

## The American Grocer Has a Mind of His Own

In spite of the fact that the Toasted Corn Flake Co. has sacrificed many thousands of dollars worth of orders during the past few months to protect the retailer, they are over 50 carloads behind on orders.

The immense new factory is turning out more Toasted Corn Flakes than was ever made of any breakfast food in the history of the cereal business.

These facts show that the trade is not influenced by false claims and that the public insists 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**

## Hot Weather Candy

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.



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

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

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

## Every Cake



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

**The Fleischmann Co.,**

of Michigan

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

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

## Pure Cider Vinegar

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

**The Williams Bros. Co.**

Manufacturers

Picklers and Preservers

Detroit, Mich.

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

# SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.



# MICHIGAN TRADESMAN

Twenty-Fifth Year

GRAND RAPIDS, WEDNESDAY, JULY 29, 1908

Number 1297

## 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 Baerman, 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.

2. Local Banks.
4. News of the Business World.
5. Grocery and Produce Markets.
6. Window Trimming.
7. Civic Faith.
8. Editorial.
10. Review of the Shoe Market.
12. Woman's World.
14. Butter, Eggs and Provisions.
16. Civic Reform.
18. Like Some Merchants.
20. Dry Goods and Notions.
23. Resort Crockery Store.
24. Commercial Travelers.
26. Drugs.
27. Drug Price Current.
28. Grocery Price Current.
38. Special Price Current.

### NO RELIEF IN SIGHT.

Ever since Grand Rapids was a little city of 6,000 or 8,000 people its municipal officers have proven woefully weak and incompetent on the water question; and the case is not a whit different to-day in spite of the fact that the Supreme Court of Michigan has affirmed the decision of the Kent Circuit Court granting a writ of ouster against the Grand Rapids Hydraulic Company.

Fifty years ago wells were the source of our city's water supply except to a limited degree, a small organization depending upon a few springs for its supply and calling itself the Grand Rapids Hydraulic Co. furnishing hotels and stores in the Monroe street district with water.

For nearly thirty-five years the municipality has been experimenting. Instead of showing a comprehensive view of and strong faith in the future of the city they have had but two purposes in view, seemingly. One was to force the water of Grand River down the throats of the people and the other was to put up as big a bluff as possible at a minimum of expense, showing that Grand Rapids has an ample supply of good water and an adequate system for its distribution.

The city water supply and system have never been good or adequate. The city fathers have "played horse" with the entire proposition and, as yet, show no signs of appreciating the fact that they represent a community of over 110,000 people, which within ten years will have increased to 150,000 or more. We have had bursting reservoirs, inadequate mains, water scandals, litigation, prison records, disease, disastrous fires and all the rest of it—all bad enough—but worse than all the city has a national reputation as being without decent water or sufficient means for distributing what we have.

And now comes our Supreme Court, which declares that we must get along as best we may without the aid of the Hydraulic Co., which has given us the best water available.

It is unfortunate that the Supreme Court lacks the authority and power to amend its decision by stipulating

that the municipality must cease its temporizing, its political tomfoolery and its puny comprehension of the city it has in charge and of the future of such a city.

The putting out of business of the Hydraulic Co.—which will not be immediate, however, if at all—means that we will have to go on taking our baths in a mixture of water, sand and organic matter while the experts(?) who are so numerous in the Common Council and elsewhere in the city continue monkeying with settling basins, filters and various cheap methods for counteracting the millions of tons of sewage and refuse of all descriptions constantly discharged into our river. It means that the making of distilled water will be more profitable than ever, that bottled spring water will be in demand, that typhoid epidemics will visit us, insurance rates will increase and that the ordinary householder, unable to have a cistern, a motor pump and an attic reservoir, will be required to pay four prices as a water tax for water he can use only for the irrigation of his lawn and garden.

### THEY ARE NECESSARY.

Notification Day and the Day of Acceptance are conventionalities in National politics which to the average layman seem absurd, while the chronic jokesmith fairly revels in the opportunity thus afforded for resurrecting the witticisms he used four, eight and twelve years ago.

Let no man feel that the formal notification to a man that he has been nominated by a great political party to be their candidate for the presidency of the United States is merely an extravagant and unnecessary observance, of no value to party or candidate.

It is a happy resource for the candidate because it affords an opportunity for setting himself and his policy fairly and squarely before the people whom he has reason to believe will vote for him.

Party platforms have been known to be faulty; the enthusiasm of partisanship is frequently indiscreet and the revelations developed by the "hellhounds of the opposition" are sometimes open to successful contradiction.

By virtue of the formal notification the candidate is able in his letter of acceptance to set all these discrepancies aright.

Read the letters of acceptance given out by the former recent candidates—Garfield, Harrison, Cleveland, McKinley and Roosevelt—then make careful analyses of those letters and of the several platforms upon which they were invited to stand and it will become at once apparent that the formalities serve a valuable purpose.

### HIGHER WAGES.

That wages in almost every department of work are higher now than formerly is pretty generally understood, but just how much is one of the things told by the statisticians of the Department of Commerce and Labor in a recent report. It appears that wages represented by 97.9 in 1894 went up to 128.8 in 1907. Wages in 1907 were 20 per cent. higher than the average from 1890 to 1900, and in many industries the advance was from 28 to 44 per cent. The average wages per hour in 1907 were 3.7 per cent. higher than in 1906, the regular hours of labor per week were 0.4 per cent. less and the number of employees in the establishments investigated showed a gain of 1 per cent.

Thus it would appear that as compared with any previous year which might be selected for the contrast there was a gain to the advantage and the benefit of the working people. In fact, the advance in the average wages per hour has been steady since 1894. That, however, does not tell the whole story, because if a person gets \$5 a day and has to pay it all out for fuel and food there is no gain. A man earning a dollar a day where 25 cents would supply all the necessities of his family would be better off by a large margin. The same authority gives statistics showing the purchasing power of hourly wages measured by retail prices of food. In 1890 the purchasing power of an hour's wages was 97.9. It had risen to 104.4 in 1900 and in 1907 it was 106.8. Thus it is proven not only that the working people get more per hour on an average but that an hour's wages will buy a great deal more now than it did seventeen years ago, and thus they are benefited both ways and have occasion for general satisfaction with the situation.

A dispatch from Worcester, Mass., brings some interesting information that belongs in the class of important if true. It says that a local physician is using frogs for the cure of cancer and is having remarkable success. Just how the frogs act medically or scientifically is not stated, but we are told that they are kept in a tub and "carefully guarded day and night" (presumably because frogs are very rare and hard to obtain in that section of Massachusetts), and twice a day one is applied to the cancer. After the application the frog dies. Frogs have neither teeth nor claws, and the inference is that in some mysterious manner they draw out and absorb the cancer germs. The frog will have a higher place in the animal kingdom when it is established that he is willing to give his life for the benefit of people suffering from what many regard an incurable trouble.



## LOCAL BANKS.

## Comparisons Suggested by Recent Statements.

Accepting the bank statement as an index to business conditions, it must be admitted the statements of July 15 are not altogether encouraging, and yet they are not wholly devoid of blue sky. The loans and discounts aggregate \$16,764,534.82. In round numbers this is \$519,000 less than on May 14, \$609,000 less than on Feb. 14 and \$2,361,000 less than on August 22 a year ago.

The stocks, bonds and mortgages show a total of \$5,762,001.88. This is an increase of \$459,000 as compared with May 14 and \$254,000 more than August 22, 1907.

The commercial deposits aggregate \$9,341,741.72, a decrease of \$320,000 since May 14, and of \$251,000 as compared with August 22, but \$15,000 more than on February 14.

The certificates and savings are \$12,477,778.98. This is an increase of \$86,000 as compared with May 14, and of \$323,000 since February 14, but \$667,000 less than on August 22.

The total deposits are \$24,433,257.54, to which add \$261,000 United States deposits, making a total of \$24,694,257.54. Not counting the Government's, the total deposits are \$530,000 less than on May 14, \$178,000 less than on Feb. 14 and \$738,000 less than a year ago.

The due from banks is \$3,420,054.59, cash and cash items, \$2,364,136.84, a total of \$5,784,191.43 quick assets. This is 23.6 per cent. of the total deposits, which is several points above the legal requirements. On August 22 last the percentage was about 19.

The statements are not as encouraging as could be desired, but they are not as bad as they might be. In fact, the indications are that the liquidation has about struck bottom and that the swing upward has begun. While the loans and discounts show a shrinkage of \$519,000 since May 14, two of the banks show increase, and it may be expected that others will be on the right side when the next statements are issued. The commercial deposits show a shrinkage, but the certificates and savings are better than on May 14, and May 14 was better than on February 14. Considering the industrial conditions the past six months this is very good. It should also be borne in mind that with a million and a quarter taxes to pay in July many depositors have been withholding their surplus or withdrawing money from the bank to meet their assessments.

With the bank statements as evidence, the panic this year did not compare in severity with that of '93. From May 4 to October 3, 1903, the shrinkage in loans and discounts was \$2,500,000, or about 30 per cent. The commercial deposits dropped \$924,000, or nearly 50 per cent. The savings and certificates went down \$1,134,000, or about 25 per cent., and the total deposits nearly \$2,500,000, or about 28 per cent. Following the panic of '93 the recovery was very slow and painful, while this year things have already begun to brace up.

The individual bank statement in

which the greatest interest was taken was that of the Kent State Bank and the showing made as compared with the last statements of the Kent and of the State banks. Here are the comparative statements:

	July 15 Kent State	May 14 Kent and State Combined
Loans and discounts .....	\$2,923,361 05	\$2,963,664 79
Bonds, mortgages, etc., .....	1,903,209 54	1,842,163 00
Due from banks .....	587,823 23	551,516 73
Cash and cash items .....	447,498 04	406,006 41
Capital stock .....	500,000 00	200,000 00
Surplus and profit .....	154,124 64	474,044 15
Commercial deposits .....	842,155 53	828,210 93
Savings and certificates .....	4,348,804 17	4,244,207 74
Total deposits .....	5,290,030 77	5,175,060 16

The comparison for the consolidation is very favorable. The loans and discounts show a shrinkage of \$40,000, but there is a gain of \$14,000 in commercial deposits and of \$104,000 in savings and certificates. The combined capital and surplus on May 14 was \$674,044.15 and on July 15, \$654,124.64, but between the two dates were some very generous dividend disbursements.

In the next published statement the interest will be in the Commercial Savings, the merger of which with the Fifth National will then have become effective.

During the panic last winter the banks stood together in adopting measures to prevent, or rather to check, the withdrawal of savings deposits. In spite of these precautions the shrinkage from August 22 to February 14 was about \$990,000. A well known Polish citizen says that the banks made a mistake in not paying these withdrawals in currency. Had currency been paid there would have been a few losses from mice, mildew or fire and then a rush to get the money back into the bank. The depositors, however, took coin, or exchanged their currency at other banks for coin and in that form it was safe from all hazards except burglars. He says further that a digging up of the cellars in the Polish district would bring to light many good sized piles of gold and silver which are still in hiding even although the panic is well over.

Position Which Necessitates Extra Patience and Endurance.  
Written for the Tradesman.

The floor-walker! What is it he does? He walks the floor for us all the livelong, dreary, weary day.

His not to question why,  
His but to walk or—  
lose his job, poor man, and that's next door neighbor to dying, so far as his bread and butter are concerned. If he can not provide himself with those—or at least some sort of breakfast food—he will certainly expire, and then truly might the second line read:

His but to walk or die!  
The man with the colicky baby—he has only to walk half the night. Mater familias takes, for the rest of the nocturn, the infant that has a realizing sense of aching "itty tumtum," stowed away somewhere in its delicate anatomy. But the floor-walker—he has to prance up and down, down and up, as said, "from

early morn till dewy eve," often and often so suddenly tired it seems to him as if each step of the prance act will be his last on earth.

I think when the floor-walker comes to "shuffle off this mortal

coil" that he will do it decently and, moreover, that the Lord will say to him, on his advent into the Heaven abode: "Come up higher, floor-walker, right up here by Me on the throne. You've suffered enough on that old earth. Come up higher!"

And not only is the floor-walker perpetually on the move but he is obliged, by the natural requirements of his employment, to be familiar with the exact location of every article or class of articles in the store. He has to possess the memory of a dining room girl with ability to remember to the smallest detail half a dozen or more intricate orders, the memory of a train conductor who must recollect faces and ticket facts to the minutest degree—"and then some"—and a very big "some" it is, too. And he rarely makes a mistake.

We seldom think of the floor-walker as a man of extraordinary intelligence. Generally we are in a hurry when we ask him one question or questions and it does not strike us at the time that it takes a superior turn of mind to answer our small query or queries. But multiply that query or those queries by hundreds—perhaps thousands—of others fired at him during the day and you get an aggregate that is simply stupendous.

Also, he must preserve an even more nonerascable smile than that of the professional ballet girl, for he stands in a way as the host of the establishment—and who ever knew the perfect host to exhibit a frowning countenance? The floor-walker's corns may ache worse'n the proverbial toothache; he may be tramping around under the load of another ache—that of the heart. In short, his general physical and mental condition may be far from the best. Yet he must pretend to be enjoying life; must seem to be happy in body and in mind. Affability must be his prevailing social characteristic.

The man who would be a floor-walker must weigh well all the arduous duties of the position before he makes up his mind to fill it. He must consider whether he is willing to undergo the study of multitudinous locations of goods that it will take to master the problem; whether he is equal to the task of keeping this fact always a cheery one for patrons to contemplate no matter if he be sorry or glad. If he be determined enough in disposition to carry out all desires in regard to the

necessities of the situation very well, let him go ahead and he will win out. But if he is not quite sure of all this, well would it be for him to hesitate before jumping into the situation—it may be into the fire.

Ph. Warburton.

## New Wheat To Be Grown in America.

Millers call it macaroni or durum wheat. The durum wheat has the advantage of being comparatively pest and insect proof, although black stem rust attacks it badly at times. Their only undesirable feature is a tendency to deteriorate rapidly when grown under unfavorable circumstances. It flourishes best in semi-arid soils, so that an enormous area of the United States is adapted for its successful growth. It also is distinctly desirable on account of its high gluten content, the basis upon which the relative wheats are founded. Good bread can not be made in the absence of gluten. In Russia the durum wheat yields 15 per cent. of gluten, in this country 18 and 20 per cent. of gluten with prospects of reaching as high as 25 per cent. The one possible objection to this drought resisting wheat is the color, and that has been overcome by the introduction of kneading machinery that bleaches the dough by means of air. The air is an effective and harmless bleaching agent and renders the bread much lighter and far more wholesome than bread that has not been so treated. Durum wheat grows rather tall and has broad, smooth leaves of a peculiar whittish green, with a hard cuticle. The heels are comparatively slender, compactly formed, sometimes short with the longest beards known among wheats. The spikelets are two to four grained. The grains are hard, glassy and of a translucent yellowish color. They are large and look much like barley, although many marked points of difference also are easy to detect.

## Mr. Fairbank's Tactful Speech.

At the Quebec festivities on Thursday the Vice-President of the United States made a tactful and altogether admirable speech. He called attention to the fact that the United States and Canada rest upon a common frontier five thousand miles in length; that this frontier is crossed and recrossed by the instrumentalities of commerce, tying the two lands together; that along this frontier there are no fortifications and upon the interlying waters no battleships. There are no rivalries except in the ways of peace. The people on the two sides of the dividing line speak the same language, have the blood of a common ancestry, glory in the same traditions and have the same jurisprudence. Why should they not be permitted to trade freely with each other and advance the interests and promote the wealth of each other, just as the people of the different states of the Union?

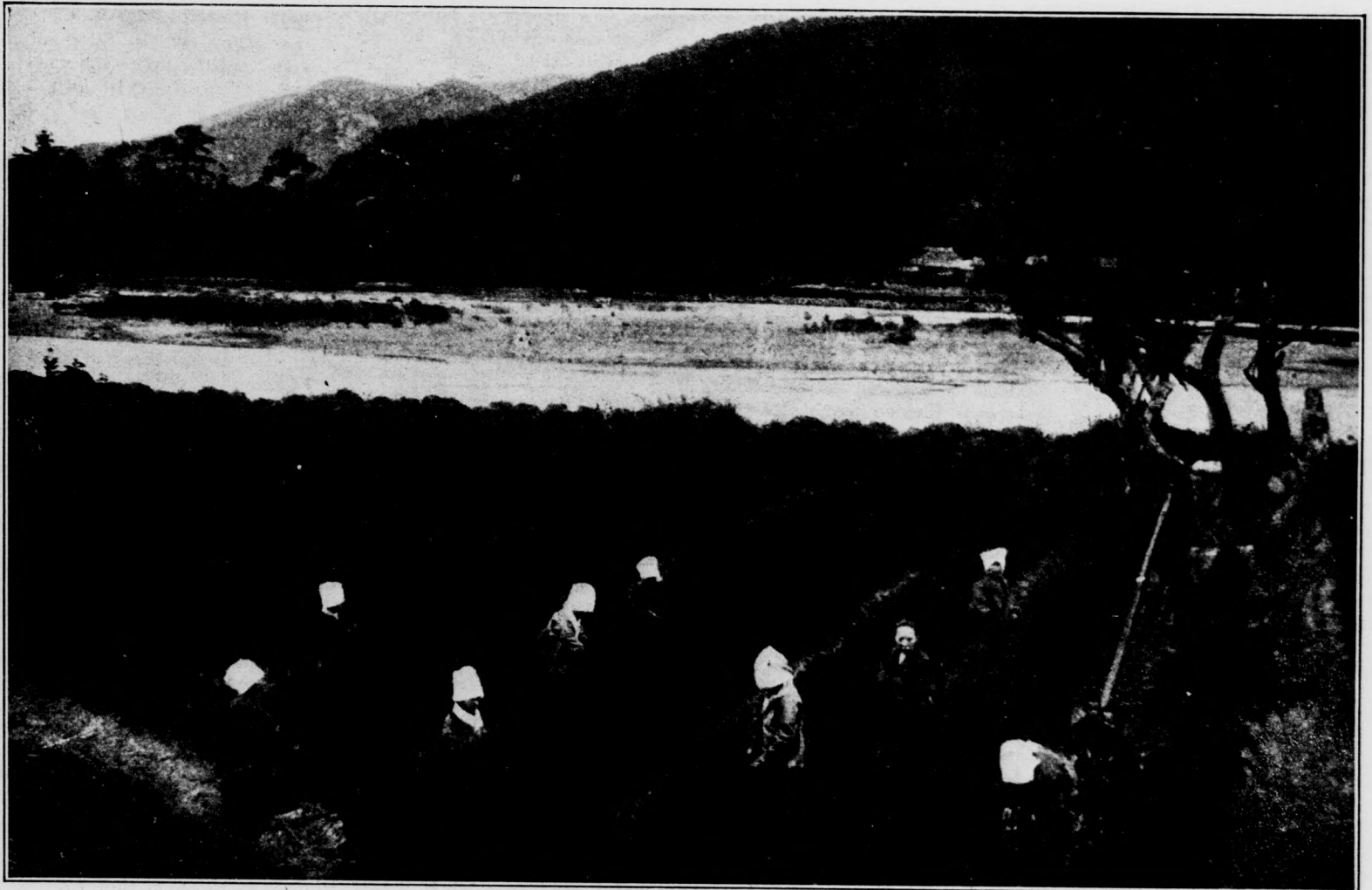
## The Price of Peace.

"The Esquimau believes that a man who has three wives in this world is sure of heaven."

"He deserves to find peace somewhere."



# Tea Picking in Japan



Our teas are grown in the famous "Jamashiro" district of Japan. Packed expressly for our company and shipped direct from Kobe, the seaport, via Tacoma to Grand Rapids. Each year's shipment is "matched" to our standard brands. This insures uniformity in all of our shipments to our customers and enables them to build and maintain a big trade on our brands of tea.

## WORDEN GROCER COMPANY

**Grand Rapids, Michigan**

**The Prompt Shippers**



### Movements of Merchants.

Ishpeming—R. F. Walker has opened a bakery.

Nashville—E. V. Barker has opened a new bakery.

Lakeview—Fred Sreaves has sold his grocery stock to John Jack.

Detroit—Clarke Dickinson is about to start in the hardware business.

Manistee—The machinery will be started at the shirt factory very soon.

Detroit—W. J. Brown has moved his drug stock to 149 Woodward avenue.

Twining—Walter Cullip has sold his grocery stock to A. H. Townsend.

East Jordan—Jennie McFarlane has discontinued the millinery business here.

Detroit—Mrs. C. E. Hollister has opened a drug store on Washington boulevard.

Northville—E. C. Hinkley is succeeded in the tobacco business by James Ford.

Ludington—R. H. Tuttle, formerly of Cadillac, has engaged in the bazaar business.

Zeeland—The Bareman Furniture Co. is succeeded in business by DeJonge & DePree.

Buckley—John S. Harris, of Bad Axe, has purchased the hardware stock of W. Wightman & Son.

St. Ignace—John Dodd, dealer in cigars and fruits, has begun excavating for a new business building.

Kalamazoo—Jacob Donker has re-engaged in trade, having purchased H. Waterman's stock of china and novelties.

Lake Odessa—E. F. Cool & Co., of Clarksville, have leased the new grain elevator of the Lake Odessa Elevator Co.

Clio—Louis Pipson has sold his dry goods, clothing and shoe stock to a Cincinnati firm, which is shipping the goods to that place.

Lapeer—S. A. Lockwood & Co. have purchased the general merchandise stock of Joseph Armstrong and will continue the business.

Eaton Rapids—Robert Noviss has discontinued his jewelry business at Concord and will re-engage in the same line of business here.

Eaton Rapids—E. C. Smith, of Springport, has purchased the shoe stock of Joseph Carr, who will assume possession about August 1.

Hastings—Archie McCoy has sold his furniture stock to F. W. Stebbins & Glasgow, who will continue the business under the name of Stebbins & Glasgow.

Mesick—An addition has been made to the building of Dean & Co., in which they have placed their gro-

cery department, thus adding to their storage room.

Sault Ste. Marie—The Lipsett Mercantile Co., comprising Wm. F. and James L. Lipsett, has purchased the men's furnishing and shoe stock of McBride & Bailey.

Elk Rapids—The fruit and confectionery firm of Washburn & Pearl has been dissolved and the business will be conducted under the name of Wesley Washburn & Son.

Howell—The Porter Clothing Co. is fitting up the second floor of its store for its stock of men's clothing. This is done to make room for a stock of shoes on the first floor.

Lowell—Weldon Smith is succeeded in the bakery business by W. R. Schloerke, of Niles. Mr. Smith will associate himself with A. M. Scott, in Grand Rapids, in the same line of business.

Middleville—The drug businesses of J. W. and Ross Armstrong have been consolidated under the style of the Armstrong Drug Co. A branch store will also be conducted at Constantine.

Paw Paw—A. H. Dodge has sold his furniture stock to Bert Bennett and Chas. Stoker, of Lawton, who will continue the business here, with a branch store at Lawton. The firm name will be Bennett & Stoker.

Chelsea—A corporation has been formed under the style of the McLaren-Holmes Bean Co. to conduct a warehouse. The company has an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Lakeview—C. M. Northrup has merged his elevator business into a stock company under the style of the Lakeview Elevator Co., with an authorized capital stock of \$16,000. Wm. Hill will assume active management of the business.

Charlotte—A corporation has been formed under the style of the Colborn-Fulton Lumber Co., which will deal in building material and fuel. The company has an authorized capital stock of \$15,000, all of which has been subscribed and paid in in cash.

### Manufacturing Matters.

Cheboygan—Operations have been resumed at the plant of the Cheboygan Pea Canning Co.

Detroit—The annual meeting of the Michigan State Millers' Association will be held here August 4 and 5.

Elk Rapids—Oliver Powers will now conduct the milling business at the grist mill, operations having been discontinued there for some time.

Benton Harbor—The Mantello Cigar Co. has been incorporated to engage in the manufacturing business,

having an authorized capital stock of \$2,000, all of which has been subscribed, \$1,000 being paid in in cash and \$1,000 in property.

Detroit—Albert Fisher, who manufactures bodies for vehicles, has merged his business into a stock company under the style of the Fisher Body Co. The corporation has an authorized capital stock of \$50,000, of which \$26,000 has been subscribed, \$5,200 being paid in in cash.

Lansing—The Automatic Sales Co., which manufactures vending machines, has merged its business into a stock company under the same style, with an authorized capital stock of \$20,000, of which \$11,650 has been subscribed, \$1,635.62 being paid in in cash and \$10,014.38 in property.

Saugatuck—The Saugatuck Improvement Association is in communication with A. J. Manville, a Grand Rapids man who wants to build a piano factory here. If arrangements can be made twenty men will be hired at first and the force increased rapidly as the manufacturer is now making a special style of piano for export to Australia.

### Business Changes in the Buckeye State.

Aberdeen—A. D. Gray, grocer, has made an assignment to E. Bowback, of Ripley.

Athens—G. S. Moldren has just engaged in the bakery business.

Canton—The S. W. Z. Novelty Co. has been incorporated with a capital stock of \$10,000.

Cincinnati—The Incandescent Light & Stove Co. has been incorporated with a capital stock of \$1,500,000.

Dayton—John T. Dryden has been appointed receiver for Lionel T. Fitzgerald.

Gallipolis—The capital of the Gallipolis Foundry & Machinery Co. has been reduced to \$15,000.

Mt. Vernon—Kelly Bros. have sold their grocery stock to Edgar J. Craft.

Oak Hill—Jones & Williams succeeded J. D. Lloyd in the undertaking business.

Wooster—The Wayne Leather Manufacturing Co. has been incorporated with a capital stock of \$25,000.

Ebenezer—C. O. Harshman has purchased the grocery stock of Walter Harris.

Mansfield—The stock of the Economy Department Store has been sold to Levy Bros.

Pebbles—J. Custer is succeeded in the flour mill business by Oscar Tener.

Youngstown—John H. Shafer has sold his grocery stock to Thos. Roberts, Jr.

Ashtabula—F. Cappola has just engaged in the drug business here.

Canfield—Frank Morris has purchased the drug stock of M. V. King.

Columbus—The business of the D. O. Beggs Co., which conducts a department store, is now in the hands of a receiver.

Lima—An assignment has been made by Riselman Bros., grocers.

Mt. Cory—Orland Vickers has

purchased the general stock of A. A. Cober.

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

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

Astabula—Frank Whittaker has purchased the grocery stock of F. L. Jenness.

Bradner—The Mechanics' Banking Co. has been incorporated with a capital stock of \$25,000.

Carrollton—W. H. Slates is about to start in the grocery business.

Nevada—Ernest G. Hauff has made an assignment of his shoe stock.

Sandusky—Henry A. Schenfler has sold his grocery stock to Geo. Spier.

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

Upper Sandusky—Bringma & Krause have sold their grocery stock to Bowman & Failor.

Akron—The National Foundry Co. has been incorporated, with an authorized capital stock of \$10,000.

Canton—A corporation has been formed under the style of the Parisian Cloak Co., with an authorized capital stock of \$10,000.

Columbus—The Holbrook Shoe Co. has been incorporated with a capital stock of \$75,000.

Eaton—Chester Parsons has purchased the grocery stock of Chas. Early.

Findlay—The Buckeye File Co. has been incorporated, with an authorized capital stock of \$50,000.

Springfield—The Cartwright Automatic Press Co. has been incorporated, having an authorized capital stock of \$500,000.

Toledo—The Drohen & Dewitt Co. has been incorporated to conduct a clothing business.

Youngstown—A corporation has been formed under the style of the Famous Cloak & Suit Co.

### How the Darky Diagnosed the Case.

Written for the Tradesman.  
A lady was taken suddenly ill and fainted dead away at a summer resort.

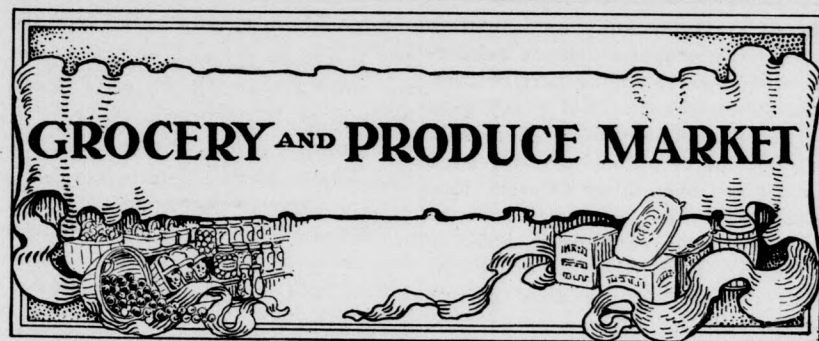
Someone who knew the lady, hearing of the occurrence, enquired of a colored porter what was the matter of her.

