

That Window Display Problem

Let Us Solve It For You

We have solved it for hundreds of grocers and are ready to help you make your window an effective salesman at no cost to you save a few minutes' time of one of your clerks.

Here's Our Liberal Offer:

We have on our staff an expert window trimmer—a man who knows window salesmanship, who devotes his entire time to the devising and installing of windows *that sell goods*.

He has planned a very simple but effective window (the other day a grocer wrote us that it had *doubled his sales* on K. T. C. F.) that your junior clerk can install in 20 minutes without worry or trouble on your part. We will send you absolutely free, *transportation prepaid*, all the necessary material and full instructions, if you will agree to install it promptly and leave it up, say two weeks.

May we do it?

A simple request on your business stationery is all we ask.

Address all correspondence to the house

TOASTED CORN FLAKE COMPANY

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.**



YOU OUGHT TO KNOW that all Cocoa made by the Dutch method is treated with a strong alkali to make it darker in color, and more soluble (temporarily) in water and to give it a soapy character. But the free alkali is not good for the stomach. Lowney's Cocoa is simply ground to the fineness of flour without treatment and has the **natural** delicious flavor of the choicest cocoa beans unimpaired. It is wholesome and strengthening. The same is true of Lowney's Premium Chocolate for cooking.

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-Sixth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 26, 1908

Number 1301

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.

FOR SALE

Fixtures for a small bank,
including a MOSLER SAFE
nearly new, outside measure-
ments 3 ft. 2 in. by 3 ft. 7 in.
by 5 ft. 3 in., equipped with
a screw door, burglar proof,
coin chest.

The Kent State Bank
Grand Rapids, Mich.

**FIRE AND
BURGLAR
PROOF**

SAFES

**Grand Rapids
Safe Co.**

Tradesman Building

SPECIAL FEATURES.

2. Window Trimming.
4. News of the Business World.
5. Grocery and Produce Markets.
6. One Hired Girl.
8. Editorial.
10. Review of Shoe Market.
12. Woman's World.
14. Butter, Eggs and Produce.
18. Costly Experience.
20. Country Life.
23. Selling Dollies.
24. Commercial Travelers.
26. Drugs and Druggists' Sundries.
27. Drug Price Current.
28. Grocery Price Current.
30. Special Price Current.

CIVIC BEAUTY ELSEWHERE.

All large cities in the United States are just now showing an active and genuine interest in civic beauty, and not a few cities, having obtained comprehensive plans for their remodeling and beautification, are working as rapidly as is practicable toward complete realization of those plans. The cities of Washington, New York, Cleveland, St. Louis and San Francisco are among notable examples.

Meanwhile the average citizen of the United States pays little or no attention to what is going on along similar lines in South America. Indeed, the natural, unconscious thought with us is that aside from semi-monthly civil wars there is not much of interest in that part of our Western Hemisphere. True, we realize that there is vast wealth south of the Equator, but somehow the newspapers of our land do not make any effort to tell us much about the cities along the eastern and western coasts of South America and so we let it go at that.

It is not generally known among the citizens of North America that the city of Rio de Janeiro is not only located upon the finest ocean harbor in the world but that the municipality has just about completed one of the most comprehensive and most beautiful civic plans in the world. A great boulevarded thoroughfare 200 feet wide has been built from the shore of the Bay straight back two miles and up a gentle grade all the way to the government buildings, which are located on the hills back of the city. Along this highway beautiful government buildings and public institutions have been located. Right and left from the sea end of this street has been built a splendid roadway along the curved shore of the Bay—a beautifully planned and shaded shore road some twelve miles in extent.

We do not know that the city of Montevideo is admittedly one of the handsomest cities in the world, with her marble buildings, her parks and boulevards; that the cities of Buenos Ayres, Valparaiso, Santiago, Lima, Guayaquil and even Quito and Bogota are comparable in architectural excellencies and general civic beauty with any of the great cities of North America, while in their equipment as

to public libraries, hospitals, theaters, cathedrals, museums and universities they are well provided.

It would well repay anyone who is truly interested in civic beauty and municipal enterprise at home to look the matter up and find out where we of the North stand by comparison.

THEY ARE HERE TO STAY.

Over 100,000 automobiles were sold in the United States during the year 1908, and a large majority of these were of the touring car character.

Upward of 10,000 miles of good roads were built in the United States during the same period.

These two facts are very closely related, as is most impressively demonstrated by hundreds of every day scenes along the country highways between Boston, Providence, New York, Philadelphia, Baltimore and Washington. A majority of the public highways along the districts thus indicated are, because they are old and well built, good roads, and they are fairly alive with motor cars going and coming constantly.

The good roads movement all over the country has come to stay just as may be said with equal truth as to motor cars. It is a common thing nowadays to find a touring car of 25 or 30 horse power constituting a factor in the farmer's equipment. The farmers are taking up the automobile, just as they are also actively in favor of good roads.

The intelligent farmer knows now that a good road between his farm and his market town means that his outlay for hauling his products to market is reduced nearly 50 per cent. and he also knows that such a road is a great time saver. So, too, the farmer has come to appreciate and covet the fascination of owning and driving a motor car.

