those who trust us, or if we commit murder.

Again, if we consider what theologians would call "sin in the inmost members"—lust and desires that may go no farther than the mind of the person entertaining them, stopping short before they come to action, envy, impure thought, evil wishing, suspicion, covetousness, selfishness, worldly mindedness, and the like—we shall find that at bottom they are only imaginative modes of protecting or aggrandizing our own individuality; although, if not restrained, they may keep pricking the imagination until, to relieve itself, it forces men into all sorts of unnatural cruelties and crimes; or they may so monopolize consciousness as to weaken the authority of those high and noble aspirations which we feel by their quality to be the true ends of our being. John Beattie Crozier.

### Suggestions for Motorists.

If your brake fails to work at a critical moment, run into something cheap.

If you desire to make an impression on a young lady run over her.

Common humanity dictates that you stop when the tires are out of wind.

By seating your best girl in front with the chauffeur you will have something pleasant to look forward to during the ride.

Should your auto overturn leave your seat immediately.

You should know your brakes or else you may break your nose.

If a man gets in your way and is run down he should apologize. If he is dead demand an apology from his wife.

### The Lucky 13.

On an American twenty-five cent piece there are thirteen stars, thirteen

letters in the scroll held in the eagle's beak, thirteen feathers in each of the eagle's wings, thirteen tail feathers, thirteen parallel bars in the shield, thirteen horizontal bars, thirteen arrow-heads, thirteen leaves on the branch and thirteen letters in the words "quarter dollar."

When a man lets the wind blow all the shingles off his house he talks of the strange ways of Providence.

## Back Up Your Trade Papers

Make it possible for us advertisers to write a nice note to the editor once in a while saying "we got splendid results from our 'ad' in your paper." It cheers him up. All the trouble it will take is a postal card or a letter to us, asking to see samples of our

## California Jams and Marmalades

We do the rest at no cost to you. Don't overlook what may be a good thing.

H. P. D. Kingsbury  
Redlands, California

(Where the oranges come from)

W. S. Ware & Co., Detroit  
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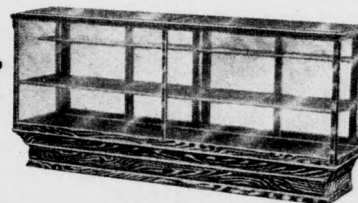
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O. L. Schutz, Advertising Manager.

Wednesday July 22, 1908

### THE UNSEEN SIDE.

Both were captains of industry; both were in their working-day attire and both had in hand the implement of their profession; the one, a hose-nozzle and the other, the handle of a lawnmower. Both were resting temporarily from their labors and were discussing with all the earnestness of the excited Celtic temperament "the outrageous and high-hand robbery" of that branch of the city government that had levied the taxes, the culmination of the outrage being this—the forefinger of the right hand slowly and emphatically beating the little finger of the left, while the tongue exclaimed: "Tin dahlers fer a bathtub! What d'ye think o' that!"

Judging from appearances these men were born in Ireland, had come to the Lower Peninsula to better their condition exactly as other men had come and, finding their taxes higher than they had expected, were expressing, as they had a perfect right to express, their disapproval of the injustice, as it seemed to them, practiced upon them; and yet had they once dreamed in the old days of being called upon to pay a tax on a bathtub, the amount, had it been twice ten dollars, would have been cheerfully paid and the receipt preserved as a passport to Paradise!

The fact is there is an unseen side to all of this taxpaying business, and while at times the tax—and especially the paying of it—seems to be all that the lawn-keepers consider it, those same men belong to an army of kickers, a large majority of whom knows, as the whole army knows, that the tax stands for a better life and a wider citizenship and is worth all and more than the tax calls for. The case is easily and briefly stated. Forty years ago the fathers of these men—boys then—had not only no bathtub but no house, no home and no country even, if we are to believe what the Irish home-party leaders say. They had little to eat and less to wear. With hands ready for work, they had no work. Cultiva-

tors of the soil, they had no soil; and these men's boys, born under such conditions, with nothing to help them, had not even the schoolhouse to gladden the gloomy future with its shining light. Then came the crisis. Affairs for them could be no worse, and with the hope of something better they landed here.

Grand Rapids then was not the city it is to-day and the immigrants found themselves among men of another race, indeed, but having the same hopes for themselves and their children, with only sturdy hearts and stout hands to realize them—with this difference: the native brawn and brain were toiling for the affluence that included the bathtub as an incidental, while they, the immigrants, dreamed only of food and shelter and the transcendent privilege of having a spot of earth they could call their own with the possibility—the last thing then to be thought of—of a bathtub!

That the hopes of pioneer and immigrant have been realized goes without saying. There is prosperity to be seen on every hand. The palace has taken the place of the log cabin. The meeting-house has given way to the cathedral and the church and the schoolhouse has expanded into the people's college. The brain and brawn have been at work and have won and the winnings have not been confined to the pioneer. No caste wall has been put up and the man who shows himself equal to the requirements finds no check or hindrance to the country's universal law of "fair field no favor." So the pioneer is not standing alone in his prosperity. Side by side with him is the immigrant or the son of an immigrant who a generation ago, with an ocean between him and his kindred, first knew what it is to be free, to breathe unchallenged the pure air of a republic, to live under its blue sky, to enjoy the glory of its sunshine and to hold in his hand the vote which gives him the right to "life, liberty and the pursuit of happiness," to find these where and when he will and as he will. In a word, he has a country now with all that the word implies, modified by as heartfelt a "free" as the wind and the water and the sunshine can give him; and this, the unseen side, is what the tax rate stands for and what the immigrant, now an American citizen, knows it stands for and is glad to have it stand for, even at the exorbitant rate of "tin dahlers a year fer a bathtub!"

### TO USE SHORTER WORDS.

One of the conditions incident to the learned professions is the use of technical words, names, phrases, etc. Every scientific subject has a nomenclature of its own and many of the words are unusual and polysyllabic. Botany, chemistry, geology, etc., have words with which the general public are entirely unfamiliar and there is no particular loss or gain on that account. The terms are technical and only those who make a special study of the subject have occasion to use them. In theology, medicine and law there are also a good many large words coming into play, but the dis-

position has been to lessen their number and to popularize other words which must be used frequently. If ministers are to be understood and reach the people they preach to, they must address them in language which is clear and plain, so the big words are left for strictly scientific theological discussion. If the clergymen used them in their every day sermons there would be more people asleep in church than there are now and there are enough as it is, goodness knows.

Practically everybody has to do with medicine more or less and very many unfortunates have to do with law. The affairs of both these professions are discussed in the newspaper and in public speeches not a little. They have been simplified considerably, and another help has been that many formerly unusual words have been popularized. For instance, many who knew what consumption was would not have understood the meaning of tuberculosis, yet by adoption and common practice the latter is now the generally accepted word. Appendicitis used to look formidable, but now so many people have it that everybody speaks it glibly, and so the professional and the plain people are coming closer together in this respect. As to legal terms there is a reform on in France which might well attract attention in this country. It consists of a simplification of the phraseology of processes, writs and other documents which have to do with the courts. The jargon of jurisprudence has been attacked vigorously by Briand, who is called an advanced reformer and an iconoclast. He is determined that the verbiage shall be left out and that it meets with popular favor is evidenced because out of 885 replies to inquiry 727 were in favor of a change. The substitution of short words for long ones and of plain words for those difficult to be understood has been accomplished by a commission and the reform is already giving great satisfaction. Perhaps something of that sort could be done in this country and then the people would be able to understand these legal terms and phrases, and the more they understand about litigation the further they will keep away from it.

### A GOOD MEMORY.

This is an asset quite as valuable to the commercial as to the professional or educational field and one quite as easily cultivated. Psychologists show us how the memory can be developed by learning choice quotations or bits of poetry. We have all seen the light-fingered person who never went through a room without taking in at a glance what it contained. And we are here driven up against the old motto that practice makes perfect—even in a black art.

However well the memory may have been trained in early days, it will require a little directing when the business life is a requisite. And, luckily, the more complete the mastery over it the more easily is it

guided along new lines. However, there are some channels which will seem foreign at first, yet which require exploration.

There is the memory for names and faces. With some this comes intuitively; others seem to pride themselves almost on their inability in one of the two directions, although not generally both. If a stranger comes in and makes a purchase and tells you who he is and where he lives, he is not flattered if you greet him with a blank expression on his next call. Make it a point to remember your friends who only come occasionally; to remember both their names and faces, and some of the general matters connected with them which show that you have a friendly interest. This may at first take some effort, but it is an effort that pays.

If some one comes in and gives you a special order for something a little out of the regular line, make a mental note of it. If he wears a longer sleeved coat or a larger sized shoe than his fellowmen, just put that down in your mental inventory. Some day you may have some of these odd sizes among the left-overs, and want to know where to look for a customer who wants a bargain.

"Just one of those summer suits left," said an up-to-date merchant recently, "and that is too large for most of us."

"I wonder if Jones could not wear it," suggested his partner.

"No, Jones' number is —, but we'll try Brown. He usually gets a size smaller, but it is a snug fit. If these were marked down he could get the worth of his money out of them, even if they did not fit perfectly."

And so it was with hats, collars, etc. In many instances this shrewd salesman knew the numbers as well as if not better than his customers. It saved lots of time in showing goods, to say nothing of giving the advantage in hunting a sale for the odds and ends of the trade. Besides, it gives that touch of the personal element which always pleases the customer. To feel that one's individual requirements are remembered and served is an attention which will be appreciated.

A good memory should never be abused. If there is an account to be recorded never burden the gray matter of the brain with it. Not only is this an economy of mental energy, but it is a record that will be taken as much more trustworthy in case of dispute. Again, if an order is given, jot it down in the note book. Do not burden the memory uselessly. When you order goods there are sure to be omissions unless the items are down in black and white. Train the memory along lines where this special service receives recompense; but never burden it with the service which was intended for note book and pencil.

If you are dissatisfied with your religion because it does not make you happy ask first whether you make any one else happy.

Religion is not to bind back, but to bind together all men.



**CRIMINAL NEGLIGENCE.**

So far this summer, as it has been other summers—and the rest of the season will be like unto it—the daily papers have reported and are going to report by drowning the death of numberless persons, old and young. Our own summer resorts have already taken part in the appalling disasters that have overwhelmed communities and homes with sorrow, and wherever there is water, be it of lake or stream or sea, the death rate will increase more or less in proportion as every means of prevention is exercised. Wherever there is a crowd there is danger, and it is impossible to guard against every form in which this appears; but it does seem as if something ought to be done to lessen in some degree the number of victims of this dreadful death.

Strange as it may seem, this number is greatly increased by people who, knowing the danger, still venture upon the water and into it without knowing how to swim. It is safe to say that at least half of the boat excursionists who crowd the decks can not swim a stroke; and it is submitted whether, under the circumstances, the authorities would be upheld if they should insist that persons who can not swim must remain ashore.

Years ago, and custom has changed little in this respect, the girl and the woman who could swim was something of a wonder, with the suggestion, if nothing more, of the tomboy, exactly as in some parts of the country the girl or the woman who rides horseback astride is classed among the immodest.

There lies the mistake. The girl, like the boy, should be taught to swim. As an exercise swimming is unsurpassed. It should be put down as a part of physical education for both sexes; and, to avert the calamity which too often attends excursions on the water, no community should allow its children to grow up without this means of self-preservation. Whether the town should or should not make swimming a part of the school curriculum is a question which it alone must decide. Cost will have to be reckoned with everywhere, and in the sparse population of the rural districts would in most cases prevent even the consideration of the subject; but in the comparison of city and country it is the country girl who will oftener be found ignorant of the art. Has it yet been ascertained whether she in times of disaster is oftener among the drowned?

From the very nature of the case, the boy takes the matter into his own hands and early learns to swim. Given a stream of water—a duck pond will do—and another boy and there are soon two swimmers where there were none before. All the sticks and straps and hair brushes in the world are as nothing; the majority of boys do learn—it is a reproach not to know how and the sign of a mollycoddle; but with the girl it is different—and it ought to be different—and, this recognized, should be reason enough for seeing to it that

women, the brighter part and the better part of the summer gathering, should not so often take their lives in their hands in excursion going and, by not knowing how to swim, endanger those who do.

In some cities the Y. M. C. A. has made the swimming pool a strong feature for its patrons. In those same cities have the W. C. T. U.'s looked as carefully after theirs? And is it not possible for the country folk, not as a fad, but as a necessity—a matter of life and death—to hit upon some way to teach the girls to swim so that they may go to the boat excursion with far less fear and far less danger and far less risk of finding there a watery grave? It is a matter well worth considering. Shall it be considered?

**YOUR READING COURSE.**

Time was, not so very long ago, when the farmer sneered at the editor of farm papers "who wrote his articles in a city attic." He was certain that he knew "all there was to know about farming," but he now takes a very different view of the matter. He has found out that these book farmers do know several things which he can apply with profit; that new conditions are constantly arising which he must meet. And to-day there is no more marked increase in any class literature than in that of the farm. Now it is accorded more liberal patronage.

That the trade papers have not as yet so extended a patronage is possibly due more to the fact that the farmers so greatly outnumber tradesmen. Yet it is a fact that the trade people are in many instances not fully awake to the importance of reading all that can be secured pertaining directly to their trade.

No two publications cover the same ground. The first object should be to compare samples, and determine which is best adapted to your own business. Having made the selection, study it as you would a school text-book. Do not believe everything. Some things may be all right for the majority, but not for your conditions. The paper reaches its highest aim when it secures the fair reading, honest thought and just criticism of its readers. It sets them to thinking.

The grocer who buys and sells to the best advantage knows something in advance of the condition of the coffee market. The shrewd merchant takes advantage of a failure in the cotton crop to buy a good stock of cotton cloth before the prices which necessarily follow the failure have affected the stocks on hand. Fluctuations in market should be as much at the command of the dealer as are the quotations of wheat to the man who makes his money by speculation.

There are countless facts, hints and suggestions of material value in the trade. Not a day passes but that some one wants to know something regarding a purchase which his dealer can not answer. He may not ask for the information, but, if it can be volunteered, the competency of the one who gave it will be more fully established.

The trade paper of to-day is, as a rule, one which any well informed person may read with profit. Articles which at first glance seem of a technical nature applicable only to a few contain applications of real worth to the many. Arranging show windows, the care of goods, how to advertise, how to hold the trade—these are but a few of the multitude of topics which need amplification.

The time of dull trade is at hand. Will it not be a good time to increase the reading matter along business lines? The chances are that from a single number one may gain an idea worth the price of a year's subscription. If you are already taking one or two papers see what others are doing along your lines. Stick to that which you have found good; dip into new fields. Your hold upon business will be strengthened; your enthusiasm increased; your mission broadened.

**PLAY FAIR ALWAYS.**

When a retail merchant or manufacturer reaches the conclusion that his own personal interests may best be conserved under all circumstances by refusing to identify himself with any concerted move on the part of the retail dealers or by citizens in general in the community in which he lives and does business he has taken a long step toward commercial, financial and civic dry rot.

Such an exhibition is an infallible sign of intolerable self conceit with the rapid and irresistible development of envy, selfishness and indifference to the public welfare as prominent accompanying characteristics. Say what he may, such a man can not fail to hurt his business because he is certain to incur the displeasure of his fellow citizens in general and so affect unpleasantly his business standing.

Say what we may, any of us, we are all of us more or less dependent upon each other, and it is a moral certainty that, sooner or later, for one reason or another we are each of us required to seek the co-operation of the others in our own behalf. It is the duty of every citizen to maintain a rational, fair and strong spirit of independence; but at the same time he is unwise who permits that independence to project itself against every proposition having the progress and wellbeing of his community in view.

True, there must be differences of opinion, honest differences, as to what policies or enterprises are for the best interests of a city or village; but as a rule it is safe to assume that whatever may be approved by a majority of the members of any business community is worthy of careful and fair consideration even although it seems at first thought opposed to your own estimate.

In brief, it is as much the duty of every good citizen to co-operate to the extent of his ability with his fellow citizens in carrying forward every desirable movement inaugurated for the advancement of the general welfare, as it is for him to exert himself to the best of his own ability in behalf of his own personal concerns.

**NO SCHOOLS FOR GENIUS.**

The genius, the specially smart boy or girl at school, is not always a diligent student. Sometimes the apparent dunce is a dunce because he neglects the textbooks while he is gaining knowledge in various other ways, sometimes by mental absorption, and in actual life he shines out as a bright and even brilliant genius.

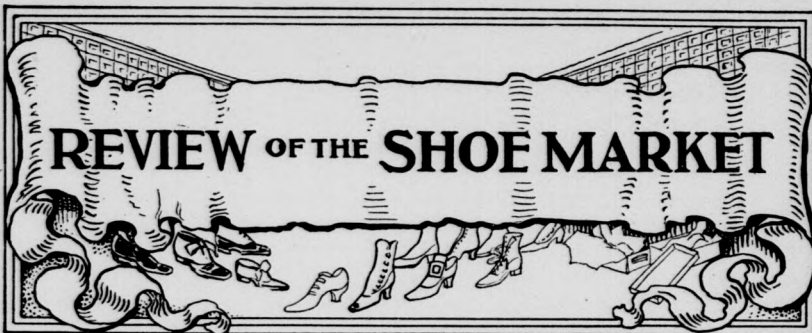
It is more often that the boy who labors at his books and takes the first honors in examinations never reaches any station in practical, every day life above mere mediocrity.

It has been said that the pupils of the average college can be intellectually classified into three sets, the highest of which comprises the few eminently gifted (about 10 per cent. of the total), the intermediate class of which constitutes the intelligent but less brilliant average pupils, who number about 80 per cent. and, finally, the lowest class, which constitutes roughly about 10 per cent. of the total. It is a pedagogic truism that all teachers endeavor to fit as many as possible for an upper class, and that they are compelled to devote most of their time to the moderately gifted and even to the less intelligent pupils, repeating over and over the identical rules of grammar and the same mathematical theorems to the intense weariness of the more gifted. Hence the students blessed with exceptional mentality are never trained fully to take advantage of their capacities, and dwell in intellectual semi-idleness. It may be said that practically all schools are intended mainly for the benefit of the moderately gifted, the interests of both the less gifted and best pupils being sacrificed.

After all, this is the best that can be done. Average schools are to give average education to average children and youths. No provision can be made for genius in such cases. The dunces, or apparent dunces, who have sometimes brilliant intellects, must be left to follow in the rear. The bright fellows will develop in time, and the plodders will get something at least.

Dr. Delamarre, an eminent French army surgeon, who believes the ordinary house fly is a dangerous contagion bearer, says the insect may be exterminated with very little trouble or expense. He recommends a mixture composed of one part formol to nine parts of water. This may be put in ordinary plates and placed wherever flies are likely to congregate. Twenty-four hours later, says the doctor, not only the plates themselves but a considerable space around them will be covered with flies and mosquitoes which the mixture and emanations from the mixture have poisoned. The insects are attracted by the solution as though it were sugar. To be perfectly effective it should be changed every twenty-four hours. Dr. Delamarre says that he has been using this insecticide in the hospitals under his control for the past sixteen years and has never known it to fail. In a single room containing 521 cubic meters there were killed during one summer an average of 4,000 flies a day.





### Marked Improvement in the Shoe Trade.

There has been a revival in trading. Probably the most remarkable feature is the way shoe manufacturers have come in the market and purchased leather. It is said that the booming condition of the hide market forced shoe manufacturers to purchase their fall supplies. However, in many instances the chief cause of their reluctance in purchasing leather was that retailers did not place the usual large fall orders. Manufacturers, of course, depend greatly upon what the retailers do. It has been pointed out before that owing to the inability of the average retailer to judge what is going to sell this fall in the way of leather, it is only reasonable to expect a shortage of buying.

Hides that have been booming right along at present are holding steady at high prices. There is some question still as to whether prices will go still higher, but it is expected that the advance movement has been checked especially in packer hides. In country stock the market is unsettled and apparently advancing. Tanners are complaining severely of the rapid advances and some express the opinion that the boom has to some extent been skillfully engineered in the interest of city and country dealers. Tanners also state that it is difficult for them to secure the advance they are compelled to pay for hides for their finished leather. The hide markets are steady at almost the same quotations that were prevailing before the panic.

This week tanners of sole leather are much stronger in their views. Indeed, they insist upon higher prices for heavy-weight selections. Heavy-weight leather has been in short supply all season and with the buying movement inaugurated by manufacturers the past week offerings were much reduced. Hemlock packer slaughter was in such unusually good call that some manufacturers have turned their attention to oak sole in Texas X selection. This leather, of course, is a trifle more expensive than the hemlock slaughter, but can be cut to much better advantage, and some manufacturers claim that it is more economical leather for that reason.

There has been a tendency on the manufacturer's part to use the lighter and cheaper upper leathers in shoes and then bottoming them with extremely good sole leather. It has been claimed that shoes were not properly balanced in that the uppers easily outwore two pairs of soles. The average consumer, it is said, de-

sires the sole to wear about as well as the upper, and owing to this attitude on the wearer's part retailers have been insisting upon good sole leather, with the consequent result that manufacturers were compelled to use this method of making footwear. Prices, however, advanced one cent per foot on these light leathers, and the manufacturer is again in a dilemma as to how to overcome this new feature.