"Ah doan jess perzackly know, Boss," replied the darky, "but Ah guess it war a case uv nervous procrastination."

Members of the Grand Rapids Retail Grocers' Association who attend the annual picnic of that organization at Lansing on Thursday, August 30, will leave Grand Rapids at 8:30 a. m., the return train being due to bring them back from Lansing at 7 p. m. A Committee on Sports has been appointed, comprising C. S. Smalheer, James Buys and Cornelius Appel. The Committee on Programme is composed of Glen Denise, L. Van Dussen and E. L. May.

The pessimist is the man who always goes straight for the chair with a pin on it.





### The Produce Market.

Apples—Transparents, Red Astrachans and Duchess command 75@90c per bu. The crop of early apples is large.

Bananas—\$1.50@2.25 per bunch.

Beets—20c per doz. bunches.

Blackberries—\$1.50 per 16 qt. case. The crop is large and the quality is unusually fine.

Butter—The market is firm and unchanged. The receipts are about normal and considerable butter coming in shows the effects of the heat and has to be sold at reduced prices. There is an active trade for butter, both for consumption and speculation. Stocks in storage are about the same as a year ago and the market is healthy throughout. No change is looked for during the week, but there may nevertheless be an advance, as the country markets are uncertain at this season. Creamery is held at 22c for tubs and 23c for prints; dairy grades command 18@19c for No. 1 and 17c for packing stock.

Cabbage—\$2 per crate for Louisville; home grown, small in size fetch 65c per doz.

Cantaloupes—California Rockfords command \$3 for 54s and \$3.50 for 45s. Missouri fetch \$1.50 per crate of 30 or 65c per basket.

Carrots—20c per doz. bunches.

Cauliflower—\$1.25 per doz.

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 90.

Cucumbers—20c per doz. for hot house.

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

Eggs—Harvest eggs are now coming in freely. Fancy new-laid eggs, free from heat, are very scarce and sell readily at top prices. The receipts show the effects of the weather to a very large degree and some lots have to be sold cheaply. The volume arriving is about normal and the outlook is firm. Local dealers pay 18c on track, holding case count at 19c and candled at 20c.

Gooseberries—\$1.25 per 16 qt. case.

Green Corn—12c per doz.

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 \$4.50@5 and Messinas have advanced to \$5@5.50.

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

Onions—Home grown white command \$1 per bu; Louisville Yellows in 70 lb. sacks fetch \$1.25.

Oranges—California Valencias are steady at \$4.75 and Mediterranean Sweets at \$4.

Peas—\$1.25 per bu. for Telephones.

Peaches—Albertas from Arkansas in 6 basket crates command \$2 for choice and \$2.50 for fancy.

Parsley—25c per doz. bunches.

Potatoes—The market is now fully supplied by home grown, which command \$1@1.15 per bu.

Poultry—Local dealers pay 9@10c for fowls and 13@15c for broilers; 16s for old ducks and 12½@13½c for spring ducks; 14c for turkeys.

Radishes—10c for Round and 12½c for Long.

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

Spinach—60c per bu.

Tomatoes—65c for 4 basket crate. Home grown hot house fetch 65c 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—\$2.25@2.50 per bbl.

Wax Beans—\$1 per bu. for home grown.

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

### Jackson Grocers To Picnic At Home.

Jackson, July 29—The Jackson Retail Grocers' Association has decided to break away from a custom and enjoy their annual outing at home. At a meeting Monday evening it was decided to hold the annual picnic at Hague Park, Vandercook Lake, on Thursday, August 6.

The grocers would be pleased to have the entire city join with them and enjoy a day free from business cares. They appreciate the force of the criticism which has been raised by their taking trainloads of people with their pocketbooks out of the city, and while there are many grocers who enjoy the annual pilgrimage to some outside place the stay-at-homes carried the day, and now the grocers submit that Jackson should manifest its appreciation by joining with them and establishing a general holiday for business men and their clerks.

### An Example.

"If you want a thing well done you simply must do it yourself," declared Mr. Wyss.

"Yes," agreed Mrs. Wyss, with a touch of sarcasm, "I remember how nice you looked the time you cut your own hair."

The golden heart does not have the brass face.

### The Grocery Market.

Sugar—Raws have declined several points and are weak at the decline. The American, Howell and Arbuckle reduced their quotations to 5.20 Tuesday, while the Federal dropped to 5.15. The market on refined is strong and steady.

Tea—The demand is fair for the season and prices are unchanged throughout the whole line. There seems to be no reason for expecting any change during the next few weeks. Trade will probably improve somewhat, however, as general business conditions grow better.

Coffee—The market for Rio and Santos continues dull and unchanged. Mild coffees are steady and unchanged.

Canned Goods—Continued dry weather in the principal producing districts is accentuating the fear that the tomato crop will be short, and the market is growing firmer. Buyers, however, are not sufficiently impressed by the seriousness of the situation to anticipate future requirements or take in offerings of spot goods except against actual wants. The California canned fruit situation continues about the same. Prices on all varieties are as low as it is expected they can go and buyers are beginning to take hold more liberally. Spot peaches are a little higher than futures, which will not be on the market for about a month yet. New apricots are now coming and the demand is rapidly increasing, prices ruling steady. Based on the unfavorable reports as to the progress of this season's pack and the small amount of spot stocks left, the salmon market is very strong. Sardines are scarce and firm. Cove oysters are low and weak.

Dried Fruits—Apricots for future delivery are slightly firmer on the coast. The demand is light. Currants are steady and dull. Raisins are dull and weak. Prunes are firm and high, the market for future Santa Claras having advanced ½c. Some packers, in fact, have withdrawn prices entirely. The crop bids fair to be very short. Peaches are cheap and weak, but the demand is a little better. There have been some sales during the week around 5½c per pound, f. o. b. the coast, for choice fruit that last year sold for 11c.

Cheese—The production is about the same as a year ago, but the price ruling is about 10 per cent. lower. The quality of cheese arriving is up to the standard and the market is very healthy at the present time. No important change is looked for during the next few weeks.

Syrups and Molasses—Compound syrup has made no advance as yet, on the strength of last week's advance in glucose, and the demand is light. Sugar syrup is in excellent demand at unchanged prices. Molasses is quiet at ruling prices.

Fish—Cod, hake and haddock are dull and unchanged in price. Sardines of all grades, domestic, French and Norwegian, are in fair demand and unchanged in price. Salmon is unchanged and moderately wanted. Red Alaska is strong. New prices on

sockeye and Alaska will be forthcoming shortly. Lower quotations by about \$1 per barrel have been made on Irish mackerel during the week, but they were due more to the poor quality of the fish on which the price was declined than upon any decline in the market. Shore fish are about unchanged, but some better quality fish have come in during the week which brought a premium. Nonways are unchanged. The general demand for mackerel is fair.

### Trade Changes in the Hoosier State.

Elkhart—The Elkhart Delicatessen Co. has formally opened its doors to the public. There are four departments—the home bakery, the confectionery department, grocery and meat market.

Lebanon—J. W. Witt, grain dealer, has suffered a fire loss amounting to \$8,000.

Frankfort—W. M. Royer succeeds A. J. Nelson in the grocery business.

Huntington—J. C. Baker is about to open a drug store.

Pymont—Lyon & Smeltzer have purchased the general merchandise stock of Beard & Gerard.

Rockville—Ferguson & Co. have merged their lumber business into a stock company under the style of the Ferguson Lumber Co., with an authorized capital stock of \$75,000.

South Bend—The Ettinger, Steed, Johnson Co. has been incorporated, with an authorized capital stock of \$25,000, and will conduct a department store.

Everton—Mayers Bros. have just started in the meat business.

Greensburg—Everett Marsh has sold his grocery stock to Fiscus & Templeton.

Mechanicsburg—A grocery is to be opened by T. R. Battno.

Mishawaka—Eben Parks is succeeded in the restaurant business by I. S. Marshall.

Westport—The Westport Creamery Association has been incorporated with an authorized capital stock of \$5,300.

Wabash—A petition has been filed to have Early & Huff, grocers, adjudged bankrupt.

Gas City—Harry Mullin has just engaged in the grocery business.

Indianapolis—The Puritan Garment Co. has been incorporated, with an authorized capital stock of \$10,000.

West Lebanon—A jewelry store has just been opened by Wm. Beatty.

Columbia City—Shriner & Feaster have sold their grocery stock to L. J. McMeekin.

Frankfort—C. M. Wall is succeeded in the meat business by G. W. Giliam.

Portland—John Gorham is to engage in the meat business.

Seymour—B. E. Hamilton has engaged in the restaurant business.

South Bend—Geo. H. Congdon will succeed C. W. Grimm in the meat business.

South Bend—J. M. Lee is about to engage in the meat business.

Every time you beat your neighbor you may be sure your adversary has beaten you.





### New Way To Augment Sales of Pillow Silk.

My brother and I know a dandy place to go for balsam of fir, of which you make floppy pillows for presents next Christmas. It is in a quiet spot of the resort where we are summering, a spot upshore where the foot of tourist seems never to have trod and where the balsams are so thick that to swipe a whole lot of it for fragrant whiffs "when wintry winds are howling round" means to the owner thereof like purloining one grain of sand at the seaside.

When out with the launch one fine dewy morning a week ago we were casting our eye along the beach in search of a sandy stretch at which to make a landing and build a bonfire with which to boil the eggs for our cozy little lunch when we sighted a long line of the sweet-scented evergreens and at once disembarked.

At first we wished we had brought along a sharp hatchet or a trusty knife to cut off the branches with, but both were at the cottage where we are sojourning. But we didn't greatly care for that because we recalled that an experienced pillow-maker had not long since counseled us that in gathering balsam one should pick off only the tender young branches. So now neither hatchet nor knife was mourned for for long and we fell to with great gusto and gathered a quantity that filled the entire stern of the launch when we got it carried down to the water and packed in.

When we were picking off the fresh little branches my brother very soon declared with masculine emphasis that we "had enough of this plaguy stuff."

"Oh, my no!" I quickly vetoed. "This isn't anywhere near what we ought to get. We must have lots more."

"Well, I say we've got enough. What's the use of picking off such a muchness when we've already a great big pile?"

"Oh, no, that isn't a big pile at all. We want ever and ever so much more."

Silent—but unconvinced—slivering of branches goes swiftly on.

"Well, we've sure got enough now," as the heaps from tree to tree grow bigger and bigger.

"Just about a third of what I will need," I assert with feminine conviction—not stubbornness, don't think it for a moment! Never mistake feminine foresightedness for feminine obstinacy.

"Shucks! What's the good of overdoing the matter? Can't you let

well enough alone? Anyway, you've got to lug it to the boat—"

I didn't say whether I would be thusly bulldozed or not, but I quietly observed that when I cried "Enough!" there was a vehement sigh of relief that betokened such a burden off the mind and hands that my brother seemed perfectly willing to tote any amount of balsam to the boat.

After you have accumulated in piles the desired amount of balsam of fir the hardest part remains: to get it in and out of the boat (if you go after it by water) and to snip off the desirable part after you get it to the house. In doing the latter run the folded left hand to within two inches of the central tip of the branches and cut straight across with a sharp and rather large pair of scissors. Keep running the hand along two inches at a time until you get to where the fiber is too tough to cut easily. Then begin in the same way on the lateral twigs and repeat the process. When this is done cut off the available individual spines. When I began to snip the balsam I got with my brother that time I started in on the work before dark out on the porch. Some young ladies dropped over from a neighboring cottage and they kindly allowed me to continue my snipping. I sat in a rocking chair, letting the cuttings fall at my feet on newspapers. We kept on talking while I cut and the darkness got denser and denser. But by holding the branches out so that the paper formed a background I was able to continue my task until after 9 o'clock, when I got too tired to fuss at it any longer.

Next morning, as I looked at the nice heap of spiciness waiting for next Candlemas to come, I got to thinking how that bunch would look as an adjunct to a window trim, to help sell thin pretty silks appropriate to the covering of such pillows. Large swatches of the silk could be exhibited along with pillows in different stages of making, and the whole might be made to sell any quantity of silk for this purpose.

### Inspection Undertaken By the Dairy Division.

During the past week or two I have met Government Inspector Freyhofer in a dozen or more offices and I suspected that he was doing a lot of work for the department. On Monday afternoon I called at his office in the New York Mercantile Exchange and enquired as to the character of the work he was doing.

"I have been kept pretty busy for a month past," was his reply. "The creameries seem to be taking advant-

age of the opportunity to have their butter criticised, and there is evidently more interest on the part of commission merchants. Not a day goes by that I do not have a call to look at some lot of butter, and last week I examined over thirty different lots. This takes time because I have to examine it very carefully in order to determine, if possible, the causes that have produced the various defects complained of.

"I am seldom called to look at strictly fancy butter. The butter-makers who nearly always make high quality and never get any kicks don't have any need of my help and consequently don't ask for it. Once in awhile a single tub is marked in a shipment of these fine goods, and the buttermaker requests that I score the butter. This I am always willing to do, but my work is mainly to help the fellow who needs it. You will, therefore, readily see that I am called to examine mostly creameries that have some faults.

"The defects that are most common at present are sour and summery flavors and curdy character. The extreme heat that has prevailed in many sections has made it difficult to keep down the temperature of the cream and considerable of the butter gives evidence of over-ripened cream. This is the cause of much of the trouble and will be during most of the summer. If it was merely a question of controlling the temperatures in the creamery many of the buttermakers would stay by their cream vats, but a great deal of the cream is shipped in too ripe and it is impossible to fully overcome that difficulty.

"A good many of the creameries are pasteurizing at too high a temperature, and this produces a spongy, light-bodied butter, as well as an oily flavor, though I am inclined to think that the latter is mostly where the cream arrived quite sour. Occasionally I run across a creamery that is very heavily salted—so salty in fact that it tastes like brine when one bites into it. There is positively no excuse for this. If by accident too much salt got into the churn, it can be washed out and made usable, but in some cases it looks as if the excessive salt was put in deliberately."

I have taken occasion to get some expression from members of the trade here as to Inspector Freyhofer's work and whether it is accomplishing good results, and there is almost universal feeling that it is one of the best things that the Dairy Division is doing. Many instances are noted where the critical work of the inspector has resulted in improved quality. Some creameries have gained several points and held this right along. If one could sit down and figure out what it means to raise 25 per cent. of the creamery product of this country from seconds to the grade of firsts, or from firsts to extras, it would show an amount that is almost startling. Taking the butter that comes to New York alone—130,000,000 to 135,000,000 lbs. annually—if 25 per cent. of

this could be increased in value 1/2c per pound as a result of more careful, intelligent work, it would mean upward of \$160,000—enough to run the entire Dairy Division a long time.—New York Produce Review.

Many a man who shrinks from the duty that dirties his hand plunges with delight into that which blackens his heart.

### 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.

### Lightning Rods

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

**E. A. FOY & CO.**

410 E. Eighth St. Cincinnati, O.

### H. LEONARD & SONS

Wholesalers and Manufacturers' Agents

Crockery, Glassware, China  
Gasoline Stoves, Refrigerators  
Fancy Goods and Toys

GRAND RAPIDS, MICHIGAN

### 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**  
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Our registered guarantee under National  
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**Walter Baker & Co.'s  
Chocolate  
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Our Cocoa and Chocolate preparations are **ABSOLUTELY PURE**—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all National and State Pure Food Laws.

**48 HIGHEST AWARDS**  
in Europe and America

**Walter Baker & Co. Ltd.**

Established 1780, Dorchester, Mass.



**CIVIC FAITH.**

**It Is Frequently Followed by Civic Infidelity.**

The organization of the city does not proceed in a straight line, nor does it strike its roots everywhere at once. The city has a prolonged growth, embodying tens of thousands of various energies. And cities are not all of one cast. Rather they are aggregates of survivals from many civilizations. When, however, under the impulse of some powerful single motive the mass of a city's people are drawn into a certain unity of feeling and thought we see what the potential organization of the city is. The city organization proceeds as if it were some great objective mechanism, not to be controlled by any human power. It is too great a thing for the individual man to regard as his own or the expression of himself.

To be "a citizen of no mean city" is so high an ethical achievement that only the valiant patriot ever attains to it. And even he attains to it rather in feeling than in intellect. The revolution unmade a king and made a consul; but he in turn, drawing his power primarily from the people, became the great projection of the people's mind and dominated for a generation his own creators.

What we see so strikingly in Napoleon we see also, but less strikingly, in every city. It is the same unconscious perfection of collective power turning to dominate our feeling and imaginations. Nevertheless it is true that the organization created by multitudes of men out of millions of individual impulses and ideas is capable of becoming the imaginative expression of every one man's will. One great problem in our civic education is to teach the individual how to bridge the gap between himself and the city organization; between himself, the abstract individual, and himself again, the organized city.

Take a case. Look to the actual father and mother of a child suddenly smitten with an infectious disease. In a moment they think of the doctor. Then they take his advice. The doctor notifies the case to the municipality, whose officers in a few minutes are in attendance. Observations are made, records are taken, a nurse and an ambulance appear, and in half an hour the child, under the care of two trained women and a surgeon, lies carefully watched on a dainty cot.

Perhaps within the hour an operation to save his life has been completed and the immediate urgency is over.

Trace, now, the sequence of actions. The father and mother in a moment of stress are unconsciously united in feeling to the great organization that makes the salvation of their infant's life possible. When, however, the child passes from the home to the hospital there at once emerges a feeling of antagonism between the parents and the municipality. They are jealous of its actions; they suspect its motives; they find their child of immensely greater value than they had formerly known.

They long for its preservation, for its restoration, for its reappearance in the home. On the other side, the municipal officers bring all the science and skill and tenderness they can to bear on the child's salvation. They take official possession of the child as if it belonged primarily to the city. They guard it jealously that no foolish mother shall spoil the treatment by overindulgence and no foolish father gratify his fatherly sentiment at the expense of the infant's recovery.

The parents have evoked a spirit that they can not control. When at last the infant, restored and healthy, goes home the municipal officers place him among their statistics and the parents take him to their bosoms. The officers turn to others in more urgent need, carrying to them healing and service. The parents, absorbed in the lesser family sentiment, forget the city and all the prayers they raised to it in their need.

I have so often seen this sudden light of civic faith and this sudden darkness of civic infidelity that I can not but regard them as normal to the great mass of our incipient citizens. Hardly once in a long official experience have I found among thousands a parent that sustained after the recovery and redelivery of his child a shade of the same intensity of feeling as he showed on the first consciousness of danger. Now and again out of conventional courtesy a man has sent gifts to the hospital or to the nurse, associating everything with a person, nothing with the organization that made the person functionally possible.

Once or twice I have seen a flow of grateful feeling that spread itself over a hospital staff, producing gifts for everybody, and kind words that made duty a pleasure. But never have I seen any parent that frankly attributed to himself and his fellow citizens the virtues that produce the city as an instrument for increasing the power of the family. The ordinary man stops at the immediate person. On the other hand, the officers of a municipality tend to become official. It should be possible to bridge the two extremes.

W. Leslie Mackenzie.

**Thinks His Way Better Than Lansing Method.**

Lowell, July 28—I note by the Tradesman of last week that the officers of the Lansing Business Men's Association determined to protect its members from advertising schemes by advising the merchants to notify the Association when approached by a stranger with a scheme for sale.

If they will all do as I do they will not be bothered long. When these swindlers come after me I tell them to go and work the other side of the street, as I am working this side myself, and it is not fair for them to work my side. I have never failed to clean them out in this way.

Phin Smith.

**Matrimonial Repartee.**

He—Why, oh, why was I ever foolish enough to marry?

She—Don't ask me! I gave up that same conundrum long ago.

**Every Living Thing Must Have Carbon.**

The all pervading element of life is carbon. It is the element in nature on which the life of every living thing, whether plant or animal, depends. The work we do, indeed, every movement we make, is the result of energy stored up in the organism, the energy being proportionate to the amount of carbon consumed. In its free state carbon forms charcoal, coke, black lead and diamond. In its combined state it is a necessary part of flesh, blood, bone, muscle.

Carbon is the main constituent of plants, its percentage in wood exceeding that of the other elements of which wood is built, and it is also the constant component of the atmosphere where it exists as carbonic acid gas. There is practically no limit to its sway. It is found in the stars and in almost every sample of water. The earth's crust contains vast quantities of it in chalk, limestone, and marble.

Such diverse substances as explosives, dyes, fuel, foods, liquors, clothes, drugs, and printer's ink; the evil smells that arise from putrefaction and the odors of the most fragrant perfumes are all compounds of carbon, the element of life. The compounds of carbon number at least 60,000, the cause of their multiplicity being found in a peculiar property of carbon itself. Its atom is a wanderer. While other atoms usually are unwilling to combine even with those of their own kind, the carbon atom journeys far afield, uniting not only with itself but with other elements in endless different proportions.

**How He Knew.**

Butcher—You've got six or eight new boarders, ain't you, mum?

Mrs. Slimdict—Yes; they came yesterday. How did you know?

Butcher—I noticed you was buying half a pound more of everything.

**G. J. Johnson Cigar Co.**

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

**Umbrellas**

and telephones are much alike—you may not use them all the time, but it's worth a good deal to know they are right there when you do want them.  
To go a bit farther, one hardly needs an umbrella at all. It is more comfortable to stay at home in bad weather and

**"Use the Bell"**

IT  
PAYS



CALL  
MAIN  
330

**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  
Agents



People Eat

**Holland Rusk**

(Prize Toast of the World)

365  
Days in  
Every  
Year

and the retail dealer makes a substantial profit on every package that's sold.  
No grocery stock complete without it.

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

LARGE PACKAGE  
RETAILS  
**10¢**

**MAYER Honorbilt**

Shoes are Popular





DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

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

E. A. Stowe, President.  
Henry Idema, Vice-President.  
O. L. Schutz, Secretary.  
W. N. Fuller, Treasurer.

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Without specific instructions to the contrary all subscriptions are continued according to order. Orders to discontinue must be accompanied by payment to date.

Sample copies, 5 cents each.  
Extra copies of current issues, 5 cents; of issues a month or more old, 10 cents; of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

O. L. Schutz, Advertising Manager.

Wednesday, July 29, 1908

### NEW RUNNERS AND OLD.

Contrary to expectations, not much general interest was shown in the recent second foot journey to Chicago by Edward Payson Weston, and if possible public attention was more meagerly attracted to the relay race by members of the Y. M. C. A. from New York to Chicago.

And yet the latter event was the longest test of such a nature ever undertaken on the American continent—by civilized white men.

Aside from the novelty of the thousand mile relay race; the incidents of rain, muddy roads, rivers and creeks to ford, lakes to swim across and the fact that the distance was covered in 23½ minutes less than five days of twenty-four hours each, there is not much of interest in the event. And yet the performance and certain details of its record cause us to hark back to the wonder stories told of the American Indians, the French couriers du bois and the American traders in the Middle West which have been most cordially questioned by sticklers for unimpeachable facts.

That thrillingly congenial friend of the youngsters of 1850-60-70 and possibly later, J. Fenimore Cooper, caused his Leatherstocking heroes, white and red, to reel off seventy-five mile jaunts through the forests between sunset and sunrise and thought nothing of having a redskin take a message fifty miles and back again inside of twenty-four hours. It is said that written news of the defeat of Braddock was transported by runners over the Alleghenies and to Philadelphia inside of four days.

During the period when the British official at Pittsburgh (Fort Pitt) were paying bounties for the scalps of Americans it was a common achievement for Indian runners to carry scalps and written reports between Detroit and Pittsburgh inside of four days, making the trip across Canada to Long Point, thence by sail boat across Lake Erie to Fort Erie and so on to Pittsburgh.

The late Abram Pike, of this city, who, during his youth and young

manhood was located at the Indian Mission at Niles, possessed an almost inexhaustible fund of narratives illustrating the rectitude, faithfulness and powers of endurance of the Indian hunters and the white traders. A common thing was the appearance of an Indian carrying a pack of peltries weighing from 100 to 125 pounds, who made the journey from the Wabash River, at Logansport, to Niles—a distance of seventy-five miles—in two days, or forty-eight hours. And the packers employed up the St. Joseph, the Kalamazoo and the Grand Rivers by the American Fur Co. thought nothing at all of carrying a hundred pound pack forty miles through the woods between daylight and dark. In fact, Mr. Pike himself, although less than 5 feet 6 inches tall, repeatedly made the journey—about sixty miles by trail—between St. Joseph and Grand Rapids inside of fifteen hours.

As he put it, "they were young, strong and used to loping it for hours without wasting either wind or strength. And, besides, we just had to do it, that's all, or lose a good trade sometimes."

### ANOTHER GUESS COMING.

Without specifying its authority, the Associated Press announces that the denizens of the plutocratic wilds about Newport and on Manhattan Island have formally decreed that hereafter divorced husbands and wives are to be shut out, tabooed, utterly snubbed by the respectable portion of the settlements in question. Millions of dollars won't count in such cases and the sanctity of marriage vows will be adhered to, demanded and respected. Whew! Isn't it simply awful?

Such a statement is both unfair and unnecessary.

Simply because a few dozen couples of vain, thoughtless, reckless and unimportant inheritors of marvelous fortunes of dollars emphasize their lack of intelligence and good taste by aping the lawlessness and the vulgar intemperance of a lot of foreign degenerates, it does not follow that the coarse and ordinary publicity given to such things and their doings by the yellow journals must be approved socially or morally by people who possess and maintain in practice the virtues generated through a keen moral sense of right and wrong.

Decent people, whether millionaires or paupers, have ever shunned contact with the vicious.

It is not a case of beggary or affluence, and it needs no weird message from God-knows-where to convince the educated, refined and law abiding citizens of the New England States, the Middle West, the South, the Pacific Slope or anywhere else that the well-behaved citizens of Newport or Manhattan Island, whether they roll in wealth or struggle in want, will not associate with the polluted practices of monied maniacs.

It is a good deal easier to know the lives of all the saints than it is to show the life of one.

### BE A GOOD LISTENER.

When a man volunteers the information as to your method of doing business that if he were you he would not do thus and so, don't lose your head and notify him that just at present you are conducting your own business.

Take a hitch on your temper, even although the advice is gratuitous, and begin an investigation. It may be that the man has never been in business; that if he has he was a failure, or if not a failure that he has never had experience in your line. And, besides, you must bear in mind that no man knows it all, even in his own special department of human endeavor; also that "wise men profited more by fools than fools by wise men."

It is said that the late Gen. R. A. Alger, when in the late 60s he was personally in charge of various lumber camps and lumbering operations along the west shore of Lake Huron, had as a visitor one day a poor stranger who was footing it from Alpena down to Bay City. He was not well dressed, had little or no money and was not what would be called an educated man. On the other hand, he was courteous, frank and fearless. "If I were you," said the stranger who had been made a welcome guest in the Alger camp for a couple of days, "I'd find out a way to use a railway, locomotive and cars to get out these 'ere logs instead of team-in' 'em to the cricks and then dependin' on the spring freshets to run 'em down to the mills."

Just what was Gen. Alger's reply is not recorded, but it is a well-known fact that he received the credit of introducing the practice in the Harrisville and Au Sable district of using railways, locomotives and cars in logging operations.

He was a good listener and when he died was rich in military and political honors and his estate represents many millions of dollars of value.

### WHO IS RIGHT?

One's viewpoint—that is to say, one's geographical viewpoint—has much to do with his optimism or pessimism.

Recently a large party of Grand Rapids gentlemen visited St. Paul and Minneapolis and while enjoying the luxuries and pleasures provided for their entertainment by their hosts they were deeply impressed by the cheerful, hopeful view of general business conditions in the Twin Cities. Not once did they hear a reference to hard times. Everybody, seemingly, was prosperous and every branch of business was driven to the limit to keep even with the demands made upon it.

Naturally, the Grand Rapids men were rather chary about making any revelations as to business conditions here, preferring to let their hosts form any opinion they might, based upon the fact that the Grand Rapids visitors looked prosperous, had made their visit in fine style and had seemed to have ample funds for every purpose.

Presently a Minneapolis man and

two gentlemen from St. Paul arrived in Grand Rapids to look at furniture—and to buy perhaps. After being here three or four days one of these gentlemen said to the Tradesman: "You've got a great lot of business men in this town. Never saw so optimistic a crowd in my life. Let them tell it, everybody is full of orders, your factories are all busy, money is plenty and everything is lovely. Why, if we could get our business men to see the bright side of everything as your people see it, we'd have a million people in our two cities within two years."

### KEEP COOL.

In these hot days it is a business proposition as well as a matter of comfort. Every means which makes the store more comfortable is that much advantage to you in trade, and it is an advantage which yields two-fold profit. By keeping yourself from sweltering you increase the ability to good work and to keep a good temper. If you can keep your store cool people will choose it. No one notices a cool room more than one who has been in the hot, dusty street. Every attraction which you can offer in this line will yield rich returns.