For all of these reasons the old-time Wayside Inn, with its "Entertainment for Man and Beast," is coming into vogue and Down East old farm houses, long abandoned but favorably located, are being pressed into tavern service. Besides clean, neat and airy bed rooms, pleasant reception rooms with cheery fireplaces and quaint settles, to say nothing of sweet smelling, comfy lining rooms, these homey, handy asylums for the touring parties are provided, some of them, with repair shops where skilled automobile workers are ready to mend, replace and readjust, as the case may be.

The curved roadway from the main thoroughfare, passing beneath great shade trees to the long hospitable porch covered with morning glories and vines, responds, not to the shrill winding of the stage driver's horn, but to the protean calls of the auto's trumpet; to-day there is no rush of stable boys to "change horses," but

in their places come the serenely cordial innkeepers to greet the travelers and supply the entertainment for man and motors.

ABOUT CHEAP SKATES.

Cheap is the conventional resource of the average promoter who fails to impress the investors in any community as to the merits of the particular proposition he has tried to float. "They are a lot of cheap skates," he says, "who pinch pennies until they perspire, except they see an opportunity to get all there is in it and that it is, unequivocally, a good thing."

And then, going around the corner, he continues to the next man he meets: "Let a man come in here with a fly-by-night mining stock proposition or a tramway to Mars and they'll fall all over themselves to get in on what they suppose is the sub-basement floor."

The fact of the matter is investors everywhere manage somehow to keep tolerably well informed as to the value of investments—industrial, traction, mining, and so on—so that when a salesman comes and "makes his talk" the man he is addressing usually has a fairly clear understanding as to what is going on and governs himself according to his best judgment. Sometimes it pleases him to listen because it is amusing; sometimes he enjoys making a study of the man who is doing the talking; occasionally he finds out something that he had not known before, but rarely indeed does he lose his head and lay his check book, signed in blank, before the solicitor.

This is because there are banks and banking machinery; because there are newspapers and daily market reports; because there are thousands of corporations who receive daily private reports on all sorts of investments which are scattered broadcast, so that before any really attractive proposition is a month old every important investor in the country is in possession of all material information relating thereto.

After all, there is not much pain, physical or spiritual, in being called a tight wad and a cheap skate so long as a man is able to meet all obligations.

Folks who sit up nights worrying over their crowns are asleep in the day when crowns are earned.

Painting people with depravity seems to be a poor way to produce desires for purity.

People who relish mud are apt to talk about the need of realistic studies in morals.

No man ever died of poison by burying the gall of malice in his own breast.



Autumn Comforts May Be Considered Now.

As the time comes nearer and yet nearer to chilly autumn weather it is well for the window trimmer to thrust thoughts of the public upon necessities that will be thrice welcome "when the melancholy days are come, the saddest of the year." Bedding must have a thorough overhauling and old winter undergarments be given away and replaced with new. Carpets must be looked after with painstaking attention, old ones being sent to a renovating establishment to be cleaned and repaired, while those that are beyond redemption will fall to the possession of the ragpicker, who does something with them towards making more or less of a living. New floor coverings will appear in the stead of the latter to rejoice the hearts of the household if said coverings be artistic and plunge them into diurnal gloom if they fall short of pleasing designs and colors that charm the eye.

The window dresser can "hump himself" to some purpose if he will bear all these things in mind. He should learn to be forehanded; should plan out his trims weeks in advance of the time when they will be most likely to impress the public as containing the very things that are appealing to their own forehandedness. Rugs, Linoleums and Floor Oil-cloths.

Here is what appeared recently in a large carpet firm's advertisement: Floor Coverings.

Our customers need have no hesitancy in placing their orders for Floor Coverings of all descriptions, as the prices have been firmly established for fall and no further reductions are anticipated. The carpet market is in a most wholesome condition and there is no over-production; in fact the majority of manufacturers are far behind in the filling of their orders, particularly for room-size Rugs. From all indications the usual scarcity of goods of this kind will prevail this fall. It would, therefore, be well for you to place your orders for Floor Coverings at the earliest possible moment. The demand for Linoleums and Floor Oil-cloths is very good and we believe that at the very low prices that now prevail customers take no risk in anticipating their requirements.

It would be well to cut such an advertisement out of its regular place in the publication in which it appears and paste the corners neatly on the glass directly in front of the eye of a person of average height. People are more apt to read advertisements so utilized than they are windowcards. Sometimes a crowd

will block up the sidewalk for ten feet in a mad endeavor to see what the other fellows are reading.

Be Orderly in Your Workshop.

In your workshop, be it tiny or commodious, see to it that you are provided with every facility for turning out first-class work. Windowmen may be sadly hampered by lack of facilities to do their work properly. I have heard many a decorator complain of the niggardliness of their employer in the provision of even bare essentials, let alone luxuries in the way of fixtures, etc. Have a place for everything and everything in its place. To carry out this rule isn't always easy in a present rush, but it saves time afterward in picking up after one's self. Don't be afraid to solicit suggestions from fellow employees, but, on the other hand, don't brook unwarranted interference in your section of the store's business. There's a difference between interested helpfulness and officiousness.