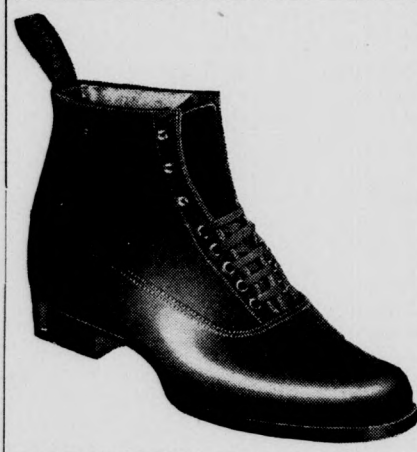
Side leathers in the different selections are taking on a much firmer tone. In the heavy-weight grades prices have advanced one cent per foot, with the market showing a tendency to advance still further. The question as to whether colors were to be in call this coming fall is still unsettled. Many of the larger stores have bought liberal supplies of tan footwear and expect a good sale for shoes of this sort. Oxbloods are featured strongly, even working into the lower priced shoes, which tends to show the popularity of any article. However, it is a safe proposition on the retailer's part to buy conservatively on the color question. During the late summer the average consumer is going back to black goods. It is found that black glazed kid can be kept clean without any difficulty, and that this particular leather is cool and comfortable as any colored stock. Shiny leather, too, has been selling freely to the younger trade, who insist upon style as well as neatness. In the upper leather market black calfskins in both dull and bright finishes are having a very good sale, which would indicate that manufacturers and many retailers are figuring that black shoes will predominate for fall and winter wear.

All departments of the industry are sounding a healthier tone. The rapid recovery of hide values, whatever else may be said of it, had a tonic effect on the traffic in leather and all merchandise made from leather. It is evident that a new demand has developed for cheap shoes. But this does not mean reduced prices. There is nothing upon which to predicate lower cost in shoe manufacturing, but it is a fact that heavy footwear suitable for workmen is in better request than for several years past. It is reported that many New England shoe factories making split brogans and similar grade shoes have resumed operations and have orders enough to last them well into the fall.

Most shoe manufacturers are going ahead with their fall and winter orders and taking chances on retailers placing the remainder of their uncompleted fall orders. It is said



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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.

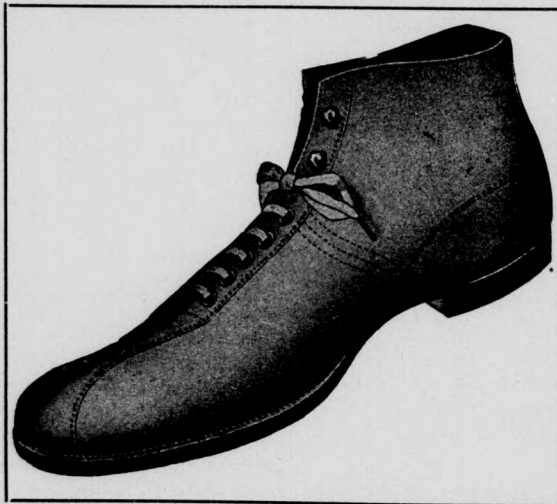
It has many imitators. But our pentagon trade mark on the sole stamps it as genuine and guarantees your customer the Hard Pan quality and the Hard Pan wear he is paying his money for.

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that shoe merchants have confidence in the future of shoe values and are not holding back orders on account of expectancy of lower prices, but rather for the reason that they have good supplies of shoes on hand. However, travelers are not agreed upon this point. Some claim that retailers' stocks are depleted. Others, however, state that the call from the consumer has been less than for some seasons, and that shoe merchants have considerable of last year's stock on hand. At any rate, they feel that this fall will be a good business season, and are urging their factories to go ahead and make up stock, regardless of whether the retailer has placed his order or not. They also state that shoe dealers are not insisting upon lower prices, as was the case early in the year, as it is clearly understood that the booming hide and advancing leather markets will not allow the manufacturer to make goods at any less price. Indeed, the only way goods can be made any cheaper in price is by taking out something somewhere, and the average retailer is too wise to pay even a low price for a skinned shoe.—Shoe Trade Journal.

#### Business Tact in the Sale of Shoes.

In the shoe business, as in almost every line of retail trade, we have the highly successful, mediocre and poor salesman. The successful salesman, with no greater opportunities for making sales than any other clerk, has a manner of pleasing and satisfying customers by his manner of treating them. Such a salesman has the faculty of adapting his line of argument in selling shoes to meet the peculiarities of each purchaser. He recognizes that he can not appeal to all the people along the same line; what will interest one receives a deaf ear from another. Where he goes strong on price with one customer he ignores price with another, and talks quality with still another. The clerk, not the customer, is the one to discover which method to use.

Good service is invaluable in building up the business of the store and if the clerks will contribute their quota generously their efforts will be recognized.

Some time ago a large retail shoe firm made an attempt to secure better service from their clerks by issuing a manual of instruction for their guidance in pleasing customers. This firm has always tried to impress upon its employees the business value of good service; but the members of the firm realized that some customers left their store with a feeling of dissatisfaction at the treatment received. People always blame a store for the action of the clerks.

The effort of this firm to raise the standard of efficiency of their clerks is highly commendable. The instructions are specific enough to make an impression upon the most indifferent clerk. They make clear the fact that every employee represents the store, and that upon the attitude of the clerks rests the future of the business. The book declares that two things are vital to the success of any shoe business—good service and

good shoes—and that it is the duty of the clerk to supply the good service. The dealer will supply the shoes.

Good clerks are students of character, which means that they must know how to "size up" a customer accurately. This "sizing up" process is most important. After greeting a customer, the clerk should "size him up" as to what style and price shoe he wants to buy. This is the first real step in making the sale. Almost as important is the presentation of the shoe. It should be clean and attractive and not be covered with dust, unlaced, or otherwise unsightly. Much depends upon the introduction of the shoe—the way in which it is brought to the customer. People will not have a pair of shoes thrown at them. They must be produced from the carton and presented in the most attractive manner.

Clerks should use good judgment in the choice of a shoe which should be sold to a customer. A man who is doing heavy work, or who is constantly traveling the streets, like a letter carrier, or a policeman, should have good, strong substantial shoes. Good judgment should also be used when selling patent leather shoes. While worn very extensively in cities, they are not suitable for a working shoe, or for wear in the country, or in very bad weather.

If a clerk perceives that he is having difficulty in pleasing a customer he should turn him over to another salesman, or to the manager, or owner of the store. But this turning over of the customer must be done before the customer is tired out. The clerk's own good judgment should tell him when it is advisable to turn the customer over to another. His action may lead to a purchase which he thought lost, and in that way he is contributing to the success of the store.—Shoe Retailer.

#### A Craze for Other Lines.

There is a sort of craze abroad through the land to dabble in other lines outside of a man's legitimate business. This is one reason why some firms find themselves hard up. Their energies and their money have been side-tracked into other channels. Instead of pushing their regular business they have gone outside, lured away by some get-rich-quick proposition. The consequence is they have been falling behind in their business, and they charge it to the dull times, or to some other cause than the right one. Just as soon as a man gets too many irons in the fire he is sure to get into trouble. He devotes his time and thought and money which ought to be concentrated on his real business to these outside deals, hoping to make a lot of money in a short time. The result in ninety-nine cases out of 100 is that he loses his grip on his old business, and loses his money on new ventures.

#### An Easy One.

He—What do you suppose I married you for?

She—Probably because nobody else would have you.



## 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.

## 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

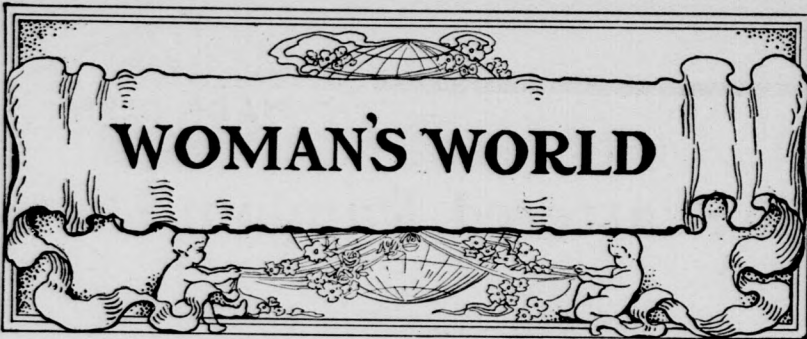
Grand Rapids Shoe & Rubber Co.  
Grand Rapids, Mich.

Michigan



Agents





### A Woman's Cleverness and Looks.

The fiction that has died hardest in regard to woman is the theory that beauty and brains are incompatible, and that if a woman is what is known as "strong-minded" she is afflicted with an insatiable yearning to wear bloomers that can not be denied. Nobody, it is true, has observed any spread of the bloomer movement, nor has Dr. Mary Walker had any followers and imitators; nevertheless, in the shadows of the popular imagination there lurks a haunting belief that intelligence spells frowns when applied to women.

Those who still cling to the antiquated notion that a highly-educated woman is obliged to look like sin will be interested in the statement made by Dean Clarence D. Ashley, of the New York University, that so far as his experience goes, the cleverest women are the daintiest. Addressing one of the New York clubs recently he said, among other things, in speaking of the advanced woman:

"Women at the bar to-day are all that is meant by good lawyers, and they are the peers of many prominent men lawyers. Nor does this achievement tend to destroy their feminine charm. Bah for the man who thinks that knowledge makes a woman masculine! Are men conceited enough to think that they can make women like themselves?"

These words, from one of the most eminent scholars and educators of our day, merely express what every intelligent observer knows to be true, yet so hard does an old fallacy die that one of the most frequently-expressed comments that was heard during the Suffrage Convention in New York was surprise at the fact that the women who took part in it were elegantly and fashionably gowned. Gail Laughlin's velvet and point lace attracted quite as much attention as her fame as the most noted woman lawyer of the day; women divided their admiration equally between eloquence and chiffons, while the reverence paid the most noted exponents was mingled with thrills of appreciation of their stately black silks and boas of real lace, and not the least of the enlightening effects of the convention was dispelling the bugaboo that women who think never think about their clothes.

As a matter of fact, slovenliness has never any more been the real hall mark of talent and intelligence among women than it has among men. There was a time when it was esteemed a sign of intellectuality for a woman to wear short hair, but at the same time a man felt it equally

incumbent upon him to wear long hair as a token that he was a genius. In the past the woman who wore dowdy clothes as an indication that her thoughts were set on higher things than dress, but her masculine contemporary also effected a negligent appearance, and poets, novelists, artists, journalists and actors could be recognized at sight by their velvet jackets, frayed collars and cuffs and general air of needing to be sent to the laundry.

All of this, thank Heaven, has changed. Nobody now feels the need of looking the part, and of appearing in public with ink stains on their fingers to prove that they can write, or a daub of paint on their clothes as a guarantee that they are artists. Nobody could tell a poet from a grocery clerk by the clothes, nor tell a suffrage convention from a pink tea by its gowns.

In business the same rule prevails. Nowhere will you find girls dressed neater or with more taste and appropriateness than those who spend their lives working in offices and stores, and so any fear that women will become less dainty or less attractive in their personal appearance as they grow more intelligent and self-reliant is a groundless one.

After all, the theory that beauty and brains are incompatible is one that has little to sustain it. Of course it is undeniable that Nature, who is a niggardly jade, seldom endows a woman with all the good gifts. What she bestows in one direction, she economizes on in another, and thus it happens that she who is long on looks is generally short on intelligence.

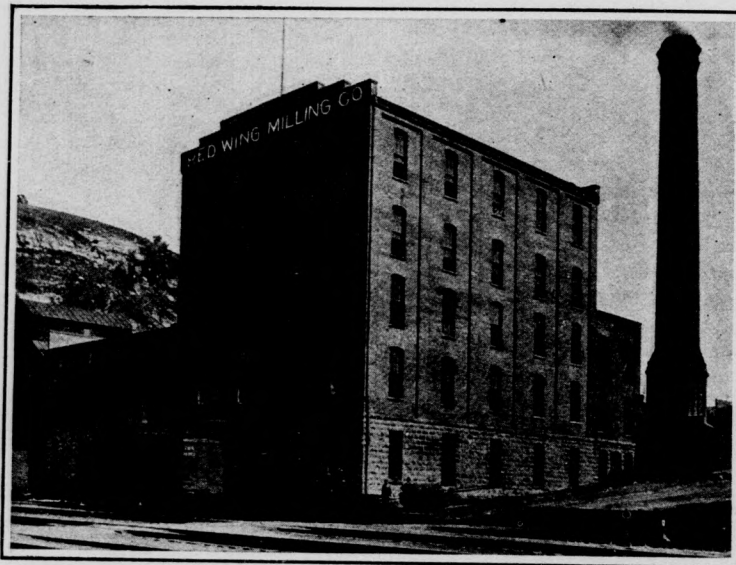
This is all very well as long as a woman is young. Up to 30 her beauty is the beauty of youth, the beauty of an exquisite complexion, of a rounded cheek, of regular features and glorious hair. It matters little whether she is intelligent or not. She is beautiful like the roses, but after 30 no woman is beautiful without intelligence. The charm of the dewy morning has fled. The hair has lost its luster, the complexion its fairness, the cheek its perfection of contour. The woman may still conform to all the outward demands of beauty, but she is a picture without a soul, and one that you grow tired of looking upon.

Among the ugliest women in the world are those who have been beautiful in their youth, but who in their age degenerate into mere masses of senseless fat, unilluminated by intelligence or sympathy or comprehension, or who waste away until they are nothing but a "rag and a bone,

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.

## Talked Among Men

There is a grocer in this state who, when approached by one of our salesmen after hearing the merits of Voigt's Crescent Flour, said he didn't want the flour because he never had any call for it.

Our salesman told him we would fix that part of it if he would place a trial order. He concluded to try it, and we certainly did "fix it."

Got a letter from him a few days later telling us to hurry some more flour his way as his trial order lasted just three days.

This isn't an exception, Mr. Grocer. It's something we can do for you, too. If you feel "convinced" that you need better flour, just write us about "Voigt's Free Advertising Aid." We'll explain it to you and also send you our latest quotations.

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

## Flour Profits

Where Do You Find Them, Mr. Grocer?

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



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

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

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



and a hank of hair"—a ghastly wreck of femininity on the shores of time.

An intelligent woman never grows this ugly, no matter how plain she was to start with. Her eyes may never have been strictly beautiful in color or shape, but the light never goes out in them because it is kindled at the immortal fires of knowledge. Her features may have been roughly hewn by Nature, but thought and experience chisel them as the years go by into something finer and lovelier, and there is, above all, an undefinable, intangible beauty of the soul that is immortal.

To appreciate how great a factor intelligence is in beauty we have only to turn to the stage. The first time I ever saw Mrs. Patrick Campbell, the great English actress, I was aware of an acute thrill of disappointment. I saw a woman thin to emaciation, gaunt, hollow-eyed, with long bony arms and thin scrawny neck, but she commenced speaking, and so marvelous was the golden music of her voice, so potent the thrill of her magnetism and so strong the subtle grasp with which she held the role she was portraying that she lives in my memory as the most beautiful woman I have ever seen. Sarah Bernhardt has not one redeeming feature in her face, yet whoever thinks of her as an ugly old woman? Maud Adams is in reality one of the plainest of women, insignificant in statue, pale-complexioned, with hay-colored hair, yet who that has ever been entranced by her airy grace and charm ever thought of her as anything but beautiful? Somebody once asked Rejane how she kept her good looks, to which she replied with incomparable audacity: "I was never beautiful, and I am now no longer young, but I do not care. Age or youth is nothing to me. I shall always be Rejane, and I shall never lose my charm, for I have intelligence."

So far from intelligence being a bar to beauty, it is its most potent ally, and the best advice that could be given to any girl who is seeking good looks is to spend more time in cultivating her mind than she does in massaging for complexion. It will pay better in the long run. It is also worth while calling the attention of the young man who proposes marrying for beauty to the fact that the beauty of youth is fleeting, but that the beauty of intelligence is warranted to last through a lifetime.

Just what people mean when they speak with horror of the fear of women becoming masculine if they study certain subjects and enter certain fields of labor that have hitherto been monopolized by men I confess that I have never been able to understand. Nobody, I take it, thinks that Nature is going to revise the specifications upon which women are built, and it is equally ridiculous to suppose that woman's mental and moral nature are going to be changed. Women are going to think like women and feel like women and act like women to the end of the chapter. If femininity were not deeper than the mere conventions of life

women would have been men long ago.

It is both amusing and amazing to look back upon the windmills women have had to fight to get even the scant distance they are to-day along the road of progress. A hundred years ago it was held that it would make women masculine to be taught geography. Every school girl now knows more geography than any man did at that time, but women are still women. Later on it was held that for women to go to college would make them masculine. The country is full of college-bred wives and mothers, and nobody has noticed any difference in the feminine sex. Until a few years ago it was held that it would make women masculine to study the professions or go into business. Tens of thousands of women are so occupied, and they are as tender and loving, as ready to sacrifice themselves, as devoted to their church and as good and desirable as mothers and wives and sweethearts as any women of the past ever were.

Old prejudices die slowly, but they die surely, and we may well possess our souls in patience, waiting for the time when the most doubting Thomas among men will be convinced that intelligence in a woman does not render her less attractive, less dainty in her dressing or less fond of fine clothes, and, above all, that there is no danger how much she learns or how many A. B.s or Dr.s or LL.D.s or Ph. D.s that she is entitled to tack to her name will render her masculine. God settled that question forever when he created Eve a woman.

Dorothy Dix.

#### Wanted to Talk.

A blustering, self-important gentleman walked into a barber shop at Peck and wanted his hair cut. He didn't want any talk—just a plain hair cut, and he wanted it right away.

The modest and unpretentious old gentleman in the shop attempted to explain, but was roughly told to go ahead without a word.

After the job was finished the man who knew everything looked in the glass and was horrified at his appearance. He fairly stormed around, and indignantly asked the old gentleman if he called that a hair cut.

The mild old man meekly replied: "I don't know. You must ask the barber. He'll be in presently. I am the editor of the village paper, and was waiting for a hair cut myself, but you wouldn't give me a chance to explain."

#### Every Cloud Has Its Silver Lining.

One afternoon Mrs. Murphy appeared at the settlement house all dressed up in her best bonnet and shawl. A huge black and blue spot disfigured one side of her face, however, and one eye was nearly closed.

"Why, Mrs. Murphy, what is the matter?" cried one of the teachers; and then, realizing that she might have asked a tactless question, she hastily turned it off by saying: "Well, cheer up; you might be worse off."

"Sure and I might," responded the indignant Mrs. Murphy. "I might not be married at all, at all."

## Don't Wait Until You Get Out

Before you order Lily White flour.

We are behind on orders.

We are running our mills night and day to fullest possible capacity but orders are coming in faster than we can make the flour.

First come, first served.

That's fair, isn't it?

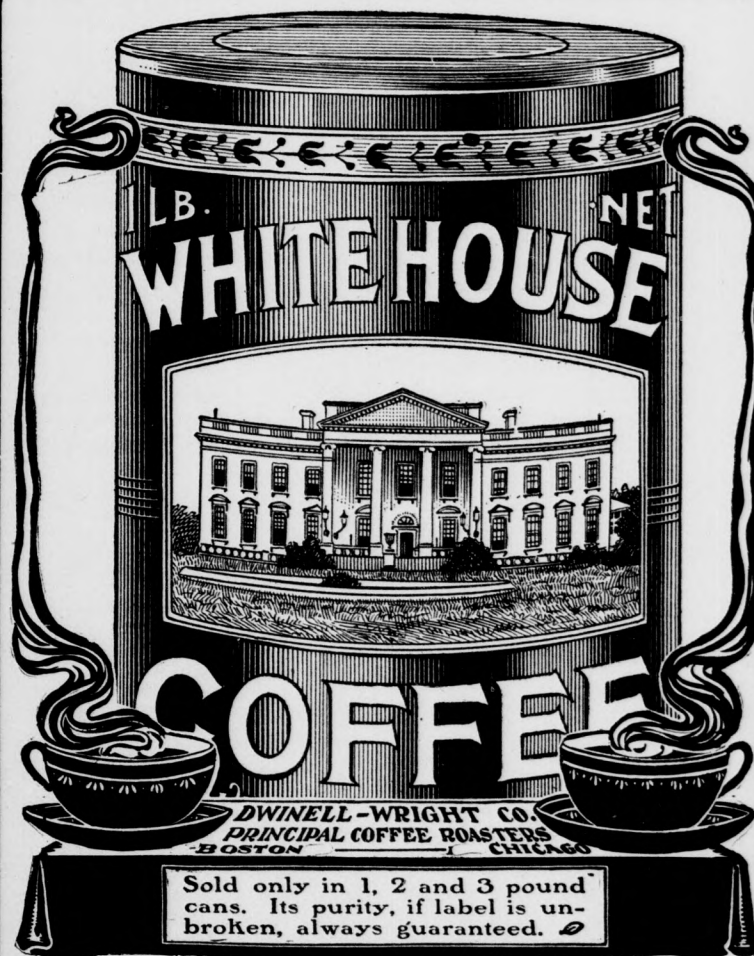
To-day we are 1100 barrels behind on orders and if you're going to need any Lily White next week it will be well to place your order NOW.

Our increase in sales was 38 per cent. last month and it's going to be as great this month.

We want to keep everybody supplied—therefore please order early.