When you are not busy, if it is cooler under the trees at your door why stay inside and swelter? Be independent enough to seek the most inviting spot, providing, of course, that you keep a strict eye upon the business. Sprinkling the street in front will lower the temperature materially. If there are not the facilities of city water works get a cheap tin force pump, which only costs a dollar and can be worked in a pail of water. It will freshen things up wonderfully. If you have no shade trees get awnings and remember to observe the next Arbor Day. Electric fans, soda fountains, etc., will be a great assistance in many places. But in every store there can be some comfort added by keeping watch and not letting the opportunity slip.

Perishable goods can be kept longer by the precaution; you will be better fitted for work; patrons will be better pleased.

### Tea a Bacilli Destroyer.

Tea is now elevated from the position of a social beverage to the dignity of a germ destroyer. Dr. McNaught, the medical investigator, has found that typhoid bacilli placed in cold or lukewarm tea are greatly diminished at the end of four hours and have completely disappeared at the end of twenty hours. The value of this finding is obvious to military surgeons. Sterilized water may become infected after it is placed in the canteen. Canteens which have once been filled with infected water may retain the infectious germs for some time. In filling the canteens with tea the infection with typhoid bacilli would, after a few hours, says the military surgeon, be almost nil.

It takes more than a homemade halo to make a hero.

There is no gaining without some foregoing.



**LIGHTENING THE DARKNESS**

They who read with sorrow the death of Bishop Potter will readily recall the interest awakened by the part the distinguished prelate took some years ago in trying to promote the temperance cause by an effort to improve the tone of the saloon. The occasion was the dedication of the Subtavern on Bleeker street, New York, whereat the Bishop made an address in which he expressed the hope that the tavern would be a success. After a fair trial and an uncertain existence the tavern was pronounced a failure and was discontinued.

Up to that time the idea was abroad—and it still obtains—that vice will never be overcome so long as society keeps away from it just far enough to scold at it and throw stones at it; that the only real and effective way to overcome evil is with good, and the best way to do this is for the good to mingle with the bad to take up their abode with them, and so by becoming a center of the virtues lighten and uplift the low by whom they are surrounded.

The idea is a pleasing one, but experience proves that it is not necessarily a practical one, and the Bishop's experiment is an instance affirming it. Nothing in the world is harder than reforming a man who does not want to reform, and the attempt to make his particular vice respectable invariably fails of its purpose. The real object behind the attempt is the removal of that form of suicide which the victim of the vice has hit upon, and living next door to such a man does not necessarily save him. The cigarette fiend, ready to drop into his grave, is never saved by smoking with him any more than the drunkard is induced to stop drinking by sharing with him the contents of his bottle. Christ did, indeed, dine with "a woman who was a sinner;" but He is the Son of God; and the divinity that saved the woman and changed her shame into the purest morality that Christianity can teach is hardly to be classed with the son of iniquity and with the wickedness that inspires that son when he dines with the modern Magdalene.

The best means of putting a stop to what wholesome living is determined not to have is publicity. Turn on the lights. "Lighten the darkness." "Take down the blinds." Open the books that he who will may turn the leaves and read. The open system of book-keeping adopted by the two leading political parties is worth following by those to whom the moral welfare of the social world has been intrusted. The "take down the blinds and remove the red curtains" has done more to check and to stop the devilry carried on by the saloon than any other measure so far hit upon. The cigarette has the name of being the best and quickest youth-killer the market affords. Law has already stepped in with its "Thou shalt not;" but the vender laughs and, resolving himself into a committee of one on ways and means, still plies his death-dealing business. So the other forms of vice—it is needless to name them—by ways that are

dark, only show how determined they are to foster the habits that tend to degrade the lives of those whose sins support them and their nefarious business.

Lighten the darkness and mark the instantaneous result. The President tried it and lo! Governor Hughes tried it and lo! again. The red curtain and the blind were removed and the darkness, lightened, is doing the rest. The white light that beats upon the throne is too much always for the darkness that shadows it and the evil that haunts that darkness vanishes the instant the white light is turned on.

**NOT THE GENUINE THING.**

The newspaper press is having considerable amusement over the performances of Anna, the American Countess, and her mixups with the European nobility. Like most of the American title-buyers she "got bit" and her "folks" got her out of that entanglement only to see her prune her freed feathers and soar away with another bird, belonging to the same precious flock; and they are now "Over the hills and far away," trying to make themselves believe that they are what every one knows they are not. The other day another high-flyer who, so far as this country is concerned, has some right to "the claim of long descent," showed that the claim is too much for him and he has been informed by the proper authorities that a little of that sort of thing goes a great way and that he has reached the limit. Some months ago the senseless son of a moneybag shot and killed in a beer garden a man whom the moneybag's son had reason to believe was alienating the affection of his wife, said affection being an article that sort of woman never was known to possess; and the sheriff, an officer who evidently understands his business, has ordered the murderer to be put into jail where he belongs, that the favors his money has so far obtained be stopped and that he shall be treated like the plain ordinary criminal he is and remanded to the cell that has been waiting for him altogether too long. In all of these cases money and position have usurped what "blue blood" alone is supposed to possess when the fact is there isn't a drop of that colored blood in the veins of one of them.

If what Cowper says is true that blue blood, ancestry, is "a gallant Christian race, patterns of every virtue, every grace," it is easy to see where the American Countess stands and that the three referred to are birds of a feather. A little backward turning of the leaves will bring again into view the name of the Countess's father, and if the pages of those same leaves are silent there are tongues alive to-day that will tell a story of finance wherein there will be no mention of a Christian race, no reference to any virtue save that of money getting according to Iago's prescription, no allusion to any grace other than the facile manipulation of properties from a general to an individual ownership. There is a something akin to the pride of ancestry which many pretend to believe the

much talked of Four Hundred possess; but the very fact of the claim reveals the lack of such ownership. The race has to be Christian and it is submitted that recent developments clash too resoundingly with the requirements of the Mosaic law to grant any such concessions beyond those of the olden time to those who occasioned the breaking of the tablets by worshiping the golden calf their own hands had made.

The insistence that causes the greatest vexation and produces the most mischief is that which makes money stand for men and for what the poet declares belongs to ancestry. This makes the clodhopper in a new suit a gentleman without washing his hands. His penmanship may be confined to the mark after his name, the sign manual of ignorance; but if there be money in his purse it is the passport called for and the world receives him. Has he morals? None to speak of; but his pocketbook can be relied on for every deficiency. Is he "clothed and in his right mind?" Generally. He was temporarily insane and killed his wife's lover, but his money will take care of all that!

It is the old story. These men and women, man for man and woman for woman, are the riff-raff of the low-down with money or without it, irrespective of race, clime or condition. Christian? Never. Virtuous? The marketable kind. Grace? Only so far as to take a temporary polish. The genuine is not there. The blood is not blue. It is pretense based on the unsound in all that real ancestry is. And money? It is useful to that ancestry only as it enables the real thing, to sustain and transmit.

"A gallant Christian race,  
Patterns of every virtue, every  
grace."

**NEW SOURCES OF WEALTH.**

Wealth is spread out everywhere around us if only we knew how to gather it. In the marshes and mountains of the United States there are vast numbers of plants which may possess great medical and economic value, and yet no attention is paid to them, except in digging ginseng in the Blue Ridge Mountains for export to China, where it is worth its weight in silver as a wonderful medicine. We had to learn the value of this plant from China. Some of Nature's greatest medicines are yet unknown.

In the waters there are creatures of value yet unknown. Some attention is paid to the propagation of oysters and some fishes, but there is enormous waste, while much that could be made valuable is unnoticed.

What is needed in the matter of utilization of our great tracts of marshy or swampy lands is some such systematic study and the development of some such adapted system as is in progress of development in the systems of "dry farming" in the arid or semi-arid regions of the West—a system which will intelligently conserve and utilize our heritage of water, not throw it ignorantly away and reduce our uplands to a condition of sterility.

Frog farms, turtle farms, fish farms by themselves might be put in the

same category as skunk farms and fox farms; useful to utilize certain minor tracts of otherwise worthless land, but what is needed, if any general good is to follow, is a rational system applicable to the treatment of all tracts of level swampy land, especially those at the head waters of the great river systems and in the coastal swamps of the Great Lakes and river deltas—in fact, to all areas where a fairly constant water level is possible.

There are sponge fisheries in the Florida waters, and there is talk of sponge farming.

The shells of fresh-water clams have been the basis for the establishment of some extensive button factories, and the pearls that they produce have furnished a livelihood to a considerable number of individuals. But it is said that many of the factories have had to close on account of the exhaustion of the clams in adjacent streams. Doubtless, some reasonable system of gathering the shells or providing for the propagation and growth of successive generations would easily make this a permanent crop in suitable waters.

Alligator hides have a high commercial value and are all too scarce, with good prospect of disappearance from the extermination of the ungainly animal that produces them.

Such are some of the suggestions offered by Professor Herbert Osborn, of Ohio University, in the Popular Science Monthly. If we only knew how to get rich out of Nature's bounty there are wide fields of endeavor, but we are too ignorant when we are not too indolent.

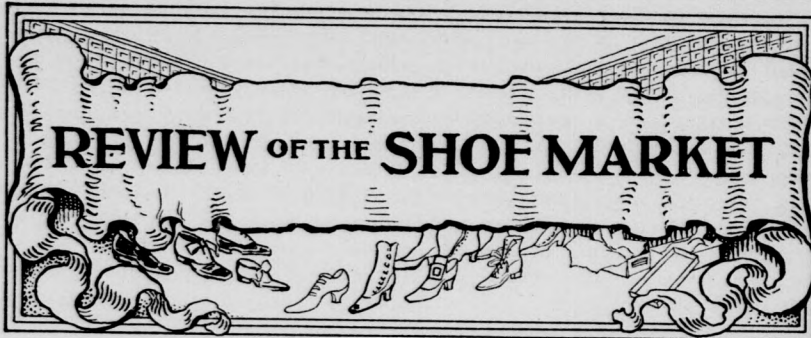
**VALUE OF ACCURACY.**

Accuracy has aptly been called the twin brother of honesty, and it is safe to say that much of the discredit reflecting upon merchants comes directly from this source.

The book account is almost invariably a bone of contention if the customer fails to follow it closely himself. It grows so much faster than one would think. The chances are he makes a sort of a lump estimate or, perhaps, loses his account book. Then when the bill is presented he finds one or two flaws which are readily detected, and then jumps at the conclusion that it is all wrong. Or he recalls that the account was not transcribed at the time, and believes or tries to induce others to believe that there is willful cheating.

The only satisfactory way to handle the credit system is to do it with accuracy and promptness. If the book memorandum or card system is used never postpone the items of a single purchase until a more convenient time. You have no more urgent duty. Strive for accuracy in figures as well as time. Slovenly reckoning will not be excused by the public. It is much easier to avoid a mistake than to excuse it. There are always some who find little difficulty in persuading themselves that the dealer wants to cheat them; and if they have a plausible story to tell others will absorb the same notion and transfer their trade to other parties.





### THE CATTLE SUPPLY.

#### Relation It Sustains To the Shoe Business.

Tanners face a condition in green hides which is unprecedented and perplexing. During the first half of 1908 a cattle shortage of nearly a million hides has developed. This estimate is based on the very generally accepted statement that the packers kill 50 per cent. of the cattle slaughtered in the country.

At eight principal packing points:

The cattle kill since Jan. 1, 1908, is .....2,292,800  
Since Jan. 1, 1907, was ....2,809,800  
Six months decrease under

1907 ..... 517,000

Allowing a like shortage in country butcher and farmer kill the hide supply is approximately 1,034,000 less than a year ago at this time. This comparison discloses a shortage of cattle and consequently of hides equally startling and unaccountable. Enquiry of cattle commission merchants elicits the statement that during the period of depression last fall cattle raisers were unable to carry their cattle and compelled to rush them to market. But reference to cattle slaughter figures at the leading packing points during November and December, 1907, show a decrease of 302,058 head less than the slaughter during the last two months of 1906. Or computing the packer kill of this country since Nov. 1, 1907, which includes the period of business depression, we find a falling off, in round figures of 817,000 head.

Here is a situation of vital, absorbing interest to the shoe, leather and hide trades.

Enquiry among competent, conservative authorities on the cattle supply discloses the expectation of a heavier run of cattle earlier in the summer than was the case in 1907 although cattle men do not predict that these large early receipts necessarily imply any gain over the number of cattle received during the last six months of 1907.

Various causes are cited as the basis for expecting at least no larger cattle receipts than during the last half of 1907. Primarily the high price of corn exerted a marked influence, particularly during the period of low cattle prices, prior to May. To describe it tersely, a cattle raiser, having a steer worth \$50, requiring \$40 worth of corn for fattening in order to bring an \$80 market price, would profit by marketing both corn and critter separately not to mention the saving in trouble of fattening the stock and attendant risk of the market still further declining in the

meantime. The high cost of corn is said to have had the further result of causing many raisers to make a complete "clean-up," marketing their entire holdings instead of retaining or purchasing a number of head for fattening or further operating in the same line. Therefore, while many cattle dealers anticipate no prolonged nor material increase in cattle receipts before lower corn prices rule, they state still further time will be required to raise and mature cattle for the market after the period of cheaper feed ensues.

The condition of world-wide economics is advanced as a cause for present cattle and hide trade conditions. The industrial depression following the recent financial stringency has unquestionably lessened the consumption of meat very decidedly for the workingman is the beef-eater of this country, say the cattle men.

Not only does this restriction of demand apply to our own country but likewise to foreign lands as evidenced by the marked curtailment of cattle exports. In fact the prices prevailing across the water have been so much below domestic market quotations that exporters have preferred to pay carrying charges to oceanic transportation companies without shipping the cattle in preference to risk a loss on the other side variously reported of from ten to twenty-five dollars per head.

While the tanneries of this country have operated for the past eighteen months on a greatly restricted input the decreased cattle slaughter and tanning facilities possessed by the packers have enabled the latter to obtain well nigh record breaking quotations for hides during a quiet business season. What would result in case of a resumption of normal activity in the leather trade is interesting to conjecture. The present partial increase in activity has surely been reflected in the hide and skin market.—Shoe and Leather Reporter.

#### Hadn't Heard the News.

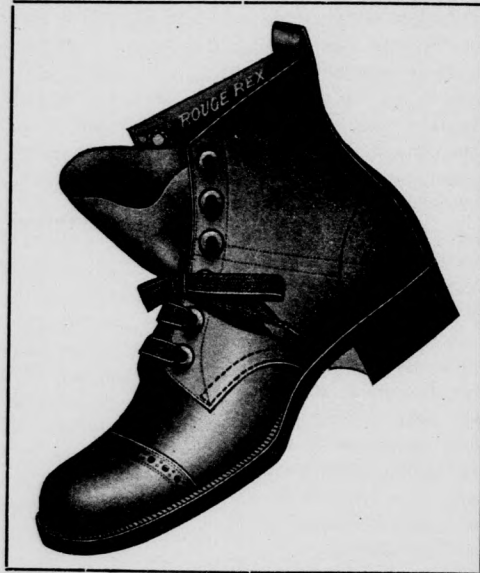
A certain Sunday school class in Grand Rapids consists for the most part of youngsters who live in the poorer districts of the city. One Sunday the teacher told the class about Cain and Abel, and the following week she turned to Jimmie, a diminutive lad, who, however, had not been present the previous session.

"Jimmie," she said, "I want you to tell me who killed Abel?"

"Ain't no use askin' me, teacher," replied Jimmie; "I didn't even know he was dead."

The best of all the churches is the temple in your own breast.

## The Famous Elk-skin Shoes



Made by

**HIRTH-KRAUSE CO., Grand Rapids, Mich.**

possess the qualities essential to our every day shoes

They are wear resisters

They are comfortable

They are neat in appearance

Write for prices



## School Shoes

We make a complete line for Boys and Girls that are stout, strong and stylish; they look well, fit properly and last long under extra hard wear. They are the kind that gives foot-satisfaction to the child and pocket-book satisfaction to the parent.

Our Trade Mark guarantees quality.



BOYS' STAR No. 391



CHILD'S CORDOVAN

**Rindge, Kalmbach, Logie & Co., Ltd.**  
Grand Rapids, Mich.



### Opportunities for Increased Business for Shoe Dealers.

Retail shoe dealers all over the country are beginning to realize more and more the importance of carrying a good stock of shoe findings and of having a handsome display case in which to feature them. Findings cases have become a necessity rather than a luxury in even up-to-date shoe stores.

A findings case placed near the entrance and attractively filled with staple articles, will go a long way toward paying the rent of the store. Retailers who have display cases will confirm this statement. The writer has in mind a small store in Boston, located just outside the big shopping district, where the owner recently installed a findings case. The first week it cleared a profit of over seven dollars, and at the present time the weekly profits range from \$12 to \$18 a week. A findings case also acts as a preventative against the indiscriminate giving away of laces and other small items that customers are in the habit of expecting free of charge, and this fact alone is argument enough to warrant their purchase.

As to a stock of shoe findings for a shoe store, this matter should be left to the judgment of the dealer, as some localities demand a different assortment than others. There are a few staples, however, that should be in every retailer's stock, such as silk and cotton laces, polishes, leather soles, wool soles, overgaiters, leggings, arch supports, heel cushions, shoe trees, brushes and rubber boot socks.

Laces are in demand at all seasons and a complete stock, in both silk and cotton, should be on hand at all times. Silk laces if carefully bought will yield a handsome profit to the dealer and there seems to be no limit to the business on this item. The polish question is a difficult one as it is very easy to hold up with a poor selling article. There are a few standard brands, however, that are always in demand and by buying in small quantities it is very easy to keep a stock fresh and up-to-date.

Insoles are a source of trouble to some buyers owing to the varied assortment on the market, but there are four or five varieties that will fill most requirements.

Leather gum soles should be in stock all the time, also cork soles for rubber boots. The cork gum insole lately introduced is one of the best fillers to give away on account of its cheapness. Some dealers use them exclusively in fitting shoes.

Hair insoles are a much abused article, owing to the fact that retailers will not take the trouble to display them and it is on this account that the business has drifted into the hands of the druggists, who make a liberal showing of the goods in their windows and by so doing sell large quantities of them.

Lamb's wool soles should be in stock the year round, although the biggest demand comes just before Christmas. While the profit on wool soles is not so large as on some oth-

er items of findings, the volume of business will prove satisfactory.

Overgaiters and leggings are easy sellers during the cold weather and now that low shoes are so freely worn the year round the demand for overgaiters has materially increased.

Arch supporters have proved a great surprise to the trade in general. At first they were looked upon as an unsalable article in a shoe store, and it required some time to convince the dealers that the arch supports had come to stay. At the present time, however, any buyer who neglects carrying a stock of these goods is losing a profit ranging from 50 to 100 per cent. Some buyers make the mistake of carrying the cheapest supports obtainable, and this is a great mistake owing to the fact that constant wear comes on these goods and only the highest grades should be handled.

Heel cushions should by all means be included in the list of findings carried in stock by up-to-date dealers. The demand is constantly increasing and they pay a good margin of profit.

The heel cushion is not a fad or a novelty. It is a scientific and practical development of a principle as old as the hills, now brought to simple and appealing perfection. It is an article that is evidently filling a want and appeals at once to eight people out of ten as being a good thing.

Heel cushions in many instances help out a clerk in making a sale of a pair of shoes by giving the customer a better fit, particularly around the instep. It will prove a good investment for any dealer to put in a small stock of cushions.

The demand for shoe trees is increasing and they are looked upon as a necessity among people who realize the importance of taking care of their shoes. There are several varieties on the market and a buyer should select the make that is best adapted in price to suit his trade.

The list of findings that a shoe dealer may have a call for is almost unlimited, but the writer has simply touched on a few of the more important articles. Findings are recognized more and more as an important branch of the retail business and those dealers who begin to-day to make a specialty of pushing findings will be well repaid for their efforts at the end of the year.—H. R. Holden in Shoe Retailer.

### After the Encounter.

A barber in Grand Rapids, having been out late the night before, had a shaky hand the next morning and cut a patron's cheek four times. After each accident the barber said, as he sponged away the blood:

"Oh, dear me, how careless!"

The patron took all these gashes in grave silence. But when the shave was over he filled a glass at the water cooler, took a mouthful of water and, with compressed lips, proceeded to shake his head from side to side.

"What is the matter?" the barber asked. "You ain't got the toothache, have you?"

"No," said the customer; "I only wanted to see if my mouth would still hold water without leaking."

## Summer Shoes

Are now in demand

White Canvas Oxfords  
Tan Oxfords Black Oxfords  
Tennis Shoes

We have them  
In Leading Styles and  
at Bottom Prices

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

Michigan



Agents



## No Scattered, Random Shots

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

### H. B. Hard Pans

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

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

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

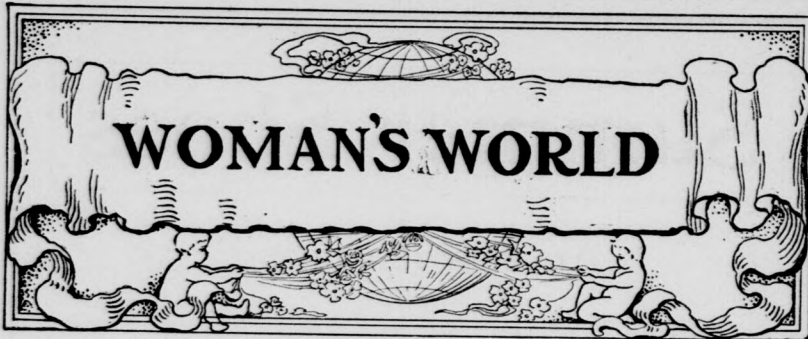


No. 835—Elkskin  
Blucher—Leather Sole  
Tan or Olive



Herold-Bertsch Shoe Co.  
Grand Rapids, Mich.





### Blundering Ignorance of a Would-Be Reformer.

Miss Aurelia always said that it was providential that she had no troubles of her own, as it left her all her time to look after other people's affairs, and as she was one of those who never have the slightest hesitation in making themselves spokesman for Heaven we accepted it as a fiat of inscrutable wisdom, just as we did her abounding health and ample fortune and general good luck.

It must be confessed that in the old days at Hudson, before Miss Aurelia's energy and talent outgrew the little village, we were far from appreciating her at her true worth. A prophet is not without honor save in his own country and among his own kinsmen and it is certain that a reformer is never so little appreciated as by the people he attempts to reform. Wherefore there were those who were the objects of her well-meant efforts who called her a meddler and expressed a fervent opinion that she would be better off minding her own business. You see, we were an old-fashioned and provincial community, where everybody knew everybody else and their parents and grandparents before them, and while we recognized each other's weaknesses we were given to making excuses for them as one does in one's own family, when we grudgingly admit that John is not very clever, maybe, but add he has the best heart in the world, or that Susan is a little quick-tempered, but she is the soul of generosity and sympathy. And after that, having accepted John and Susan as they were, we were apt to let them alone, enjoying their good qualities and overlooking their faults.

Miss Aurelia held with no such lax opinion. There was no shading in her view of life. Everything was clean-cut—black or white—right or wrong—with no softening shadows in which the two were indissolubly blended. She was never perplexed, as weaker mortals are, by that misty border-land in which are faults so gentle and so kindly and so tender that they lean to virtue's side, and virtues so cruel and so harsh they seem a crime upon goodness. With her only one thing was right, and she was perfectly sure she was it.

Of course, Miss Aurelia had theories on every subject. She had demonstrated to her own satisfaction, in her own mind, that one had only to follow such and such rules of conduct to be healthy, happy and prosperous. It was all as incontrovertible and mathematically plain as

that two and two make four, and she had no patience with anyone who didn't work the problem of life out just like she did and get the same answer. Look at her house, for instance. Clockwork. Her washing was always done on Monday, her ironing on Tuesday, the silver was rubbed on Wednesday, the floors polished on Thursday, the windows cleaned on Friday, the kitchen scrubbed on Saturday, and Sunday she sat down and folded her hands and thanked God she was not like other women.

She never could understand why all the rest of us did not do just as she did, although we might have told her that one lone woman, living in a big house, with old family servants and never a soul to bring in dirt, or want a meal out of time, was not so superlative a test of good management as she seemed to think. Then she undertook to reform Mary Blake's house, and introduce order and system in that helter-skelter abode. Poor Mary is one of the kind whose wash always laps from week to week, and who is so chronically behind with her sewing that she is always making flannel petticoats in August and muslin wrappers at Christmas. Of course, the experiment was a failure. Mary could not change, and Miss Aurelia could not understand why living in a box of a house with half a dozen children cluttering around under foot was any excuse for Mary. The less room and more to do, the more need for system, was her unanswerable verdict on the situation.

That was the trouble with Miss Aurelia she was always so perfectly in the right. There was never any arguing her conclusions. Abstractly, they were incarnate wisdom, and yet they always left you feeling that folly was wiser. Your head said she was right, and your heart cried out she was all wrong. She never saw a girl with a bit of cheap trinketry, or a gay ribbon, that she didn't groan over the improvidence of the poor. "It's a melancholy fact," she would say, "that the people who have the greatest need of economy are the most extravagant. Why, I have seen a poor girl take the last cent she had and buy a piece of cheap finery to wear to a Saturday night ball—finery that would go to pieces in a single night—when, perhaps, the girl was in actual need of good stout shoes." What could you say to that? Of course, you could not deny the logic, and that it would have been more sensible and provident to have bought the shoes, but you thought of the poor girl, with all a girl's natural

## Flour Profits

Where Do You Find Them, Mr. Grocer?

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

**Wingold**  
THE FINEST FLOUR IN THE WORLD

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

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

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

## 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 "convicted" 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.

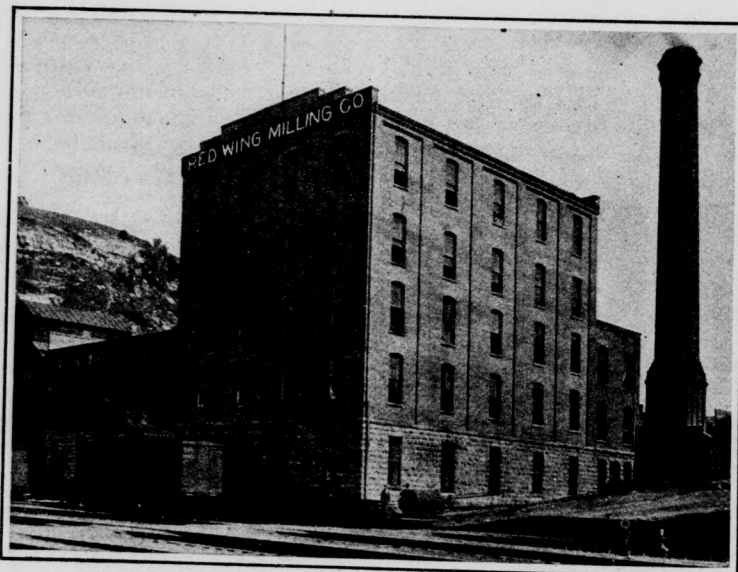
**Voigt Milling Co.**

Grand Rapids, Mich.

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.



longing for pretty things and adornment; all her yearning for admiration, and the gayety denied her starved, hard youth. You knew she had gone hungry for it, that she will go cold for it, and you could think of nothing but the pathos of it all, and wonder how anybody like Miss Aurelia, who never had to deny herself anything she really wanted in her life, has the cheek to sit in judgment on her.

Another one of Miss Aurelia's cherished theories was about the management of husbands. She used to be strong on woman's independence, and all that. She called a woman who tried to entertain her husband a "doll," and the one who tried to humor her husband a "slave." As far as I could ever learn, her idea of a perfectly happy home was a sort of reform school, where a man would not be allowed to do anything he wanted to, and would have his faults and shortcomings kept always before him. As long as this was merely a theory, it did not matter, but she got a chance to put it into working once, and it came within a hair's breadth of landing two people in the divorce courts. Her niece, Ellen, and her husband had a dispute over some trivial matter, and Ellen was silly enough to tell Miss Aurelia. It was the chance of a lifetime, and Miss Aurelia took her poor, persecuted, darling child home with her and adjoined her to stand firm and not give in to the tyrant man. If she had let them alone Ellen would have cried and Tom would have called himself a brute and it would all have been over in an hour, but Miss Aurelia fanned the flame, and, half because she was angry and half because she was ashamed, Ellen refused to go back home. Tom was angry and mortified, and the situation was getting serious, when Ellen woke up to what life would be—the long blank years, the gnawing heart hunger, the waiting for something that would never come back to her any more—and she actually ran away from Miss Aurelia and went back and begged Tom's pardon.

Naturally, Miss Aurelia knew all about raising children. Everybody who has none does. She believed in perfect obedience and the observance of certain rules that should be as unchangeable as the laws of the Medes and the Persians. It never had occurred to her that you can no more treat all children alike than you can draw the same sounds out of every musical instrument. Once she was staying at Betty White's when Betty's little girl did something naughty. For punishment the child was sent to bed with the nurse alone, although it was Betty's custom to tuck the little one in and hear her say her prayers herself. The child cried and pleaded for her mother's kiss and Betty, who has the tenderest heart alive, would have gone to her but for Miss Aurelia. Miss Aurelia warned her against the folly and the weakness of giving in to a child's whim, and Betty let the baby cry herself to sleep. That night the child was taken suddenly and violently ill with delirium, and died beg-

ging for the kisses that her frantic mother rained upon her. Of course, it was an accident, but Betty, in her soul, holds Miss Aurelia responsible for the bitterest drop in her cup of grief.

Miss Aurelia never meant any harm. She was always doing things for the best, and, with the best intentions in the world, and the fact that she should always have sowed discord and trouble just goes to show how dangerous it is to meddle with other people's affairs. Not long after Betty's baby died she went to the city, where, as she said, there was more scope for her work. Her confidence was not a bit shaken in herself, and she went blithely about, poking her nose into poor people's homes, and asking them how often they bathed and if their husbands were kind to them, and all the other impertinent things people ask in the name of reform of the poor, and that they would be so blazing mad if anybody asked them.

She might still be doing it but for a little thing that happened one day: A young girl down in the slums died. She had not been a good woman and the poor face was marked by the lines that sin and want had graven upon it, but over the dead body there hung another young creature in tattered finery, with such an abandon of passion and hopeless grief it was pitiful to see. Miss Aurelia, with the instinct of the reformer strong within her, said something about hoping it would be a warning to her. The girl threw back her mane of black hair and turned savagely to her. "Good," she cried; "what do you know about goodness that you dare to come down here and talk to such as we about it. You are good—you never stole or lied or did anything wrong and you were never hungry or cold or homeless in your life. Oh, yes, everything was soft and warm and safe about you and you were good—you had no chance to be anything else," laughing bitterly; "but she warn't. She was bad as they make 'em and she killed herself at

last with whisky and opium. I know it. She warn't good; she starved herself many and many a time to divide a crust with another starving wretch. She gave me part of her ragged shawl and when we both were freezing, and she loved so she forgave the hand that struck her, and lied about it. What have you done better than that?" and then the poor wretch fell to crooning over the dead girl and talking to her like a mother over a sick child.

Miss Aurelia said she went out from that room with a new light before her. For the first time in all her prosperous, well-fed existence she had her good opinion of herself shaken, and measured herself against her temptations. "What am I," she asked herself, "that I should dare to

judge?" and that night it was a humble and a contrite woman who asked pardon of Heaven for all the harm she might have done in her blundering ignorance. Miss Aurelia is not so sure of her own judgment now. She knows there are depths of life she has not sounded, and heights of experience she has not touched, so she goes softly, as one who fears, and she is very wise now that she had added the wisdom of the heart to that of the head.

Dorothy Dix.



#### TRADE WINNERS.

Pop Corn Poppers,  
Peanut Roasters and  
Combination Machines.

MANY STYLES.  
Satisfaction Guaranteed.  
Send for Catalog.

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

## Jennings' Flavoring Extracts

Established 1872

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

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

Our serial number 6588  
appears on every package.

### Jennings Flavoring Extract Co.

Grand Rapids, Mich.

C. W. Jennings, Mgr.

Direct or Jobber, see Price Current

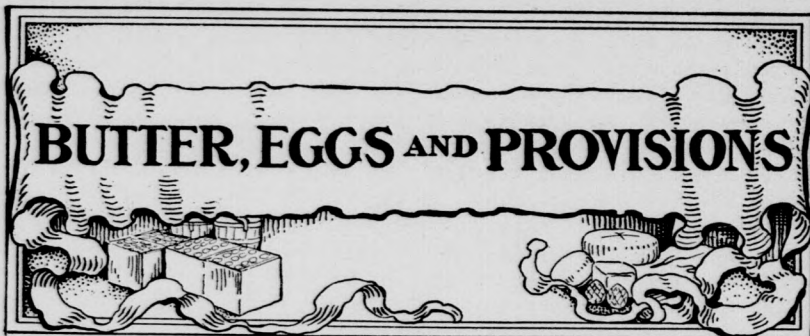


# A Household Word

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

Arbuckle Brothers   New York





### Teach the Value of "Cheaper Cuts."

In all discussions on the price of beef, the fact that the American people demand only the best cuts and ignore the cheaper ones, which are equally nutritious, stands out prominently. That fact is one of the reasons why beef is not cheaper, and if the people could be educated to realize the truth of it, and would buy accordingly, the price on all cuts would become nearer equal and the high price cry would disappear. George K. Holmes, chief of division of foreign markets, Bureau of Statistics, of the United States Department of Agriculture, prepared for the year book of the department a treatise on the peculiarities of consumers in their systems of marketing, and among other things he points out the mistake made by people of limited means in always selecting the choice or most expensive cuts of meats, when many of the unsought, cheaper parts of the animal are equally or even more nutritious. His comment was as follows:

"Although epicureans admit and chemists demonstrate that the neck piece is toothsome and nutritious, it bears the lowest price. In fact, it would hardly be considered respectable to ask the butcher for a piece of the neck. Perhaps a low order of proficiency in the housewife's cooking in the past gave to the neck piece its low place. The story might have been different had the housewife of former times possessed the French housewife's ability to utilize meats in the making of attractive and delicious dishes. The point of the argument is that cheap cuts of a good carcass are as good as expensive pieces when judiciously selected and properly cooked."

American butchers complain that the average housewife has little knowledge of the art of cooking. She does not know how to make a tasty dish of the cheap grades of meat. She therefore buys the best steaks, slaps them on frying pan or broiler and places them on table when she thinks they are properly cooked. On the other side of the Atlantic the cuts are placed on a more equal footing, the demand for the different cuts being more general. On this side the laborer's wife is more likely to order chops or steak than to ask for brisket or neck, and in consequence it pays big packers to send barrels and barrels of brisket and the cheaper cuts to England, while in many cases our retail butchers will prefer to purchase more of the portions from which he cuts the so-called "choice" cuts than to stock up with the entire carcasses and run the risk of hav-

ing a quantity of cheap cuts left upon his hands.

While the tenderloin has the tenderest meat and is considered the most delicate cut, it is not so juicy nor so well flavored as other portions less tender, and it is not nearly so nutritious as parts that require more cooking. Again, while this and the sirloin cost more than any other cuts, it contain less nutritive value than is found in the cheaper cuts. That it should be so is one of the wise economies of nature. The class of people who do the hardest labor, and particularly those whose occupation takes them much in the open air, need the nourishing and sustaining qualities of the heavier meats. These are found in the less expensive parts in the meats which are rich in juices, with bones heavy with marrow. Stews and braised meats and those steamed in their own juices, such as pot-roasted meats, give the most nourishment and add to the physical strength. Teach the people this, and the demand for the so-called "cheap" cuts will increase. The butcher's chance for selling the whole steer at a fair price would then be greater. Is it not to the advantage of the butchers to do their part in instructing the public on the point? The Government has done a little in this direction; it should do more.

One of the Government experts located in Philadelphia has taken up the subject and prepared some arguments in favor of the "cheaper cuts." While what he says is intended for the consumer, it is also interesting to the butcher.

Why do a great many butchers, he asks, use the fore-quarter at home from preference? Perhaps it is not generally known among marketers that the fore-quarter of meat is the most highly flavored and tender. A chuck steak that has been cut from well-seasoned beef, i. e., beef that has been kept long enough, may be compared, after equally careful cooking, with a round or sirloin steak from the same carcass. The former will be the best flavored and tenderest. The price of the fore-quarter would hardly influence the butcher's choice, and this part is not unsalable. It does not keep as well as the hind-quarter, especially when cut from young meat. The parts joining the veins and the tubes or pipes of the throat taint first, consequently it is well to cut all these membranous passages away before putting the meat in the ice box or cold room.

More nitrogen is found in the edible entrails than in any other portion of the meat. The European peasant has learned to utilize every scrap,

## All Kinds of Cheese at Prices to Please

Write or phone

**C. D. CRITTENDEN CO.**

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

Wholesale Butter, Eggs and Cheese

## BUTTER

We want 50,000 pounds of packing stock and 25,000 pounds of fancy June dairy butter in jars for storage. Don't fail to write or phone us for prices before selling. Both phones 2052.

**T. H. CONDRA & CO.**

Manufacturers of Renovated Butter

Grand Rapids, Mich.

## SEEDS

Our seeds have behind them a good reputation of more

than twenty years. They are good; they have always been good.

**ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.**

OTTAWA AND LOUIS STREETS

## 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

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## 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



and, while such use should not be urged too strongly, when the animal is healthy it is certain that this meat is better than no meat. One-third of the animal's weight comes under this head—that is, head, feet, tail, tongue, lungs, liver, spleen, pancreas, heart and intestines. The rich man finds the tongue and sweetbreads the only dainty bits, but his poorer neighbor may find the knowledge of the preparation of most every part of the greater value.

Meat is made up of tiny filaments, which is plainly seen in the beef that has been boiled to shreds. During the animal's life these filaments are filled with a semi-fluid substance resembling the albumen in an egg. After the animal is killed this solidifies and the rigor which follows is known as rigor mortis. The "ripening" process of the meat as it hangs consists in this substance becoming liquid again. The gamy flavor in meat too long left hanging is an acquired taste, and meat in this stage is more apt to be unhealthful than otherwise. —Butchers' Advocate.

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

Special Correspondence.

New York, July 24—Soaking rains have cheered the heart of packers in Jersey and for miles around there is a big smile. Late crops will boom and never have gardens been so flourishing.

The coffee trade, so far as jobbers are concerned, is mightily depressed one day and showing some recovery the next. It is evident that buyers are taking only enough to keep assortments unbroken and seen to be entirely willing to let the other fellow hold the stocks. In store and afloat there are 3,364,944 bags, against 3,935,243 bags at the same time last year. The arrivals at primary points do not indicate any shortage; in fact, they are as large, since July 1, as they were two years ago when the "freak crop" was harvested, 637,000 bags having been received from July 1 to July 22, against 638,000 two years ago and 575,000 a year ago. At the close Rio No. 7 is quoted in an invoice way at 6¼@ 6½c. Mild grades are steady, but jobbers report a moderate volume of business only. Quotations show absolutely no change.

Notwithstanding the large amount of fruit being canned the sugar trade is very dull and buyers are taking only hand-to-mouth supplies. Why this condition prevails no one seems to know exactly, nor do they seem to care. Three refineries quote granulated at 5.30c, less 1 per cent. cash for delivery, and others 5.40c, less 1 per cent. with 28 days delay.

Tea is quiet, although the market is not stagnant. Stocks seem to be sufficient to meet requirements and prices show little change as yet. It is said a shortage of 4,000,000 of Japanes will occasion no surprise and this certainly means an advancing market.

Buyers of rice are taking small quantities and assortments are poor. Foreign is being used to make good

the deficiency, and this condition has prevailed for some time. Prime to choice domestic, 6@6½c.

Spices show a firmer tendency, but buyers are making no effort to secure supplies ahead of current requirements and any real improvement is not likely to be apparent until later in the season. Singapore black pepper, 6½@6¾; white, 10½@ 10¾c; Zanzibar cloves, 10½@10¾c, Amboyna, 17½@18c.

Molasses is dull as to demand, firm as to prices and moderate as to supply. Dealers say that stocks throughout the country are light and express great confidence as to the future. Syrups are quiet.

Canned goods are firm. Packers of tomatoes are unwilling to take less than 80c for standard 3s and if perchance 77½c is accepted it is only "to oblige an old friend." The situation may be "moderated" somewhat if the rains have penetrated the Peninsula. Fine grades of peas are reported scarce and sell well, but the demand seems chiefly for low grades. Corn is firm, with 65c quoted at Baltimore. Packers are very firm and seem to think the future will show a level of prices no lower than at present. Salmon is firm and brokers believe that they are on the winning side this time. Red Alaska is firm at \$1.45, with rumors of 5c more in some cases.

Butter that will stand the test and pass for highest grade has shown a slight advance and works out at 23½c. The feeling is quite firm for better sorts, but the great majority of stock will not grade as top quality and extras work out at 23¼@23c; firsts, 21½@22c; Western imitation creamery, firsts, 21½@22c; factory, firsts, 19@19¼c; seconds, 18@18½c.

The dreadfully hot weather has had an effect on the quality of cheese coming to hand and some concession has been made. Goods that stand up and "fill the bill" are well held at 12@13c.

Eggs are firm for desirable stock and supplies are moderate. Western extra firsts, 20@21c; fresh-gathered firsts, 18½@19½c; seconds, 17@18c.

### California Prunes Dropping Off the Trees.

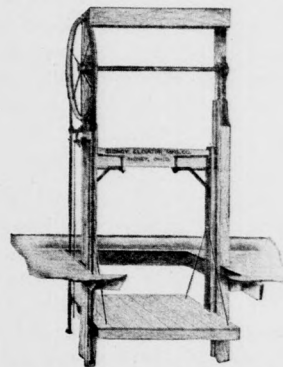
Red Bluff, Cali., July 23—I am out here this year with the Sanitary Fruit Co. for looking after the selling from this end, instead of through a Chicago office, as formerly, and at the same time intend to learn all possible regarding the fruit business here on the ground. It may be of interest to your several thousand readers in the grocery trade to learn that prunes have been dropping very badly during the past few weeks, not only in this Sacramento Valley district but in other sections of the State. Fully 50 per cent. of them have fallen and some growers say even more. The fruit was light on the trees anyway and with half or more of them off, it will make a good many of them so thin that they will not be gathered at all, which will still further lessen the prune output this year. Prices are already advanc-

ing strongly and we can see no reason here why they should not go even higher than they were last year, before shipping time this fall.

Peach and pear crops are good; the apricot crop, as far as dried fruit is concerned, was lessened a good deal by heavy winds just as the fruit was ripening, in some districts, blowing a large percentage of the crop off, only a portion of which was picked up and dried; also because of the probable low prices, a good many were allowed to fall off and rot on the ground or were fed to the hogs, so that, in my opinion, from all the information that I can get out here, there were not nearly as many apricots dried as was expected there would be. They already have advanced some in price and are likely to advance more, if the demand is sufficiently active.

Geo. A. Bolster.

## ELEVATORS



We make a Specialty of Hand Elevators of All Kinds

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

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

Ask for List No. 55

SIDNEY ELEVATOR MFG. CO.  
Sidney, Ohio

The Sun Never Sets  
where the  
Brilliant Lamp Burns

And No Other Light  
HALF SO GOOD OR CHEAP

It's economy to use them—a saving of 50 to 75 per cent. over any other artificial light, which is demonstrated by the many thousands in use for the last nine years all over the world. Write for M. T. catalog, it tells all about them and our systems.

BRILLIANT GAS LAMP CO.  
24 State Street Chicago, Ill.

POST (Formerly called) TOASTIES  
The "Supreme Hit" of the  
Corn Flake Foods—  
"The Taste Lingers."

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

## Huckleberries

We can handle your huckleberry shipments to good advantage.

We sell all berries according to quality and have a large outlet and are in position to command the highest market price. Send us your shipments.

Returns sent promptly.

We also sell all kinds of fruit packages.

The Vinkemulder Company

14-16 Ottawa St.  
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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.  
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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  
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Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.  
Grand Rapids, Michigan

## Veneer Box Co.

Manufacturers of  
all kinds of

Shipping Boxes and Egg Cases  
Grand Rapids, Mich.

FOOTE & JENKS' PURE FLAVORING EXTRACTS

COLEMAN'S  
HIGH FOOTE & JENKS' CLASS  
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(Guaranty No. 2442)

Pure Vanilla  
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FOOTE & JENKS'  
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Highest Grade Extracts.

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



## CIVIC REFORM.

## How It May Be Accomplished in the Country.\*

"You've got your nerve with you," said an Eastern newspaper man to an eminent sociologist who had accepted an invitation to address an organization of Dakota farmers upon the subjects of civic pride and civic beauty, and he continued: "You'll have an audience of perhaps thirty men, fifty women and a dozen or two of children, who haven't the time, the inclination or the ability to interest themselves in such topics—your time, your expenses and your ability will be wasted in a hopeless effort."

"Let me tell you something," responded the eminent sociologist, "not for publication but just to set you right. In the light of the sentiment you have just expressed you have nerve infinitely greater than my own when you continue to act as the editor of a newspaper."

And the sociologist was everlastingly correct. Any newspaper man who has so far failed to keep up with the times as to hold such an estimate as to farmers and their families has no right whatever to continue as an editor and publisher.

The old time, conventional slurs which, even now, are cast by newspaper cartoonists and alleged newspaper funny men as to the intelligence, the habits and the ambitions of those people who choose to live in the so-called rural districts are worn out, inapplicable, useless, tedious and tiresome. Moreover, they are unequally unfair.

The rural districts have changed very materially during the past two decades. They have good roads, daily mail service, instant communication among neighbors by means of the telephone; they have circulating libraries, frequent gatherings for consultation and exchanges of knowledge and social courtesies; they have better schools, better teachers and better pupils; better churches, better pastors and better congregations than were enjoyed by the farmers of twenty-five years ago.

Thus it happens that the great cities are not the sole owners and monopolists of the civic virtue; thus it is that we find farmers and the families of farmers who are as well informed and as enthusiastic in the development and practice of civic righteousness as are any group of urbanites. And the farmers have great advantages over the denizens of the cities in that they have an abundance of raw material—essential factors which the city people are forced to buy and work over—right at hand, as helps in their devotion to civic beauty.

The farmer has the public highway in front of his acres, he has the farm lanes, the trees placed where Nature dictated, the shrubs where they are most effective, both from the utilitarian and the artistic standpoints; he has the great rocks, now and then, the fields, the meadows, the wood lots, the notes of action given by

live stock, the brooks, the lakes, the birds, the flowers and other vegetation; and, best of all, he has the natural, keen and most entertaining personal pride and individual interest in watching all these things as they develop.

Why shouldn't the intelligent farmer and his wife and children enjoy listening to a man, no matter how eminent he may be as a student and teacher of sociology? And no matter how famous such a man may be, he will, if he is sincere and genuine, enjoy talking to just such people and enjoy telling folks that he finds pleasure and benefit in such experiences. Indeed, Prof. Charles L. Henderson, of the Chicago University, who occupies the chair of Political Economy and is one of the greatest of American sociologists, is credited with having declared that the most rational and most desirable social development now under way is found among the people of the rural districts.

Beyond any question there is today a wave of civic reform having tremendous proportions and sweeping all over our land in irresistible fashion.

Civic reform? What is it?

You know, all of you, what constitutes a citizen and you know, all of you, the difference between a civilian citizen and a citizen who is a soldier in the United States Army; you know the meaning of the term civility. All of these words are co-ordinate to the word "civil." Civil affairs relate to the policy and government of a township, a village, a city, a commonwealth or a nation; and civic pride, civic loyalty and civic righteousness exists in exact proportion, in any community, as the policy and the government of such commu-

nity is broad, fair, progressive and elevating in all of its phases.

Reduced to the every day vernacular, civic righteousness is the exercise of fair and civic square decency in all things. The man who practices, so far as he is able, the incomparable principle set forth in the Golden Rule is just so far righteous in a civic sense.

Selfishness, arch enemy of all progress and the big black beast which is forever in the way of every step toward fairness, co-operative effort and public spirit, must be fought every inch of the way by the man who truly aspires to increase and perfect his own civic pride.

For these reasons every township, every village and every city which has made any advance toward civic improvement has won that victory in the face of opposition, ridicule and slander, and for these reasons, also, neither the township, the village nor the city has any exclusive title to the championship in such direction. The city had advantages in the fact that it can by co-operative effort concentrate its citizenship and its influence more voluminously and more speedily, while the advantages within reach of the smaller communities are a minimum of expense and natural resources—raw material almost immediately at hand.

Here is the village of Fremont, descendant of Fremont Center, christened in honor of the eminent American Pathfinder, and as a legally established corporation thirty-three years old. Begun as a lumber camp, developed into a lumber town, and so on, to an important industrial and agricultural center, the youngster has had little or no time to think of personal adornment. As a corporation it has been necessary for you to pay chief attention to the education of

the children born and raised within your limits; it has been required that your municipal expenses should be kept at a minimum figure; that each individual citizen should show extreme prudence in his own affairs and that all should unite in discreet conduct of your town's affairs.

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Now, in the strong young manhood of less than forty years you feel that your status as a community is assured; that it is up to you to keep up with the procession. Twelve miles away in one direction lies your county seat and twenty-four miles away in another direction is the county town of esteemed neighbors; yet a little farther, to the northwest, this time, is a third county seat, and nearly sixty miles to the southward is the great metropolis of the western half of Michigan. In these days such distances are no obstacle to public improvement by co-operative effort. Indeed, they are instead happy coincidences in behalf of such effort, so that while Fremont, Newaygo, Muskegon, Hart and Grand Rapids are each conducting their own local campaigns for the attainment of municipal improvement and the development of civic beauty, each campaign constitutes a most important factor in a general plan for the beautification of all of Western Michigan, with the residents and owners of the farms along the various highways as dependable participants and participants most essential.

With Fremont as the central focal point in a large area of splendid country, the residents of Dayton, Sheridan, Sherman, Brooks and all the other townships may, if they so elect, make a park of Newaygo county; and this does not mean, either, that you have to rob yourselves of time, comforts and luxuries.

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

# HAND SAPOLIO

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

**HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain. Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.**

\*Address by E. A. Stowe prepared for joint picnic of business men and farmers at Fremont, July 33.



Cash is not the most potent essential in the development of municipal or rural beauty.

The strongest and most effective factor in such work is co-operation, backed by foresight and individual civic loyalty and pride.

Let every farmer carefully consider the location and value to the general aspect of a neighborhood—to his neighbors as well as to himself—of the tree he has been prompted to cut down, before he lays the axe to the tree trunk; let such farmer give thought to the picturesque value of shrubs, which may without harm to his own interests and with profit to himself and his neighbors be permitted to remain; let him realize always that a loose board on fence or out-building is an injury to himself as well as to his neighborhood, that a well-pointed building is as much a compliment and help to himself as it is to his friends who pass by.

Briefly, neatness, good taste and watchful appreciation of all the good things Nature provides for our pleasure are the unfailing and delightful qualities which are certain to develop in the individual, the family, the neighborhood or the village where practice of the Golden Rule dominates things.

And these pleasures cost but little in cash, but little in personal effort. Moreover, they cost less to the man who lives along the country highway than they do to the man who has a few feet frontage on the city's paved streets, and they are more genuinely beneficial to the rural citizen than they are to the urbanite.

How may benefits purely spiritual such as I am pleading for be of greater value to the farmer and his family than the same advantages are to city folk?

The answer is a simple one:

Those people who live nearest and most intimately to and with Nature have the greater capacity of enjoying the beauties of Nature; they are more than merely casual observers. They know why and how and when changes take place; they are interested in processes, forms and results. Whereas, the chaps who, five minutes late in getting to their offices, stores or factories, rush for the street car or hurry in their motor cars and speed down town, see only. They do not feel so deeply, do not understand so thoroughly, can not observe so closely and so lose half the enjoyment to which they are rightly entitled as intelligent human beings.

Now let us get down to the question of co-operation, or rather up to that question, because it represents the king-pin in all progressive human intercourse. Without co-operation we are working with one hand and sometimes both hands tied behind us.

Co-operation means first, that every man must appreciate that the other man may have just as clear ideas, just as honest a purpose and just as good skill as he has, and appreciating these possibilities such a man finds himself open to conviction upon any proposition. Such a man puts jealousy behind him; such a man holds a personal grudge, an in-

dividual irritation just long enough to realize what he is doing and then he drops it out of sight like a hot cake; such a man takes pleasure in any man's honorable ambition, and if possible helps him along in that ambition; such a man, owning a twelve hundred dollar home, does not envy his neighbor's possession of a twelve thousand dollar home.

That is the significance of the term co-operation, and as we are all of us merely human and not divine we can only approach perfection of such a sort to a limited degree; but we owe it to ourselves, to our children, to our neighbors, or to religious faiths and our civic responsibilities to do our level best in the direction of such co-operation.

It will not answer to plead excuses. Excuses are mere make-shifts under most circumstances. It will not do to assert boldly that you are not interested, because one of these days it will be revealed to you or to your children that you are interested, but did not have the sturdy good sense to realize the fact. It will not do to plead poverty, because if you happen to be short as to dollars or cents it does not follow that you are a pauper as to good influence and valuable service in other directions; it does not necessarily follow because you have hard work meeting your taxes that you would have hard work demonstrating a neighborly disposition, that you would find it impossible to show a public spirit.

And so, my friends and neighbors, I need not tell you that you are on the right track in behalf of civic improvement. Twenty-five years are less than a third of our ordinary lifetime. And here you are with a town less than forty years old. Set your pegs for twenty-five years hence that your children and your children's children may take up the work and carry it on into the next century, boasting meanwhile that their fathers and mothers were among the good work pioneers.

It is no short campaign you are launching. Many of us here present will not live to see the magnificent parkway system which is destined to embody every portion of the State of Michigan in due time, but all of us may live to realize that the true American spirit at present so widely and so rapidly developing has as its chief essential the characteristic and the practice of co-operation; we may all of us, if we so elect, live to take an active, individual part in that development.

And so I say to you people of Fremont and to you citizens of Dayton, Sheridan and the other townships, set your peg for twenty-five years hence, but set it so that those who will be equipped and enthusiastic to take the work further on will commend your foresight, your intelligence and your generous public spirit; so that they will rejoice over the inspiration to do still better things along the same lines as they contemplate the results of your efforts.

There's a lot of difference between taking faith as a shield in battle and as a cloak in business.

**Sixty-Six  
Years of  
Superiority**

**KINGSFORDS'  
OSWEGO CORN  
STARCH**

Acknowledged by the best cooks everywhere to be indispensable in the making of fine desserts, delicious sauces, soups, gravies, filling—dainty cooking of all kinds.



**All Jobbers**

**T. KINGSFORD & SON,  
Oswego, N. Y.  
NATIONAL STARCH CO., Successors**

**BALLOU BASKETS ARE BEST**

**Just A Basket**



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

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

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

will outlast dozens of common baskets.

Write for particulars.

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

**A HOME INVESTMENT**

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

**HAS REAL ADVANTAGES**

For this reason, among others, the stock of

**THE CITIZENS TELEPHONE CO.**

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



## LIKE SOME MERCHANTS.

## Can Not Start Machine Without the Proper Motive Power.

Written for the Tradesman.

There is nothing triter than the truism that trifles are often tremendous in their results. Galileo watched the swinging chandelier in the cathedral and every timekeeper reiterates with every tick the conceded fact that no trifle should be disregarded. Sir Isaac Newton, whose after-dinner nap was disturbed by the falling apple, was the one man since the foundation of the world wise enough to make a note of it; and that same world, recognizing the trifle, has repeated from that day to this the law of falling bodies and set up in Westminster Abbey a memorial in recognition of the law and the distinguished propounder of it. Watt's was the only human ear to heed the song of the steam-lifted lid of the kettle and, heeding its suggestion, to harness the power that since then has been dragging from ocean to ocean the loads of the land and carrying the burdens of the continents over the foam-crested furrows of the sea. Franklin, laughing at the thunder and noosing the spirit of the storm with a silken string, astonished even the learned on both sides of the sea with the discovery he had made, and every clicking wire and every glowing bulb with Morse and Edison as interpreters are practically proving that he who refuses to consider trifles does so at his peril.

The same thought obtains in every field of industrial endeavor. There is no grander sight under the sun than that which the fields of the great Northwest present to-day with their square miles upon square miles of golden grain, wind-tossed and sun-kissed and white with the harvest that will soon feed the world; but the picture, grand as it is, would lose its marvelous significance and, indeed, the possibility of its existence if the genius of the McCormicks and the Deering's had failed to note and to grasp the trifles that were materialized in the modern reaper. So wit-combed the seeds from the cotton crop with a trifle and bent into shape the safety pin. So the trifling change of locating the eye of the needle at its point transformed the seamstress-drudge into a queen; and so in a thousand ways it is the trifle in thoughtful fingers that has made the world a better place to live in.