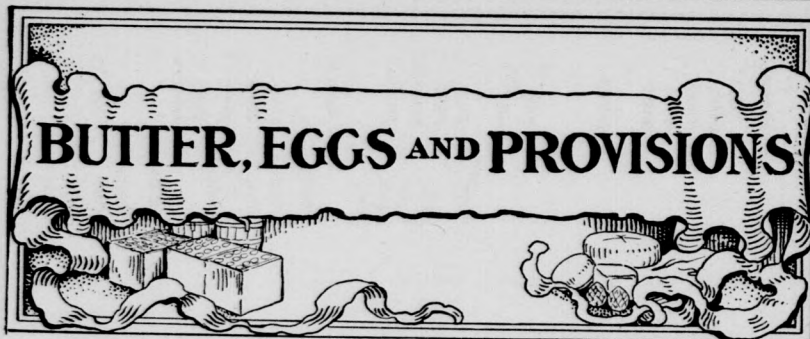
Valley City Milling Company

Grand Rapids, Mich.



Holds Its Own Pretty Well, Doesn't It?





### Egg Trade Reaping a Golden Harvest.

"I have never seen a time in the thirty years I have been in the trade when eggs were enjoying such a boom as they are just now," said a prominent factor in the egg trade yesterday. "Here we were a few weeks ago crying at our losses and predicting a slump for the man who stored eggs at the prevailing prices, and now everyone with eggs in hand is the luckiest sort of a chap. It beats me the way the eggs are going out, and I can not recall a time when at this season there was anything like the present consumption."

The receipts are somewhat light for this season; just why is a mystery. Some attribute it to the fact that the harvests are earlier than usual and the gathering of eggs is being neglected on the farms two or three weeks earlier than usually occurs, and at a time when the consumption is large. Others are disposed to attribute it to the high price of meats and the popularity and economy of an egg diet. Whatever it is, it is certain that there is an unusual consumption which is not only taking care of all the daily receipts, but large blocks of the storage eggs. It is estimated that withdrawals exceed those of last year for June by fully 12,000 cases.

It is estimated that the storage stock of eggs last year was 855,000 cases at this time of the year in New York warehouses, but that this year the houses contain only 663,000 cases. These cost on the average about 18½ cents storage charges and insurance included until January 1, and on the basis of the average market today could be withdrawn at not far from 20 to 21 cents. A few weeks ago it was the general impression in the trade that eggs stored at the prevailing prices were a bad risk, but now the appearance is different. A sale was reported this week of 6,000 cases of fine April-stored eggs at 21 cents, including all charges until the beginning of the year, which probably cost the seller not above 19 or 19¼ cents, or a clear profit of something like 55 cents a case.—New York Journal of Commerce.

### Why Meat Prices Are Necessarily High.

Retail meat prices are subject to many influences and there is no way to judge them except by experience in a particular locality. As a rule, retailers who have a good trade among people of European origin can sell their prime cuts lower and other cuts higher than retailers with a high class trade can sell the same meats. The reason is that Ameri-

cans all want a few cuts, while foreigners appreciate and pay reasonable prices for all cuts. We have known differences of 5 cents and even 10 cents a pound between one retailer and another on the highest-priced cuts of beef, due partly to this fact and partly to the different quality of the meats required by different classes of trade. It is believed that retailers usually advance prices quickly and reduce them slowly, and probably this is true. It is human nature to take a profit when it can be had and to keep prices up as long as possible. Those who kick about meat prices would do the same if they could; but it can not long be done. The distribution of meats is on a costly scale because American consumers purchase in a wasteful way. They require certain kinds of meats in small quantities, involving a high percentage of cost for selling and delivering and a sacrifice of good meat at low prices by the retailer, who must charge enough for what they will buy to make up for his loss on what they do not want. If retailers were able to do a larger business, involving less rent, ice, labor, delivery and miscellaneous charges per pound of meat, and if they were not under the necessity of losing money on part of their good and wholesome meats, prices would be more favorable to the consumer.—Chicago Live Stock World.

### Slow But Sure.

A Philadelphia clergyman is the father of a son whose habits of punctuality are a sore trial. Nevertheless the youth's ready tongue is a source of secret delight to the parent.

Once the young man appeared at Sunday breakfast twenty minutes after the appointed time. With a sorrowful face the minister contemplated the transgressor and then his watch.

"Son," said he reproachfully, as he held the watch so that the youth might see its accusing face, "do you think this is right? Do you honestly think it is right?"

"Well, father," returned the young man, regretfully, "I wish it were about twenty minutes fast, but as you ask me to say honestly, I am afraid it's just about right."

### Only Natural.

"Did you ever go up in a balloon?" asked Mayne.

"Yes, accidentally," replied Spryng. "I happened to be in the basket when the ropes were cut, and I didn't have time to jump out."

"I suppose you were angry?"

"Yes, it did make me soar."

## 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. CONDR & 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.**

## 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



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

Special Correspondence.

New York, July 18—In asking about the condition of the coffee market your correspondent meets with pretty much a stereotyped reply—little doing. But this week there is observable among some houses a more cheerful feeling—"cheerful yesterdays and confident to-morrows." Buyers, to be sure, seem to be showing more interest, but they purchase small lots. Stocks here are seemingly ample—3,390,841 bags, against 4,022,969 bags at the same time last year. At the close Rio No. 7 is quoted at 6 $\frac{3}{4}$ @6 $\frac{1}{2}$ c. Mild grades have shown better trading this week and some pretty fair-sized sales have been recorded of washed Bogotas, the quotations on which variety ranges from 10 $\frac{1}{2}$ @13 $\frac{1}{4}$ c.

Refiners report a quiet sugar market, but grocers have had a huge demand, and it would seem that within a fortnight the supplies would be well reduced. Most refiners hold at 5.0c, less 1 per cent. cash for prompt shipment.

There is a pretty good demand for teas, but dealers generally say the season is not as active as others have been. New Japans and Formosas are attracting most attention, the latter being quoted above the range of last year.

Rice is quiet. The better grades bring full rates, as supplies are moderate and buyers want immediate delivery. Fancy head is decidedly short in supply at the moment and foreign rice is being freely purchased. Prime to choice, 6@6 $\frac{5}{8}$ c.

Spices are quiet. Stocks are moderate, but there is enough of everything to meet requirements. Quotations show little, if any, change. Probably the market conditions are all that could be expected at this time of year and improvement is not likely to set in until the nearer approach of cool weather.

Molasses, needless to say, shows no great amount of animation and withdrawals are very light. Stocks are so much reduced, however, that quotations are well sustained. Good to prime centrifugal, 22@30c. Syrups are quiet.

While soaking local rains have helped canners within a limited distance of New York, the "zone of dampness" did not seem to extend to Maryland and Delaware, and from those States come reports of uncertain tomato outlook. Brokers say that sellers are entirely unwilling to dispose of goods at 75c for strictly standard 3s and are holding for 77 $\frac{1}{2}$ c or more. This is the figure also for futures, while there are packers who are holding off for 80c. Stocks of spot goods in Southern New Jersey are pretty well cleaned up, and in that section rain is needed terribly, not only for tomatoes but for fruit as well. Southern corn, Maine style, is firmer and in some cases 60c is asked for spot and 62 $\frac{1}{2}$ c for futures. The demand has been very limited and the well-sustained prices are caused by the weather alone. While the total pack of peas is likely to be at least 33 $\frac{1}{3}$  per cent. short, the

demand is not active and buyers are simply taking everyday requirements. California fruits are dull and prices seem to be "wobbly."

Butter is fairly firm. The supply is pretty large and the demand is not especially active at the moment. Creamery specials, 23c; extras, 22 $\frac{1}{2}$ c; firsts, 21 $\frac{1}{2}$ @22c; Western imitation creamery, firsts, 20c; factory firsts, 19c; process, 20@21 $\frac{1}{2}$ c.

No change in cheese. Demand is moderate and stocks are sufficient. Full cream New York State, 11 $\frac{1}{4}$ @12 $\frac{1}{2}$ c.

Top grades of eggs are firm, but the great majority of stock arriving will not grade as such and works out at 20@21c for Western extra firsts; fresh-gathered firsts, 18 $\frac{1}{2}$ @19 $\frac{1}{2}$ c; seconds, 17@18c. The market is fairly confident.

### Rust Causes Wheat Loss of Millions.

Rust still corrupteth the American cereal crops, and that to annual damage exceeding \$500,000,000. The Department of Agriculture has put on record the amazing statement that the injury to wheat and oats from rust probably exceeds that caused by any other fungus or insect pest, and in some localities is greater than that caused by all other enemies combined. The farmer in some season or other in looking over his fields during early summer can not help noting that the fresh green appearance of the wheat crop is changing in color from day to day, becoming gradually quite yellow. On examining closely one of the withered leaves the observant cultivator can detect orange yellow spots or lines, and with the aid of a low power lens also can see that the epidermal tissue of the leaf has been ruptured by the emission of countless numbers of orange yellow seeds or spores. The spots and lines upon the leaves multiply rapidly, and when the leaves are shaken by the wind the spores are set free and fall upon the other leaves, and thus the disease is spread. Wherever wheat is grown this destructive pest is known and dreaded. In appearance the disease is the same wherever the crop attacked is grown. Europe, America, Australia, pale yellow during springtime and summer, deepening later in the season to a dark brown or black on the green leaves not only of the cereal crops, but of many surrounding wild grasses. In the early stages of rust the fungal spores or seeds are called "uredo spores," from "uro," to burn, owing to the rusty or burnt appearance of the leaves.

### Rust Preventives.

Chromates which are soluble to a small degree are believed by Dr. A. S. Cushman, of the United States Department of Agriculture, to be in theory very beneficial in preventing the rusting of iron or steel when used as a coating thereto. Certain commercial chrome pigments, however, have the tendency to aid corrosion rather than prevent it, by reason of the presence of impurities. Good results have been obtained from use of Prussian blue, from chro-

mate of zinc and a pigment formed from the precipitation of calcium and barium chromates when no impurities are present. Patents have been applied for on a mixture composed of zinc chromate and linseed oil which is believed to possess good protective qualities.

### M. O. BAKER & CO.

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

Toledo, Ohio

### 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.

## Veneer Box Co.

Manufacturers of all kinds of

Shipping Boxes and Egg Cases  
Grand Rapids, Mich.



# The American Account Register

Made by

The American Case and Register Co.  
Alliance, Ohio

1	Explain how you keep accounts with the AMERICAN Account Register.
2	Explain how you reduce your outstanding accounts where an AMERICAN is used.
3	Explain how all forgotten or neglected charges may be eliminated from a retail business.
4	Tell how you enable merchants who use the AMERICAN to MAKE money.
5	Tell how you enable merchants who use an AMERICAN to SAVE money.
6	Send copies of letters from fellow merchants who use the American and find it indispensable
7	Keep my name on your list for future circulars and descriptive matter.

Make an X opposite any of these that you want to know more about and mail this to us.

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

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

Name .....

Town .....

State .....



**"OLD SAURKRAUT."****How He Got Rid of the Hateful Name.**

Written for the Tradesman.

The neighbors got to calling him "Old Saurkraut" and the name fitted him to a t. Not that there was anything especially reprehensible about the "old." There never is. Half the time it is used as a term of endearment and from "old man," the kid, to—to, well to Old Saurkraut, for instance, there was nothing intended to be particularly vicious about the adjective. I strongly suspect he was a good deal like the rest of us—inclined to be "sot" in his way; only while the rest of us are inclined to give in when there is no use in holding out, Old Saurkraut always held out. He was—or would have been—the stand pat-est of stand patters with his difference that, while the rest of us, having reached the limit, give up and shut up, Old Saurkraut did neither. His way was the only way. Any other was necessarily wrong, and with others or by himself he was always scolding about it. His wife, a most worthy woman, got used to him and laughed, if she noticed his idiosyncrasy at all and found no easier way to stop him when he became tiresome than by asking him whom he was giving it to now!

Personally the man was not at all objectionable. The "old" was rather an injustice. He was gray-headed and wrinkled; but having been well brought up vice had left no marks; he was strong enough and active enough for a man of his age; a word not at all offensive to him, as there was no reason why it should be, as he explained it.

"My age is what it has been for a good many years. I'm oscillating about 60. I may get to be 61 one of these days, but I guess not. There isn't any advantage in being any older than that. Sixty brings with it all the emoluments of the aged and that's all I want. I notice if there are any errands to do, or loads to be lifted, or ladders to climb, or any unusual exertion to be made, grandpa never is called on. I hate to drive a horse, I hate to harness one and I wouldn't curry one for him; and, as for buggy-washing and harness-cleaning—I'm nearer 60 than that at any other time, and a man 60 years old is too old for such work."

As time went by, however, it left Old Saurkraut with an ugly face. If he didn't like things—and he usually didn't—that nose of his was sure to be turned up. Laughing tends to lift the mouth- corners and as Saurkraut never laughed his mouth- corners were depressed, a fact which did not make attractive a face which had not been called that for lo! these many years; so that "a crabbed, cross old man" was the generally expressed estimate that finally culminated and rested in Old Saurkraut.

The pride of the old man centered in his back yard. There were in it two sturdy apple trees, that he had planted and grafted and tended from nursery up; the one, an early fall apple bearer and the other famous for its winter fruit. While the

winter bin-filler was the joy of his heart, the other was the bane of his life. Its fruit ripened early, and strongly resembled the flavor of a perfectly ripe strawberry, a quality which made it a favorite with every boy in the village, at that time a town of some twenty-five hundred, all told. September found it in its perfection; but many a time and oft before August had "wasted fourteen days" the odor of the apples found its way to the consciousness of the boys and from that time on the old man might "cry 'Peace! Peace!' but there was no peace," for him anyway. He was determined that, if the law could give him no protection, he would protect himself. He did; but the matter is of consequence here only as it was on one of these apple raids that the man became aware of the fact he was no longer a respected member of the community, but, as the boys yelled, "Old Saurkraut!"

It hit him hard.

"Saurkraut! Saurkraut! So that's who I am! Because I won't have my apples stolen I—Saurkraut!"

For the first time in years he failed to fall into a violent rage; but thinking aloud had been his habit too long and he kept it up.

"To be called that for a few apples! Saurkraut! It isn't worth it. I'd rather cut the blamed tree down. I—I—am I 'Old Saurkraut?' I must think of that.

"Say, kids"—he knew the boys were within hearing distance—"if you want these apples come on in and help yourselves. They are not ripe and won't be for a fortnight. I rather you wouldn't break the branches; but you're welcome to the apples. Come on, I'm going into the house."

After that the apples were safe. Not one of them was touched and the moment the old man blew out his lantern and, going in, shut the door, the excitement of stealing the fruit was over and, with an "I didn't know Old Saurkraut was that sort of feller," the boys left him, the undisputed owner of the field and the apples.

That was not all, he was the exclusive proprietor of—the nickname. Did he deserve it? He knew he did, and old as he was—I mean young as he was—he wondered if he was, and then he made up his mind that "it is never too late to mend," and he decided to start in. Where should he start in? Here and now was his first resolve with no more growling. Absurd? It was disgustingly silly for an old graybeard to go around talking to himself and, with head shaking, as if he had the palsy, to scold friend or enemy. It was going to take time, but he was equal to it. Rome wasn't built in a day, and it is taking San Francisco longer than that to rebuild what the earthquake and the fire destroyed. Yes, he was going to stop that; but how in the—something or other was he going to get down to the ugly spot in him that made him cross and crabbed and the—what the boys called him. Gripping his tongue with his teeth—oh, he was in earnest all right!—he got into his big easy chair, that had served him long and faithfully, and pon-

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There is no dampness or stale air to cause one article to taint another with its odor in a McCray Refrigerator, because there is an active circulation of pure, cold absolutely dry air all the time. The temperature is even in all parts, and you use much less ice than with any other kind of refrigerator.

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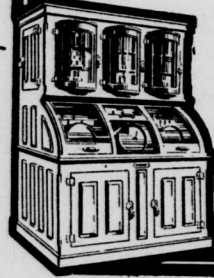
pay for themselves in the ice they save. They are built right of the proper materials, and have perfect refrigeration.

A McCray Refrigerator will attract much attention in your store by its elegant appointments, fine finish and perfect workmanship.

A McCray Refrigerator brings new customers to you.

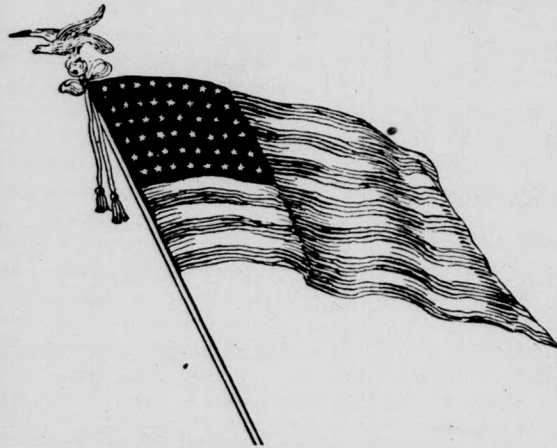
McCray Refrigerators are made in regular sizes for immediate shipment, or are built to order, and are guaranteed to suit you in every respect. You cannot make a more profitable investment than to buy a McCray Refrigerator for your store.

Send today for handsome catalog No. 65 for grocers, or No. 58 for meat markets, which will show you the complete line.



McCray Refrigerator Company  
5578 Mill Street      Kendallville, Ind.

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on the  
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will be  
ready  
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## Judson Grocer Company

Direct Importers

Grand Rapids, Michigan



dered. He went back a great many years and finally to help matters he took up his "Him book," wherein was bound his own photograph with the rest of his graduating class. He had to acknowledge that there was in it nothing to brag of, "but"—here his tongue got loose—"it is a big improvement on that thing there!" he nodded towards his reflection in a mirror near by. "Nose hitched up; nose unhitched. Mouth-corners natural and pleasing enough; same depressed until the whole face looks like the devil!" Here the incisors regained their grip and silence again prevailed. With the tongue a prisoner, the pen can only record the thought and here it is: It is the indwelling spirit that controls. "It is the mind that makes the body rich." "With mirth and laughter let old wrinkles come; and let my liver rather heat with wine than my heart cool with mortifying groans." To get rid of the dark I have only to let in the light. To get rid of the offending nose and the repulsive mouth-corners I have only to cut the cords of conceit that keep them out of place, and time and patience will do the rest. Come to think about it I have been rating my personal standard too high. I have brought into another generation the outgrown prejudices of my own and at the inevitable clash I haven't had wit enough to see that the trouble is all mine.

"Mary," he called to his wife, "I've a job on my hands, and I've an idea that it will stay there unless you turn to and help me. The boys who came to steal apples called out as they heard me coming, 'Here comes Old Saurkraut!' and I'm not going to be called that any more. They are going to change that of their own accord and I'm not going to harbor this mean, fault-finding spirit, the real cause of it, from this time on.

"I know what you're going to say and you needn't say it! 'As ye would,' and so forth. It's all right; but I can't keep saying that to myself all the time. It's too short; but I am sure of this: that if I don't keep that or something like it going it will be growl and snarl, growl and snarl, to the end of the chapter and Old Saurkraut will continue to be what he has been altogether too long. You're going to laugh; but I don't care. Every time I catch myself scolding I'm going to start in on the Twenty-third Psalm and insist on repeating it from beginning to end! It isn't long, you know; it's the finest English in the whole round of English speech and better than everything else it has the good God behind it. If He can't oust the devil inside of me I don't know who can and I'm determined to give Him a fair field and a free hand!"

He did. "Toughest row I ever hoed!" he remarked once; but he hoed it! Time and again he got as far as "The Lord is my Shepherd" and a smile came to displace the scowl; and the "Peace that passeth all understanding" did the rest. When the apples were ripe he got the boys to come over and eat "all their skins could hold;" and when they went home late in the evening with their

pockets "stickin' 'way out," saying with that genuine heartiness that comes only from stuffed boyhood, "Good night, Mr. Robertson, we've had an awful good time!" and Mr. Robertson, "Old Saurkraut" no longer, remarked as the footsteps grew fainter, "They comfort me."

So with his Mary—Heaven bless her!—to cheer him the neighbors began to drop in; the prayer meeting folks got over hating to have the Deacon get up to talk; the minister found the Deacon's fireside the cheerfulest place in the world to get rid of "blue Monday" horrors; and the other day when a traveling man of long standing with a goodly number of orders in his pocket wanted to know what had become of "Old Saurkraut," the storekeeper answered that there wasn't anybody by that name there. If he meant Mr. Robertson, there he was coming up the street and he could see for himself.

He could see and did; and there is where the marvelous comes in. The man, gray-haired and wrinkled, was there, but with head up and face aglow with kindness, looking no more like Old Saurkraut than sunshine looks like shadow. There was no growling and the cheerful "Good morning, gentlemen!" it did them both good to hear only showed what is always true, that "Where there's a will there's a way" and that "It is never too late to mend."

Richard Malcolm Strong.

#### She Was Invited.

A Chicago woman, engaged in soliciting subscriptions for a charitable institution, was not long ago pleading persistently with a Board of Trade man for his aid, but without success. Finally the broker said, with a smile:

"Now, Mrs. Dash, I will give you fifty dollars for this charity if you will promise not to come into my office again until I ask you to do so."

"Certainly, I agree to that," said the lady, promptly, and walked out smiling with a check.

Some weeks thereafter the broker heard a knock at his door. "Come in!" he called, and in walked the lady who had been working for the charitable institution. She had her little subscription book under her arm.

"Good morning, Mr. Blank," said she. "I want you to help me with a little matter—"

"Come now, Mrs. Dash," interrupted the victim, "when I gave you that last fifty dollars wasn't it on the express condition that you wouldn't come into my office again until I invited you?"

"Why, yes, that was the understanding," smiled the lady; "but didn't you say, 'Come in,' just now when I knocked?"

#### Her Looks Sufficient.

Mr. Buggins (whose better half is not renowned for her beauty)—I've just bought a hundred dollar bulldog for my wife to take along for her protection when she goes out walking.

Mr. Blunt—Huh! Why not let her go without a veil and save all that expense?

## 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.

## 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.

## KINGSFORD'S OSWEGO Silver Gloss Starch

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

### FOR HOT OR COLD STARCHING



its efficiency never varies.

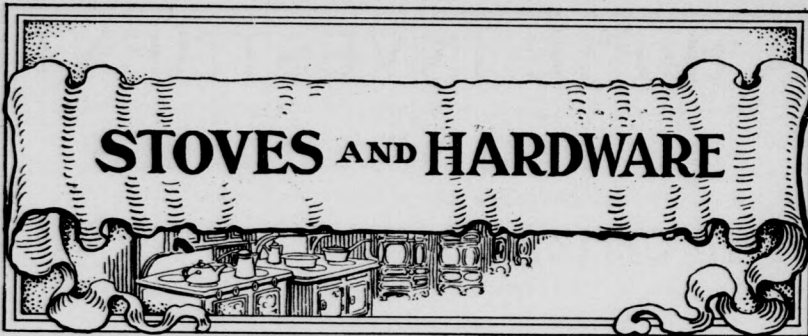
Absolutely pure; there is no starch more widely known, more highly esteemed, more universally demanded by women whose

judgment counts. Extensively advertised.

Sixty-six Years of Superiority

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





### Pocket Knives Always Are Acceptable Presents.

Written for the Tradesman.

"When it comes to selling pocket-knives," remarked the hardware man who runs a store in the downtown district, "I would rather sell to ten men than to one woman."

"A man will generally be in a hurry to get to something of infinitely more importance than the matter of a knife and so the sale thereof may be effected very quickly."

"Most men want a rather small affair. They don't want the bother, in the first place, of opening and shutting a large knife and, in the next place, they don't want to be burdened with the weight in the pocket of a big 'messer,' as the Germans name it. And, too, such a one is more than likely to wear a hole in said pocket and in consequence slip to the everlasting bow-wows. After the losing of one such pocketknife the erstwhile owner scarcely cares to pay out 'good money for a bad bargain' the second time. Having learned by experience the futility of carrying a miniature bowieknife around a man resorts to quite the opposite extreme and, if anything, errs on the side of diminutiveness."

"Let me look at some knives—pocketknives," he demands.

"What sort?" you laconically question.

"Oh, a small knife—one not so blame large that a fellow wears his pocket all out lugging it around and loses it through the hole thus made."

"The dealer sets out a trayful of the desired article. The prospect looks at 'em with an all-comprehensive eye, examines the blades of three or four, hands one of these to the merchant and the sale is celeritously consummated."

"Not so with a fem.—no, indeed. A knife is not to be selected every day in the twelve-month, so why any unseemly haste, pray tell?"

"With a woman the paramount consideration is, ordinarily—if anything the lovely creature attempts partakes of the characteristics of the term 'ordinary'—beauty of material and daintiness of shape. She will have a 'pretty' knife whether its cutting quality is worth shucks or not. If the outside be of mother-of-pearl the iridescence must be of the most pronounced; the rainbow hues must be of the most distinct. The outline, as said, must be pleasing, also. A lady generally likes a knife the like of which is not to be run across in every hardware store to be entered. If, too, there is some little dinky doofunny of a blade not to be found in every knife one might pick up that

same little contraption is more than likely to be the point which decides the sale, and at the same time that little arrangement may no be worth a picayune so far as practicability is concerned. It may get out of order the very first time the knife is opened up after it leaves the dealer's hand and her own closes over it with the joy of possession. A lady usually likes a knife with as large a number of blades as compatible with daintiness of dimensions. She seldom has occasion to use more than two of these, yet the fact that they are there to be employed as circumstance requires is an item of great comfort to her."

"A man, to be contented with a knife, asks only a couple of blades and a corkscrew—although why a prohi. is so often seen with this sort of an attachment is a mystery to some of us!"

"A girl child is pleased with any description of pocketknife—with the genders reversed purely a case of:

"A primrose by the river's brim  
A yellow primrose was to him  
And it was nothing more."

"A boy deliberates and deliberates and then some over every one in a tray of knives—as discriminating in his choice as an old maid in the decision of her wedding gown who never expects to be married again! All the merits and all the demerits of each are weighed in the balance and where the latter are heavier than the former the name of the knife possessing them is Dennis. The blades must be sharp and there must be many of them. They cut an entire field of ice with him. Unique togglements strike his fancy as well. The stuff of which the handle is composed is of immense moment with him. Horn is quite apt to be more of a favorite than bone, as being handsomer and more durable. Size, too, is important in his eyes; a big knife is what he admires—that will 'cut any ol' thing.' Like closets with a woman—the more the merrier—so 'tis with a boy and his jack-knife. If its name is Legion so much the better with the young spalpeen; he is very certain that he can't become the owner of any too many."

"Take it all in all, there is no keener pleasure to be gotten out of a small gift than out of a nice knife. So remember this when next time you are in a brown study as to appropriateness of a little present for any person whatsoever." Jeanne.

### And the Last Shall Be First.

"Pa, what is a political leader?"  
"A man who is able to see which way the crowd is going, and follows with loud whoops in that direction."

## 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.

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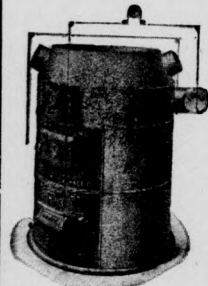
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## A Dividend Payer The Holland Furnace

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 Ionja St.

Grand Rapids, Mich.



### Somebody Must Pay for the "Extras."

Did you ever get right down to the proposition of figuring out what proportion of the merchandise you are paying for represents "extra expenses?"

Have you been operating under the impression that the "items" that would properly come under such classification are furnished by sellers out of their private purse and the goodness of their hearts for charity as tribute to good fellowship?

To-day it behooves every careful buyer, who has any consideration whatever for the tenure of his position as measured by his success, which is in turn governed by the trade-winning values he presents, to get out his pad and pencil and check up and get down to a bedrock understanding with himself.

The comparatively recent, and yet present, merchandising difficulties now bring every item of "expense" up for the most minute analysis. Revision of buying methods is co-equally important with changes, modifications and moderations in selling ideas and general store management. It is the wise buyer to-day who can see the light, who stands independently on his feet and steers a straight course strictly according to his best judgment.

New ideas are cropping up all the time. Some are good, some are bad. Those which assist the buyer to exceed his best records, to see more clearly the whys and hows, the ins and outs of his business, are the ones which are giving every student, every analyst, every man who is using his brains as well as his energy, the right grasp on the situation, and will eventually prove for him a short cut to success and power.

The kernel of the chain of thoughts herewith presented is the absolute timeliness of unexampled and unprecedented care in eliminating endless "extras," useless "expenses," frills and follies in buying.

Is it because of the very diminutive size of these endless "extras" that they are construed by many merchants as "saving at the spigot and wasting at the bung-hole?" The old maxim, "look after the pennies and the dollars will take care of themselves," is too frequently like the headline of the newspaper, passed up as unimportant because it is stereotyped. As a matter of hard, cold fact, it is one of the most important that the merchant can apply to his business to-day. Such seemingly insignificant trifles as these "extras" would not at first thought appear to have any relation to the wholesale price of merchandise, or to the growth of neighboring and rival retail stores. Larger items, such as commissions and expensive presents, are not so often overlooked, and may be more usually avoided for economical if not for moral reasons, but each and every item of such "expense" bears an inseparable relation to the cost of the merchandise and to retail competition.

Investigation of the remarkable success of some of the cleverest retail operators in the country brought

to light that the little "extras" are held to be equally as important economically—aside from any ethical consideration—as the fattest commissions. No stronger, more vivid example of the truth of this conclusion could be found than in the methods and achievements of one of the liveliest buyers in the metropolis. His own words, born of experience and the most frugal care, tell the story better than any paraphrasing, and are here repeated:

"I go to the manufacturer and buy my clothing as cheap as it can possibly be bought. I don't care to deal with manufacturers who have 'peculiar' merchandising ideas. They are too expensive for me and my trade. I won't be taken out and entertained, wined and dined, and there is no commission in it for me. Consequently I want the lowest prices I can get, that my firm and customers may have the benefit. I go to wholesale houses, go through the racks, make my selections and transact my business as quickly as possible. I go straight to the head of the manufacturing house and have it out with him. There are no formal conference, no parleying, no ifs, ands or buts; I state my position concisely and tersely. Every new manufacturing house with which I come in contact gets it from me straight from the shoulder. The house understands then what I want is merchandise, and that I want nothing more. I want the very best clothing I can get for the least money. Every red cent of endless 'extras,' in any form whatever, has to be cut out, and everybody knows it. Men who look for entertainment get all that's coming to them. Somebody has got to pay for the 'extra expenses.'"

It is not always the seller who entertains the buyer who gets the orders. Yet this thing is going on in the same old foolish fashion every day. Every time Mr. Buyer comes to market there will be some pet salesman of the house to take him out and enjoy himself while entertaining the buyer at the expense of the house.

Some buyers make a regular habit of allowing this thing to be done. They come to market season after season and visit around among the wholesalers, not to buy, but merely to be given a good time. It is a hard thing to say, but it is a fact.

They don't come to buy, but simply to visit the salesrooms for the purpose of placing themselves under obligation to the salesmen or the house. It is a habit that should be strongly objected to. It is not business. Do business cleanly. Buy merchandise on its merits, not on the entertaining capabilities of the seller. Of course, where the seller and the buyer are personal intimates and would go out together in any case, the thing is not so bad. But it is in the case of the poor salesman who has to sink to that sort of thing to get business, and in his case it is to be deplored, as also is the condition of the deluded buyer, who believes that he is being entertained for his own sake.—Apparel Gazette.

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Best Equipped  
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Steam and Water Heating  
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The Weatherly Co.  
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## Delivery Wagons

We have an extensive line of wagons, and if you expect to buy one it will pay you to see our line before placing your order.

Sherwood Hall Co., Ltd.  
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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.

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We manufacture for the trade—Section Rods and all sizes of Copper Wire Cables. Send for catalogue and price list.

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## THE NEW IOWA.

The Easiest Selling and Stays Sold.

Awarded the Only Gold Medal at the Jamestown Exposition.



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

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

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

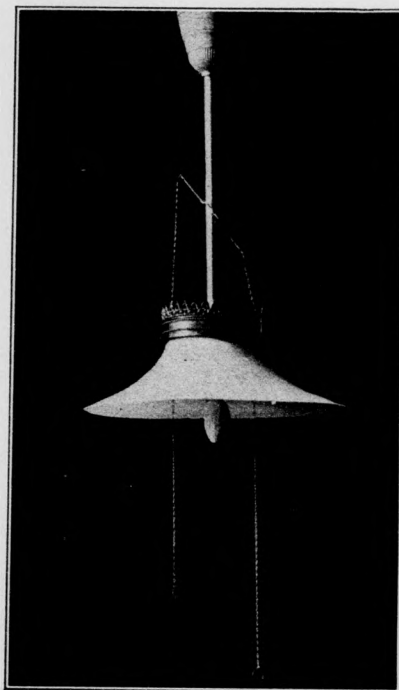
Iowa Dairy Separator Co., 132 Bridge St., Waterloo, Iowa.

## 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.





## INTERURBAN RAILWAY.

## How the Jobbers Stole a March on the Other Fellows.

Written for the Tradesman.

One of the oddities in a railway sense as to the location of the little village of Mackwert was the fact that it was a mile and three-quarters away from the G. B. & K. Railway, whose tracks and right of way in that vicinity constituted one side of an equilateral triangle, each side being sixteen miles in length. The other two sides of the triangle were represented, respectively, by the tracks of the Long Valley Railroad and the Big Six Railroad.

Just how it happened that the G. B. & K. left the village of Mackwert over nine thousand feet to one side is not clear, beyond the fact that when the line was located the "rich man of the village," Jason Delop, opposed successfully the giving of a thousand dollar bonus to the railway people if they would locate their route so that Mackwert would be on the line.

There were only four important merchandising establishments in Mackwert—a general store; a dealer in hardware, implements and vehicles; a physician who was also postmaster and druggist, and a lumber dealer, who also handled coal, cement, lime and hay. These gentlemen for a number of years had been at the mercy of the G. B. & K. people as to the delivery of their goods at the little shedlike station nearly two miles distant, and as to the freight rates they had to pay. In spite of protests and appeals to the railway people they could secure no redress. It was "pay our rates or haul your own materials," and when complaints were made as to unnecessary delays and annoying mistakes in the delivery of goods the only satisfaction that could be secured was in the shape of pointed hints that the business done with Mackwert wasn't worth bothering about and that the railways would be glad to get rid of it if it could be done decently and legally.

Now Mackwert was a pretty place, ideal in its picturesque location and situated in the midst of a well settled, intelligent and prosperous community. With a beautiful lake at its south end, providing an unlimited supply of pure water, and with fine wagon roads to the north, south, east and west, the village possessed all the essentials of stability, convenience, comfort and contentment except railway service. Eight miles away in one direction the G. B. & K. road crossed the tracks of the Long Valley Railway, and nine miles distant in an almost opposite direction it formed a junction on the line of the Big Six corporation, and at each intersection was a small station with little or no business at either place.

One Monday a. m. David Blanchard, proprietor of the general store at Mackwert, received a letter in reply to one he had sent to jobbers with whom he traded, asking them to intercede with the freight department officials of the G. B. K. Railway in behalf of the merchants at

Mackwert, and this letter told him, among other things, that "the railway people had assured them that because of the peculiar location of the village it was impossible to grant better rates on freight or to improve the freight service." And the letter further explained that this reply had been given "in the face of earnest appeals by the jobbers to accommodate Mackwert."

"That settles it," said Blanchard in a mildly decisive tone, and that afternoon there was a meeting in Dr. Freeman's office, with the Doctor, Mr. Blanchard, Harvey Holt, the lumber dealer, William Slater, the hardware man, and several of the leading farmers of the neighborhood present. The transportation question as it related to the business interests of the village and adjacent territory was thoroughly discussed. It was shown that the freight rates imposed by the G. B. & K. people were extortionate by comparison with the rates levied upon other communities thirty to forty miles away, which had competing lines of road; also was it shown that the careless handling of consignments of freight billed for Mackwert were frequent and seemingly intentional. Moreover, the letter received by Mr. Blanchard from the jobbers in the city where nearly all of Mackwert's purchases were made showed that they were powerless to improve the situation.

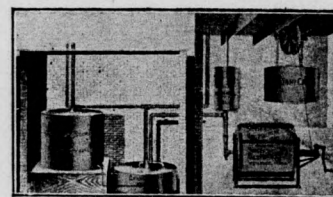
On the following day Mr. Slater, the hardware man, left the village for Hamilton, where he met,

by appointment (made over the telephone), a number of railway officials and several of the leading jobbers. Upon a showing that about \$60,000 worth of business could be directed to Hamilton establishments each year, the jobbers entered into an agreement with the Big Six Railway officials whereby freight rates from Hamilton to the junction, seven miles from Mackwert, would be about 15 per cent. below the rates charged by the G. B. & K. road from the other metropolitan jobbing center to that village, with a guarantee of prompt and correct delivery.

Meanwhile Mr. Blanchard had seen the officials of the Long Valley road and secured similar concessions on freight from Hamilton over their road to the junction, eight miles north of Mackwert.

With these arrangements perfected the four merchants of the little village of less than 400 inhabitants put an automobile truck of 40 horse power on the turnpike parallel to the G. B. & K. line, operating daily each way between the junction points, eight and nine miles away respectively. The offending, arrogant railway was ignored absolutely; not only as to freight but in relation to passengers. Traveling salesmen who visited Mackwert via the G. B. & K. route were turned down hard and the business of the town was turned over bodily to the jobbers of Hamilton. In brief, the sixteen miles of track between the two junction points became a "dead" section and the merchants of Mackwert received

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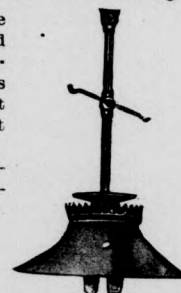
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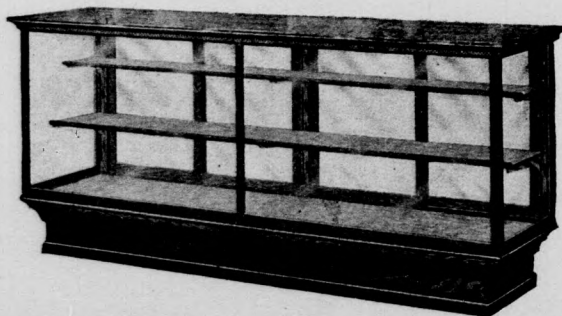


## Times Are Improving

Crops Are Settled—  
Election Practically So.

You can go ahead on those contemplated improvements with an easy mind—and it's about time.

We're at your service for plans, prices and P. D. Q. deliveries on our "Case with a Conscience" and "Dependable Fixtures. Good times demand good fixtures.



Grand Rapids Fixtures Co.

Grand Rapids, Mich.

Jefferson and Cottage Grove  
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their goods promptly and in good order, while the jobbers in the metropolis who had been abandoned were rubbing their eyes and wondering what had happened.

Day after day the motor truck, loaded with packing cases, barrels, bundles, baled hay, lumber, sacks, coal, and what not, with now and then two or three passengers and their grips, bowled its steady and not uninteresting way over the smooth, well built highway between the junctions with Mackwert as the chief point of interest. The R. F. D. carriers enjoyed the competition thus developed, and the farmers along the route were wont to deride the train men of the G. B. & K. line as their trains stopped for the mere sake of stopping at the deserted station shed nearly two miles from the village.

At last a special car was run upon the siding at that station and the train passed on, leaving it there, and then, as the "bus" had long since stopped running over from the village to meet the trains, a nearby farmer was engaged to hitch up his team and drive the District Freight Agent and the District Passenger Agent of the G. B. & K. road over to Mackwert. In vain did they try to negotiate with the business men of the town. They were received courteously and were treated kindly. Messrs. Blanchard, Freeman, Holt and Slater were glad to see them, but they positively declined to negotiate business with them. They showed them the new standpipe they had erected on the hill above the lake at a cost of \$5,000 "for protection in case of fire;" they dined with the railway men as their guests at the neat little village hotel; even went as far as to show them the time schedule of the motor truck for six months, proving that with but two exceptions the freight and passenger service had been on time.

At last the railway representatives, taking the bits in their teeth, came out with a point blank, unqualified offer to meet any rates and any guarantee the village was enjoying under the new and independent arrangement, and the offer was as bluntly and unqualifiedly declined.

During the interval the motor truck had arrived and discharged its load; it had been bedecked with evergreens and bunting and provided with seats. And then the two railway men, accompanied by the four local business men, the two village pastors and three traveling salesmen from Hamilton, who were loaded with good cigars and good humor, were put aboard the vehicle, which made the run to the G. B. & K. station in less than ten minutes.

"Boys, I don't blame you a little bit," said the District Freight Agent as the special car was pulled out by the eastbound train. "And we don't blame you," responded the village crowd honestly and earnestly.

To-day a busy, prosperous inter-urban railway is in operation between Mackwert and Hamilton, the jobbers of the last named place have the business thus gained without dispute, the other metropolis has not

yet gotten over telling about the dirty stealing of their trade, the G. B. & K. road is in the hands of a receiver and the village of Mackwert has nearly 800 inhabitants and is prosperous and happy, with a splendid future assured.

C. H. Seymour.

#### Benefit of the Doubt.

He was the owner of an auto and was running the machine himself when arrested for speeding. The officer swore that he was going at least fifty miles an hour.

"Well, sir, what have you got to say?" asked the Judge.

"That the officer has made a great mistake, sir. When I left the garage I took a gait of five miles an hour. Two blocks below I ran over an old woman who was gossiping on the sidewalk. There were several men about who started to raise a fuss, and so I put on an extra mile an hour."

"And then?"

"Then, as I was dodging a team, I had the misfortune to run over a man mixing mortar, but I don't think he amounted to much. I should have stopped, only there were lime and sand blowing about and I didn't want to get it in my eyes. I went on at seven miles an hour."

"I see."

"I should have kept at that if I hadn't taken the wheel off a carriage. The lady who was riding in it began to ask for explanations and I put the speed at eight and went ahead. I hate to have to make long-winded explanations."

"Yes, and then?"

"Then it was a pedestrain crossing before me. I think he was thinking deeply on some subject—I think he was. I could have got down after the wheels passed over him and asked him just what subject it was, but you know how desirable it is to ask questions of a stranger. I am not sure whether he died or not. If he did his spirit probably went to Heaven. I then increased the speed to nine miles an hour, and was jogging along and singing to myself when the officious and utterly mistaken officer arrested me."

"Um!" reflected the Judge, after a moment's thought. "The officer says fifty miles an hour, but I give you the benefit of the doubt. The prisoner is discharged. I own an auto myself."

#### Cure for His Troubles.

"Doctor," said the woman whose husband owed everybody in town, "John's in a very bad way. I've been trying to get him to come to see you, but he's so obstinate, you know, and so I've made up my mind to see you myself and ask whether you think you can do anything for him."

"What are his symptoms?"

"Oh, he's awfully nervous. He can not seem to settle down to anything."

"H'm! That's bad. That puts him in an awful predicament. When a man gets so that he can neither settle down nor settle up the only thing I can recommend is travel. Better take what things you can move conveniently and start on a long journey sometime when nobody's looking. I won't let on."