From childhood up the senior member of the house of Storer & Co. had fed on these "trifle" maxims and had profited by them. He had learned in the hard school of experience that "money makes the mare go;" that "Take care of the pennies and the pounds will take care of themselves" was something worth remembering and practicing; that "a dollar saved is as good as a dollar earned;" that "sands make the mountains and moments make the years;" and these with many others he had repeated and practiced so long that he found himself coining from his own daily life and surroundings such maxims as the most trifling occurrences of the office furnished. If the office-boy

lost his hat, "Fast bind, fast find" re-proved him. If a loosened shoestring tripped him a proverb manufactured on the instant revealed the close connection between such a string and a broken neck; and woe betide the unfortunate whose negligence or forgetfulness brought disaster or even vexation to the house of Storer & Co.

When in the natural course of events it happened that an automobile became an essential in the business of the house of Storer & Co., it happened just as naturally that the head of that house should and would make himself master of that machine—master, be it put down in capitals—which means as it always does and ought to, that the man with his hand on the wheel knows that machine and can take care of it, no matter what may be the cause of its tantrums.

It is needless here to relate that the mastership of that machine was not easily won; and the struggle that went on for days and weary weeks between mind and matter is too common to be considered a novelty. There were times when the cussedness of inanimate objects seemed to be beyond all endurance, and there was never a locality where assistance could not be obtained that was not chosen for a mishap or a breakdown. Matter in this case, however, had to give in. Mind in every instance prevailed; but before the struggle was over there were evidences that the master was impressed with the personality of his motor and addressed himself vehemently to that personality. Once in the loneliness of the wilderness with Mrs. Storer alone in the carriage under which he on his back was busy his remarks and remonstrances became so personal with a refractory bolt as to call forth the question with something like remonstrance in the tone, "Edward, what is the matter with it? What are you trying to turn it with?"

"The wrench. You don't think I am trying to turn it with my teeth, do you?"

"No, dear; but it sounded as if you were resorting to prayer!"

These things took place in the first few weeks of his ownership and, to his praise be it said, there was not at the end of his apprenticeship a single part of the machine that he did not understand. There were times when his pace was rapid, there were moments when the hearts of lookers-on, inside the motor and out of it, stood still; but, sustained by the pith of some maxim he became in time a chauffer "sane and safe," and his invitations to ride were never refused. Sometimes his "a miss is as good as a mile" would have jarred less if the miss had had a wider margin, and "getting through with the skin of the teeth" was found to be better in theory than in practice; but the fact must be admitted he was a success and he had every reason to be proud of it.

It is easy to infer from what has been said that here was an establishment on wheels that was worth having. It was. When it was wanted it was ready, and many have been the bargains clinched by the promptness

Foster,  
Stevens & Co.Wholesale  
HardwareFire Arms  
and Ammunition33-35-37-39-41 Louis St.  
10 and 12 Monroe St.

Grand Rapids, Michigan



## \$500 BRUSH

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

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

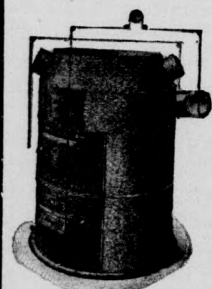
Runs 25 to 30 miles per gallon of gasoline and a trifle of oil and is less expensive than a horse—why, you will see from catalogue. The wonderfully balanced single cylinder vertical motor and complete power plant is under the hood—a marvel of accessibility. For ordinary use at moderate speeds, solid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

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

## MANLEY L. HART

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GRAND RAPIDS, MICH.Fly Nets  
and  
Lap DustersOur Line is  
Very CompleteSend for  
Illustrated Price ListBrown & Sehler Co.  
Grand Rapids, Mich.

WHOLESALE ONLY

A Dividend  
Payer  
The  
Holland  
FurnaceCuts 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 1/2, 1 and 5 gallon cans.

STANDARD OIL CO.  
GRAND RAPIDS, MICH.

Lightning and Blizzard

## Freezers

and

## Hardware

CLARK-RUTKA-WEAVER CO.

32 to 48 South Ionia St.



Grand Rapids, Mich.



centered in that automobile, while nothing more deeply stirred the heart of its master than coming upon friends in a hurry and taking them to their destination "right on time." This happened only the other day. The machine was standing idle at the curb and the friend, gripsack in hand, was on his way to the station. "A friend in need is a friend indeed" thought and said the machine owner. "In with you and you'll be there with time to spare, if I get 'pinched' for it."

Action in such cases is rapid and the chauffeur with his friend beside him pulled the lever and seized the wheel. The thing balked. "What the"—he mentioned the name of a person, non grata to church circles, and leaping to the pavement gave the machinery a swift but thorough examination. Finding everything all right, he sprang again to his seat and gripped the wheel without the expected result. Uttering with vehemence the name of the non grata's country home, he hurled hat and coat upon the back seat and with wrench in hand sought again the trouble and its location. He found neither. Glancing at his watch, he rushed to the garage two blocks off and a minute later two men—Storer ahead—came back on the run, he at a red heat, the other at a white one!

"There! Now see if you can fix it and you want to be d—d quick about it! I paid you the best price for the best machine on the market because it is the best. You had it all day yesterday working over it, and you told me when I came out of your shack with it an hour ago that it was 'as good as it ever was.' That's the truth and it is the only time you have told it, so far. It is just as good as it ever was and I know now what you've known all along—that the thing never was worth a d—d cent!"

While this tirade was going on the man with the wrench swiftly but carefully made his examination, stood for a moment with scowling eyes and compressed lips and then like a flash he sprang for the gasoline tank, took off the cover and looked in.

I don't want to put down here in black and white the preposition and its object, which burst from that angry man's lips. He faced the humiliated man before him with a look of withering contempt and with a grip on the wrench suggestive of violence, "Fierce he burst forth: 'You—the adjective employed is a compound word!—fool!' Then turning to the crowd and exclaiming, 'A man that hasn't wit enough to know that he can't run an automobile with an empty gasoline tank never ought to own one!' with his head up and his nose in the air went back to the garage."

And the automobile party?

With never a word Storer and his friend on the filling of the tank rode away, the chauffeur's left hand grasping the wheel and the right hand lifted to his nose, where with the thumb pressed beneath the apex of that feature the four fingers oscillated vigorously and defiantly as they vanished around the corner.

Richard Malcolm Strong.

### The Biggest Bill Uncle Sam Makes.

Ask yourself what is the bill of largest denomination issued for circulation in the United State? Careful now that you do not overdo it!

The largest bill is for only \$10,000, and there are only two kinds of notes that are as large—the United States note and the gold certificate. Not only this, but probably there are not to exceed two or three of these \$10,000 United States notes in circulation. At a guess there may be 12,000 to 15,000 of the gold certificates of the denomination.

There is a \$5,000 United States note of which there may be only a handful, as against 50,000 of the \$5,000 gold certificates. It should be remembered that any national bank note of the \$5,000 and \$10,000 denominations that may be put up to you are rank counterfeits, for the reason that the national bank is not allowed notes of such size.

The national currency and the notes of the national banks, however, number the \$1,000 notes by tens of thousands. This \$1,000 note, largest of the national bank bills, also is largest of the silver certificates of the "coin" certificates of 1890. A treasury report of 1904 shows the comparative number and kind of the \$1,000 bills. In that year these \$5,000 were distributed 24,698 in United States notes, 432 in treasury (or coin) certificate notes, 24 of national bank issue, 57,449 in gold certificates and 108 in silver certificates.

The \$500 bill runs through all these classifications save that of the "coin" issue of 1890. Thereafter, in notes, there are the \$100 note, the \$50, and the \$20 notes through the five classifications of the currency. Under \$20, however, there are gold certificates. The smaller bills in the other lists are the ten, fives, twos and ones with which most of us are reasonably familiar, on occasions at least.

The \$10 United States note, with the bison ramping across its face, is the commonest of the \$10 bills, next to which among the tens is the national bank note, with the \$10 silver certificate third in number. The national banks are strong on the twenties, too, while having only a comparative handful of ones and twos.

A to the gold coinage the current list includes only the \$20 piece, the \$10, the \$5, the \$2.50 piece and the Louisiana purchase exposition gold dollar minted in 1902. Beware of imitations!

Thurman White

### Could Fill the Role.

"What are you little boys going to play to-day?" asked Tommy's mother as she noticed the youngsters congregating in the summer kitchen.

"We are going to play Senators, mamma," replied Tommy as he put on a pair of big spectacles and brushed his hair far back.

"Ah, very nice indeed. But why did you invite that lad in the green sweater? Why, he is always getting into fights."

"Oh, that's all right, mamma; he can play the Senator from Arkansas."

Morality because it pays to be moral is simply the immorality of civilized selfishness.

Established in 1873

Best Equipped  
Firm in the State

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

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

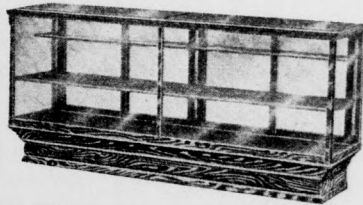
**Rapid**  
HEATERS

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

**RAPID HEATER CO.**

Cor. Louis and Campau Sts. Grand Rapids, Mich.

## IMPROVED SHOW CASES MEAN INCREASED BUSINESS



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

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



## 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.

## THE NEW IOWA CREAM SEPARATOR



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

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

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

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

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

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

IOWA DAIRY SEPARATOR CO.,

132 Bridge St., WATERLOO, IOWA





## BIG AS CART WHEELS.

## Woman's Hat Continues To Grow More Freakish.

Incoherent, varied, and extraordinary as are the styles in dress they are less eccentric than the many lawless and unique shapes in hats. The styles in millinery represent several centuries of history, beginning with the hat worn during the Directory and ending with the second empire. They include every conceivable size from the large sailor which half covers a woman's face, to the small toque, which is really only an apology for a hat. They may be bent up in front, down in back, or up on one side and down on the other, held in place by anything from an owl's wings to a braided buckle.

The material may be anything from roughest raffia to bright flowered cretonne; the salient feature is that the hat be a little unusual, even bordering on the eccentric.

Though hats of all sizes and shapes prevail, the large, audacious, defiant looking headgear rules—in fact, the larger it is the better. A hat which measures two feet from brim to brim it not thought large; hats twice this size are considered hats of fair proportion, while there are many women who refuse to consider a hat whose brim is not a foot wide. The large hat has conquered in spite of many witticisms.

A year ago, when women saw these large parasol hats they were unwilling to take them seriously; they thought that milliners were only trying to outdo one another in seeing who could create the largest hats. As these women glanced at these hats critically they often were heard remarking: "My, how funny." But the strange, large hats did not stay in the windows a long time when the most curious and daring were eager to see how they looked in a hat with a brim several feet wide. At first they tried them on with trepidation, but a look into the mirror showed them that these saw edged, stiff brimmed, and high crowned affairs were far more becoming than they ever had dared to hope. Three times miladi gazed into the mirror, waltzed about the room three times, and as she jabbed the hat pins into her hat she was heard exclaiming: "My, isn't it a beauty!"

But these hanging gardens turned upside down could not be left bare. They must be covered with flowers, ribbons, sweeping plumes, aigrettes, quills, and fancy ornaments. The trimming is often put on in wildest

confusion, for the more varied and the greater the amount the more becoming will be the hats. This incoherent medley of trimming makes some of these hats almost as topheavy as if they were flower baskets piled high with flowers. But miladi of fashions grins and bears it. What will a woman not endure, yea, even suffer, to look chic and be in fashion?

The weight is only one of the many penalties of the large hat. Women encounter every kind of difficulty in piloting them, topped on their heads like sailboats, through crowded streets, street cars, into elevators, getting in and out of their automobiles and carriages. It often requires all of a woman's courage and better judgment to save her large hat from being crushed in working her way through a crowd and pushing her stiff brimmed sailor through the carriage door.

Waving aside her own comfort and the perishableness of her fine plumage as nothing, she occasionally jeopardizes the sight of her fellow passengers by running a long quill ornament into their eyes, with some exclamation of surprise and a somber apology as "I hope I have not hurt you."

Notwithstanding the anathemas of injured men, the hats are continually growing in size and popularity. This is largely because there is a fascination about these great brimmed hats that when women wear them a short time even the broadest of these brims seems to feel small, and miladi of fashion is constantly telling her milliner, "Please make the brim of that hat still wider."

As a result of these large hats many a woman is suffering with a malady of the eyes called the hat stare, for want of a better name. They are not even held in check by the knowledge that if the brims are made much larger the doors in the houses, in the cars, shops, and carriages will have to be enlarged to let them pass.

The large hat has won popularity under a number of names. The most successful are the "Merry Widow Sailor," the "Affinity," and the "Stovepipe" hat. The Merry Widow is largely popular because it is as stiff and flat as an ironing board, and has quills so long and dangerous they keep every one at a proper distance. But the stiff brimmed hat can not appeal to every type of woman. There are those who long for something more graceful and poetic. It is found in the low crown-

## BAGS

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

ROY BAKER

Wm. Alden Smith Building

Grand Rapids, Michigan

## MICHIGAN SHOE COMPANY

"Mishoco" New Specialty Shoe  
for Men and Boys

"Josephine" for Women

Made in all Leathers Snappy up-to-date Lasts

Selling Agents Boston Rubber Shoe Co.

DETROIT

## DRESS GOODS

Tricots, Flannels, Cashmeres and  
plain cloths of all kinds and widths  
are now ready for delivery.

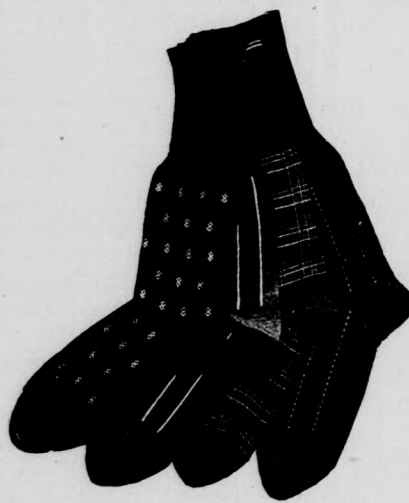
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P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

Close Saturdays at 1



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.



ed hat of finest straw called the "Affinity."

Though there is a certain loveliness found in the gentle waving of these large, billowy brims, their artistic touch lies in the trimming. Some are almost covered with sprays of wonderful roses; others have the combination of fine flowers, usually the field variety, mingled with a few roses, giving the effect of an entire crown of flowers.

The large broad brimmed hat often is as unusual looking as it is large. The strange effect comes through bending and shaping it in a variety of ways.

The craze of the hour is the "Dreamer" hat, which is well tilted down on one side, giving a deep shadow to the face, the other side pushed up to balance, but instead of being trimmed with a broad band of ribbon the crown is covered with a long, sweeping ostrich plume. Even more eccentric is the idea of loading a large hat with a panache of uncurled, wavy ostrich feathers, attached only by their stems, so that in the slightest breeze pretty heads are surmounted by a fluttering mass of eccentric convolutions—often crowned by delicate snow white aigrettes.

The more trimming and the stronger the combination, the lovelier becomes the hat. Therefore some of the most modish of these hats are covered with huge mop caps of gray and white tulle. One strange model does not end with the mop cap of gray tulle, but has two flounces of white point lace which hang straight down about the sides and back of the head, but is looped up high in the back.

The newest picture hat is the "Alice Longworth, so called because Mrs. Longworth was one of the first women to adopt it in this country. It is a light Japanese straw with a wonderfully soft and waving brim. The low crown is banded to full depth with dark velvet ribbon, while through the center of a dull gold ring is thrust the stem of an amazing quill.

Though the period of the directory has given women only three or four new styles in dress, it has offered a wonderful variety of hats and far more strange. There is the "Lady Spencer," which has a high fluted crown, trimmed in a variety of ways, but when worthy of the name it is nearly half covered with an enormous eagle's feather.

Perhaps the most popular of these directory hats is the "Chapeau d'Estelle." This hat is of possible dimensions and is really much more intimately associated with that period than the huge wide brimmed affairs now generally adopted. It is moderately high and has an appreciable crown which runs up from the base to the summit an even size. The brim inclines to slouch, and usually is bound with ribbon velvet.

A delightful model is carried throughout in sabline hue; black velvet is used for the brim, the band of of the crown and the strings which are brought over the brim and light-

ly knotted beneath the left ear. Then exactly in the center from the front rises three lightly curled ostrich feathers. Two of these are allowed to droop a trifle more than the others, although they all stand fairly erect.

The eccentricities of the directory style is reached in the helmet "bonnet a la Minerva." The hat might well be taken for an Indian war bonnet, so well is it decorated with bright quills, were it not for the stiff broad brim bent down on one side and up on the other. When large black wings are spread across the front so large they half cover the face the hat is called "bonnet a la Diana."

The silk straw hats are another new conceit shaped and turned in endless ways. The most picturesque are well rolled from the face and are trimmed with a great many different conceits. A lovely garden party hat is of white transparent silk straw, rolled back from the face in front. The dome shaped crown is of embroidered batiste. The white plumes are arranged to stand erect and fall over the crown.

Walking hats, especially those designed for strictly tailor suits, are usually smaller but quite as unusual in shape and color. Nattier straw in exceedingly extreme shapes are in vogue. A smart affair is a blue straw with the high crown swathed with folds of nattier blue liberty satin. The front is half hidden by two large iridescent quills with ostrich fringe edging each.

Many of these fine straw hats have their crowns well hidden with plumes and feathers. A smart hat of this order is a white sagale straw with the crown hidden in a spreading mass of uncurled plumes and feathers. The buckle of straw is inserted with pearls and edged with silk rushing. But the oddest part is the white waterfall of lace caught by the buckle and making a cape effect.

#### Bell Shaped and Stovepipe Hats.

Even more odd are the bell shaped and stovepipe hats which were considered smart during the directory. The bell shaped hats are worn with all kinds of summer dresses and are found in nearly every smart wardrobe. They are considered especially smart when made of pongee and cretonne. Some of these bell shaped hats are extremely large, the brims being equal to the Merry Widow sailors. The more unusual are quite like sun shades, edged with a delicate wreath of flowers and a narrow band of green or pink satin ribbon.

Others are made of soft straw or chiffon, fashioned to droop well over the face. Those made of straw are as soft as a glove. The same design is made of exquisitely fine chiffon so graceful it often serves as a crown to the hair.

The famous "Letrazma" hat so much in vogue for evening wear is a billowy mass of soft material. The "Charlotte Corday" is shown in every conceivable material. Especially chic are those of fine black facile d'Italie with wide brims and the most grace-

# HATS

At Wholesale  
For Ladies, Misses and Children



**Corl, Knott & Co., Ltd.**  
20, 22, 24, 26 N. Division St.  
Grand Rapids, Mich.



## "Always Our Aim"

To make the best work garments on the market.

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

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

Write us for samples.

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

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

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Cuts out your exact profit from every cheese  
Adds to appearance of store and increases cheese trade  
Manufactured only by  
**The American Computing Co.**  
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## 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 .....



ful droop; the only trimming being of white tulle completely hiding the crown, giving the effect of a soft white cloud. But the most popular of the Charlotte Corday hats are not limited to straw and fine lace; creonnes which once were considered only available for interior decorations, are used as much for the Charlotte Corday hat as they were in the days of the directory.

There is a free carelessness about this headgear that appeals to every woman, and the styles certainly are flattering. A unique though beautiful model is made of enormous pink roses inbedded in glossy dark leaves. The roses are hardly more than suggested, so soft is their tint. The material is put full on a wire frame, the straight edge and top of the crown is of loosely woven straw braid. Velvet ribbon in pink or mist green is drawn around the hat and tied in a narrow bow in one of the gentle curves of the brim. These hats are distinctly novel and have just the right air for the country.

The latest development of the Charlotte Corday is the "lamp shade" hat, the most unique and perhaps the most fashionable hat of this season. The material is of secondary importance, though net or chiffon are most commonly used. The hat not alone has the shape of a shade, but actually is built on one. The net is shirred and fastened on a shade frame; from here hangs one or more lace ruffles. The crown is either trimmed with a band of ribbon or a large bow, but is more effective when a delicate spray of roses nestles among the soft, delicate folds. This hat is wonderfully sheer and graceful, but the prettiest part is the curtain effect produced by the soft svelt edging of lace.

In marked contrast are the narrow brimmed but exceedingly high hats, some so high they almost suggest a man's evening hat. They almost look as if they were being made popular to contrast with the large, broad brimmed hats. Many are trimmed with bows of a variety of shapes; others have massed quantities of flowers, the fancy ones running to mixed bouquets.

Pretty are those hats trimmed with the old time garden blossoms called "le jarden de mon ecere." The flowers are often made of tulle and tafeta; the tulle is plaited double and massed around the heart of a rose with yellow streamers an set around the hat crown in the guise of a garland. Other flowers are made of feathers, some with the petal formed of small feathers, imitating chrysanthemums.

Tall, slender hats with narrow brims are pretty when made of lace and worn with lagerie gowns. A smart mode has a high crown, this as well as the brim being made of lace ruffles. It is trimmed with a huge rosette of turquoise blue liberty satin and is lined with a turquoise blue satin. More eccentric is a hat which shows a full ruffle of lace peeping out from underneath the small rolling brims.

These high hats are made more picturesque by being bent into a variety of shapes. One nobbish hat is caught up on one side by a large bunch of roses and bent down on the other. Another is caught up in front with a great bunch of roses and a large bow, but is well tilted behind. A modified form of the stovepipe is the chimney pot, the crown being larger and more rolling. The brim is caught up to the side or front by many quills or wings held in place by a large rosette of ribbons.

Traveling hats have the same shapes, but are bent down instead of up. Some of the smartest hats are without bands, the only trimming being two large wings held in place by a straw buckle or exceedingly long quills trimmed to one side.

A modification of these hats are the poke bonnets so popular during the directory. Some are made of lace ruffles, others are of straw and lace covered with a great bower of roses. Many of these bonnets hold a suggestion of hats held in place with hatpins; others are kept snug with ribbon streamers. The sunbonnets have many strange shapes, such as the sunbonnet and stovepipe combined.

The most unusual of these many unusual head coverings is the turban which was so wonderfully popular with Empress Josephine. Mme. Re-camier and Mme. de Stael, as their portraits in the Louvre show. An elaborate turban of these days was a red silk headgear worn by Mme. de Stael and now greatly prized at her former castle at Coppet. A most famous one of the day is a flat covered turban adorned with pearls, aigrettes, and ribbons. Some of these turbans look like candle extinguishers, designed to hide as much of the face as possible.

But the thoroughgoing summer girl will only wear hats made of crepe paper. These are made in all colors and with as much care as if they were conceived of costly materials. They are built up on wire frames like hats of tulle, and some have eyelet effects to simulate lingerie. Paper sunbonnets are delightful, but the Charlotte Corday hats are made of the same material and are trimmed with blue or lavender bows.

The whole story of the modern hat is not told until one knows that the modern society woman buys trunks and not hat boxes for her hats. Three or four large trunks are none too many for a woman owning a dozen or more large hats, for only three or four hats may be put into a trunk. Women are now traveling with twice as many trunks as they once had. Only half the number are reserved for the dresses, the others being kept for the big hats. Delia Austrian.

#### A Natural Inference.

Podgers (boastfully)—I have never received a cross word from my wife in my life.

Smiley—That so? This is the first I'd heard you married a deaf mute.

### CHILD, HULSWIT & CO.

INCORPORATED.

BANKERS

### GAS SECURITIES

DEALERS IN

### STOCKS AND BONDS

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

ORDERS EXECUTED FOR LISTED  
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GRAND RAPIDS

Grand Rapids, Holland &  
Chicago Ry.

## TO CHICAGO

In Connection With  
Graham & Morton Line

Steamers

### Puritan and Holland

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Leaves Market St. Depot

FARE \$2 Nightly 8 P.M.

Freight Boat Every Night

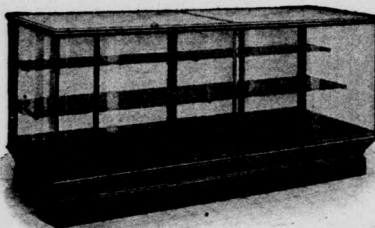
## THE NATIONAL CITY BANK GRAND RAPIDS

Forty-Six Years of Business Success

Capital and Surplus \$720,000.00

Send us Your Surplus or Trust Funds  
And Hold Our Interest Bearing Certificates  
Until You Need to Use Them

MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT



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Display Case

#### We Can Give You Prompt Shipments

We carry at all times 1,000 cases in stock, all styles, all sizes. Our fixtures excel in style, construction and finish. No other factory sells as many or can quote you as low prices, quality considered.

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GRAND RAPIDS SHOW CASE CO.  
GRAND RAPIDS, MICH.

New York Office and Showroom, 750 Broadway  
(Same floors as McKenna Bros. Brass Co.)  
St. Louis Office and Showroom, 1331 Washing'n Ave.  
Under our own management  
The Largest Show Case Plant in the World

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No. 1 Canal St.

Capital and Surplus  
\$1,200,000.00

Assets  
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Commercial and Savings  
Departments



# RESORT CROCKERY STORE.

## Fine Place To Dispose of the Left-Overs.

Written for the Tradesman.

"I keep two stores," said an up-to-date crockery man in a town considerably smaller than Grand Rapids, "and between the two I manage to turn my stock a satisfactory number of times a year.

"What I can't sell in my home town I find no difficulty in disposing of at the summer resort where I have my other one. Things that become 'stickers' in the former go off like hot cakes in the latter. 'Tis sometimes quite amusing. Of course, I make every effort to get rid of them at first, as do also my clerks, but it seems as if, once a piece of goods gets the opprobrious 'P. M.' hitched to it, it is doomed to stay on the shelves forever. The witches appear to preside over its destiny then and to laugh in their sleeves at our adverse luck. Then I say:

"Boys, throw her on the junk heap and we'll get rid of her at the summer resort."

"We have a small room back of the town store, off at one side, where we have good shelving and excellent packing facilities and when the shelves get full we pack up stuff on rainy days and have it all ready to ship at a moment's notice when the resort season opens.

"You see, shopping at a pleasure resort is a very different proposition from shopping at home. People have a deal of time that hangs heavily on their hands, and hours that they do not know what to do with they put in at the little curio and other shops that cater to this here-to-day-and-gone-to-morrow element. People of this sort are generally on the lookout for articles bordering on the outre—something out of the ordinary—line of merchandise. They mosey around day after day to see 'what I brought up with me this time' and bye and bye come to know my stock as well as I know it myself. I'm not such a fool as to put on sale everything at once, however. I bring out the goods by piecemeal so as not to have the stuff pall on them.

"I seldom have duplicates and that is my long suit. Folks are given to understand this each summer when I open up my stock and if they get their eye on something attractive and don't snap it up at once it's more than a probability that it will be gone when they make up their minds to take it. This wise condition that I have inaugurated makes it behoove shoppers to come to a decision quickly. Really a rivalry is easily created in jealous women's hearts—they all want to get things away from each other, much as one child wants to get a stick of candy away from another who is more fortunate in possession of one of the sweet things of life. The majority of humanity are so constituted by nature as to desire most that which seems just beyond attainment.

"At my parent store—the home-town one—my expenses are naturally heavy, but at the summer resort I was so fortunate as to secure a

cheap little place for a term of years, in a splendid locality. It is too small for an ordinary stock of goods, but it is just appropriate to my needs, the very thing, couldn't be better.

"I'm a handy fellow, I tell you, when the pleasure seekers are in search of a hurry-up present—a gift, for instance, for some one whose birthday or other anniversary falls during their sojourn in the midst of resorters; a gift the purchase of which has been forgotten until the very last minute, the omission of which would cause disappointment to some sensitive heart.

"Then there are parties galore where cards are played and this calls for prizes, both head and consolation. And for these festivities decorations are generally required in the way of Jap. lanterns and the accompanying candles, also fancy candles, paper napkins, etc. I also rent other luncheon sets and other dishes called for by boarders who wish to serve refreshments on their cottage porches in warm weather or around drive them inside.

"When fall comes and the usual hegira occurs I have little or nothing to take back to town. The renting dishes I leave with a friend in storage and the perhaps-dozen other articles enclosed by my four walls I sell off at auction, making a gratifying profit thereon.

"As to prices at the resort I can almost always get twice or three times the amount for goods that I do at home. When people can't get my class of stuff at any other shop at the resort they are not going to haggle over the cost. To want is to buy with them. If people can resort at all they have money to burn, and they burn it right royally, too. At a resort they dress better than they do at home even, and good clothes call for proportionate entertaining. Reckless in personal expenditure, reckless in every other kind of expenditure.

"I'd advise any crockery man to get interested in a summer resort to the extent of opening up a small store, for, as I say, there isn't the least trouble in disposing of left-overs to hungry resorters. There's no more difficulty experienced than the picturesque bucks and squaws have in selling the products of their weaving." H. E. R. S.