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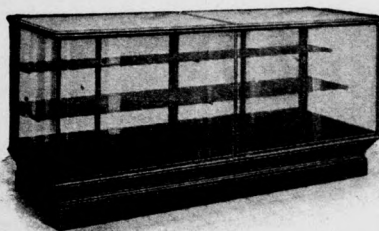
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Capital and Surplus \$720,000.00

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## POLITICAL DISCUSSIONS.

## They Invariably Have Bad Effect on Business.

Written for the Tradesman.

The drummer, who was a shoe man, had been away for four years. He had been working for the same house, but in different territory; now he had been put back on his old route. He got off at the station, walked up the Main street of the little village and entered Shirley's general store.

Mr. Shirley greeted him cordially and, in turn, the salesman congratulated his old customer upon his appearance of youthfulness and good health and the improvements noticeable in his store building and stock of goods. The merchant agreed to look over the line of shoes, and while they were waiting for the trunks to be brought up the two continued to chat.

"The last time I was here," said the drummer, "you know it was campaign year, and I remember you had a lot of old chums and cronies who seemed to be in the habit of gathering here to discuss all the political issues. There were some red hot arguments while I was here. What's become of all the old friends?"

"They are all very much alive and I could have them here now if I wanted them, but I decided that fall to cut out all discussion of politics and I have always felt like kicking myself that I didn't see the necessity for such a move long before I did."

"As you say, we had red hot discussions here four years ago. There were eight or nine who made a practice of coming here every day, most of them well posted and good talkers, and the 'feast of reason and flow of soul' was of an intellectual quality that we had no reason to be ashamed of."

"The thing ran along until the middle of September, the discussions becoming more and more interesting as we racked our brains for arguments. It was a very hot afternoon and we were all out in front of the store. I did my own work, with just a boy to help me, and that afternoon I had let the boy off for a couple of hours, as there didn't seem to be much for him to do."

"We were having a debate with an unusual amount of snap and vim in it. I was taking quite a hand myself and had my opponent in a very close corner and was hammering him pretty hard when Miss Williams, the lady who keeps the hotel and boarding house, walked out of the store door. I hadn't known she had been in here at all."

"You see the entrance is at the corner and I was sitting several feet away. Whether I was so busy talking that I didn't notice her at all when she came in, or whether my subconscious mind made some note of it but failed to remember that the boy Silas was not there as usual, I never could tell just how it was, but there I'd been talking like a candidate up for office, while a customer had gotten tired of waiting and walked out of my store."

"I arose at once and spoke to Miss

Williams, begged her to excuse me and asked whether there was something I could show her. She looked at me through her glasses a moment, and then she replied:

"I did think, Mr. Shirley, of making some trifling purchases, but nothing, I assure you, of sufficient importance that I should want to interrupt a conversation upon national and even international issues. I hope you will pardon my dulness, Mr. Shirley, in so long supposing that you were conducting this establishment for the purpose of supplying your patrons with commodities of various kinds. I now see that you have the far higher object of educating your fellow townsmen in history and economics." Then she turned around and walked straight over to the store across the way, kept by my competitor, Mr. Hilsinger.

"She had evidently waited long enough to think up that speech. That certainly wasn't extemporaneous."

"She is a peculiar woman, Miss Williams, but she is no fool. Of course, almost any other one of my lady customers would have called me in and may be joshed me a little, and that would have been all there would have been to it; but Miss Williams is not one of the kind to let me off so easy."

"I remember Miss Williams," interrupted the shoe man. "Her little hotel was a mighty good place to stop. Everything was clean and slick and she set a good table."

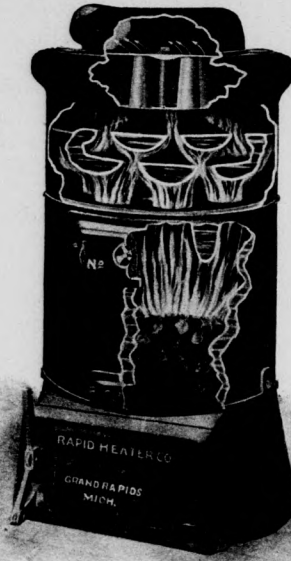
"As I said," Shirley went on, "she is peculiar, but she knows a whole lot and she has keeping a boarding house right down to a science. She always talks in that precise, stilted way that sounds as if she were reading it all out of a book. Jack Farley has boarded there seventeen years, and he says he never, in the whole time, has heard her make an error in grammar or pronunciation, and neither has he ever sat down to a meal that wasn't a good one."

"She was an excellent customer and her trade was worth considerable to me, but when I saw her picking her way across the street to Hilsinger's, I knew I'd lost it for a while anyway."

"May be you think I wasn't in for a roasting! They begged me to go on with my argument where I left off. Some one spoke up and said I had my opponent whipped nearly to a finish and it was a pity that I had even seen her go out of the store. They wanted to know when I was going away to have the cataract taken off my eyes and talked of passing around a paper and buying me an ear trumpet—a tribute from old friends. They hoped the operation on my eyes would be successful—it was so dreadful to be both blind and deaf."

"It was some time before Miss Williams came out of Hilsinger's, but when she did she carried in her arms a box of shoes and several large packages of dry goods, and for half an hour afterward Hilsinger and his boy were carrying flour and soap and potatoes and supplies of all kinds over to her boarding house."

"Shirley, you ought to go over



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



## The Moa Cigar

It isn't often that a new cigar has its birth in our factory; those which we sell are so standard that we're not compelled to be constantly exploiting a new brand, but when we do, you can be assured that there is a quality backing behind it that's worth considering.

The Moa Cigar is a lusty youngster, but it has made a big hit among 50 brands. "The Moa you have, the Moa you want."

GUSTAV A. MOEBS & CO., Makers  
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and help them carry those goods, they taunted. 'It's a pity to see the old man work so hard! Now he'll have Miss Williams' trade, and he'll just cripple himself lugging stuff over there.' Of course the boys had it in for me and there was nothing to do but to take it good-naturedly.

"But that night and the next day I thought the whole matter over and I concluded that that bunch of loafers who were camping on me summer and winter weren't doing my business any good. It wasn't just during campaign season that they were here—it was all the time when they were at leisure—and most of them didn't pretend to do much regular work. Presidential year discussions ran almost entirely to politics; at other times we discussed every subject under Heaven. I enjoyed having them here. I don't deny that, but I concluded I was spending too much time with them and they'd better be cut out.

"I didn't tell them that their presence wasn't wanted any longer, nor I didn't put up any notices of 'No Loafing Allowed,' but I managed it.

"As it happened we were putting in cement sidewalks here that year, and a couple of days after Miss Williams left me I had the board walk in front of my store torn up. It was here that we had been wont to sit during the hot weather, chairs being brought out from the store. When the walk came up I told Silas to take all the chairs to the back room and stack them up, and they were to stay there unless an old person came in, or a woman with a baby. Then bring one out, but take it back when that person was done with it. The little seats along the counters that are screwed fast would answer for most of the customers. After the cement walk was done I would have Silas turn the hose on the walk and the steps and the front of the store two or three times a day. With the steps damp and no chairs there was not much encouragement for any of the old crew to talk about politics or anything else.

"Then I got busy myself. There are always a lot of little things that need doing in such a store as this, enough to keep me occupied about all the time when I don't have to wait on trade. If one gets into the habit of sitting down and talking whenever there isn't a customer calling for goods the stock gets out of shape, the store becomes dirty, correspondence is not attended to properly and things run down at the heel generally.

"The boys soon caught on. They poked considerable sly fun at me for getting so stirred up over the loss of one customer, and that one a rather cranky old maid, but none of them got mad, and they bought just as much of me as they ever had, which wasn't a great deal. One good boarding housekeeper will buy more goods than a whole store full of loafers.

"I found that certain conditions favor the loafing habit. About all a loafer wants is a fairly comfortable seat, a warm place in winter and a

cool one in summer, and a congenial atmosphere. Break up these conditions and you're done with the loafers. Where there is work going on they don't feel at home and they won't stay where they see they are not wanted.

"When I'd got done with that lot of loafers my trade began to pick up. Ladies don't like to go into a store where there are always a lot of men sitting around talking and visiting. They don't even like to walk along the street past a place where there are loafers sitting out on the sidewalk.

"It's funny about that. It does not matter if a store is crowded with men buying goods, the ladies will rush right in to get the bargains; but if there is no business going on a few harmless old cronies out in front discussing the comparative merits of the candidates they support will make all the women fairly shun the place.

"I still take a great interest in politics and all public matters, and I am willing everybody should know just where I stand. Because a man keeps store is no reason he should be a drudge and never think about anything else. Besides, one has his duties as a citizen, and should take the time to perform them intelligently. But a store isn't properly a social or political clubroom, and if you try to turn it into one it is bound to tell on the cash drawer." Quillo.

#### Useful in His Business.

Mr. Punsmith—Have your mother go home? Not for the world! Why she is as good as a mint to me.

Mrs. Punsmith—How so?

Mr. Punsmith—Why, I've been fairly coining money on mother-in-law jokes ever since she came to live with us.

## MICHIGAN SHOE COMPANY

**"Mishoco"** New Specialty Shoe  
for Men and Boys

**"Josephine"** for Women

Made in all Leathers Snappy up-to-date Lasts  
Selling Agents Boston Rubber Shoe Co.

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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.

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Grand Rapids, Mich.

C. W. Jennings, Mgr.

Direct or Jobber, see Price Current



# IF A CUSTOMER

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# HAND SAPOLIO

and you can not supply it, will he  
not consider you behind the times?

**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.**





### What Attracts the Buyer First of All.

Part of the knack of successful salesmanship is in always presenting or seeming to present something new to the prospect's attention.

It is a universal law that people cease to be interested in the familiar and commonplace. Every man's curiosity is whetted by a novelty—whether it is some new fangled thing to wear or something new and unheard of to eat.

We are interested in air ships, not because they are air ships and likely to be any more serviceable than steamships or locomotives, but because they are new.

Many people who would only be bored if they had to listen to a chapter from some learned work on astronomy, would take a tremendous interest in a newspaper article that promulgated some new notion about the folks on Mars. It is not that what the newspapers have to say about the Martians is more pertinent or useful in the way of information than what the learned book contains, but it is new. That is the secret. There is something of mystery and romance about anything which has the merit of being novel—no matter what the nature of it is, even if it be a disease—that catches the attention and piques the world's interest for a time.

There are salesmen who tire prospects by harping on the long-established leadership of their house—on the number of years in which their line has distanced every competitor's. When these things can be said truthfully they have their value, of course, in influencing the prospect and strengthening his confidence. But what he wants most and wants first is something new. A salesman who is selling a line which does not vary ought at least to find some new way of talking about—of displaying it. He ought always to be studying some new method of approach to his customer.

But with nearly all lines that salesmen handle the goods are subject to new developments in general style and appearance, and it should be an easy matter for most salesmen to make capital out of the very novelty of each season's styles. Some salesmen whose methods I have observed have a deplorable habit of beginning with the old staples first, repeating over and over the facts that the prospect already knows about these goods, and finally, and rather timidly, turning his attention to the novelties they carry as if they feared that he might take fright at the sight of anything unaccustomed. Perhaps by this

time the customer will have placed as large an order for the regular lines as he thinks he can possibly afford—and his interest in the novelty is diminished by the feeling that he can not now afford any further outlay. If the salesman had shown the novelties first the prospect might have felt free to buy, and once having placed an order for the articles that pleased his fancy and interested him by their novelty, he would still find it necessary to place a large order for the staples which he could not do without.

Most salesmen can profit by the example of the industrious small merchant. The proprietor of the big establishment may be industrious, too, but one would naturally pick out the keeper of the average small store as an example of industry.

One of the first rules for success in all salesmanship, whether a man is selling goods on the road or whether he is the proprietor of some struggling little retail shop, is constant industry. Appear to be busy and to be hustling when there is no real occasion for hustling, if such times there ever are. A German I know, who might be acceptable as a model for all salesmen, on coming to this country bought a small candy shop situated rather obscurely in a busy, bustling quarter of a big town. One would have said that he had hardly any show to attract the notice of customers, but he did—by working longer and later than anybody else on the street.

He was always hustling about arranging new displays, and one display was no sooner in place than he would tear it down and fix it up again to look a little different. People who passed that way daily always got a different impression of his windows, and would rather wonder if the store changed hands since they walked that way last. They were forced somehow to pay attention—and once their attention was attracted to that window they were pretty sure to see something that they would want to buy.

On entering the shop they never found Hans idle. He never had that wish'd it were time to close up and go home look that is sure to cast a chill over the enthusiasm of the most pertinacious customer. When he was not dusting the shelves or putting a fresh coat of paint on the counter, he was rearranging his stock or occupying himself somehow in a manner to suggest that there were great "doings" in the candy trade.

I don't suppose anybody ever bought of him just because they thought his industry deserved some

reward—but the fact remains that they bought more than they intended and would come back to buy more. His own interest in his stock of candy had infected them with an interest in it too.

The salesman on the road who always seems to be doing things—to have imperative engagements and customers waiting for him, whom he has to meet in a hurry—is a great deal more likely to sell goods than the man who complains about the dullness of trade as an excuse for not seeming to hustle harder. The sight of a salesman who is idling away half an hour in the day is a mighty poor advertisement of the commodities he sells, and for his own capability as a salesman.

Everybody respects a hustler and wants to throw business his way.—C. F. Gunther in Salesmanship.

### Ever a Booster.

There is one more thing to this trade paper business: The trade paper is the best booster that the salesman of to-day possesses. No matter whether a man is on the street or on the road or behind the counter the trade paper is working for him day and night. It is inspirational and is a medium of expression for his views and for the interchange of ideas. It helps the road man because it introduces his goods to the prospective buyer before the salesman gets to him. In this way it lessens his talk and prepares the way; it keeps the retailer posted and abreast of the times, so that the salesman has less trouble in finding the middle ground on which to meet him. It boosts the men who do things and helps them both with their employers and with their customers; it is the great force that puts the new ideas, the new things, the new thoughts before the retailer, jobber and manufacturer in condensed and crystallized form, and which has built up this great fraternity of men engaged in manufacturing, jobbing, selling and retailing. It is the cement that holds the business structure together, and every man in business should be a booster for the trade papers in his line. A salesman can not go into a retailer's place of business anywhere without finding some trade paper; every jobber, manufacturer and salesman should take advantage of this great asset and use it for all it is worth. The trade

paper of to-day is the greatest force in the entire commercial world.—Signs of the Times.

### To Clean Fish by Machinery.

A machine which, it is claimed, will automatically cut and dress 250 fish per minute, or 15,000 per hour, has been placed on exhibition by its inventor, a Philadelphia man, in Washington, D. C., and is attracting a great deal of attention. It is stated that the machine can do work of a dozen men, as an expert cleaner and cutter can cut and clean only 1,000 or 1,200 fish per hour. The fish are slid into pockets in the rear of the machine, and two automatic clutches at once grip the fish back of the head and near the end of the tail. A circular knife then decapitates and strips the fish, while three knives on a revolving shaft farther in the machine thoroughly clean it. After this operation the cleaned fish slides down a shaft into a basket, while the head and cuttings are deposited in a separate compartment. It is stated the machine can be constructed to cut from five to twenty-five fish at each stroke, and can be operated by one man and two children. It is fitted with an automatic register, which keeps an account of the fish which are cleaned.

The rule of gold makes the Golden Rule seem sadly unreal.

Occasionally people want  
a change and get tired of

### Hotel Livingston Grand Rapids

We generally give them  
two weeks to get back.

### THE HERKIMER—"European"

GRAND RAPIDS, MICH.

Electric light, steam heat, running hot and cold water in every room, private and public tiled baths, telephones and all modern conveniences. Rates 50c a day up.

### Peerless Moistener and Letter Sealer

For Sealing Letters  
Affixing Stamps and General Use



Price 85c

Postpaid to your address

Made of aluminum body and German silver top. Simplest, cleanest and most convenient device of its kind on the market.

You can seal 2,000 letters an hour. Filled with water it will last several days and is always ready.

Tradesman Company  
Grand Rapids, Mich.



**TWENTY-SIXTH MEETING.**

**Programme Arranged for the Lansing Convention.**

Ann Arbor, July 21—Medicine wagons are becoming plentiful in Michigan, especially since Illinois and Ohio have shut them out. They sell condition powders, patent medicines and flavoring extracts and are cutting big chunks of trade from country stores. Your neighborhood may be visited next. What are you going to do about it?

The National pure food and drug law has been adopted and passed by some state legislatures. It requires every package of medicine, even prescriptions, to be labeled with the percent. of alcohol, morphine, cocaine, etc. Such a law will doubtless be passed by our next Legislature. It ought to be modified so that it will not be burdensome.

In some states the enforcement is entirely in the hands of the Pure Food Commissioner. How would you like to have the man who tests groceries test your tinctures, etc.? What are you going to do about it? A temperance wave is sweeping over the land and has already taken effect in eleven counties in Michigan. Some saloonkeepers are blossoming out as druggists and bringing disgrace on our profession and some druggists are weak or mean enough to help. What are you going to do about that?

Reformers go to extremes, and extreme temperance legislation that will cause unnecessary restrictions and burdens upon druggists may be introduced at Lansing. What can you do to prevent its passage?

If a thousand Michigan druggists will meet at Lansing, August 4-6, and carefully plan the work of the Legislative Committee of the State Pharmaceutical Association and then go home and get next to their State Senators and Representatives, all these problems and many more can be solved for the good of the drug business and of the public which we serve.

Practical papers full of information are being prepared for the meeting and every man who attends the State meetings has an opportunity to meet and receive instruction from the leaders in the retail drug business in this State, and he goes back to his business with new ideas and more enthusiasm. This alone is worth the cost of the trip and makes it a legitimate store expense.

Lansing contains much that is of general interest and this article will indicate to you that Lansing druggists and the Pharmaceutical Travelers' Association are prepared to relieve you of ennui.

So go to the phone right now and tell your wife to get ready to go to Lansing with you August 4, but let me warn you that if you take her this year she will enjoy herself so much that she will insist on going to the 1909 meeting too.

**Programme.**

All delegates are requested to register with the local Committee at once upon arrival, paying one dollar to apply on expense of entertainment

and receiving a badge which will entitle them to all privileges.

All sessions will be held in the Senate chamber.

**First Session.**

Tuesday, 2 p. m.

Address of Welcome—Mayor J. S. Bennett.

Response.

President's Address—F. E. Bogart.

Appointment of Committees.

Reports—Secretary, E. E. Calkins; Treasurer, H. G. Spring; Secretary of the Board of Pharmacy, W. E. Collins; Committee on Pharmacy and Queries, Leonard A. Seltzer; Committee on Trade Interests, John E. Peck; delegate American Pharmaceutical Association, F. W. R. Perry; delegate to N. A. R. D., J. D. Muir; Trustees of Prescott memorial scholarship fund, Chas. F. Mann.

Papers—The Golden Rule in Business, Owen Raymo; What Can This Association Do for the Retailer? J. W. T. Knox.

**Second Session.**

Tuesday, 7:30 p. m.

Papers—Building Up a Prescription Business, Chas. H. Frantz; Preparations of the National Formulary, Prof. A. B. Stevens.

Tuesday, 9 p. m.

Visit to Bijou Theater as guests of Pharmaceutical Travelers' Association.

**Third Session.**

Wednesday, 9 a. m.

Paper—What Is Accomplished by State Supervision of the Sale of Food and Drugs? Floyd M. Robinson.

Report of Legislative Committee—A. H. Webber.

Discussion of Proposed Legislation.

Wednesday, 1:30 p. m.

Visit to Industrial School for Boys, trolley ride to the Michigan Agricultural College, instructive sight-seeing under the leadership of members of the college faculty.

Wednesday, 2:30 p. m.

Games, sports and contests for attractive prizes on College Athletic Field.

The ladies will visit the Woman's building and see the demonstration of ideal housekeeping. The College grounds are naturally beautiful and nothing has been left undone to make them more so.

Wednesday, 6 p. m.

An old-fashioned picnic dinner will be served, and an informal dance at the Armory will complete the evening.

**Fourth Session.**

Thursday, 9 a. m.

Report of Adulteration Committee.

Report of Executive Committee.

Report of Committee on Resolutions.

Report of Committee on Nominations.

Election of officers.

Unfinished business.

Adjournment.

The ladies will find additional visits, excursions, trolley rides and auto rides planned to occupy their time during the business sessions.

Expense may be materially reduced by engaging a room in a private house and boarding at a restaurant.

The local Committee and the Pharmaceutical Travelers have omitted nothing that will make the meeting enjoyable. E. G. Calkins, Sec'y.

**Programme Arranged For K. of G. Convention at Manistee.**

Thursday, August 6.

6 p. m. Arrival of official K. of G. train. Met by Reception Committee and Band.

9 p. m. Informal Reception at Elks' Temple. (Everybody get acquainted.)

Friday, August 7.

9:30 a. m. Business Meeting for Organization of Convention at Elks' Temple.

10:30 a. m. Exhibition by Life Savers.

Visits to Public Buildings, Lodge Rooms of Fraternal Orders, etc. The Lodge Rooms of all the leading orders will be open during the convention, and members are cordially invited to call at any time. They will always find brothers to greet them.

12-1:30 p. m. Dinner.

2-4 p. m. Business meeting at Elks' Temple. Reports of officers and committees. For the ladies: automobile ride and reception at the Country Club.

4:30 p. m. Grand parade. "Tramp, Tramp, the Boys are marching."

6:30 to 9:30 p. m. Banquet at Elks' Temple.

Gov. Warner, Lieut. Gov. Kelly, Wm. Judson, Pres. Nat'l Wholesale Groc. Ass., and other prominent people are expected to be present.

9:30-12 p. m. Grand ball. This will be informal, so don't worry about dress suits and ballroom gowns.

Saturday, August 8.

8:30 a. m. Visit to one of the largest Salt Plants in the world.

10 a. m. Business meeting and election of officers at Elks' Temple. Ladies entertained by Ladies Auxiliary of Post M.

11:30-1:30. Dinner.

2 p. m. Excursion to Orchard Beach. Ball game between 2 good teams. Bathing, roller skating, and a general good time.

6 p. m. Basket picnic and camp fire, story telling, etc.

**Attracting Retail Buyers To Saginaw.**

Saginaw, July 21—The Committee on Trade Interests of the Saginaw Board of Trade has under consideration many matters of importance. One of the main features which has been discussed is the plan for getting more of the retail buyers to come to this city when doing their buying. It has been suggested that a 5 per cent. rebate be given all those purchasing goods in this city from outside points, the maximum rate to be the railroad fare from the point in question. The matter has been referred to the Retail Merchants' Association.

The Merchants' Week, which has been talked of before in connection with the meetings of this body, has been discussed and the members seem to think that it was an excellent plan. Steps preparatory to the launching of a campaign for this event have been talked of, which will give an opportunity of displaying the

products of the local manufactories and jobbing houses. The bringing together of the merchants and buyers would be conducive of better trade relations and John Popp and Secretary Kleinfeldt have been appointed a committee to take up the matter with the manufacturing and jobbing interests.

A button to advertise the city has also been brought up by a special committee, composed of Max Heavrich, P. F. H. Morley and John Popp. The Board of Trade has been thinking of this button question for some time and the Committee has decided to communicate with the button manufacturers for the purpose of getting some municipal or commercial button designs. They have also passed a resolution recommending that the Directors offer a prize of \$10 for the best design and monogram for a Saginaw button. Announcements of these conditions will be made later.

**Naval Parade and Fireworks at Detroit.**

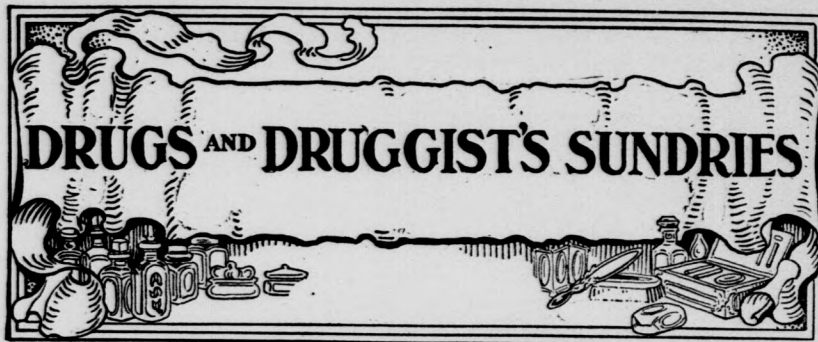
Detroit, July 21—At the time the arrangements were being made by the Wholesalers' Association of Detroit to entertain its guests during the week of August 10-15, it was suggested by Charles Moore, Secretary of Security Trust Co., that a river fete as a nucleus of a larger annual affair could be arranged for about that time. The suggestion was acted upon and \$100 voted toward the celebration by the Wholesalers' Association General Committee in charge of the buyers' week, and ratified by the directors of the Association. It was then planned to have the river fete Thursday evening, August 13, so the guests of the wholesalers, as well as the people of Detroit and others, could witness it. Mr. Moore took the matter up with the Board of Commerce and it was decided to make the river fete a joint affair.

At a meeting of the Committee, held at the rooms of the Board of Commerce, it was decided to change the date to Tuesday, August 11, and to have the fireworks and naval parade off the foot of the Island so it can be seen from the Island, the Detroit and Canadian shores. Mr. Moore announced that \$525 had already been subscribed toward the event and that probably \$1,000 will be raised.

Sub-committees were appointed and another meeting of the General Committee will be held in the near future to arrange the details of the celebration.

Menominee—The Menominee Electric Light & Traction Co. will construct an immense dam across the Menominee River at Grand Rapids and expects to develop about 6,000 horsepower, which will be transmitted to this city. A special chute will be constructed to facilitate the sluicing of the logs so not to interfere with the annual drive of the Menominee Boom Co. The officers of the Electric Co. are the veteran lumbermen of Menominee and Marinette. Augustus Spies, Mayor of this city, is President of the company.





**Michigan Board of Pharmacy.**  
 President—Henry H. Helm, Saginaw.  
 Secretary—W. E. Collins, Owosso.  
 Treasurer—W. A. Dohany, Detroit.  
 Other members—John D. Muir, Grand Rapids, and Sid A. Erwin, Battle Creek.

**Michigan State Pharmaceutical Association.**  
 President—J. E. Bogart, Detroit.  
 First Vice-President—D. B. Perry, Bay City.  
 Second Vice-President—J. E. Way Jackson.  
 Third Vice-President—W. R. Hall, Manistee.  
 Secretary—E. E. Calkins, Ann Arbor.  
 Treasurer—H. G. Spring, Unionville.  
 Executive Committee—J. L. Wallace, Kalamazoo; M. A. Jones, Lansing; Julius Greenthal, Detroit; C. H. Frantz, Bay City, and Owen Raymo, Wayne.

#### Methods of Attracting Trade.

To advertise their insect powder a large drug firm in Boston are driving around the streets a light vehicle, the body of which is a large replica of the package of powder, surmounted by an immense powder gun.

A Western druggist, with an eye for business, extended his hitching post a couple of feet and placed an electric call bell at the top of it. Prospective customers, arriving in carriage or automobile, press the button without leaving their seats and the drug clerk immediately attends to their wants. The same bell is used for night calls.

A Michigan druggist, who believes in public honesty, has this sign in his store over a box with compartments for postage stamps: "Help yourself and make your own change; if you can not make change, call a clerk." After two weeks' operation of the plan he found that he was four cents ahead of the game.

The rapid improvement in storage batteries and their consequent decrease in cost is bringing many new electrical appliances on the market. Among them are several that druggists may advantageously handle. Excellent medical batteries that yield a liberal profit may now be retailed at a price that is within the reach of the majority. Portable lamps in ornamental and simple forms are manufactured expressly for sick-room use, and there are clocks with electrical light and alarm attachments designed to indicate the periods for the administration of medicines, portable call-bells and fans and other appliances, etc. All of these are of such a design and their uses are of such a character as to make them peculiarly suited for sale in drug stores.

The rush of the vacation season is at its height. Every vacationist needs several drug store articles during his absence from town. It behooves his town druggist to supply him before he goes away; and it pays to call his attention to such needs by displaying them. Here is a sug-

gestion for a display that should make sales:

Gather together as many time tables, route cards, resort folders and the like as can be obtained. A trip to the railroad station and a few cents spent for post cards will bring in hundreds. Scatter these; some partly open, some extended and some closed, all over the floor of the window. Intersperse photographs of quiet resorts, as well as maps. Arrange several traveling bags about the window, with a trunk or large case in the center if there is room. These bags should not be entirely closed, and from their interiors should protrude brushes, soaps, powders, razors, anything appropriate that the stock will supply. Do not get in too many of one article. No traveler buys a dozen hair brushes; and five boxes of soap would be about all a two-weeks' off man could carry. Do not crowd the display, but place in conspicuous positions cards giving the range in prices of the several articles exhibited. A large card should set forth the advantage of starting forth properly equipped; and another might say something about taking along such remedies as the traveler will probably need and also state the willingness of the store to forward any desired medicine.

#### Formula for Making Blackberry Brandy.

Under the name of "blackberry brandy" two different articles are in commerce, the one made from the berry, and the other, which is really more of a cordial, is made from the root of the blackberry plant. The following is an excellent formula for the first:

Cinnamon ..... 2 parts  
 Clove ..... 2 parts  
 Mace ..... 2 parts  
 Nutmeg ..... 1 part

Mix and powder coarsely, and add to 2,000 parts crushed black berries, freshly picked and fully ripe. Add 5,000 parts of alcohol of 95 per cent. and let macerate together for two weeks. At the end of this period strain off through woolen, press out, and to the colate add 1,300 parts of sugar, dissolved in 4,200 parts of rain or soft water. Finally add sufficient water to bring the whole up to 12,000 parts.

Another formula is as follows: Crush the berries and strain off the juice, and to every 10 gallons of the latter add 25 gallons of good whisky (or alcohol dilute). Dissolve in a small quantity of 95 per cent. alcohol, 1 dram each of oil of clove and oil of cinnamon and 20 drops of nut-

meg; dissolve, too, 12 pounds of sugar in 6 gallons of water and mix both with the juice and alcohol. It is a good idea not to mix the entire amount of flavoring oils at once, but to use half the amount at first, and if the mixture is not sufficiently highly flavored, to add from the remainder enough to produce the necessary effect.  
 P. H. Quinley.

#### Formula for Violet Ammonia.

An odor somewhat like that of violets may be given to ammonia water by macerating in it a little powdered orris root. The orris imparts also a purple color to the ammonia, but the liquid, even after close filtering, is not bright.

Ammonia water may also be perfumed by the addition of violet extract as prepared for the handkerchief. About a dram to the pint is sufficient. The admixture renders the ammonia slightly opalescent. This method is rather too expensive, and the mixture is usually cheapened, we believe, by using ionone, an artificial substance having an odor resembling that of the violet. According to the manufacturers, about one dram of the 10 per cent. solution of this substance (this solution is the form in which it is furnished) in one pint of deodorized alcohol yields a spirit of as strong a violet odor as is exhibited by the customary "triple extract." At the price charged for ionone, the spirit so made would cost about \$1.50 per pint, very much less than the real violet. The ionone spirit would perhaps be satisfactory alone in ammonia; for use in the ordinary way it requires sweetening with jasmine, etc. Another formula is as follows:

Oil orris ..... 2 drs.  
 Oil bergamot ..... 2 drs.  
 Alcohol ..... 1 pt.  
 Stronger ammonia water ..... 6 pts.  
 Water, to make ..... 5 gal.  
 Green color ..... enough

Dissolve the oils in the alcohol and add to the water and ammonia water previously mixed. A green color may be imparted by the addition of water soluble chlorophyll as found in the market.  
 J. Morley.

#### The Drug Market.

Opium—Is unchanged.  
 Morphine—Is steady.  
 Quinine—Is weak.  
 Citric Acid—Is very firm and tending higher.

Haarlem Oil—Is lower on account of competition among importers.

Menthol—Is very firm and tending higher.

Oil Bergamot—Has advanced and is very firm.

American Saffron—Has advanced on account of small supply.

Gum Camphor—Is weak and tending lower.

Quince Seed—Has again declined on account of the arrival of more stock.

#### Will Study Alcohol Making.

The profitability of making alcohol out of damaged, unfermented fruit, plants and vegetables possessing saccharine qualities is soon to be tested at the United States Department of Agriculture under the im-

mediate supervision of Dr. Wiley. It is expected that one graduate from each agricultural college will be present to acquire skill in the production of alcohol for agricultural and mechanical purposes.

#### Denatured Alcohol Output.

The production of denatured alcohol for the first six months of 1907, under the new law covering its manufacture, amounted to 1,774,272 gallons. The supplemental new alcohol law will, it is estimated, lead to a production of 4,000,000 gallons for the calendar year. The operation of the law has already reduced the cost of wood alcohol from prices varying between 60 and 75 cents to 30 cents a gallon.

## 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	Copaiba	1	75	25	Scilla Co.	0	50	Liq. Sassafras	10	12	Salicis	4	50	4	75	Oils		
Benzolcum, Ger.	70	75	Cubebae	2	15	25	Tolutan	0	50	Magnesia, Sulph.	3	30	5	Sanguis Drac's	40	50	Whale, winter	bbl.	gal.	
Boracie	20	12	Erigeron	2	395	25	Prunus virg.	0	50	Mannia, S. F.	1	0	1 1/2	Sapo, W	13 1/2	16	Lard, extra	85	90	
Carbolicum	26	29	Evchthitos	1	00	10				Menthol	2	65	2	Sapo, M	10	12	Lard, No. 1	60	65	
Citricum	50	55	Gaultheria	2	50	4				Morphia, SP&W	3	00	3	Sapo, G	15	15	Linseed pure raw	42	45	
Hydrochlor	3	5	Geranium	0	75	75								Seidlitz Mixture	20	22	Linseed, boiled	43	46	
Nitrosum	8	10	Gossypii Sem gal	70	75	75				Morphia, SNYQ	3	00	3	Sinapis	18	18	Neat's-foot, w str	65	70	
Oxalicum	14	15	Hedeoma	3	00	3				Morphia, Mal.	3	00	3	Sinapis, opt	30	30	Spts. Turpentine	Market		
Phosphoricum, dil.	4	7	Junipera	40	21	20				Moschus Canton.	0	40	40	DeVoes	0	51	Red Venetian	1 1/2	2	
Salicylicum	44	47	Lavendula	90	63	60				Myristica, No. 1.	25	25	25	Snuff, S'h DeVoe's	0	51	Ochre, yel Mars	1 1/2	2	
Sulphuricum	13	15	Limons	1	30	1				Nux Vomica	15	10	10	Soda, Boras, po.	6	10	Ocre, yel Ber	1 1/2	2	
Tannicum	75	85	Mentha Piper	1	75	1				Os Sepia	35	40	40	Soda et Pot's Tart	25	28	Putty, commer'l	2 1/2	2 1/2	
Tartaricum	38	40	Menta Verid	7	00	7				Pepsin Saac, H &	0	1	00	Soda, Carb.	1 1/2	2	Putty, strictly pr	2 1/2	2 1/2	
			Morruhuac gal	1	60	1				P D Co	0	1	00	Soda, Bi-Carb	3	5	Vermillion, Prime			
			Myrica	3	00	3				Picis Liq N N 1/2	0	2	00	Soda, Ash	3 1/2	4	American	13	15	
			Olive	1	00	2				gal doz	0	2	00	Soda, Sulphas	0	2	Vermillion, Eng.	75	80	
			Picis Liquida	10	12	12				Picis Liq qts	0	2	00	Soda, Spts. Cologne	2	2	Green, Paris	29 1/2	33 1/2	
			Picis Liquida gal.	0	40	40				Picis Liq pints	0	2	00	Spts, Ether Co.	50	55	Green, Peninsular	13	16	
			Ricina	94	1	00				Pil Hydrarg po 80	0	2	00	Spts, Myrcia	2	2	Lead, red	7 1/2	8	
			Rosmarini	0	1	00				Piper Nigra po 22	0	2	00	Spts, Vini Rect bbl	10	1	Lead, white	7 1/2	8	
			Rosae oz.	5	50	7				Piper Alba po 35	0	2	00	Spts, Vini Rect 1/2 b	10	1	Whiting, white S'n	90	90	
			Succini	40	45	45				Plumbi Acet	12	15	15	Spts, Vini R't 10 gl	0	0	Whiting Gliders	0	95	
			Sabina	90	1	00				Pulvis Ip'cet Opil 1	30	1	50	Spts, Vini R't 5 gal	10	1	White, Paris Am'r	0	1	
			Santal	0	4	50				Pyrethrum, bxs H	0	2	00	Strychnia, Cryst'l	10	1	Whit'g Paris Eng.	0	1	
			Sassafras	90	95	95				& P D Co. doz.	0	75	75	Sulphur Subl.	2 1/2	3	Shaker Prep'd	1	25	
			Sinapis, eas, oz.	1	10	1				Pyrethrum, pv.	20	25	25	Sulphur, Roll	2 1/2	3	Extra Turn	1	60	
			Tigil	10	10	1				Quassia	8	10	10	Tamarinds	8	10	No. 1 Turp Coach	1	10	
			Thyme	40	50	50				Quina, S P & W.	18	20	20	Terebenth Venice	28	30	Extra Turn	1	60	
			Thyme, opt	0	1	00				Quina, S Ger.	18	28	28	Thebromae	50	55				
			Theobromas	15	20	20				Quina, N. Y.	18	28	28							
									</											



## GROCERY PRICE CURRENT

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

## ADVANCED

Spring Wheat Flour  
Cheese  
Wooden Baskets  
Provisions  
Oats

## DECLINED

Some Canned Goods

Index to Markets  
By Columns

Col	1	2
A	Ammonia	Ammonia
B	Baked Beans	Baked Beans
C	Candies	Candies
D	Dried Fruits	Dried Fruits
E	Farinaceous Goods	Farinaceous Goods
F	Fish and Oysters	Fish and Oysters
G	Gelatine	Gelatine
H	Herbs	Herbs
I	Jelly	Jelly
J	Licorice	Licorice
K	Meat Extracts	Meat Extracts
L	Mince Meat	Mince Meat
M	Molasses	Molasses
N	Mustard	Mustard
O	Nuts	Nuts
P	Olives	Olives
Q	Pipes	Pipes
R	Pickles	Pickles
S	Playing Cards	Playing Cards
T	Potash	Potash
U	Provisions	Provisions
V	Rice	Rice
W	Salad Dressing	Salad Dressing
X	Saleratus	Saleratus
Y	Salt Soda	Salt Soda
Z	Salt	Salt
	Salt Fish	Salt Fish
	Seeds	Seeds
	Shoe Blacking	Shoe Blacking
	Snuff	Snuff
	Soap	Soap
	Soda	Soda
	Soups	Soups
	Spices	Spices
	Starch	Starch
	Syrups	Syrups
	Tea	Tea
	Tobacco	Tobacco
	Twine	Twine
	Vinegar	Vinegar
	Wicking	Wicking
	Woodenware	Woodenware
	Wrapping Paper	Wrapping Paper
	Yeast Cake	Yeast Cake

1	2
ARCTIC AMMONIA	Oysters
12 oz. ovals 2 doz. box. 75	Cove, 1lb. 90@1 00
AXLE GREASE	Cove, 2lb. 185
1lb. wood boxes, 4 doz. 3 00	Cove, 1lb. Oval 20
1lb. tin boxes, 3 doz. 2 35	Plums
3 1/2 lb. tin boxes, 2 doz. 4 25	Marrowfat 90@1 25
10lb. pails, per doz. 6 00	Early June 1 00
15lb. pails, per doz. 7 20	Early June Sifted 1 15@1 80
25lb. pails, per doz. 12 00	Peas
BAKED BEANS	Pie 1 00@1 25
1lb. can, per doz. 90	No. 10 size can pie 3 00
2lb. can, per doz. 1 40	Pineapple
3lb. can, per doz. 1 80	Grated 2 50
BATH BRICK	Sliced 2 40
American 75	Pumpkin
English 85	Fair 85
BLUING	Good 90
Arctic 40	Fancy 1 00
6 oz. ovals 3 doz. box \$ 40	Gallon 2 50
16 oz. round 2 doz. box 75	Raspberries
Sawyer's Pepper Box	Standard @
Per Gross.	Salmon
No. 3, 3 doz. wood bxs 4 00	Col'a River, talls 1 95@2 00
No. 5, 3 doz. wood bxs 7 00	Col'a River, flats 2 25@2 00
BROOMS	Red Alaska 1 45@1 50
No. 1 Carpet, 4 sew 2 75	Pink Alaska 1 00@1 10
No. 2 Carpet, 4 sew 2 40	Sardines
No. 3 Carpet, 3 sew 2 25	Domestic, 1/2 3 3/4@4
No. 4 Carpet, 3 sew 2 10	Domestic, 1/4 5
Parlor Gem 2 40	Domestic, Must'd 6 1/2@9
Common Whisk 90	California, 1/2 11 1/4@14
Fancy Whisk 1 25	California, 1/4 17 1/4@24
Warehouse 3 00	French, 1/2 7 1/4@14
BRUSHES	French, 1/4 18 1/4@28
Scrub	Shrimps
Solid Back 8 in. 75	Standard 1 20@1 40
Solid Back, 11 in. 95	Succotash
Pointed Ends 85	Fair 85
Stove	Good 1 00
No. 3 90	Fancy 1 25@1 40
No. 2 1 25	Strawberries
No. 1 1 75	Standard
Shoe	Fancy
No. 8 1 00	Tomatoes
No. 7 1 30	Fair 95@1 00
No. 4 1 30	Good 1 10
No. 3 1 90	Fancy 1 40
BUTTER COLOR	Gallons 2 75
W. R. & Co.'s 25c size 2 00	CARBON OILS
W. R. & Co.'s 50c size 4 00	Barrels
CANDLES	Perfection @10 1/2
Paraffine, 6s 10	Water White 10
Paraffine, 12s 10	D. S. Gasoline 15
Wicking 20	Gas Machine 24
CANNED GOODS	Deodor'd Nap'a 13
Apples	Cylinder 29
3lb. Standards 90@1 00	Engine 16
Gallon 2 25@2 50	Black, winter 8 1/4@10
Blackberries	CEREALS
Standards gallons @5 50	Breakfast Foods
Beans	Bordeau Flakes, 36 1lb. 2 50
Baked 85@1 30	Cream of Wheat 36 2lb 4 50
Red Kidney 85@95	Egg-O-Sees, 36 pkgs. 2 85
String 70@1 15	Excello Flakes, 36 lb. 4 50
Wax 75@1 25	Excello, large pkgs. 4 50
Blueberries	Force, 36 2 lb. 4 50
Standard 1 35	Grape Nuts, 2 doz. 2 70
Gallon 6 25	Malta Ceres, 24 1lb. 2 40
Brook Trout	Malta Vita, 36 1lb. 2 85
2lb. cans, spiced 1 90	Mapl-Flake, 36 1lb. 4 05
Clams	Pillsbury's Vitos, 3 doz 4 25
Little Neck, 1lb. 1 00@1 25	Ralston, 36 2lb. 4 50
Little Neck, 2lb. @1 50	Sunlight Flakes, 36 1lb. 2 85
Clam Bouillon	Sunlight Flakes, 20 lbs 4 50
Burnham's 1/2 pt. 1 90	Vigor, 36 pkgs. 2 75
Burnham's pts. 3 60	Voigt Cream Flakes. 4 50
Burnham's qts. 7 20	Zest, 20 2lb. 4 10
Cherries	Zest, 36 small pkgs. 2 75
Red Standards @1 40	Rolled Oats
White @1 40	Rolled Avena, bbls. 6 50
Corn	Steel Cut, 100 lb. sks. 3 35
Fair 75@85	Monarch, bbl. 6 25
Good 1 00@1 10	Monarch, 90 lb. sacks 2 90
Fancy 1 45	Quaker, 18-2 1 50
French Peas	Quaker, 20-5 4 65
Sur Extra Fine 22	Cracked Wheat
Extra Fine 19	Bulk 3 1/4
Fine 15	24 2 lb. packages 3 50
Moyen 11	CATSUP
Gooseberries	Columbia, 25 pts. 4 15
Standard 1 75	Snider's pints 2 30
Hominy	Snider's 1/2 pints 1 35
Standard 85	CHEESE
Lobster	Acme @12 1/2
1/2 lb. 2 25	Elsie @12
1 lb. 4 25	Gem @13 1/2
Picnic Tails 2 75	Jersey @12 1/2
Mackerel	Riverside @13
Mustard, 1lb. 1 80	Warner's @13
Mustard, 2lb. 2 80	Springdale @12
Soused, 1 1/2 lb. 1 80	Brick @15
Soused, 1lb. 2 75	Leiden @15
Tomato, 1lb. 1 50	Limburger @19
Tomato, 2lb. 2 80	Pineapple 40
Mushrooms	Sap Sago @22
Hotels @28	Swiss, domestic @16
Buttons @24	Swiss, imported @20