## Ring Off the Old, Ring On the New.

"I give you freedom, Solomon. Here is the ring you gave me. I can not marry you. I love another."

"Oh, Rachel! And what is the name of this other one?"

"Wretch! You would do him harm?"

"No; perhaps I can sell him the ring."

Love is that which roots in sacrifice, grows in service, blooms in joy.

## 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., 241 S. Mich. St., South Bend, Ind.

## MODERN LIGHT

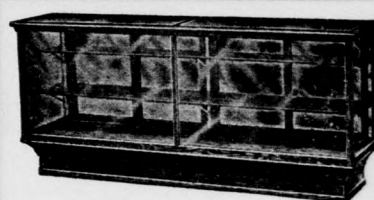
The Swem Gas System produces that desirable rich, clear and high efficient light at a saving of one-half in operating cost. The price for complete plant is so low it will surprise you. Write us.

SWEM GAS MACHINE CO. Waterloo, Ia.

## Twenty Cents

will light your store for 30 hours and give you a bigger candle power light, if you use an **Improved Hanson Lighting System**. 100 per cent. more light at 50 per cent. less cost than other systems. Write for descriptive catalogue.

American Gas Machine Co. Albert Lea, Minn.



## A Case With a Conscience

is precisely what its name indicates.

Honestly made, exactly as described, guaranteed satisfactory.

Same thing holds on our **DEPENDABLE FIXTURES**.

GRAND RAPIDS FIXTURES CO. Grand Rapids, Mich. Jefferson and Cottage Grove Avenues



## Breaking Home Ties

Isn't any harder than thousands of dealers would find it to break off the profitable and satisfactory trade relations with the **Ben-Hur Cigar**.

**Ben-Hur** is a friend maker and friend keeper, it is welcomed in the circles of the best of good fellows, and the more intimate they become with the **Ben-Hur** the more it becomes first in their cigar preference.

Trade Sticks Like A Burr To The **Ben-Hur**.

GUSTAV A. MOEBS & CO., Makers Detroit, Mich.

Worden Grocer Co., Distributors Grand Rapids, Mich.



## System and Method

## Are the First Steps Towards a Successful Business

Commence now by installing a **Fox Typewriter**, and using proper methods for the development of new trade.

Let your community see that you are the "Wide awake" merchant in your town.

Send for our booklet, "How a Retail Merchant can increase his business with a typewriter."

## Fox Typewriter Co.

Executive Office and Factory 260 N. Front St.

Grand Rapids, Mich.

On the Fox all the writing is always in sight.







### Grafting in Contract Getting.

When the buyer of a concern is looking out for a good thing he usually gets it. It is to be regretted that grafting in transaction of business finds its route through the purchasing department. Upon the other hand, it is gratifying to know that salesmen as a class are comparatively free from the taint, and at most they are but passive parties in the transaction.

Graft reaches its climax and exhibits its most malignant form in the letting of large contracts, especially those made between municipal corporations and selling agents. The taxpayer's contribution to municipal support and improvement is often looted for the corruptionist who buys the most expensive and least desirable supplies, provided they can secure a "rake off" either in cash or otherwise. Salesmen concerned in these deals have no alternative save to carry out the instructions of their employers, and it is in these procedures that the traveling man is made either a willing or an unwilling tool in dishonest transactions. The salesman must live, and to live he must sell goods. It stands then that if grafting is countenanced by his house he has no alleviation save to enter into the spirit of the same, and carry out deals that have fraud indelibly printed upon them.

The traveling salesman is not always honest as respecting transactions carried out by him, and the men most susceptible to graft in selling are those who have an elastic expense account. This account has the tacit consent of the house in shady transactions, but the salesman is the active transgressor, working upon his own motive and for his own advancement and such consideration offered, while petty in their nature, are, nevertheless, plain steals, in so far as they contemplate business deals, wherein the purchasing of inferior goods at excessive prices is contemplated and carried out.

When anything in the nature of a bribe is offered by a salesman and accepted by the buyer, both are culpable, with the only difference to effect that the salesman's job is nearly always safe, while the purchasing agent runs great risks.

An Eastern city of about 20,000 population owned its lighting, heating and power plant. Municipally owned, it was a source of revenue to the city and an economical measure for the consumer and taxpayer. The general superintendent of the plant, in whom all confidence and trust was reposed, did all of the buying—this including electrical supplies, coal and oil. The

bidders on the contracts for coal and oil exhibited spirited competition, and after a lapse of time it was discovered that coal of a very inferior quality, and at a high price, was being dumped into the bins of the plant, and the representative of the best lubricating oils in the country stood no show on an even price with those who handled an inferior line. After much delay the town counsel, nominally responsible for the conducting of the plant, investigated and found that collusion existed between a certain favored coal agent, a representative of an oil establishment and the superintendent of the plant, whereby not only money, but articles of value likewise were regularly handed to the superintendent in return for the patronage of the city. He was promptly discharged and a man put in his place whose integrity was above suspicion. Since that time, to the writer's knowledge, not another carload of coal nor another barrel of oil has been sold by the grafting firms and their grafting salesmen and the result has been, and now is, cheaper and better coal and cheaper and better oil. You may say, "What has this to do with the salesman?" Well, from the standpoint of the safety of positions, perhaps nothing, but if viewed in its moral aspect it reveals the salesman as a grafter of the first water. In the case cited it was never ascertained as to whether the firm's money direct or the salesman's expense account paid the superintendent of the light plant, but in either case the salesman was culpable.

There is little difference between grafting that attacks the pocketbook of the unsuspecting and a personal attack upon the same pocketbook. Dishonesty assumes many guises, among them those of assumed responsibility and rectitude, but from the ethical standpoint the highway robber and the salesman who grafts are equally culpable.

Grafting sometimes goes into the retail selling force. This principally means making minor crooked deals for the house, and while this custom is not as prevalent as formerly, it still remains that there are many retail salesmen who will prevaricate and misrepresent in order to force unsalable and undesirable goods upon the gullible and the unwary.

### No Room For Doubt.

She—Are you sure that you love me?

He—Of course I love you.

She—But how do you know you do?

He—Why, isn't your father a millionaire?

### Gripsack Brigade.

If every man who spends his time on the road away from the restraining influence of the house and free from the jurisdiction of office hours and the time clock, would feel that his duties were none the less onerous, and none the less responsible, then there would be many who are now called indifferent successes who would occupy that plane of higher salesmanship sought after by many and achieved by few. What is the greatest bar to success and what particular form of vice is to-day costing great mercantile establishments hundreds of thousands, perhaps millions, of dollars annually through inefficient services and lost sales? The curse is "alcohol." This is in no sense a temperance lecture, nor is it a sermon against stimulants. It is just a warning and a word of advice to the man on the road who has too many convivial friends in the towns on his route. The easiest victims of the god of failure—alcohol—are those who have been traveling a beaten path for years—those who have with energy and persistency succeeded in making scores of personal friends among customers. The lurking danger is often found in the small town of the country where the knight of the grip must perverse spend the night for lack of train accommodations or on account of short jumps.

Another type of salesman stands in with department managers. A department manager is always anxious to make a showing, and if he is the buyer in his line he is still more anxious. His success as a buyer depends upon the celerity with which his goods are moved and to make them move he falls back on the road man. Through jolly or on the ground of obligations conferred the hustling department manager will often operate a major portion of the traveling salesman's working hours. In brief, his goods will be placed while other lines remain in the background. The traveling salesman who "favors" some of his home departments at the expense of others injures the house and, injures the heads of other departments who are relying upon him to push sales. This type of representative is seldom brought to account. His sales manager credits him with goods sold without any particular reference to their source.

The insidious side line makes the first breach of trust upon the part of the salesman. The man who carries a side line unknown to the firm that pays his salary and traveling expenses is a grafter, and a thief in every sense of the word. He robs his employer of traveling expenses and, what is more important, he robs him of time. The side line sharks who stock the salesman know this and make their prices accordingly, and as a result commissions are high enough to be tempting.

In speaking of the itemized expense account the writer does not comprehend the omission of the major details of a day's expenditure. By this is meant hotel expenses, car fare, which includes Pullman expenses, cab and carriage hire, excess baggage transfers and other items of the expense account that are easily remembered and jotted down, but when it comes to the consideration of an accurate itemized table embodying the direction in which every penny and nickel goes, then an absurd extreme is reached that does not add prestige or profit to the house or happiness to the salesman.

### Beats Any Cow Around Here.

An Oklahoma newspaper advertises as follows: "Full blooded cow for sale, giving milk, three tons of hay, a lot of chickens and several stoves."

### 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.

Like the Little Red School House  
in the poem

### Hotel Livingston Grand Rapids

is "half way up the hill."

No more convenient location.

Just high enough to catch the  
freshest, purest air.

### 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.



**HARDWARE MEETING.**

**Programme For the Forthcoming Annual Convention.**

The following program has been prepared for the annual convention of the Michigan Retail Hardware Association, to be held in Detroit, August 12, 13 and 14:

Wednesday, August 12.

9 a. m. Association headquarters open in the Flemish Room, second floor of the Hotel Cadillac, for the receiving of dues, enrollment of new and old members, distribution of badges, etc. This office will be open all morning, so that members can assist in having the clerical work disposed of before the convention opens in the afternoon.

11 a. m. The Executive Committee will meet at headquarters for the transaction of any business which may come before it.

1:30 p. m. sharp. Meeting called to order in the convention hall at the Hotel Cadillac by President C. M. Alden, Grand Rapids.

Song—America—To be sung by the delegates, led by Mrs. Daisy Adams, of Fort Wayne, cornet soloist.

Address of Welcome—Hon. Wm. B. Thompson, Mayor of Detroit.

Response by President, C. M. Alden.

Appointment of Committees—Credentals, Constitution and By-laws, Question Box, Resolutions, Auditing and Nominations.

Reading of the minutes of last regular meeting.

Reception of communications.

Annual address of President C. M. Alden.

Annual report of Secretary Arthur J. Scott.

Annual report of Treasurer Wm. Moore.

Address—Specialization in the Hardware Business—H. J. Fueller, Philadelphia.

Mutual Insurance—Talks by representatives of the various hardware mutual companies.

Response to questions and remarks on this subject.

Address—Does it pay to advertise?—Marshall H. Mackey, South Haven.

Discussion.

Question Box.

Adjournment.

8 p. m. Through the efforts of the wholesalers and manufacturers of Detroit, Geo. H. Maxwell, of Chicago, editor of the Talisman, will deliver a lecture, illustrated by stereopticon views. Mr. Maxwell is an exceedingly interesting speaker and his lecture at the annual convention of the National Retail Hardware Association was the feature of that meeting. The subject is "The Future of Our Nation," and he will tell us some things about the parcels post and other matters in which we are interested that we ought to know. Don't make any other arrangements for Wednesday night.

Thursday, August 13.

The wholesalers and manufacturers have arranged for a trip for the delegates through the plant of the Michi-

gan Stove Co. To those of us who have never seen how stoves are made this trip should be most entertaining and instructive.

1:30 p. m. Meeting called to order by the President, opened by the singing of some appropriate hardware songs, led by Mrs. Daisy Adams.

Report of the Auditing Committee and preliminary report of the Credential Committee.

Report of Porter A. Wright, representative of this Association at the annual convention of the Ontario Retail Hardware Dealers' Association, held in Toronto.

Address—"Getting a Profit"—Geo. W. Hubbard, Flint, Past President of the Association.

Discussion of the above by members.

"Freight Overcharges." Some suggestions by H. H. Renshaw, manager of the freight bureau of the Wholesalers' Association of Detroit.

Remarks by members.

Address by representatives of the National Hardware Manufacturers' Association, the National Hardware Association, and the Wholesalers' Association of Detroit.

The National Retail Hardware Association—A. T. Stebbins, President, Rochester, Minn.

Address—W. P. Bogardus, Mt. Vernon, Ohio.

Paper—"The Association as Viewed by the Salesman"—Henry A. Pickert.

Question Box. Members are requested to place in writing any questions which they would like to have discussed and place them in the box provided for that purpose on the President's desk. Let us make this one of the big features of the convention.

7 p. m. The delegates will again be the guests of the wholesalers and manufacturers of Detroit and will make a trip through Riverview Park, Detroit's Little Coney Island, where a complete program, which will occupy the entire evening until midnight, has been provided for.

Friday, August 14.

Friday morning a trip will be taken through the plant of Parke, Davis & Co., which is considered one of the most interesting studies to be found anywhere in the city. This trip has also been arranged for by the wholesalers and manufacturers.

1:30 p. m. (Closed session for retail hardware men only.)

Final report of Committee on Credentials.

Report of Committee on Constitution and By-laws.

Report of Committee on Legislation, C. L. Glasgow Chairman.

Consideration of Committee's reports.

New and unfinished business.

3 p. m. (Special order of business.)

Report of Committee on Nominations.

Election of officers.

Election of next place of meeting.

Question box.

Good of the Order. If you have a grievance or a suggestion relative to the work of the Association, bring it

before the convention and let us all discuss it.

Adjournment.

7 p. m. Starlight ride on the Detroit River, as guests of the wholesalers and manufacturers. This will serve as a fitting windup to the best program ever provided for any meeting of this Association. Don't make your plans to leave Detroit until Saturday morning at the earliest.

**Gripsack Brigade.**

Chas. Collins, of St. Joseph, has taken a position as traveling salesman for the Quinn Supply Co., of Allegan.

Chas. C. Jenks (Foote & Jenks) is still confined to his home in Jackson on account of the injury he received on the Detroit United Railway July 24, when he sustained a fractured collar bone. His route is being covered in the meantime by E. F. Jordan, house salesman for Foote & Jenks.

John T. Watkins (Musselman Grocer Co.) sails from New York August 6 on the Baltic of the White Star Line for Liverpool. He will spend six weeks with his father, mother and three sisters at Nottingham and in visiting friends in other parts of England, Ireland and Scotland. His son, Harry Watkins, will cover his territory in the meantime, and as a preparatory measure he is accompanying his father over his entire two weeks' trip. This is the second trip Mr. Watkins has taken to Europe since he came over from England, and he is of the opinion that this will probably be his last voyage to the old country.

The indications are that there will be a fair representative attendance of traveling men at the annual convention of the Michigan Knights of the Grip, which will be held at Manistee on Friday and Saturday of next week. The Grand Rapids delegation has arranged to leave for Manistee at 7:40 Friday morning, returning to Grand Rapids on the excursion train which leaves Manistee at 7 o'clock Sunday morning, arriving at Grand Rapids between 11 and 12 o'clock. It is hoped that as many Grand Rapids men as can get away will grace the affair with their presence and thus show that the action of the Manistee members in inviting the convention to that city is appreciated.

Traverse City Herald: All through the year the members of the United Commercial Travelers had been saving up energy and appetite for their annual picnic which was held at Fouch Saturday, and the tons of food consumed and barrels of fun participated in only go to prove that there are no people on earth who can eat more or who have a greater capacity for enjoyment than traveling men. At any rate, those who attended the picnic gained for themselves that distinction. Of course the ball games created no end of amusement for the spectators, the umpire being the star in this. Rev. George Ethelbert Lockhart was chosen to fill this important office because he seemed to be eminently fitted to umpire this particular game, having been a knight of the grip at one time himself and

knowing the shortcomings of that class of people. The game was a fierce one and the umpire said something to that effect, his worst call being for Fred Richter, who let the umpire's compliments roll off him like water on a duck's back. Something like that was also said about the umpire, and it was whispered that when it got too warm for that gentleman he took a hike down into the deep shade of the woods where there was nothing worse than mosquitoes. A rival game was played which took part of the glory off the big game. A nine composed of ladies played with nine gentlemen, and, of course, the ladies claimed the game, although it was said that this was simply a matter of courtesy and the decision was not given to them on the merits of the game. Mrs. C. A. Whitbeck pitched several kinds of ball. There was a lot of fishing done, but not many had anything to show for their efforts but sunburn and mosquito bites. Fish are not like the general public, therefore the U. C. T. are not successful anglers. It was a tired but happy crowd that returned from Fouch Saturday evening, but all were satisfied that if it is fun one is after, a U. C. T.'s picnic is the place to hunt for it.

**Movements of Michigan Gideons.**

Detroit, July 28—W. T. Ballamy, who is Secretary of Bay City Camp, travels north on the D. & M. and M. C. from Bay City. He sells groceries and calls often enough so his trade knows he is after their business, and he gets it.

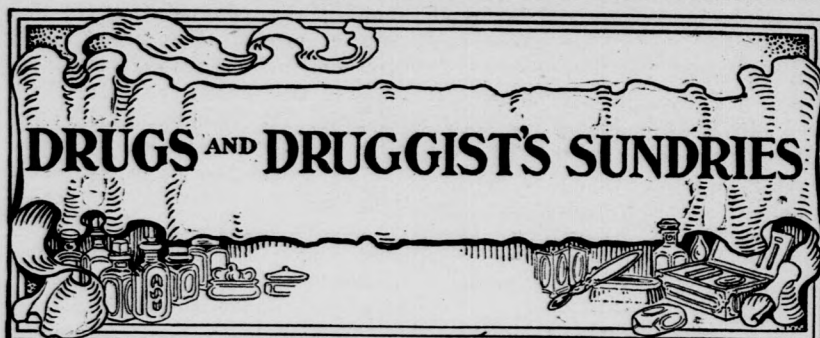
The writer conducted the Volunteer meeting and W. R. Barron gave the address, which he made from the word "Come." He said the most tender word we can use is the word come. It is full of love. The mother with her little child stands it up by chair or wall and reaches out her hands and says, "Come," and if there is a fall or a misstep it is all love and compassion, and again the child is invited to "Come." This is continued until the babe can walk. It is thus with Jesus with His gracious invitation "Come." He pities our condition. It matters not what you have done he says "Come." There can be no mistake. It is you He is calling. Your burden is heavy, but He is able and willing and says "Come." Come and bring nothing with you. "Come" bring your burden and lay at Jesus' feet. Your load becomes heavier and you are growing weaker by keeping away. The next promise is, "I will give you rest. Why not come? Doubt no more, believe, and thou shalt be saved. My name is Jesus and my delightful business is to save sinners from their sins. Come."

The meeting at the Griswold House was led by A. C. Holmes. There were ten present and a very interesting and inspiring meeting was the result. W. W. Graham, from Franklyn, Pa., was present and gave a short talk on Experience. The theme of the evening was "God's Call. Will You Receive or Reject It?"

Aaron B. Gates.

Wisdom is in aging the head and keeping the heart youthful.





**Michigan Board of Pharmacy.**  
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 Secretary—W. E. Collins, Owosso.  
 Treasurer—W. A. Dohany, Detroit.  
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**Michigan State Pharmaceutical Association.**

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**The Opium Smoker's Pipe.**

An opium smoking layout consists of about a dozen distinct articles, although only half of them are absolutely necessary for smoking, and in case of emergency a person could get along with four—pipe, bowl, lamp and yenhock. Of these the pipe is first in importance.

Opium pipes vary in size, price, color, material, quality and beauty. Those of the better grade are made of ivory, are used only by well-to-do smokers and cost anywhere from \$25 to \$200. The pipes generally used are made entirely from bamboo, and cost anywhere from \$1 to \$50. These prices relate to old pipes, second hand.

A new bamboo pipe, which no one cares to smoke until it has been thoroughly seasoned, costs several dollars, is of a light brown or yellowish tint, and resembles a piece of fishing pole in appearance. Only after continuous smoking for perhaps several years will it begin to develop that rich, glossy, brown color similar to a meerschaum tobacco pipe—a color so much desired by smokers. In fact, there is really more difference between a good opium pipe and a poor one than there is between a high grade French briar tobacco pipe and a Missouri corncob.

The average opium pipe is eighteen or twenty inches in length, although they often come as long as two feet and as short as twelve inches. They also vary in circumference. Some are an inch, others are two inches in diameter. Even on the commonest kind there is usually an ivory mouth-piece an inch or so in length. From the mouth-piece to the saddle is the body of the pipe proper. The saddle is that part which holds the bowl in place, and is generally situated about halfway between the center of the stem and the end. On the ordinary pipes the saddles are of tin or brass, on the finer ones they are of silver, and even gold is sometimes used.

Immediately behind the saddle is a fantastically formed knob of from

a half inch to several inches in height that is an outgrowth of the wood, and is termed the nut, or hoodoo. A well shaped and nicely polished hoodoo is highly appreciated and valued by smokers, both Caucasian and Mongolian. Superstition forbids the latter from ever smoking a stem that has no hoodoo on it; in fact, all opium pipes minus these queer knobs are regarded as being fit only for foreigners.

Sometimes the Chinese make artificial hoods of sealing wax or clay, placing them on heathen pipes and palming the counterfeits off on unsophisticated foreigners for a good price. Opium pipes pass for collateral security in nearly all the pawnshops in the large cities, but if one were to try either to pawn or sell a stem that had no hoodoo on it he would be sure to experience difficulty.

There is only one way of testing an opium pipe without smoking it, and that is to feel its weight. Pipes of quality and value are invariably heavy from continuous smoking; those that haven't been smoked much are light, both in weight and color. The longer an opium pipe has been used the better it is. Of course, a great deal depends also on the quality of the opium smoked and on the care of the stem in general.

Often a smoker on getting a new pipe will place it in the care of some Chinaman running an opium joint patronized by a large number of smokers, with the object of having it used as much as possible for a period of six months or a year, paying the keeper so much for the privilege. This is the only known method of having a pipe broken in quickly.

In addition to the manufacturing of hoods clever Chinamen also have ways of their own for doctoring opium pipes so as to give them an appearance of age. Not all of the opium pipes in use in this country are made of bamboo, by any means. In a search of the pawnshops of the large cities like New York, Chicago and Philadelphia one will find stems made from so many different kinds of wood that he will probably not even know the names of them all.

Opium smokers often decorate their pipes with precious stones. The poorer smokers, not to be outdone by their more fortunate brothers, often have imitation stones—not one, but dozens of them—stuck all around their pipes.

A man has no greater capacity of Heaven than he has power to create Heaven about him.

**The Drug Market.**

Gum Opium—Is dull and weak.

Morphine—Is unchanged.

Quinine—Is steady.

Bay Rum—The Treasury Department has ordered restoration of the revenue tax of \$1.10 per gallon on Porto Rican bay rum, and the price has been advanced that amount.

Cocaine—Is firm and tending higher.

Menthol—Is firm and tending higher.

Balsam Copaiba—Is weak and tending lower.

Canada Balsam Fir—Is firm at the advanced price.

Oil Lemon—Is tending lower.

Oil Spearmint—Is steadily declining on account of the near approach of a new crop.

Oil Peppermint—Is steady.

American Oil Pennyroyal—Is coming in the market and is declining.

Gum Camphor—It is believed that the price has reached bottom and a reaction is looked for.

Jamaica Ginger—Is very firm and higher prices are looked for.

Quince Seed—Is in better supply and is declining.

Cummin Seed—Is very firm and tending higher.

**Wash-Water for the Fountain.**

Here is my method of obtaining a supply of clear, running water for washing tumblers and dishes at the fountain. Order from the plumber two wooden boxes 10 inches deep with the other dimensions in due proportion. They should be lined with copper. Keep one box about half full of a strong solution of soda. The other is for the running water and is arranged in the following manner: Have a hole about two inches from the top and connect it with the drain in the sink by a copper pipe. A rubber hose attached to the faucet extends to the bottom of this box. Keep the spigot turned on. Thus there will be a steady stream of clear, clean water running through the rubber tube to the bottom of the tank with a constant outlet through the copper pipe above. This device leaves about eight inches of clear water in the tank. Moreover, there is no splashing. The water at the bottom is continually circulating, whereas if the water falls from the spigot directly into the container the lower strata of fluid remain unchanged.

James L. Touhy.

**Suppository Mass Ready for Use.**

In making suppositories by the compression machine or by hand a supply of grated cacao butter will make the operation much easier and quicker. Take a half-pound cake of cacao butter and put it on ice for an hour or two to chill it thoroughly. Then rub it on an ordinary horse-radish grater, which can be obtained at almost any hardware store for a few cents. Pour the grated cacao butter in a bottle and put it in a cool place. You will save some elbow grease when you get a prescription for suppositories.

**A Fly Chaser.**

During the season when flies are troublesome every progressive dairy-

man sprays his cows with some sort of a preparation. There are a number of proprietary mixtures on the market for the purpose, but most of them sell for about a dollar a gallon. I save my gallon olive oil cans, maple syrup cans and other gallon cans which are not returnable, and put up my own preparation in these containers. It is a "repeater," too. It can be sold at 50 cents a gallon if you wish, or 75 cents if you can get it. Here is the formula:

Crude carbolic acid .....1 quart.  
 Tanner's oil .....1 quart.  
 Crude petroleum .....2 quarts.

The finest lubricant for the machinery of our human living is the recognition of virtues and values in other people.