3	4	5
CHEWING GUM	Family Cookie 8	DRIED FRUITS
American Flag Spruce 55	Fancy Ginger Wafer 12	Apples
Beeman's Pepsin 55	Fig Cake Assorted 12	Sundried @9
Adams Pepsin 55	Fruit Nut Mixed 16	Evaporated @9
Best Pepsin 45	Frosted Cream 8	Apricots
Best Pepsin, 5 boxes. 2 00	Frosted Honey Cake 12	California @13
Black Jack 55	Fluted Coconut Bar 10	Corsican @20
Largest Gum Made 55	Ginger Gems 8	Currents
Sen Sen 55	Ginger Gems, Iced 9	Imp'd 1 lb. pkg. 8 1/2@9
Sen Sen Breath Perf 1 00	Graham Crackers 8	Imported bulk 8 1/4@8 1/2
Long Tom 55	Ginger Nuts 10	Peel
Yucatan 55	Ginger Snaps N. B. C. 7	Lemon American 15
Hop to it 55	Ginger Snaps Square 8	Orange American 14
Spearmint 55	Hippodrome Bar 10	Raisins
CHICORY	Honey Cake, N. B. C. 12	London Layers, 3 cr.
Bulk 5	Honey Fingers, As Ice 12	London Layers, 4 cr.
Red 7	Honey Jumbles 12	Cluster, 5 crown 2 25
Eagle 5	Honey Jumbles, Iced 12	Loose Muscatels, 2 cr.
Frank's 7	Honey Flake 12 1/2	Loose Muscatels, 3 cr. 7
Schener's 6	Household Cookies 8	Loose Muscatels, 4 cr. 8
CHOCOLATE	Household Cookies Iced 8	L. M. Seeded 1 lb. 7@9
Walter Baker & Co.'s	Iced Honey Crumpets 10	California Prunes
German Sweet 26	Imperial 8	100 1/2 25lb. boxes.
Premium 38	Jersey Lunch 8	90-100 25lb. boxes. @4 1/2
Caracas 31	Kream Klips 20	80-90 25lb. boxes. @5
Walter M. Lowney Co.	Lem Yem 11	70-80 25lb. boxes. @5 1/2
Premium, 1/4s 32	Lemon Gems 10	60-70 25lb. boxes. @6
Premium, 1/2s 32	Lemon Biscuit Square 8	50-60 25lb. boxes. @6 1/2
COCOA	Lemon Wafer 16	40-50 25lb. boxes. @7 1/2
Baker's 39	Lemona 16	30-40 25lb. boxes. @8 1/2
Cleveland 41	Log Cabin Cake 10	1/4c less in 50lb. cases
Colonial, 1/4s 35	Lusitania Mixed 11	FARINACEOUS GOODS
Colonial, 1/2s 33	Mary Ann 11	Beans
Epps 42	Marshall Walnut 16	Dried Lima 6 1/2
Huyler 45	Mariner 11	Med. Hd. Pk'd. 2 75
Lowney, 1/4s 36	Molasses Cakes 8	Brown Holland
Lowney, 1/2s 36	Molasses Cakes, Iced 9	Farina
Lowney, 1s 36	Mohican 11	24 1 lb. packages 1 50
Van Houten, 1/4s 12	Nabob Jumble 14	Bulk, per 100 lbs 3 50
Van Houten, 1/2s 20	Newton 12	Hominy
Van Houten, 1s 20	Oatmeal Crackers 8	Flake, 50 lb. sack 1 00
Webb 35	Orange Gems 8	Pearl, 100 lb. sack 2 00
Wilbur, 1/4s 39	Oval Sugar Cakes 8	Pearl, 200 lb. sack 4 00
Wilbur, 1/2s 40	Oval Sugar Cakes Ast. 9	Maccaroni and Vermicelli
COCOANUT	Penny Cakes, Assorted 8	Domestic, 10 lb. box 60
Dunham's 1/4s & 1/2s 26 1/2	Picnic Mixed 11 1/2	Imported, 25 lb. box 2 50
Dunham's 1/2s 27	Pretzels, Hand Md. 8	Pearl Barley
Dunham's 1/4s 28	Pretzettes, Hand Md. 7 1/2	Common 3 00
Bulk 12	Pretzettes, Mac. Md. 7 1/2	Chester 3 00
COFFEE	Raisin Cookies 8	Empire 3 65
Common 10@13 1/2	Ravena Jumbles 12	Peas
Fair 14 1/2	Revere, Assorted 14	Green, Wisconsin, bu. 2 50
Choice 16 1/2	Rube 8	Green, Scotch, bu. 2 70
Fancy 20	Scalloped Gems 10	Split, lb. 04
Common Santos 12@13 1/2	Scotch Cookies 10	Sago
Fair 14 1/2	Snow Creams 16	East India 5
Choice 16 1/2	Spiced Honey Nuts 12	German, sacks 6
Fancy 19	Sugar Fingers 12	German, broken pkg.
Peaberry 19	Sugar Gems 12	Tapioa
Fair Maracalbo 16	Sultana Fruit Biscuit 8	Flake, 110 lb. sacks 6
Choice 19	Sunshine Jumbles 10	Pearl, 130 lb. sacks 5
Fancy 19	Spiced Gingers 9	Pearl, 24 lb. pkgs. 7 1/2
Choice Mexican 16 1/2	Spiced Gingers Iced 10	FLAVORING EXTRACTS
Fancy 19	Sugar Cakes 8	Foot & Jenks
Choice Guatemala 15	Sugar Cakes, Iced 9	Coleman Brand
Fancy Java 12	Sugar Squares, large or small 8	Lemon
African 12	Superba 8	No. 2 Terpeness 75
Fancy African 17	Sponge Lady Fingers 25	No. 3 Terpeness 1 75
O. G. 25	Sugar Crimp 8	No. 8 Terpeness 3 00
P. G. 31	Sylvan Cookie 12	Vanilla
Arabian Mocha 21	Vanilla Wafers 16	No. 2 High Class 1 20
New York Basis	Victors 12	No. 4 High Class 2 00
Arbuckle 16 00	Waverly 8	No. 8 High Class 4 00
Dilworth 14 75	Zanzibar 10	Jaxon Brand
Jersey 15 00	In-er Seal Goods	Vanilla
Lion 14 50	Per doz.	2 oz. Full Measure 2 10
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	Albert Biscuit 1 00	4 oz. Full Measure 4 00
Extract	Animals 1 00	8 oz. Full Measure 8 00
Holland, 1/2 gro boxes 95	Arrowroot Biscuit 1 00	Lemon
Felix, 1/2 gro. 1 15	Butter Thin Biscuit 1 00	2 oz. Full Measure 1 25
Hummel's foil, 1/2 gro. 85	Butter Wafers 1 00	4 oz. Full Measure 2 40
Hummel's tin, 1/2 gro. 1 43	Cheese Sandwich 1 00	8 oz. Full Measure 4 50
CRACKERS	Coconut Dainties 1 00	Jennings D. C. Brand
National Biscuit Company	Faust Oyster 1 00	Terpeness Ext. Lemon
Brand	Fig Newton 1 00	Doz.
Butter	Five O'clock Tea 1 00	No. 2 Panel 75
Seymour, Round 6	Frotana 1 00	No. 4 Panel 1 50
N. B. C. Square 6	Ginger Snaps, N. B. C. 1 00	No. 6 Panel 2 00
Soda	Graham Crackers 1 00	Taper Panel 1 50
Select Soda 8	Lemon Snap 50	2 oz. Full Meas. 1 25
Saratoga Flakes 13	London Cream Biscuit 1 00	4 oz. Full Meas. 2 00
Zephyrette 13	Marshmallow Dainties 1 00	Jennings D. C. Brand
Oyster	Oatmeal Crackers 1 00	Extract Vanilla
N. B. C., Round 6	Oysterettes 50	Doz.
Gem 6	Old Time Sugar Cook. 1 00	No. 2 Panel 1 25
Faust, Shell 7 1/2	Pretzettes, Hd. Md. 1 00	No. 4 Panel 2 00
Sweet Goods.	Royal Toast 1 00	No. 6 Panel 3 50
Animals 10	Saltine 1 00	Taper Panel 2 00
Atlantic, Assorted 10	Saratoga Flakes 1 50	1 oz. Full Meas. 90
Brittle 11	Social Tea Biscuit 1 00	2 oz. Full Meas. 1 80
Cadet 8	Soda, N. B. C. 1 00	4 oz. Full Meas. 3 50
Campaign Cake 10	Soda, Select 1 00	No. 2 Assorted Flavors 1 00
Cartwheels 8	Sugar Clusters 1 00	GRAIN BAGS
Cassia Cookie 9	Sultana Fruit Biscuit 1 50	Amoskeag, 100 in bale 19
Cavalier Cake 14	Unedea Biscuit 50	Amoskeag, less than bl 19 1/2
Current Fruit Biscuit 10	Unedea Jinjer Wayfer 1 00	GRAIN AND FLOUR
Cracknels 16	Unedea Milk Biscuit 50	Wheat
Coffee Cake, pl. or iced 10	Vanilla Wafers 1 00	New No. 1 White 91
Coconut Taffy Bar 12	Water Thin 1 00	New No. 2 Red 89
Coconut Bar 10	Zu Zu Ginger Snaps 50	Local Brands
Coconut Drops 12	Zwieback 1 00	Patents 5 50
Coconut Honey Cake 12	In Special Tin Packages.	Second Patents 5 25
Coconut Hon. Fingers 12	Per doz.	Straight 5 00
Coconut Hon. Jumbles 12	Festino 2 50	Second Straight 4 75
Coconut Macaroons 18	Nabisco 2 50	Clear 4 00
Dandelion 10	Nabisco 1 00	Flour in barrels, 25c per barrel additional.
Dinner Biscuit 20	Champagne Wafer 2 50	Worden Grocer Co.'s Brand
Dinner Pail Cake 10	Per tin in bulk.	Quaker, paper 4 60
Dixie Sugar Cookie 9	Sorbetto 1 00	Quaker, cloth 4 80
Family Snaps 8	Nabisco 1 75	Wykes & Co.
	Festino 1 50	Eclipse 4 80
	Bent's Water Crackers 1 40	Kansas Hard Wheat Flour
	Holland Rusk	Fanchon, 1/2 cloth 5 80
	36 packages 2 90	Judson Grocer Co.
	40 packages 3 20	Grand Rapids Grain & Milling Co. Brands.
	60 packages 4 75	Wizard, assorted 4 40
	CREAM TARTAR	Graham 4 40
	Barrels or drums 29	Square cans 5 75
	Boxes 30	Buckwheat 4 75
	Square cans 32	Rye 4 75
	Fancy caddies 35	



6	7	8	9	10	11
<b>Spring Wheat Flour</b> Roy Baker's Brand Golden Horn, family 6 00 Golden Horn, baker's 5 90 Duluth Imperial 6 30 Judson Grocer Co.'s Ceresota, 1/2s 6 60 Ceresota, 1/4s 6 40 Ceresota, 1/8s 6 20 Lemon & Wheeler's Brand Wingold, 1/2s 6 15 Wingold, 1/4s 6 05 Wingold, 1/8s 5 95 Worden Grocer Co.'s Brand Laurel, 1/2s cloth 6 20 Laurel, 1/4s cloth 6 10 Laurel, 1/8s & 1/4s paper 6 00 Laurel, 1/2s cloth 6 00 <b>Wykes &amp; Co.</b> Sleepy Eye, 1/2s cloth 6 10 Sleepy Eye, 1/4s cloth 6 00 Sleepy Eye, 1/8s cloth 5 90 Sleepy Eye, 1/2s paper 5 90 Sleepy Eye, 1/4s paper 5 90 Sleepy Eye, 1/8s 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 61 Less than carlots 63 <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 20 <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 @ 4 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 Tourist whist 2 25 <b>POTASH</b> 48 cans in case Babbitt's 4 00 Mess 17 50 Clear Back 17 50 Short Cut 17 00 Short Cut Clear 17 00 Bean 14 75 Brisket, Clear 15 25 Pig 18 00 Clear Family 14 75 <b>Dry Salt Meats</b> S. P. Belies 10 1/2 Bellies 9 1/2 Extra Shorts 9 1/2 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 1/2 Hams, 14 lb. average 13 1/2 Hams, 16 lb. average 13 1/2 Hams, 18 lb. average 13 1/2 Skinned Hams 14 1/2 Ham, dried beef sets 20 California Hams 9 Picnic Boiled Hams 14 Boiled Hams 22 Berlin Ham, pressed 9 Minced Ham 9 Bacon 12 1/2 @ 16 10 lb. pails, advance 1/2 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., 80 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, 1/2s 45 Potted ham, 1/4s 45 Potted ham, 1/8s 45 Deviled ham, 1/2s 45 Deviled ham, 1/4s 45 Potted tongue, 1/2s 45 Potted tongue, 1/4s 45 <b>RICE</b> Fancy 7 @ 7 1/2 Japan 5 1/2 @ 6 1/2 Broken 5 1/2 @ 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 Arm and Hammer 3 10 Deland's 3 00 Dwight's Cow 3 15 L. P. 3 00 Wyandotte, 100 1/2s 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 28 10 1/2 lb. sacks 2 00 56 lb. sacks 32 28 lb. sacks 17 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 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 mch. 75 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 90 Scalped 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 1 <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 80 Dusky D'nd, 100 6 oz 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 <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 Marselles, 100 cakes 5 80 Marselles, 100 cakes 6 40 Marselles, 100 ck toilet 4 00 Marselles, 1/2 bx toilet 2 10 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 <b>Soap Powders &amp; Co.</b> Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 3 75 Babbitt's 1776 4 10 Roseine 3 75 Armour's 3 50 Wisdom 3 70 <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. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 <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. 46 Cassia, Saigon, in rolls. 55 Cloves, Amboy 22 Cloves, Zanzibar 16 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-10 25 Nutmegs, 115-20 20 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 <b>Pure Ground in Bulk</b> Allspice 16 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 18 Pepper, Singap. white. 27 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> Kingsford 7 1/2 Silver Gloss, 40 lbs. 7 1/2 Silver Gloss, 16 3lbs. 6 1/2 Silver Gloss, 12 6lbs. 8 1/2 <b>Muzzy</b> 48 lb packages 4 1/2 16 lb packages 4 1/2 12 lb packages 4 1/2 50 lb boxes 3 1/2 <b>SYRUPS</b> Corn Barrels 29 Half Barrels 31 20lb. cans 1/2 dz. in cs 2 00 5lb. cans 2 dz. in cs. 1 95 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 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 11 <b>Gunpowder</b> Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, 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 33 Protection 49 Sweet Burley 44 Tiger 40 <b>Plug</b> Red Cross 31 Palo 35 Hiawatha 41 Kilo 35 Battle Ax 37 American Eagle 37 Standard Navy 33 Spear Head, 7 oz. 47 Spear Head, 1 1/2 oz 47 Nobby Twist 39 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 69 Boot Jack 86 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 40 Nickel Twist 34 Mill 52 Great Navy 32 <b>Smoking</b> Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 25 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 40 Kiln Dried 33 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum, Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1lb. 22 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. 35 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 <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 12 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 10 Bushels, wide band 1 25 Market 40 Splint, large 3 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 25 Willow, Clothes, small 6 25	<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 30 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 60 <b>Cheese</b> Barrel, 5 gal., each 2 40 <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 135 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, an red, brass 1 25 Paper, Bureka 2 25 Fibre 3 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 30 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 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 50 Double Duplex 3 00 Good Luck 2 75 Universal 3 65 <b>Window Cleaners</b> 12 in. 1 60 14 in. 1 85 16 in. 2 20 <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 40 Assorted, 15-17-19 3 25 <b>WRAPPING PAPER</b> Common straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls 15 <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> Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 11 Trout 10 1/2 Halibut 11 Ciscos or Herring 7 Bluefish 18 Live Lobster 25 Boiled Lobster 25 Cod 20 Haddock 8 Pickerel 10 Pike 8 Perch 8 Smoked, White 12 1/2 Chinook Salmon 16 Mackerel 16 Finnan Haddie 16 Roe Shad 16 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 Pelts Old Wood 20 Lambs 25 @ 40 Shearings 10 @ 30 <b>Confections</b> Stick Candy Standard 8 Standard H H 8 Standard Twist 8 1/2 Jumbo, 32 lb. 8 Extra H H 10 Boston Cream 12 Big stick, 30 lb. case 8 1/2 Mixed Candy Grocers 7 Competition 7 1/2 Special 8 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 8 1/2 Cut Loaf 9 1/2 Leader 9 Kindergarten 10 1/2 Bon Ton Cream 10 French Cream 10 Star 11 Hand Made Cream 17 Fremio Cream mixed 14 Paris Cream Bon Bons 11 Fancy-in Pails Gypsy Hearts 14 Coco Bon Bons 13 Fudge Squares 13 Fruit Squares 10 Sugared Peanuts 12 Salted Peanuts 12 Starlight Kisses 11 San Blas Goodies 13 Lozenges, plain 11 Lozenges, printed 12 Champion Chocolate 13 Majestic Chocolates 15 Mureka Chocolates 16 Quintette Chocolates 16 Champion Gum Drops 10 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 11 Ital. Cream Bon Bons 12 Golden Waffles 13 Red Rose Gum Drops 10 Auto Bubbles 13 Fancy-in 5lb. Boxes Old Fashioned Molasses Kisses, 10lb. box 1 80 Orange Jellies 50 Lemon Sours 50 Old Fashioned Horehound drops 60 Peppermint Drops 60 Champion Choc. Drops 70 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Dark No. 12 1 10 Bitter Sweets, ass'd 1 25 Brilliant Gums, Crya 60 A. A. Licorice Drops 90 Lozenges, plain 60 Lozenges, printed 60 Imperial 65 Mottos 65 Cream Bar 65 G. M. Peanut Bar 60 Hand Made Crms 80 @ 90 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 assortment 6 75 Scientific Ass't 18 00 <b>Pop Corn</b> Cracker Jack 3 25 Checkers, 5c pkg case 3 50 Pop Corn Balls, 200s 1 25 Azulikit 100s 3 00 Oh My 100s 3 50 <b>Cough Drops</b> Putnam Menthol 1 00 Smith Bros. 1 25 <b>NUTS-Whole</b> Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California sft. shell 12 @ 13 Brazil 11 Filberts 13 Cal. No. 1 13 Walnuts, soft shelled 18 Walnuts, Marbot 14 Table nuts, fancy 13 @ 16 Pecans, Med. 12 Pecans, ex. large 12 Pecans, Jumbos 13 Hickory Nuts per bu. 13 Ohio new 13 Cocoanuts Chestnuts, New York State, per bu. 13 Shelled Spanish Peanuts 7 @ 7 1/2 Pecan Halves 45 Walnut Halves 32 @ 35 Filbert Meats 27 Alicante Almonds 42 Jordan Almonds 47 Peanuts Fancy H. P. Suns 6 1/2 @ 7 1/2 Roasted 8 @ 8 1/2 Choice, H. P. Jumbo 8 1/2 @ 8 1/2 bo 8 1/2 @ 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



#### O. P. Bluing

Doz.