**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@1 85	Scilla Co.	50	Liq Potass Arsinat	100	12	Saccharum La's.	22@ 25	Zinci Sulph	9 00@ 70	
Benzolcum, Ger.	70@ 75	7	Cubaebae	2 395@2 50	Tolutan	50	Magnesia, Sulph.	3@ 5	5	Salacin	4 50@4 75	Oils		
Boracie	12	12	Erigeron	1 00@1 10	Prunus virg.	50	Magnesia, Sulph. bbl	1 1/2	5	Sanguis Drac's	40@ 50	Whale, winter	bbl. gal. 70@ 70	
Carbolicum	26@ 29	23	Evechthitos	2 50@4 00			Mannia, S. F.	45@ 50	5	Sapo, W	13 1/2@ 16	Lard, extra	85@ 90	
Citricum	50@ 55	55	Gaultheria	3 00@3 50			Menthol	2 55@2 85	5	Sapo, M	10@ 12	Lard, No. 1	60@ 65	
Hydrochlor	30	5	Geranium	02			Morphia, SP&W	3 00@3 25	5	Sapo, G	15	Linseed pure raw	42@ 45	
Nitrosum	80	10	Gossippi Sem gal	70@ 75	Anconitum Nap's R	60	Morphia, SNYQ	3 00@3 25	5	Seidlitz Mixture	20@ 22	Linseed, boiled	43@ 46	
Oxalicum	14@ 15	15	Hedeoma	3 00@3 50	Anconitum Nap's F	50	Myristica, No. 1.	25@ 28	5	Sinapis	18	Neat's-foot, w str	65@ 70	
Phosphorium, dil.	15	15	Junipera	40@1 20	Aloes	50	Morphia, Mal.	3 00@3 25	5	Sinapis, opt	30	Spts. Turpentine	Market	
Salicylicum	44@ 47	47	Lavendula	90@2 60	Arnica	50	Moschus Canton.	7 40	5	Snuff, Maccaboy,		Paints		
Sulphuricum	1 1/2@ 5	5	Limons	1 30@1 40	Aloes & Myrrh	50	Os Sepia	35@ 40	5	DeVoes	51	Red Venetian	bbl L. 1 1/2@ 2 3/4	
Tannicum	75@ 85	85	Mentha Piper	1 75@1 90	Asafoetida	50	Pepsin Saac, H &	1 00	5	Snuff, S'h DeVos	51	Ochre, yel Mars	1 1/2@ 2 1/4	
Tartaricum	38@ 40	40	Menta Verid	5 50@6 00	Atropae Belladonna	50	P D Co	1 00	5	Soda, Boras	60	Ochre, yel Ber	1 1/2@ 2	
Ammonia					Aurant Cortex.	60	P D Co	1 00	5	Soda, Boras, po.	60	Putty, commer'l	2 1/2@ 2 3/4	
Aqua, 18 deg.	40	6	Myrica	3 00@3 50	Benzoin	60	P D Co	1 00	5	Soda et Pot's Tart	25@ 28	Putty, strictly pr	2 1/2@ 2 3/4	
Aqua, 20 deg.	60	8	Olive	1 00@1 10	Barosma	50	P D Co	1 00	5	Soda, Carb.	1 1/2@ 2	Vermilion, Prime	13@ 15	
Carbonas	13@ 15	15	Picis Liquida	10@ 12	Cantharides	75	P D Co	1 00	5	Soda, Bl-Carb	1 1/2@ 2	American	13@ 15	
Chloridum	12@ 14	14	Picis Liquida gal.	40	Capiscum	75	P D Co	1 00	5	Soda, Ash	3 1/2@ 4	Vermilion, Eng.	75@ 80	
Aniline					Cardamon	75	P D Co	1 00	5	Soda, Sulphas	3 1/2@ 4	Green, Paris	29 1/2@33 1/2	
Black	3 00@2 25	25	Ricina	94@1 00	Cardamon Co.	75	P D Co	1 00	5	Spts. Cologne	2 1/2@ 2 3/4	Green, Peninsular	13@ 16	
Brown	80@1 00	100	Rosmarini	1 00	Castor	1 00	P D Co	1 00	5	Spts. Ether Co.	50@ 55	Lead, red	7 1/2@ 8	
Red	45@ 50	50	Rosae oz.	6 50@7 00	Catechu	1 00	P D Co	1 00	5	Spts. Myrcia	2 1/2@ 2 3/4	Lead, white	7 1/2@ 8	
Yellow	3 50@3 00	300	Sabina	90@1 00	Cinchona	50	P D Co	1 00	5	Spts. Vini Rect bbl	10@ 11	Whiting, white S'n	9@ 9 1/2	
Baccae					Cinchona Co.	50	P D Co	1 00	5	Spts. Vini Rect 1/2 b	10@ 11	Whiting, Gilders	9@ 9 1/2	
Cubaebae	24@ 28	28	Santal	4 50	Cinchona Co.	50	P D Co	1 00	5	Spts. Vini R't 10 gl	10@ 11	White, Paris Am'r	1 1/2@ 1 25	
Juniperus	8@ 10	10	Sassafras	90@ 95	Columbia	50	P D Co	1 00	5	Strychnia, Cryst'l	1 10@1 30	Whit's Paris Eng.	1 1/2@ 1 25	
Xanthoxylum	30@ 35	35	Sinapis, ess. oz.	1 10@1 20	Cubebae	50	P D Co	1 00	5	Sulphur Subl.	2 1/2@ 3 1/4	Shaker Prep'd	1 25@1 35	
Balsamum					Cassia Acutifol	50	P D Co	1 00	5	Sulphur, Roll	2 1/2@ 3 1/4	Varnishes		
Copaiba	70@ 80	80	Tigil	1 10@1 20	Cassia Acutifol Co	50	P D Co	1 00	5	Tamarinds	8@ 10	No. 1 Turp Coach	1 10@ 1 20	
Peru	2 75@2 85	285	Thyme	40@ 50	Digitalis	50	P D Co	1 00	5	Terebenth Venice	28@ 30	Extra Turp	1 60@1 70	
Terabin, Canada	75@ 80	80	Thyme, opt	1 10@1 20	Ergot	50	P D Co	1 00	5	Thebromae	50@ 55			
Tolutan	40@ 45	45	Theobromas	15@ 20	Ferri Chloridum	35	P D Co	1 00	5					
Cortex					Gentian	50	P D Co	1 00	5					
Abies, Canadian	18	18	Potassium				P D Co	1 00	5					
Cassiae	20	20	Bi-Carb	15@ 18	Gentian Co	60	P D Co	1 00	5					
Cinchona Flava	18	18	Bichromate	18@ 20	Gulaca	50	P D Co	1 00	5					
Buonymus atro.	18	18	Bromide	18@ 20	Gulaca ammon	60	P D Co	1 00	5					
Myrica Cerifera	20	20	Carb	12@ 15	Hyoscyamus	50	P D Co	1 00	5					
Prunus Virgin.	15	15	Chlorate	12@ 14	Iodine	75	P D Co	1 00	5					
Quillaia, gr'd	15	15	Cyanide	30@ 40	Iodine, colorless	75	P D Co	1 00	5					
Sassafras, po 25	24	24	Iodide	2 50@2 60	Kino	50	P D Co	1 00	5					
Ulmus	20	20	Potassa, Bitart pr	30@ 32	Lobelia	60	P D Co	1 00	5					
Extraetum					Myrrh	50	P D Co	1 00	5					
Glycyrrhiza, Gla.	24@ 30	30	Potass Nitras opt	7@ 10	Nux Vomica	50	P D Co	1 00	5					
Glycyrrhiza, po.	28@ 30	30	Potass Nitras	6@ 8	Opil	1 25	P D Co	1 00	5					
Haematox	11@ 12	12	Prussiate	23@ 26	Opil, camphorated	1 00	P D Co	1 00	5					
Haematox, is.	13@ 14	14	Sulphate po	15@18	Opil, deodorized	2 00	P D Co	1 00	5					
Haematox, 1/2s	14@ 15	15	Radix				Quassia	50	P D Co	1 00				
Haematox, 1/4s	16@ 17	17	Aconitum	20@ 25	Rhatany	50	P D Co	1 00	5					
Ferru					Rhei	50	P D Co	1 00	5					
Carbonate Precip.	15	15	Althae	30@ 35	Sanguinaria	50	P D Co	1 00	5					
Citrate and Quina	2 00	200	Anchusa	10@ 12	Serpentaria	50	P D Co	1 00	5					
Citrate Soluble	55	55	Arum po	20@ 25	Stromonium	60	P D Co	1 00	5					
Ferrocyanidum S	40	40	Calamus	20@ 40	Tolutan	50	P D Co	1 00	5					
Solut. Chloride	15	15	Gentiana po 15	12@ 15	Valerian	50	P D Co	1 00	5					
Sulphate, com'l	2	2	Glycyrrhiza pv 15	16@ 18	Veratrum Veride	60	P D Co	1 00	5					
Sulphate, com'l, by	70	70	Hydrastis, Canad	2 50@2 60	Zingiber	60	P D Co	1 00	5					
Sulphate, pure	7	7	Hydrastis, Can. po	2 60	Miscellaneous									
Flora					Aether. Spts Nit 3f	30@ 35								
Arnica	30@ 35	35	Hellebore, Alba.	12@ 15	Aether, Spts Nit 4f	34@ 38								
Anthemis	50@ 60	60	Inula, po	18@ 22	Alumen, grd po 7	3@ 4								
Matricaria	30@ 35	35	Ipecac, po	2 00@2 10	Annatto	40@50								
Folia					Antimoni, po	4@ 6								
Barosma	40@ 45	45	Iris plox	35@ 40	Antimoni et po T	40@ 50								
Cassia Acutifol.	15@ 20	20	Jalapa, pr	25@ 30	Antipyrin	25								
Cassia, Acutifol.	25@ 30	30	Maranta, 1/2s	35@ 40	Antifebrin	20								
Salvia officinalis	18@ 20	20	Podophyllum po.	15@ 18	Argent Nitras oz	63								
Uva Ursi	8@ 10	10	Rhei	75@1 00	Argentum	10@ 12								
Gummi					Rhei, cut	1 00@1 25								
Acacia, 1st pkd.	0 65	65	Rhei, pv.	75@1 00	Spigella	1 45@1 50								
Acacia, 2nd pkd.	0 45	45	Spigella	1 45@1 50	Sanguinaria, po 18	50@ 55								
Acacia, 3rd pkd.	0 15	15	Sanguinaria	50@ 55	Serpenaria	50@ 55								
Acacia, sifted sts.	45@ 55	55	Serpenaria	50@ 55	Senega	85@ 90								
Acacia, po.	22@ 25	25	Senega	85@ 90	Smilax, off's H.	40@ 48								
Aloe Barb.	25@ 30	30	Smilax, M	25@ 30	Smilax, M	25@ 30								
Aloe, Cape	25@ 30	30	Smilax po 45	20@ 25	Scilla po 45	20@ 25								
Aloe, Socotri	45@ 50	50	Symplocarpus	25@ 30	Symplocarpus	25@ 30								
Ammoniac	55@ 60	60	Valeriana Eng.	15@ 20	Valeriana Eng.	15@ 20								
Asafoetida	35@ 40	40	Valeriana, Ger.	15@ 20	Valeriana, Ger.	15@ 20								
Benzoinum	50@ 55	55	Zingiber a	12@ 16	Zingiber a	12@ 16								
Catechu, is	13	13	Zingiber j	25@ 28	Zingiber j	25@ 28								
Catechu, 1/2s	14	14	Semen											
Catechu, 1/4s	16	16	Anisum po 20	13@ 15	Apium (gravel's)	13@ 15								
Comphorae	70@ 80	80	Apium	4@ 6	Bird, is	4@ 6								
Euphorbium	40	40	Carul po 15	15@ 18	Cardamon	70@ 90								
Galbanum	1 00	100	Cardamon	70@ 90	Coriandrum	12@ 14								
Gamboge	25@1 35	35	Coriandrum	12@ 14	Cannabis Sativa	7@ 8								
Gaulacum	35	35	Cannabis Sativa	7@ 8	Cydonium	75@1 00								
Kino	45	45	Cydonium	75@1 00	Chenopodium	25@ 30								
Mastic	75	75	Chenopodium	25@ 30	Dipterix Odorate.	80@1 00								
Myrrh	45	45	Dipterix Odorate.	80@1 00	Foeniculum	7@ 9								
Opium	6 50@6 75	675	Foeniculum	7@ 9	Foenugreek, po.	7@ 9								
Shellac	45@ 55	55	Foenugreek, po.	7@ 9	Lini, gr'd. bbl. 2 1/2	3@ 6								
Shellac, bleached	60@ 65	65	Lini	4@ 6	Lobelia	75@ 80								
Tragacanth	70@1 00	100	Lobelia	75@ 80	Pharlaris Cana'n	9@ 10								
Herba					Rapa	5@ 6								
Absinthium	45@ 60	60	Rapa	5@ 6	Sinapis Alba	8@ 10								
Eupatorium oz pk	20	20	Sinapis Alba	8@ 10	Sinapis Nigra	9@ 10								
Lobelia	25	25	Sinapis Nigra	9@ 10	Spiritus									
Majorium	25	25	Spiritus				Frumenti W D. 2	00@2 50						
Mentra Pip. oz pk	23	23	Frumenti	1 25@1 50	Frumenti	1 25@1 50								
Mentra Ver. oz pk	25	25	Juniperis Co O T	1 65@2 00	Juniperis Co O T	1 65@2 00								
Rue	25	25	Juniperis Co.	1 75@3 50	Juniperis Co.	1 75@3 50								
Tanacetum. V.	22	22	Saccharum N E	1 90@2 10	Saccharum N E	1 90@2 10								
Thymus V. oz pk	25	25	Spt Vini Galli	1 75@6 50	Spt Vini Galli	1 75@6 50								
Magnesia					Vini Oporto	1 25@2 00								
Calcined, Pat.	55@ 60	60	Vini Alba	1 25@2 00	Vini Alba	1 25@2 00								
Carbonate, Pat.	18@ 20	20	Sponges											
Carbonate, K-M.	18@ 20	20	Florida sheeps' wool	3 00@3 50	Nassau sheeps' wool	3 50@3 75								
Carbonate	18@ 20	20	carriage	3 50@3 75	Velvet extra sheeps'	2 00								
Oleum					wool, carriage	2 00								
Absinthium	4 90@5 00	900	Extra yellow sheeps'	2 25	wool carriage	2 25								
Amygdalae Dulc.	75@ 85	85	Grass sheeps' wool,	2 25	carriage	2 25								
Amygdalae, Ama	80@ 85	85	Hard, slate use.	2 25	Yellow Reef, for	2 40								
Anisi	1 60@1 70	70	slate use	2 40	Syrupa									
Aurant Cortex.	2 75@2 85	85	Acacia	50	Auranti Cortex	50								
Bergamili	3 75@4 00	400	Auranti Cortex	50	Zingiber	50								
Caliputi	85@ 90	90	Zingiber	50	Ipecac	50								



## 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

Cheese  
Fresh Pork  
Fresh Fish  
Hides and Pelts

## DECLINED

Winter Wheat Flour

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1	2
ARCTIC AMMONIA 12 oz. ovals 2 doz. box. 75	Oysters Cove, 1lb. 90@1 00 Cove, 2lb. 85@1 20 Cove, 1lb. Oval 1 20
AXLE GREASE Frazer's 1lb. wood boxes, 4 doz. 3 00 1lb. tin boxes, 3 doz. 2 35 3 1/2 lb. tin boxes, 2 doz. 4 25 10lb. pails, per doz. 6 00 15lb. pails, per doz. 7 20 25lb. pails, per doz. 12 00	Plums Marrowfat 90@1 25 Early June 1 00@1 50 Early June Sifted 1 15@1 80
BAKED BEANS 1lb. can, per doz. 90 2lb. can, per doz. 1 40 3lb. can, per doz. 1 80	Peas Pie 1 00@1 25 No. 10 size can pie 3 00
BATH BRICK American 75 English 85	Pineapple Grated 2 50 Sliced 2 40
BLUING Arctic 6 oz. ovals 3 doz. box 40 16 oz. round 2 doz. box 75	Pumpkin Fair 85 Good 90 Fancy 1 00 Gallon 2 50
Sawyer's Pepper Box Per Gross. No. 3, 3 doz. wood bxs 4 00 No. 5, 3 doz. wood bxs 7 00	Raspberries Standard @
BROOMS No. 1 Carpet, 4 sew. 2 75 No. 2 Carpet, 4 sew. 2 40 No. 3 Carpet, 3 sew. 2 25 No. 4 Carpet, 3 sew. 2 10 Parlor Gem 2 40 Common Whisk 90 Fancy Whisk 1 25 Warehouse 3 00	Salmon Col'a River, tals 1 95@2 00 Col'a River, flats 2 25@2 50 Red Alaska 1 45@1 50 Pink Alaska 1 00@1 10
BRUSHES Scrub Solid Back 8 in. 75 Solid Back, 11 in. 95 Pointed Ends 85	Sardines Domestic, 1/4s 3% @ 4 Domestic, 1/2s 6% @ 9 Domestic, Must'd 6% @ 9 California, 1/4s 11 @ 14 California, 1/2s 17 @ 24 French, 1/4s 7 @ 14 French, 1/2s 18 @ 28
Stove No. 3 90 No. 2 1 25 No. 1 1 75	Shrimps Standard 1 20@1 40
Shoe No. 8 1 00 No. 7 1 30 No. 4 1 70 No. 3 1 90	Succotash Fair 85 Good 1 00 Fancy 1 25@1 40
BUTTER COLOR W. R. & Co.'s 25c size 2 00 W. R. & Co.'s 50c size 4 00	Strawberries Standard Fancy
CANDLES Paraffine, 6s 10 Paraffine, 12s 10 Wicking 20	Tomatoes Fair 95@1 00 Good 1 10 Fancy 1 40 Gallons 2 75
CANNED GOODS Apples 3lb. Standards 90@1 00 Gallon 2 25@2 50	CARBON OILS Perfection @10 1/2 Water White @10 D. S. Gasoline @15 Gas Machine @24 Deodor'd Nap'a. @13 Cylinder 29 @34 1/2 Engine 16 @22 Black, winter 8 1/4 @10
Blackberries 2lb. 1 25@1 75 Standards gallons @5 50	CEREALS Breakfast Foods Bordeau Flakes, 36 1lb. 2 50 Cream of Wheat 36 2lb. 4 50 Egg-O-See, 36 pkgs. 2 85 Excella Flakes, 36 lb. 4 50 Excella, large pkgs. 4 50 Force, 36 2 lb. 4 50 Grape Nuts, 2 doz. 2 70 Malta Ceres, 24 1lb. 2 40 Malta Vita, 36 1lb. 2 85 Mapl-Flake, 36 1lb. 4 05 Pillsbury's Vitos, 3 doz 4 25 Kalsdon, 36 2lb. 4 50 Sunlight Flakes, 36 1lb. 2 85 Sunlight Flakes, 20 lbs 4 00 Vigor, 36 pkgs. 2 75 Voigt Cream Flakes 4 50 Zest, 20 2lb. 4 10 Zest, 36 small pkgs. 2 75
Beans Baked 85@1 30 Red Kidney 85@95 String 70@1 15 Wax 75@1 25	Rolled Oats Rolled Avena, bbls. 6 50 Steel Cut, 100 lb. sks. 3 35 Monarch, bbl. 6 25 Monarch, 90 lb. sacks 2 90 Quaker, 18-2 1 50 Quaker, 20-5 4 65
Blueberries Standard 1 35 Gallon 6 25	Cracked Wheat Bulk 3 1/4 24 2 lb. packages 3 50
Brook Trout 2lb. cans, spiced 1 90	CATSUP Columbia, 25 pts. 4 15 Snider's pints 2 25 Snider's 1/2 pints 1 35
Clams Little Neck, 1lb. 1 00@1 25 Little Neck, 2lb. @1 50	CHEESE Acme @13 Elsie @12 Gem @12 1/2 Jersey @12 1/2 Riverside @13 Warner's @13 1/2 Springdale @13 Brick @15 Lelden @15 Limburger @19 Pineapple 40 @60 Sap Sago @22 Swiss, domestic @16 Swiss, imported @20
Clam Bouillon Burnham's 1/2 pt. 1 90 Burnham's pts. 3 60 Burnham's qts. 7 20	
Cherries Red Standards @1 40 White @1 40	
Corn Fair 75@85 Good 1 00@1 10 Fancy 1 45	
French Peas Sur Extra Fine 22 Extra Fine 19 Fine 15 Moyen 11	
Gooseberries Standard 1 75	
Hominy Standard 85	
Lobster 1/2 lb. 2 25 1 lb. 4 25 Picnic Tails 2 75	
Mackerel Mustard, 1lb. 1 80 Mustard, 2lb. 2 80 Soused, 1 1/2 lb. 1 80 Soused, 2lb. 2 75 Tomato, 1lb. 1 50 Tomato, 2lb. 2 80	
Mushrooms Hotels @24 Buttons @28	

## 3

CHEWING GUM American Flag Spruce 55 Beeman's Pepsin 55 Adams Pepsin 55 Best Pepsin 45 Best Pepsin, 5 boxes 2 00 Black Jack 55 Largest Gum Made 55 Sen Sen 55 Sen Sen Breath Perf 1 00 Long Tom 55 Yucatan 55 Hop to it 65 Spearmin 55	CHICORY Bulk 5 Red 7 Eagle 5 Frank's 7 Schener's 6	CHOCOLATE Walter Baker & Co.'s German Sweet 26 Premium 38 Caracas 31 Walter M. Lowney Co. Premium, 1/4s 32 Premium, 1/2s 32	COCOA Baker's 39 Cleveland 41 Colonial, 1/4s 35 Colonial, 1/2s 33 Epps 42 Huyler 45 Lowney, 1/4s 36 Lowney, 1/2s 36 Lowney, 1s 42 Van Houten, 1/4s 20 Van Houten, 1/2s 20 Van Houten, 1s 20 Webb 72 Wilbur, 1/4s 39 Wilbur, 1/2s 40	COCOANUT Dunham's 1/4s & 1/2s 26 1/2 Dunham's 1/4s 27 Dunham's 1/2s 28 Bulk 12	COFFEE Rio Common 10@13 1/2 Fair 14 1/2 Choice 16 1/2 Fancy 20 Santos Common 12@13 1/2 Fair 14 1/2 Choice 16 1/2 Fancy 19 Peaberry 19	Maracalbo Fair 16 Choice 19	Mexican Choice 16 1/2 Fancy 19	Guatemala Choice 15	Java African 12 Fancy African 17 O. G. 25 P. G. 31	Mocha Arablan 21	Package New York Basis Arbuckle 16 00 Dilworth 14 75 Jersey 15 00 Lion 14 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	Extract Holland, 1/2 gro boxes 95 Felix, 1/4 gro. 1 15 Hummel's foil, 1/4 gro. 85 Hummel's tin, 1/4 gro. 1 43	CRACKERS National Biscuit Company Brand Butter Seymour, Round 6 N. B. C., Square 6 Soda N. B. C. Soda 6 Select Soda 8 Saratoga Flakes 13 Zephyrette 13	Oyster N. B. C., Round 6 Gem 6 Faust, Shell 7 1/4	Sweet Goods Animals 10 Atlantic, Assorted 10 Brittle 11 Cadet 8 Campaign Cake 10 Cartwheels 8 Cassia Cookie 9 Cavalier Cake 14 Currant Fruit Biscuit 10 Cracknels 16 Coffee Cake, pl. or iced 10 Cocoanut Taffy Bar 12 Cocoanut Bar 10 Cocoanut Drops 12 Cocoanut Honey Cake 12 Cocoanut Hon. Fingers 12 Cocoanut Hon. Jumbles 12 Cocoanut Macaroons 18 Dandelion 10 Dinner Biscuit 20 Dinner Pail Cake 10 Dixie Sugar Cookie 9 Family Snaps 8
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## 4

Family Cookie 8 Fancy Ginger Wafer 12 Fig Cake Assorted 12 Fruit Nut Mixed 16 Frosted Cream 8 Frosted Honey Cake 12 Fluted Cocoanut Bar 10 Ginger Gems 8 Ginger Gems, Iced 9 Graham Crackers 8 Ginger Nuts 10 Ginger Snaps N. B. C. 7 Ginger Snaps Square 8 Hippodrome Bar 10 Honey Cake, N. B. C. 12 Honey Fingers, As. Ice 12 Honey Jumbles 12 Honey Jumbles, Iced 12 Honey Flake 12 1/2 Household Cookies 8 Household Cookies Iced 8 Iced Honey Crumpets 10 Imperial 8 Jersey Lunch 8 Kream Klips 20 Lem Yem 11 Lemon Gems 10 Lemon Biscuit Square 8 Lemon Wafer 16 Lemona 8 Log Cabin Cake 10 Lusitania Mixed 11 Marry Ann 8 Marshmallow Walnuts 16 Mariner 11 Molasses Cakes 8 Molasses Cakes, Iced 9 Mohican 11 Nabob Jumble 14 Newton 12 Oatmeal Crackers 8 Orange Gems 8 Oval Sugar Cakes 8 Oval Sugar Cakes Ast. 9 Penny Cakes, Assorted 8 Picnic Mixed 11 1/2 Pretzels, Hand Md. 8 Pretzelletes, Hand Md. 7 1/2 Raisin Cookies 8 Ravena Jumbles 12 Reverse, Assorted 14 Rube 8 Scalloped Gems 10 Scotch Cookies 10 Snow Creams 16 Spiced Honey Nuts 12 Sugar Fingers 12 Sugar Gems 8 Sultana Fruit Biscuit 16 Sunyside Jumbles 10 Spiced Gingers 9 Spiced Gingers Iced 10 Sugar Cakes 8 Sugar Cakes, Iced 9 Sugar Squares, large or small 8 Superba 8 Sponge Lady Fingers 25 Sugar Crimp 8 Sylvan Cookie 12 Vanilla Wafers 16 Victors 12 Waverly 8 Zanzibar 10	In-er Seal Goods Albert Biscuit 1 00 Animals 1 00 Arrowroot Biscuit 1 00 Butter Thin Biscuit 1 00 Butter Wafers 1 00 Cheese Sandwich 1 00 Cocoanut Dainties 1 00 Faust Oyster 1 00 Fig Newton 1 00 Five O'clock Tea 1 00 Frotana 1 00 Ginger Snaps, N. B. C. 1 00 Graham Crackers 1 00 Lemon Snap 50 London Cream Biscuit 1 00 Marshmallow Dainties 1 00 Oatmeal Crackers 1 00 Oysterettes 50 Old Time Sugar Cook. 1 00 Pretzelletes, Hd. Md. 1 00 Royal Toast 1 00 Saltine 1 00 Saratoga Flakes 1 50 Social Tea Biscuit 1 00 Soda, N. B. C. 1 00 Soda, Select 1 00 Sugar Clusters 1 00 Sultana Fruit Biscuit 1 50 Uneda Biscuit 50 Uneda Jinjer Wayfer 1 00 Uneda Milk Biscuit 50 Vanilla Wafers 1 00 Water Thin 1 00 Zu Zu Ginger Snaps 50 Zwieback 1 00	In Special Tin Packages. Per doz. Festino 2 50 Nabisco 2 50 Nabisco 1 00 Champagne Wafer 2 50 Per tin in bulk. Sorbetto 1 00 Nabisco 1 75 Festino 1 50 Bent's Water Crackers 1 40	Holland Rusk 36 packages 2 90 40 packages 3 20 60 packages 4 75	CREAM TARTAR Barrels or drums 29 Boxes 30 Square cans 32 Fancy caddies 35
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## 5

DRIED FRUITS Apples Sundried @ 9 Evaporated @ 9 Apricots California @13 Corsican @20 Currants Imp'd 1 lb. pkg. 8 1/2 @ 9 Imported bulk 8 1/4 @ 8 1/4 Peel Lemon American 15 Orange American 14 Raisins London Layers, 3 cr. London Layers, 4 cr. Cluster, 5 crown 2 25 Loose Muscatels, 2 cr. Loose Muscatels, 3 cr. 7 Loose Muscatels, 4 cr. 8 L. M. Seeded 1 lb. 7 @ 9	California Prunes 100-145 25lb. boxes. 90-100 25lb. boxes. @ 4 1/2 80-90 25lb. boxes. @ 5 70-80 25lb. boxes. @ 5 1/2 60-70 25lb. boxes. @ 6 50-60 25lb. boxes. @ 6 1/2 40-50 25lb. boxes. @ 7 1/2 30-40 25lb. boxes. @ 8 1/2 1/4c less in 50lb. cases	FARINACEOUS GOODS Beans Dried Lima 6 1/2 Med. Hd. Pk'd. 2 75 Brown Holland Farina 24 1 lb. packages 1 50 Bulk, per 100 lbs 3 50 Hominy Flake, 50 lb. sack 1 00 Pearl, 100 lb. sack 2 00 Pearl, 200 lb. sack 4 00 Maccaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley Common 3 00 Chester 3 00 Empire 3 65 Peas Green, Wisconsin, bu. 2 50 Green, Scotch, bu. 2 70 Split, lb. 04 Sago East India 5 German, sacks 5 German, broken pkg. 5 Tapioca Flake, 110 lb. sacks 6 Pearl, 130 lb. sacks 5 Pearl, 24 lb. pkgs. 7 1/2 FLAVORING EXTRACTS Foot & Jenks Coleman Brand Lemon No. 2 Terpeness 75 No. 3 Terpeness 1 75 No. 8 Terpeness 3 00 Vanilla No. 2 High Class 1 20 No. 4 High Class 2 00 No. 8 High Class 4 00 Jaxon Brand Vanilla 2 oz. Full Measure 2 10 4 oz. Full Measure 4 00 8 oz. Full Measure 8 00 Lemon 2 oz. Full Measure 1 25 4 oz. Full Measure 2 40 8 oz. Full Measure 4 50 Jennings D. C. Brand Terpeness Ext. Lemon Doz. No. 2 Panel 75 No. 4 Panel 1 50 No. 6 Panel 2 00 Taper Panel 1 50 2 oz. Full Meas. 1 25 4 oz. Full Meas. 2 00 Jennings D. C. Brand Extract Vanilla Doz. No. 2 Panel 1 25 No. 4 Panel 2 00 No. 6 Panel 3 50 Taper Panel 2 00 1 oz. Full Meas. 90 2 oz. Full Meas. 1 80 4 oz. Full Meas. 3 50 No. 2 Assorted Flavors 1 00 GRAIN BAGS Amoskeag, 100 in bale 19 Amoskeag, less than bl 19 1/2 GRAIN AND FLOUR Wheat New No. 1 White 91 New No. 2 Red 89 Winter Wheat Flour Local Brands Patents 5 50 Second Patents 5 25 Straight 5 00 Second Straight 4 75 Clear 4 00 Flour in barrels, 25c per barrel additional. Worden Grocer Co.'s Brand Quaker, paper 4 50 Quaker, cloth 4 70 Wykes & Co. Eclipse 4 80 Kansas Hard Wheat Flour Fanchon, 1/4s cloth 5 60 Judson Grocer Co. Grand Rapids Grain & Milling Co. Brands Wizard, assorted 4 40 Graham 4 40 Buckwheat 6 75 Rye 4 75
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6	7	8	9	10	11
<b>Spring Wheat Flour</b> Koy Baker's Brand Golden Horn, family 5 90 Golden Horn, baker's 5 80 Duluth Imperial 6 30 Judson Gracer Co. Brand Ceresota, 1/2s 6 60 Ceresota, 1/4s 6 40 Ceresota, 1/8s 6 20 Lemon & Wheeler's Brand Wingold, 1/2s 6 35 Wingold, 1/4s 6 25 Wingold, 1/8s 6 15 Worden Gracer Co. Brand Laurel, 1/2s cloth 6 20 Laurel, 1/4s cloth 6 10 Laurel, 1/8s & 1/4s paper 6 00 Laurel, 1/8s cloth 6 00 Wykes & Co. 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 Meal 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 Dairy Feeds Wykes & Co. O P Linseed Meal 31 60 Cottonseed Meal 31 00 Gluten Feed 30 00 Malt Sprouts 23 00 Brewers Grains 28 00 Molasses Feed 24 00 Hammond Dairy Feed 24 00 Oats Michigan carlots 61 Less than carlots 63 Corn Carlots 81 Less than carlots 83 Hay No. 1 timothy carlots 10 00 No. 1 timothy ton lots 11 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 20 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 2 35 15 lb. pails, per pail 55 30 lb. pails, per pail 98 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MATCHES C. D. Crittenden Co. Noiseless Tip 4 50 @ 4 75 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 20 Good 22 Half barrels 2c extra MINCE MEAT Per case 2 90 MUSTARD 1/2 lb., 6 lb. box 18 OLIVES Bulk, 1 gal. kegs 1 20 @ 1 40 Bulk, 2 gal. kegs 1 10 @ 1 30 Bulk, 5 gal. kegs 1 00 @ 1 20 Manzanilla, 3 oz. 75 Queen, pints 2 50 Queen, 18 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 1 90 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 8 50 Half bbls., 600 count 4 75 Small Half bbls., 1,200 count 5 70 PLAYING CARDS No. 90 Steamboat 83 No. 15, Rival, assorted 1 25 No. 20 Rover, enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin fin. 2 00 No. 808 Bicycle 2 00 No. 632 Tourn't whist 2 25 POTASH 48 cans in case Babbitt's 4 00 Barreled Pork Mess 18 00 Clear Back 17 50 Short Cut 17 50 Short Cut Clear 17 00 Bean 14 75 Brisket, Clear 15 25 Pig 18 00 Clear Family 14 75 Dry Salt Meats S. P. Belies 10 1/2 Relies 10 1/2 Extra Shorts 9 1/4 Lard Compound 8 1/2 Pure in tierces 10 1/2 80 lb. tubs, advance 1 1/2 60 lb. tubs, advance 1 1/2	50 lb. tins, advance 1/4 20 lb. pails, advance 3/4 Smoked Meats 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 7/8 5 lb. pails, advance 1 8 lb. pails, advance 1 Sausages Bologna 7 Liver 7 Frankfort 9 Pork 9 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 9 75 Boneless 13 50 Rump, new 17 00 Pig's Feet 1/2 bbls. 1 00 1/4 bbls., 40 lbs. 1 80 1/2 bbls. 3 80 1 bbl. 8 00 Tripe Kits, 15 lbs. 70 1/2 bbls., 40 lbs. 1 50 1/4 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 30 Beef, rounds, set 16 Beef middles, set 40 Sheep, per bundle 90 Uncolored Butterine Solid dairy 10 @ 12 Country Rolls 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb. 2 50 Corned beef, 1 lb. 1 50 Roast beef, 2 lb. 2 50 Roast beef, 1 lb. 1 50 Potted ham, 1/2s 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 Potted tongue, 1/8s 45 RICE Fancy 7 @ 7 1/2 Japan 5 1/2 @ 6 1/2 Broken SALAD DRESSING Columbia, 1/2 pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz. 4 50 Durkee's, small, 2 doz. 5 25 Snider's large, 1 doz. 2 35 Snider's small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box Arm and Hammer 3 10 Deland's 3 00 Dwight's Cow 3 15 L. P. 3 00 Wyandotte, 100 3/4s 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100 lbs. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 25 60 5 lb. sacks 2 15 28 10 1/2 lb. sacks 2 00 56 lb. sacks 32 28 lb. sacks 17 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole 7 Small whole 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock 5 Halibut Strips 13 Chunks 13 Holland Herring Pollock 4 White Hp. bbls. 7 50 @ 9 00 White Hp. 1/2 bbls. 4 00 @ 5 00 White Hoop mchs. 75 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 90 Scaled 13 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 15 00 Mess, 40 lbs. 6 20 Mess, 10 lbs. 1 65 Mess, 8 lbs. 1 35 No. 1, 100 lbs. 14 00 No. 1, 40 lbs. 5 80 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 35 Whitefish No. 1, No. 2 Fam 100 lbs. 3 50 50 lbs. 5 25 @ 1 90	10 lbs. 1 12 55 8 lbs. 92 48 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 10 Poppy 9 Rape 6 SHOE BLACKING Handy Box, large 3 dz 2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars 43 SOAP J. S. Kirk & Co. American Family 4 00 Dusky Diamond 50 8 oz 80 Dusky D'nd, 100 6 oz 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 50 Big Master, 70 bars 2 90 Marseilles, 100 cakes 5 80 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 Marseilles, 1/2 bx toilet 2 10 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Seapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 85 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapallo, gross lots 9 00 Sapallo, half gro lots 4 50 Sapallo, single boxes 2 25 Sapallo, hand 2 25 Scouring Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 12 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyina 22 Cloves, Zanzibar 16 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-10 25 Nutmegs, 115-20 25 Pepper, Singapore, blk. 15 Pepper, Singap. white. 15 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 55 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 17 Pepper, Cayenne 20 Sage 20 STARCH Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 lbs. 5 Muzzy, 40 lbs. 5 Gloss Silver Gloss, 40 lbs. 7 1/2 Silver Gloss, 16 3lbs. 6 1/2 Silver Gloss, 12 6lbs. 8 1/2 Muzzy 48 1lb packages 4 1/2 16 5lb packages 4 1/2 50 1lb boxes 3 1/2 SYRUPS Corn Barrels 29 Half Barrels 31 20lb. cans 1/2 dz. in cs. 2 00 10lb. cans 1/2 dz. in cs. 1 95 5lb. cans 2 dz. in cs. 2 05 2 1/2 lb. cans 2 dz. in cs. 2 00	Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sndried, medium 24 Sundried, choice 32 Sundried, fancy 35 Regular, medium 24 Regular, choice 32 Regular, fancy 35 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 35 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 30 Young Hyson Choice 30 Fancy 35 Oolong Formosa, fancy 32 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kylo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. Heidsieck 38 Piper Heidsieck 69 Boot Jack 86 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 40 Myrtle Navy 43 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 20 Cotton, 4 ply 20 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N. 24 Wool, 1 lb. bails 8 VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80 gr 12 1/2 Pure Cider, B & B. 15 Pure Cider, Robinson 15 Pure Cider, Silver 15 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 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	Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 41 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Clothes Pins Round head, 5 gross bx 55 Round head, cartons 70 Egg Crates and Fillers Humpty Dumpty, 12 doz. 20 No. 1 complete 40 No. 2 complete 28 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in 70 Cork lined, 9 in 80 Cork lined, 10 in 90 Mop Sticks Trojan spring 90 Eclipse patent spring 85 No. 1 common 80 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, an red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable, No. 1 9 25 18-in. Cable, No. 2 8 25 16-in. Cable, No. 3 7 25 No. 1 Fibre 10 25 No. 2 Fibre 9 25 No. 3 Fibre 8 25 Wash Boards Bronze Globe 2 50 Bewey 1 75 Double Acme 2 75 Single Acme 2 75 Double Peerless 2 25 Single Peerless 2 25 Northern Queen 3 50 Double Duplex 3 00 Good Luck 2 75 Universal 3 65 Window Cleaners 12 in. 1 50 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 2 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 1 1/2 Fibre Manila, white 1 1/2 Fibre Manila, colored 1 1/2 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short cut 1 1/2 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Whitefish, Jumbo 20 Whitefish, No. 1 11 Trout 10 1/2 Halibut 11 Herring 7 Bluefish 18 Live Lobster 25 Boiled Lobster 25 Cod 10 Haddock 8 Pickle 11 Pike 8 Perch 8 Smoked, White 12 1/2 Chinook Salmon 16 Mackerel 16 Finnish Haddie 16 Roe Shad 16 Shad Roe, each 9 Speckled Bass 9 HIDES AND PELTS Hides Green No. 1 8 Green No. 2 7 Cured No. 1 9 1/2 Cured No. 2 8 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 Old Wood Pelts Lambs 25 @ 50 Shearlings 10 @ 30 No. 1 20 No. 2 4 Unwashed, med. 17 Unwashed, fine 13 CONFECTIONS Stick Candy Pails Standard 8 Standard H H 8 Standard Twist 8 1/2 Cases Jumbo, 32 lb. 8 Extra H H 10 Boston Cream 12 Big stick, 30 lb. case 8 1/2 Mixed Candy Grocers 7 Competition 7 1/2 Special 8 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 8 1/2 Cut Loaf 9 1/2 Leader 9 Kindergarten 10 1/2 Bon Ton Cream 10 French Cream 10 Star 11 Iceland Made Cream 17 Premio Cream mixed 14 Paris Cream Bon Bons 11 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 13 Fudge Squares 13 Peanut Squares 10 Sugared Peanuts 12 Salted Peanuts 12 Starlight Kisses 11 San Blas Goodies 13 Lozenges, plain 11 Lozenges, printed 12 Champion Chocolate 13 Eclipse Chocolates 15 Eureka Chocolates 16 Quintette Chocolates 16 Champion Gum Drops 16 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 13 Red Rose Gum Drops 10 Auto Bubbles 13 Fancy-In 5lb. Boxes Old Fashioned Molasses Kisses, 10lb. box 1 80 Orange Jellies 50 Lemon Sours 60 Old Fashioned Horchound 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, asst'd 1 25 Brilliant Gums, Cryst. 60 A. A. Licorice Drops 90 Lozenges, plain 60 Lozenges, printed 65 Imperial 60 Mottos 60 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Cr'sms 80 @ 94 Cream Wafers 65 String Rock 65 Wintergreen Berries 60 Old Time Assorted 2 70 Buster Brown Goodies 3 30 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 60 Ten Strike No. 2 6 00 Ten Strike, Summer assortment 6 75 Scientific Ass't. 18 00 Pop Corn Cracker Jack 3 25 Checkers, 5c pkg case 3 50 Pop Corn Balls, 200 1 80 Azulikit 100s 3 00 On My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 17 Almonds, Avica 17 Almonds, California aft. 17 Brazil 11 @ 13 Filberts 13 Cal. No. 1 13 Walnuts, soft shelled 18 Walnuts, Marbot 16 Table nuts, fancy 13 @ 16 Pecans, Med. 10 Pecans, ex. large 12 Pecans, Jumbos 13 Hickory Nuts per bu. 10 Ohio new 10 Cocconuts 10 Chestnuts, New York State, per bu. 10 Shelled Spanish Peanuts 7 @ 7 1/2 Peanut Halves 45 Walnut Halves 32 @ 35 Filbert Meats 42 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 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 90  
3 lb. cans 12 00  
5 lb. cans 21 50

### BLUING



#### G. P. Bluing

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

### CIGARS

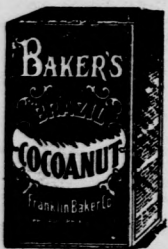
Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots... 31  
El Portana... 33  
Evening Press... 32  
Exemplar... 32  
Worden Grocer Co. brand  
Ben Hur  
Perfection... 35  
Perfection Extras... 35  
Londres... 35  
Londres Grand... 35  
Standard... 35  
Puritans... 35  
Panatellas, Finas... 35  
Panatellas, Bock... 35  
Jockey Club... 35

### COCOANUT

Baker's Brasil Shredded



70 1/2 lb. pkg. per case 2 60  
85 1/2 lb. pkg. per case 2 60  
85 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  
Plates... 6 @ 5 1/2  
Livers... 6 @ 6

#### Pork

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

#### Jute

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

#### 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 25  
60ft. 1 65

#### Galvanized Wire

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

### COFFEE

#### Roasted

Dwinell-Wright Co.'s B'ds.



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

Peerless Evap'd Cream 4 00

### FISHING TACKLE

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

#### Cotton Lines

No. 1, 10 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. 66

### 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  
Oxford... 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

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

# Michigan, Ohio And Indiana Merchants

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

# Have The Money

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



# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

For Sale—Who wants to invest in general mercantile business in live town? Best grain shipping point of Panhandle of Texas, on A. T. & S. F. R. R. We have clean, well bought stock about \$15,000. Groceries, dry goods, hardware and implements. Doing a strictly cash business and selling goods. Will rent or sell building and warehouses as desired. Address B. M. Co., Glazier, Texas. 911

For Sale—One three saw Stearns gang edger. One two saw trimmer. One Mitts & Merrill hog. One 60 H. P. high speed automatic engine 11x12 inches. One Boenning jointer for veneers and thin timber. One hand taping machine. One 36 inch Capital clipper. One Prescott steam feed 8x30 inches. One slab cut-off saw. One 12 H. P. Flory hoisting engine 6 1/2 x 8 double cylinder and double friction drum. For prices and particulars write Philadelphia Veneer & Lumber Co., Drawer 13, Knoxville, Tenn. 918

For Sale—Two shares in exceptionally good company, 8 per cent. guaranteed. Best security of capital. \$325 per share. W. Gildersleeve, Jackson, Mich. 865

For Sale—An up-to-date hardware stock, stoves, plumbing and tinshop. Town of 2,800 population. Two railroads, eighty miles from Chicago. Invoices \$5,200. Doing a good business. Will sell right if taken soon. Address Box 349, Watseka, Ill. 916

For Sale—Drug and jewelry store. Best location. Business about \$15,000 per year. Price \$7,500. Might sell separately. Finest Colorado climate. Box 486, La Junta, Colorado. 915

## 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.

In one course, will teach young men original legitimate business, netting me \$8 to \$15 daily. No capital required. Lucrative only in towns and cities. Must not be entered in my city. No agency, canvassing or scheme. Description for stamp. A. D. Bell & Co., 34 Jackson Place, Indianapolis, Ind. 914

For Sale—Or trade for automobile, 30-foot light draft gasoline launch, 8 H. P., speed 10 miles, canopy top, storm curtains, seats 25. G. W. Arnold's Son, Ionia, Mich. 912

For Sale—Clean general stock merchandise, 100 miles west of Hutchinson, Kan. Invoices \$7,000. Good crops and doing nice business. Cash deal. Address C. C. Case, Burdett, Kan. 926

For Sale—Old established profitable dry goods, grocery and crockery business in good Southern Michigan town. Stock and fixtures about \$12,000. Will take clear income ready for part. Address No. 924, care Michigan Tradesman. 924

For Sale—Bankers' burglar and fire proof safe, double time lock, cost \$450, sell for \$225. Address No. 925, care Michigan Tradesman. 925

Exchange—Choice South Dakota lands for merchandise. Address No. 923, care Michigan Tradesman. 923

For Sale—Shoe store in the best city in Northwestern Ohio. Store is doing splendid cash business and making money. Best location on the street. Stock will invoice about \$5,000. All medium priced staple shoes. Splendid opportunity for someone who wants an established paying business. Owner must sell on account of other business. Address No. 922, care Tradesman. 922

To Rent—Store corner Foster and Norwich streets, Worcester, Mass., 10,000 feet area, near the business center, suitable for many kinds of business. Apply to A. S. Lowell, Worcester, Mass. 920

To Rent—Third floor or any part thereof in corner building, one of the best locations in Worcester, Mass. Two lower floors are now occupied for millinery, cloaks and suits. Apply to A. S. Lowell Co., Worcester, Mass. 921

Go out of business by our system. Satisfied customers in several states. Experienced in all the different lines. Free booklet tells the story. Breckenridge Auction Co., Edinburg, Ill. 929

Ranch and timber lands near Rapid City, South Dakota, \$5 to \$25. John Z. Reed, Real Estate and Collections, Box 83, Rapid City, S. D. 919

Look Here! If you want to buy land of the owners, write J. R. Christian, Mountain View, Mo. 917

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 tinshop 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—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

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

For Sale—One of the best 240 acre fruit and dairy farms in Ottawa County, 7 1/2 miles west of Grand Rapids. Will accept some income property. Address No. 891, care Michigan Tradesman. 891

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, Watford, N. Y. 886

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

\$8 per 100 paid for mailing or distributing circulars. Steady work. Particulars, 4 cents. R. F. Kinyon Co., Newton, Iowa. 882

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—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. Tayloe, Basic City, Va. 901

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—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 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

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

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. 1/2 mile from G. R. & I. R. R. Address No. 871, care Tradesman. 871

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

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

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

For Sale—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—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

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

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—A live young man with general store experience, mostly for clothing and shoe department. Must be a good stockkeeper and furnish A1 references. Address W. A. Quinlan & Co., Middleville, Mich. 928

Wanted—Manager for dry goods and shoe department. Must be able to trim windows and write advertisements. We also desire to engage manager for grocery department. Give references and experience. Parsons & Holt, St. Charles, Mich. 927

Wanted—Salesmen with established trade to carry first-class line of brooms on commission. Central Broom Company, Jefferson City, Mo. 819

Salesman Wanted—To sell enameled ware on commission basis. State territory you are covering and line you are handling. Pittsburg Stamping Co., Pittsburg, Pa. 695

## SITUATIONS WANTED.

Wanted—Position by experienced hardware man who understands general merchandise, as manager, buyer or clerk. Best of references. Steady employment only will be considered. Town or city with good schools preferred. Address Lock Box 8, Bear Lake, Mich. 913

Want Ads. continued on next page.



### THE AIRSHIP AGE.

Our German friends have worked themselves into a high state of pleasurable excitement over the success attending the airship experiments of Count Zeppelin. So elated have they become over the fact that the latest airship of the Count has successfully maneuvered in the air for hours that they propose to form an airship league for the purpose of promoting the construction of a vast fleet of airships for the purpose, eventually, of invading England. To such a pitch has the enthusiasm reached that when the report was spread some days ago that the inventor was compelled to postpone a twenty-four-hour trip owing to a minor accident to the machinery of the airship, the unfortunate individual imparting the information to the assembled crowds came near being mobbed.

While conservative people will not entertain any fears that England will be invaded by the airship route in the near future, or that passengers and freight will soon be carried scurrying through the air just as they are now carried by railroads, it must nevertheless be admitted that of late such men as Count Zeppelin, and others like him, have made great strides in the direction of developing a dirigible balloon, or airship, that can be moved through the air under excellent control. The main difficulty to be overcome is the extreme frailty of the machinery employed, which must develop great power with the minimum of weight. So far no practicable means of keeping the airship in the air without the aid of the gas bag has been invented, although many experiments are being tried with partial success with a number of mechanical flying machines.

While the success of the airship of the Zeppelin model greatly improves the balloon as a military machine for observation and scouting, it would be foolish to imagine that a means of aerial navigation for practical business purposes has been discovered. The airship or dirigible balloon is, after all, merely a balloon supporting machinery that is capable of driving the gas bag in any direction desired, controlling its motions and the like. The form of the gas bag in the airship differs from that of the mere balloon so as to enable the machine to better overcome the pressure of the wind. In a word, the airship is to all intents and purposes a dirigible balloon of sufficient lifting power to support the weight of the propelling and steering machinery, and a few passengers to operate the machine.

It would require a very lively imagination to picture the invasion of England by a fleet of airships capable of transporting at the best a dozen men each. An airship would naturally be visible at a long distance, hence it would scarcely be possible for an invasion to be accomplished with any degree of secrecy; in fact, a surprise would be impossible, and a few well directed shots from small rifled guns would do the rest.

While, however, the claims that are being made for the new airships are largely grotesque, there can be no

overlooking the fact that recent inventions by making balloons dirigible have greatly enhanced their value for military purposes, and may eventually enable them to be used profitably for other purposes.

### Pathetic Condition of Women Out of Work.

"They all gave me the same answer. Some of them were polite and sympathetic, others were indifferent. But in each case the answer was: 'Come around again in about two weeks; maybe we can find something for you then.'"

"Wait two weeks! And what shall I live on meantime? I can persuade the landlady to wait for her rent. I can get along without taking out my laundry that length of time. But where am I to get money with which to buy bread to have strength enough to wait those two weeks? Where? How?"

Thus spoke a girl of 20 who had been out all day looking for work in Chicago. She had no parents in the city. She had no friends from whom she could borrow money. She had been out of work for several weeks and her savings were gone. She was despairing. She was hopeless and helpless.

Thousands of girls like her who have to depend upon their own earnings for a livelihood are in the same desperate state of affairs from time to time. Thousands of them get the same answer when they are hungry and they have not a penny in sight with which to buy food.

"Yes, it is a serious problem," said a social worker when the story of this girl's struggles were laid before him. "It is all the more serious because the number of girls in Chicago who must depend upon their own earnings for a livelihood is constantly increasing. There are thousands upon thousands of young women in this city who have no friends or relatives here. Some have left their parents in Europe. The parents of others may be in the country, while still others, and there are a great many of them, have no parents.

"A man when he is in such a fix can help himself after all. There is the saloon where he can go in and get a free lunch. He can go up to a man in the street, tell him his hard luck story, and get a nickel from him—the price of a cup of coffee," as they generally express it. At night he can go to the municipal lodging house. If he has a nickel he can go into a 5 cent lodging house and spare his feelings, even if he does expose his health to filth and vermin in that 5 cent 'flop.'

"Not so with the girl. There is no free lunch for her any place except perhaps at a church social. I have known many girls who went to church socials whenever they were out of work. They went there for the sake of the lunch which is served on such occasions. But church socials are not held every day.

"It is a serious problem and has to be remedied. Such an uncertain life as that which a girl leads between jobs and while being told to come

in about two weeks again ruins her health in the first place.

"It makes a nervous wreck out of her, for she constantly sees the possibility of having to starve. Not infrequently these out of work periods are the ruin of a girl. Sometimes a girl will be bold enough and go out in the street begging for a few pennies for food, but more often she won't. She is afraid her motives might be suspected, that she might not be believed."

A typical case of a woman begging for bread was observed recently in Polk Street Park. It was 9 o'clock in the evening when she came from a side street and stepped into the park. She stood for a moment undecided. Finally her eye fell upon a gathering of men, women and children who lay on the grass, joking and enjoying themselves. The woman approached one of the men who was the father of a family.

"I am out of work," she said, growing pale and agitated. "This is the last piece of bread I have in the house. Will you help me out?" Then, as if fearing that she was not believed, she drew a hard, dry piece of bread from a napkin.

The man gave her a quarter. Two or three other men were about to do the same, but the woman quickly disappeared.

In another instance a girl who had been living on Milwaukee avenue went out to seek for work. She had a scant breakfast and walked from her home to the downtown district. As long as the hope of finding employment that day still flickered she kept up her strength. But about 4 o'clock, when all prospects of procuring work disappeared, her strength gave out. She could not walk home. She stopped at a street corner to rest and collect her thoughts. She began to cry. A passerby noticed her, stopped to enquire what her trouble was, and, after suggesting where she might go and look for work the next day, he gave her enough for car fare home and for a ride to town the next day.

"I go into hundreds of homes of poor people," said a probation officer in one of the workingmen's districts, "and nothing affects me so much as this problem of the girl who is out of work. I have seen hundreds of them, and yet each new case works on my nerves as if it had been the first time I heard of such a thing, as if I had been a probation officer for a month and not for years. A girl who goes around looking for a job for some time and can not find it is just like a sheep. She always is short on something in spite of her thrift and frugality, which traditionally never fail to make one rich. Tradition fails in the case of the unskilled girl who must earn her own living. She always is frugal, always thrifty, and always poor and helpless."

Hugo Mayer.

### Tree Dwelling Ants of South America.

Ant defenders of plants and trees are some of nature's pretty marvels. The cecropia adenopus is a remarkable tree of south Brazil widely distributed through the tropics. Its

slender trunk is crowned with long leaves at the ends of the branches. A few active ants run continually along the branches and the leaves, but if the tree is shaken slightly an army of ants rush out by small apertures ready for a savage assault on the intruder. The ant is the terrible guardian that the tree has retained to protect it from its most formidable enemy, the leaf cutter ant. The defenders rarely leave their retreat, where they live on small whitish egg shaped bodies about one-twelfth of an inch long, known as Mueller's corpuscles. These are formed of delicate tissue, rich in proteids and oil, as rations for the garrison of defender ants to feed upon. The curious arrangement by which entrance is made to the hollow stem has been studied by W. Schimper. Just above the point of insertion of each leaf extends, nearly to the superior node, a superficial groove, at whose end is a rounded depression. There the tissue is thin, like a diaphragm in a tube, and it also is soft. The hole by which the ant enters is always pierced at this spot. The ants seem to have made their entrance through the groove originally because it was at the top. In the course of this plant's further development natural selection augmented these natural advantages so that finally the thin, frail diaphragm as it exists to-day was developed. This theory is upheld by the recent discovery of a species of cecropia that is unfrequented by ants. Here the primitive depression due to the pressure of a young bud is present, but it differs in no way, either externally or internally, nor in the character of its tissues, from the groove whose upper end it forms.

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

Buffalo, July 29—Creamery, fresh, 22@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, 16@19c.

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

Beans—Marrow, hand-picked, \$2.35 @2.50; medium, hand-picked, \$2.40@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@3 per bbl.  
Rea & Witzig.

Work is always weariness when its goal is only wages.

### BUSINESS CHANCES.

Wanted—Orders for chestnut oak ties 6x8x8 feet for future deliver, also bill stock. Address Philadelphia Veneer & Lumber Co., Knoxville, Tenn. 930

To Rent—Store building in the progressive village of Barryton. Best location. John I. Helmer, Barryton, Mich. 931

\$6,000 shoe stock for sale at a bargain. Practically all fresh up-to-date shoes bought from leading manufacturers. Desire to concentrate our capital and space on garments exclusively. Enterprise Garment & Shoe Company, Port Huron, Mich. 932

For Sale—At a bargain, ninety power sewing machine heads for factory use. Enterprise Garment & Shoe Company, Port Huron, Mich. 933

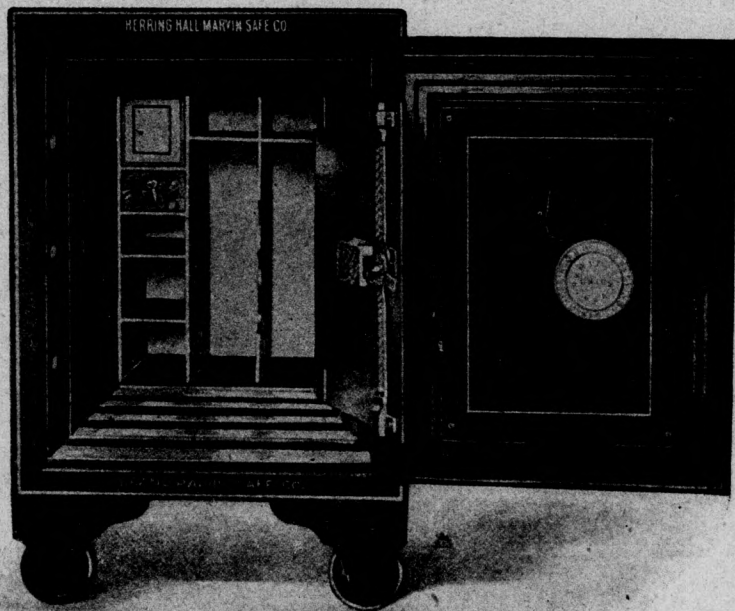


# Protect Yourself

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.

# 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

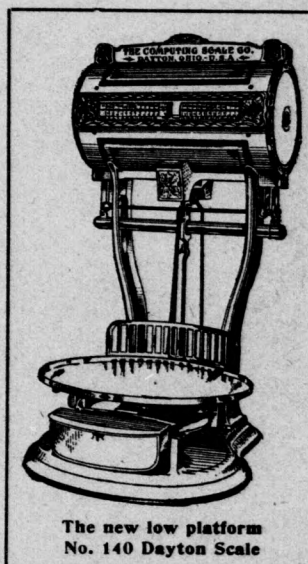
The best and safest way to secure trade and hold it is to use such methods as will promote absolute confidence. Impress upon your customers the fact that you are trying to be fair and square with them. The surest way to show this is to use

### 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





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That you can make an average profit of 25 per cent. by selling

### PAW-NEE OATS

Positively the highest grade rolled oats on the market today that is sold at a popular price.

Made from high grade White Oats and sold to you at a price that is **right**, so that you can sell at "popular prices," and we don't **dictate** your **price** to the consumer, we leave that to your judgment.

Better order now.



## ELK CHOP



## EXTRA CHOICEST JAPAN TEA

1908 Crop

Now on the way will be ready for delivery by Aug. 1st.

## Judson Grocer Company

Direct Importers

Grand Rapids, Michigan



## Reasons Why You Should Use A McCaskey

- First, Because it insures ACCURACY in the handling of your accounts
  - Second, Because each and every transaction is COMPLETED at the time it is made and there are NO FORGOTTEN CHARGES
  - Third, Because all accounts are handled with only ONE WRITING and are POSTED and TOTALED, ready for SETTLEMENT without making another figure
  - Fourth, Because it puts you in COMPLETE TOUCH with EVERY DETAIL of your business
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  - Sixth, Because it BRINGS IN the CASH faster than any two-legged collector you ever saw
  - Seventh, Because it is a MONEY EARNER and a MONEY SAVER
- Whether you are in business for money or your health, you NEED a McCASKEY ACCOUNT REGISTER
- Write for our 64-page FREE catalog

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

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