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

### CIGARS

Johnson Cigar Co.'s Brand



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

Worden Grocer Co. brand  
Ben Hur

Perfection .....25  
Perfection Extras .....25  
Londres .....25  
Londres Grand .....25  
Standard .....25  
Puritans .....25  
Panatellas, Finas .....25  
Panatellas, Book .....25  
Jockey Club .....25

### COCOANUT

Baker's Brazil Shredded



70 1/2 lb. pkg. per case 2 60  
35 1/2 lb. pkg. per case 2 60  
35 1/2 lb. pkg. per case 2 60  
15 1/2 lb. pkg. per case 2 60

### FRESH MEATS

#### Beef

Carcass .....8 @11  
Hindquarters .....10 @13  
Loins .....11 @16  
Rounds .....8 @ 9 1/2  
Chucks .....6 @ 7 1/2  
Flats .....5 @ 5 1/2  
Livers .....6 @ 6

#### Pork

Loins .....@12  
Dressed .....@ 8  
Boston Butts .....@ 9 1/2  
Shoulders .....@ 8 1/2  
Leaf Lard .....@10 1/2  
Trimnings .....@ 7

### Mutton

Carcass .....@ 9  
Lambs .....@12 1/2  
Spring Lambs .....@14  
Veal  
Carcass .....6 @ 9 1/2

### CLOTHES LINES

#### Sisal

60ft. 3 thread, extra..1 00  
72ft. 3 thread, extra..1 40  
90ft. 3 thread, extra..1 70  
60ft. 6 thread, extra..1 29  
72ft. 6 thread, extra..1 50

#### Jute

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

#### Cotton Victor

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

#### Cotton Windsor

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

#### Cotton Braided

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

#### Galvanized Wire

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

### COFFEE

#### Roasted

Dwinell-Wright Co.'s B'ds.



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

Peerless Evap'd Cream 4 00

### FISHING TACKLE

1/4 to 1 in. ....6  
1 1/4 to 2 in. ....7  
1 1/2 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 .....20  
Medium .....25  
Large .....34

### Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 65

### 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 50  
Knox's Acidu'd. doz. 1 25  
Orford .....75  
Plymouth Rock .....1 25

### SAFES



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

### SOAP

Beaver Soap Co.'s Brands



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

Tradesman's Co.'s Brand



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

### TABLE SAUCES

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

# Michigan, Ohio And Indiana Merchants

have money to pay for  
what they want. They  
have customers with as  
great a purchasing power  
per capita as any other  
state. Are you getting  
all the business you want?  
The Tradesman can "put  
you next" to more pos-  
sible buyers than any  
other medium published.  
The dealers of Michigan,  
Ohio and Indiana

# Have The Money

and they are willing to  
spend it. If you want it,  
put your advertisement  
in the Tradesman and  
tell your story. If it is a  
good one and your goods  
have merit, our sub-  
scribers are ready to buy.  
We can not sell your  
goods, but we can intro-  
duce you to our people,  
then it is up to you. We  
can help you. Use the  
Tradesman, use it right,  
and you can not fall  
down on results. Give  
us a chance.

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

Wanted—General merchandise or hardware store in prosperous farming town. Give full particulars. P. G. Barrett, Peru, Maine. 896

Wanted—A competent man with \$5,000 to buy an interest in and take active management of a large sash door and blind factory in Bagdad and Pensacola, Fla., that cost \$60,000. Must furnish good references. A. A. Fisher, Pensacola, Fla. 895

Gall Stones—Your bilious colic is the result; your physician cannot cure you. Only one remedy known on earth; harmless but positively cures. Brazilian Remedy Co., Box 3021, Boston, Mass. 894

For Sale—Improved farms in St. Francois and Washington counties, ranging from 60 to 400 acres; also property in Bismark. F. F. Beard, Bismark, Mo. 893

Good opportunity for shoe repairer or other merchant. Store and dwelling rooms combined. For sale or rent. Freeport, Mich. C. Schuchart, 363 Orange St., Rochester, N. Y. 892

For Sale—One of the best 240 acre fruit and dairy farms in Ottawa County, 7½ miles west of Grand Rapids. Will accept some income property. Address No. 891, care Michigan Tradesman. 891

For Sale—\$10,000 stock general merchandise in town 1,000 population; farming community. Doing \$30,000 business per annum. Veach & Dray, Kalida, Ohio. 890

For Sale—Stock of general merchandise in a small but good town, situated in one of the best farming districts in state of Iowa. Will invoice about \$6,500. Stock in excellent condition. Owner established this business 22 years ago and has operated it successfully ever since, but wants to retire. Will sell or rent building. Address H. P. Hanson, Owner, Badger, Iowa. 889

For Sale—Six 300 H. P. Babcock & Wilcox boilers, arranged in batteries of two-300 H. P. boilers each. Will be sold subject to the inspection of the purchaser. Address Louisville Lighting Co., 14th & Magazine Sts., Louisville, Ky. 888

For Sale—Small clean stock of groceries, doing good business. Good location. Address No. 887, care Michigan Tradesman. 887

For Sale—Few absolutely perfect Smith Premier typewriters, \$23 each. Trial allowed. Receiver Box 105, Waterford, N. Y. 886

For Sale—Have left three Barr and two Airline cash and package carriers, one fire proof safe, 52 inches high, 36 wide, 32 deep. Wheels not included. All in good condition. B. Hawks, Commerce, Ga. 885

For Sale or Exchange—In thriving railroad town 3,000 inhabitants, situated in Central Michigan, wood-working plant in good condition, having excellent power, suitable for manufacturing purposes. Address 884, care Tradesman. 884

For Sale—Snap \$950. Good store building, will rent for \$200 year. Also good oak roll top desk cheap. \$14. Good hustling town 1,600. Well located. Address C. B. S., Plainwell, Mich. 883

\$6 per 100 paid for mailing or distributing circulars. Steady work. Particulars, 4 cents. R. F. Kinyon Co., Newton, Iowa. 882

For Rent—Store rooms in new Norton Building, Bedford, Ind. Single or double. Well adapted to dry goods, carpets or department store. Good location; liberal terms. Address C. S. Norton, Bedford, Ind. 897

For Sale—Hardware business in a growing prosperous town, established business of 25 years standing. Clean stock, located in brick building, will sell or rent building. Reason for selling, ill health. Address No. 898, care Michigan Tradesman. 898

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

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

Snaps 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—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. ½ 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

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

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—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

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

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—Who wants my new modern bakery, mixer, gas engine, freezers, etc.? New stock. Will sell or rent. Weldon Smith, Phone Citz. 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. Ittis, 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

To Rent—Modern shoe store, 17½x60 feet, steel ceiling, oak shelving, basement. Liebermann & 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

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—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

Want Ads. continued on next page.

## COUPON BOOKS

SUPERCEDE  
BOOK-KEEPING  
DISPUTED ACCOUNTS  
BAD DEBTS  
ACCURACY  
ASSURE PROFIT  
CONTENTMENT

We make four grades of book in the different denominations.

CIRCULARS ON INQUIRY  
SAMPLES

### TRADESMAN COMPANY.

GRAND RAPIDS, MICH.

## 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.



**CHILDREN'S WINDOW.**

In many instances this portion of the trade seems the least desirable. In fact, it is an inveterate nuisance when the pupils of all ages come trooping into the store, sampling this and handling that. Yet there is another way of handling the matter, involving another aspect of the case.

By keeping the tempting articles, as nuts and candy, safely behind the counter, and insisting on proper decorum, children will soon become as desirable customers as adults. Besides in many instances they are sent by parents who can not conveniently do the purchasing themselves. Any slight to them gives more offense to the parent than would one to himself. A favor given is doubly appreciated. Both parent and child feel the good will and reciprocate.

The successful teacher knows that the secret of her power is in keeping the children busy. If you can make an attractive corner for them to look at while waiting their turn to be served the problem of order is reduced to a minimum. In almost any business there is material which can be thus utilized, with profit to the dealer.

For instance, take the grocery. In large cities there are multitudes of children entirely ignorant as to how corn grows. When your sweet corn is finding favor ask one of your rural patrons to bring you a few stalks, showing the entire plant, not omitting the roots at the lower nodes, serving to stay the stalks against winds. If he has a piece of field corn of which he is specially proud the chances are that he will also volunteer some of this. Place it in your front window, beside the corn offered for sale. Children who never saw corn growing or who never saw the large field corn will not only be interested, but they will tell about it at home. This will not hurt your sales of garden produce.

Do not stop at the mere exhibition. Explain what you know about the plant, and if you don't know much about it find out. It will increase your enthusiasm in your stock and in your business. Tell them that the corn plant has two kinds of blossoms; that the pollen from the "tassels" fertilizes the silks and makes the ears form. Their teacher has told them a part of this, but now they have a practical illustration which they will remember. They will tell her about it; and, if she is a true, live teacher, she will become interested in your window and the object lessons it gives to her class.

In strawberry season ask your market gardener to pot a plant, showing just how the berries grow. It may be he can furnish a belated blossom with the ripe fruit, and he can certainly show the method of propagation by runners. A few branches of cherries or plums just as they are gathered from the tree will prove a drawing card and find ready sale among the elders when their purpose in the school window is filled.

A bouquet of apple blossoms is a much more effective advertisement for the future stock in this fruit than

the one still current in many country newspapers of leaving the space entirely blank one week save for the announcement to "Watch this space next week."

A sheaf of wheat side by side with the flour may be a new revelation to the child; and with the good photographs in the many magazines and trade publications it will be easy, if desired, to form a pictorial connection between the two which the teacher of those pupils will be glad to interpret if you are too busy.

Many adults would be astonished if a few sprays of the delicate cranberry vine were displayed in connection with this fruit. The peanut has a history well worth illustrating, but perhaps there is no fruit so interesting and so little known in this country as to its methods of growth as the coconut. Try to bring on some of the nuts in the husk, showing the material from which matting and cordage are made, and showing also how the nut is enabled to float on the water, thus gaining foothold on the widely scattered islands of the tropical seas almost as soon as the coral polyps have builded them.

This may seem to the busy man a fanciful piece of work, yet after the ball is once started pupils and teacher will attend to the rest, providing you furnish the objects for study.

As to results, the children will like to trade with you for two reasons: You seem to invite them, and they want to see what new things are in the window. Parents appreciate the pleasures you give the little folks and extend their patronage; teachers, too, will be gained as permanent customers.

**Late State Items.**

Jackson—The Corl Piano building has been purchased by the O. F. Schmid Chemical Co., which will occupy the same as soon as it can be put in readiness. The capital stock of the Schmid Co. has been increased to \$75,000, nearly all paid in.

Jackson—A corporation has been formed under the style of the Monarch Vibrator Co. to manufacture electrical and mechanical vibrators, with an authorized capital stock of \$5,000, all of which has been subscribed, \$1,000 being paid in in cash and \$4,000 in property.

Detroit—A new industry has been secured for this city called the Clark Incandescent Lamp Co. The new concern came here from Ohio and located at Third and Porter streets. Incandescent lighting bulbs will be manufactured on a large scale. The company is headed by A. J. Clark, a man of wide experience in this industry.

Detroit—The entire effects of the Detroit Trolley Wheel & Electrical Equipment Co. were sold at auction Monday by John M. Burns, trustee, under the orders of the United States Court. The property was bid in by John M. Crossman for \$3,325. This, however, does not include the real estate, but the personal property only.

Manistique—The lumber market, especially at the southern end of the Upper Peninsula of Michigan, is steadily improving. Considerable

quantities of lumber are being shipped each week. The dealers feel much encouraged over the outlook. The improvement is felt in all lines. Hitherto the cedar trade has been the only firm line the dealers could depend on.

Menominee—The last week was one of great activities in the lumber yards along the Menominee River, a large amount of lumber being shipped from this port. The July shipments from this port amount to 4,500,000 feet, while the rail shipments during the month are about 750,000 feet. This breaks all records for any two weeks this year and approaches very nearly the total shipments made during July, 1907.

Rose City—The Prescott-Miller Lumber Co., operating a sawmill near this place, is extending its Rose City branch three miles farther into the timber. The branch, when completed, will be eight miles long and it will reach 12,000,000 feet of timber owned by the company. The mill has been running steadily since the first of the year. The entire stock was sold months ago and at top prices. The mill will run six weeks longer, when it will shut down until the fall logs come along.

Bay City—Conditions appear to be steadily improving in many branches of the lumber industry. In some lines business is a little quiet, but this is attributed to the unusual mid-summer dulness and is not connected with the depression that has characterized the industry eight months. The box business with some firms is quiet. Handy Bros. are operating two of their plants and have a good volume of orders. Shelley Crump, of the Bay City Box & Lumber Co., reports the box trade as slack for the time being. The company had orders which kept the plant busy during the winter and until July 1, since when the plant has been running on picked up business from hand to mouth. The company looks for a decided improvement in business in a short time.

**Grocers Protest Against Carnival.**

Sault Ste. Marie, July 21—At the last regular meeting of the Retail Grocers' Association the following resolution was adopted:

Whereas—The Retail Grocers' Association of Sault Ste. Marie has learned upon good authority that the Parker Carnival Co. contemplates giving a week's performance in this city, and

Whereas—We believe that a show or carnival of this character at this particular time would be a great hardship to the merchants of this city; therefore be it

Resolved—That we respectfully ask the Mayor of this city and the Council to use every effort possible to keep this aggregation out of the city and also that a copy of these resolutions be presented to the local press for publication.

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

Buffalo, July 22—Creamery, fresh, 21@23c; dairy, fresh, 16@20c; poor to common, 14@16c.

Eggs—Strictly fresh, candled, 21@22c.

Live Poultry—Fowls, 11@12c; ducks, 10@12c; geese, 9@10c; old cox, 8@9c; broilers, 17@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, \$2.75 per bbl.

Rea & Witzig.

**BUSINESS CHANCES.**

Exceptional Opportunity—I offer for sale the controlling interest in a corporation capitalized at \$50,000, handling general hardware, stoves, paints, implements, buggies, harness, etc. Busy tin-shop and harness shop in connection. The location is the best in a city of about 14,000, in the best state in the Middle West. The present owner of the controlling stock, who is also the manager, is obliged to quit on account of poor health. The minority stockholder is inactive in the business, so the purchaser of this stock would have absolute control. There is no dead stock, and it will take present cost to get it. Until I know that I have a good prospect, the name of this firm and the location will not be disclosed, as it might result in the loss of some valuable agencies which this firm holds, and for which there is much demand among local competition. For the man who has 25,000 and is looking for a business that has been established almost a quarter of a century, and paying handsome dividends, here is something unusually good. Time will be given on part of the stock if desired. Address H. R. Hamilton, Aurora, Mo. 907

To Exchange—Stock of dry goods for shoe stock. Address No. 900, care Michigan Tradesman. 900

For Sale—A first-class drug store doing a fine business on one of the main streets in Grand Rapids. This is an A1 proposition. Address H. T., care Tradesman. 910

For Sale—The cleanest up-to-date hardware stock in state (tinshop in connection.) Doing a good business in a good factory town of 2,500, surrounded by excellent farming country. Only one other hardware in town. Will inventory between \$4,000 and \$5,000. Must be sold quick. Good reason for selling. Chas. M. Edelmann, Lowell, Mich. 899

For Sale—Hotel and restaurant stock, with long lease on building. Doing a good business in a live town. Everything complete and in good running order. Will sell cheap if taken before Aug. 1. Address J. O. Decker, Conde, S. D. 909

For Sale—A good clean stock of general merchandise, invoicing \$6,000. In good farming country. Good trade. Address W. C. Nichols, New Lebanon, Ind. 908

Storage—We are in position to receive goods in storage in large well built warehouse, located at point with shipping facilities of St. Louis available. Granite City Lime & Cement Co., Granite City, Ill. 905

Have an ideal lumber yard site for sale. Suitable for wholesale or retail business, or both. Manufacturing city of 12,000, annual payroll of manufacturing plants here, about \$10,000,000.00. Shipping facilities unsurpassed. Have 240,000 square feet of ground, with brick building for lumber sheds, 150x450 feet. Are willing to retain interest. Address No. 906, care Michigan Tradesman, Grand Rapids, Mich. 906

For Sale or Trade—Furniture and undertaking business in one of the best towns of 1,500 inhabitants in the state. If you're looking for a good thing, investigate this. Address Box No. 51, Oxford, Mich. 904

For Sale—30,000 acres cut-over pine land, south Mississippi, none over 3 miles from railroad. Price \$3 per acre. Act promptly. H. C. Orrick, Jackson, Miss. 903

S. M. Joyner, real estate, coal and timber lands, Petros, Tenn. Splendid tracts of coal and timber at low prices; good titles; full particulars and description for intending purchasers. I have two fine hardwood timber propositions of poplar, oak, hickory, cherry and ash. 902

For Sale—An established drug store in a town of twelve hundred inhabitants. Only drug store in town, situated in the Valley of Virginia. This year's business, gross profits, twenty-eight hundred dollars. Business increasing. Reason for selling, poor health. Will inventory between four and five thousand dollars. Price \$4,750 cash. Address Geo. W. Taylor, Basic City, Va. 901



# 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

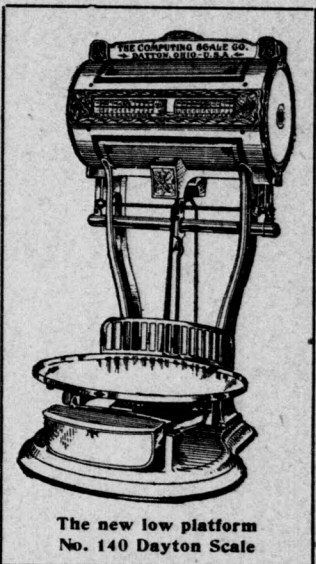
The **best** and **safest** way to secure trade and hold it is to use such methods as will promote **absolute confidence**. Impress upon your customers the fact that you are trying to be **fair** and **square** with them. The **surest** way to show this is to use

## 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**.

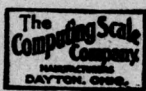
Eighteen years of experience and development places us in a position to equip the merchant with scales which produce the desired results in the **quickest** and **surest** way. Let us **prove** it.

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.

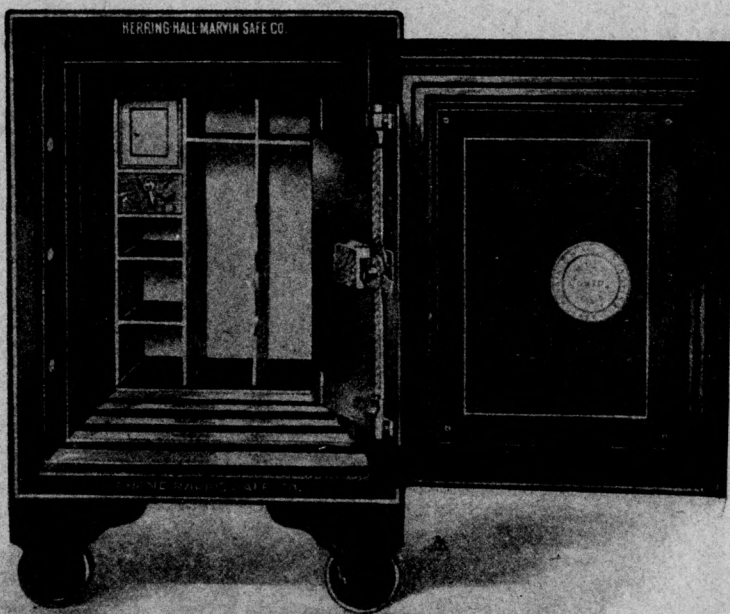
58 State St., Chicago

# 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.





## Bankers Make Money On A 6% Profit

Bankers get rich doing business at 6% and pay all expenses out of the 6%. Many merchants think they are getting from 20 to 30 per cent. and FAIL in business.

### Why Do They Fail? Lack Of System.

The Banker SYSTEMATIZES his business, and KNOWS HOW HE STANDS at all times.

If the retail merchant was handling his accounts by the McCASKEY ACCOUNT REGISTER SYSTEM, he would KNOW ALL ABOUT HIS BUSINESS.

The McCASKEY stops the leaks, and furnishes you with a check on the clerks and customers, and gives you **complete information** regarding **every detail** of your business.

If you are not making as much money as you should, better commence an investigation AT ONCE and FIND OUT where the leaks are.

Our 64-page FREE Catalog is full of valuable information.

### THE McCASKEY REGISTER CO.

27 Rush St., Alliance, Ohio

Mfrs. of the Famous Multiplex Duplicate and Triplicate Pads; also the different styles of Single Carbon Pads.

Agencies in all Principal Cities.

## 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

## The Grocer's Ear-

We want it for a few moments to tell him how much easier it is to sell

### Shredded Wheat Biscuit

than it is to sell any other breakfast cereal. Here are a few of the "selling arguments" for Shredded Wheat:

1. Shredded Wheat is the whole wheat—nothing added, nothing taken away—cleaned, steam-cooked, shredded and baked.
2. The porous shreds are quickly penetrated by the digestive juices, making it more easily digested than mushy porridges or other breakfast foods.
3. Pound for pound, it contains more muscle-making, brain-building material than beefsteak or eggs, and costs much less.
4. Being in biscuit form, it has many more culinary uses than the ordinary breakfast cereal, forming delicious combinations with fruits, creamed vegetables or creamed meats.
5. It is the cleanest, purest cereal food in the world, and is made in the cleanest, finest, most hygienic food factory in this country or in any other country.

Cut this out, commit it to memory, and be "ready" for the next customer who asks you anything about breakfast cereals.

### Shredded Wheat Makes Satisfied Customers

THE SHREDDED WHEAT COMPANY  
Niagara Falls, N. Y.

## 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