Fall Greenery.

There is nothing more satisfactory in Nature's bounteousness, for fall windows, than branches of oak leaves. Those of the shining, sharply-notched variety are the more effective. They are so showy—you would be surprised, if you have never used them, to see how far they will go. A white picket fence in the background with white lattice work above, the sides and top being embellished with oak branches, are wonderfully striking. These could be repeated, but with smaller branches, along the four edges of the floor. Such a trimming makes a fine setting for cut glass, pierced and other fancy brass goods or dainty china. Garish colors should not be introduced in a window of this character.

Don't fail to make use of chrysanthemums as soon as they are plentiful. There's no flower of a more cheerful disposition. They seem to say: "Here I am, at your service, to comfort saddened humanity." One of these flowers in a tall floor vase may be made more imposing than a big squatty bouquet of its brothers.

A Crowded Universe.

In New Haven the Committee of a graduating class once went to a local jeweler with a commission for a class badge. They had in view a design representing a youthful graduate surveying the universe.

"About how large would you like the figure?" the jeweler asked.

"Well," said the spokesman, "we thought the graduate ought to cover about three-quarters of the badge, and the universe the rest."

Business Changes in the Buckeye State.

Arlington—Helsm & Sons have sold their dry goods stock to Peter J. Dillman.

Canton—Aaron Gehman now has an interest in the hardware business formerly conducted by Hiram Carper.

Greenville—F. D. Christian will continue the drug business formerly conducted by Thompson & Christian.

Lima—S. P. Sproul has sold his grocery stock to Miller Bros.

Dayton—The business formerly conducted by the Fox Stove Co. will now be conducted under the name of the Fox Stove & Furniture Co.

Harrison—Geo. L. Dunn, druggist, has made an assignment to B. T. Atcher.

Middleboro—Frank Bowman has engaged in general trade.

Poast Town—P. P. Poast has sold his grocery stock to Harry Shelby.

Urbana—A petition to have Geo. Nott, grocer, adjudged a bankrupt has been filed, his liabilities being \$1,672.60 and his assets \$1,058.60.

Findlay—W. T. Miller is about to engage in the confectionery business.

Girard—James McHolloway has purchased the confectionery stock of Thos. J. Dillon.

Lorain—H. W. Geukes is about to engage in the grocery business.

Spencerville—Jos. Staup has sold his grocery stock to R. C. Patterson.

Zanesville—M. M. Duncan will open a shoe store about Oct. 1.

Athens—T. A. Cotton has purchased the grocery stock of J. L. White & Co.

Toledo—The Goulden Market Co. has been incorporated with a capital stock of \$10,000.

Cleveland—The business formerly conducted by the Baum Furnishing Store will be continued by Baum & Gottlob.

Cleveland—Mrs. Barbara Huber, who is engaged in the grocery business, has made an assignment.

Cleveland—The Colonial Paint Factory has been sold by the Moore Paint Co. to B. Moore & Co.

Eaton—Deem & Spach have closed out their grocery business, but will continue the meat market.

Greenville—W. J. Irwin is about to engage in the furniture business.

Groveport—A petition to have J. G. Schleppe, implement dealer, adjudged a bankrupt has been filed.

La Rue—The grocery stock of Mrs. W. F. Halliday has been destroyed by fire.

Laurelville—A petition to have S. D. Povemire, druggist, adjudged a bankrupt has been filed, his liabilities being \$2,873.94.

Lorain—C. M. & Frank Irish have purchased the grocery stock of F. E. Ingraham.

Oxford—H. E. Major is succeeded in the meat business by Wm. Ashton.

Richfield Center—A corporation has been formed under the style of the Richfield Creamery Co.

Youngstown—Chas. Livingston is about to engage in the dry goods business.

Cincinnati—The Meyer Cigar Co. has made an assignment to Wm. Pister.

Columbus—The Peruna Drug Manufacturing Co. is succeeded by a corporation under the style of the Peruna Co., with a capital stock of \$1,500,000.

Crookesville—The Keystone Brick & Tile Co. has been incorporated with a capital stock of \$30,000.

East Defiance—Poland & Hollidge, meat dealers, have removed to Oakwood.

Frazeyburg—The Anglen Glove Co. has been incorporated with a capital of \$2,000.

Hartsville—The lumber business formerly conducted by Schumacher & Leighley will be carried on in future by F. E. Schumacher & Co.

Norwalk—Chas. Meade has just started in the men's furnishings business.

Piqua—L. L. Dunsmore will continue the confectionery business formerly conducted by Fessler & Dunsmore.

Springfield—The Victor Rubber Co. announces its intention to rebuild.

Springfield—The National Stogie Co. has been incorporated with a capital stock of \$25,000.

Van West—V. F. Fronefield is about to engage in the meat business.

Business Changes in the Hoosier State.

Elwood—E. B. Harvey is succeeded in the bakery business by O. H. German.

Huntington—A clothing and furnishing goods store is to be opened by Beal & Kindlar.

Mishawaka—E. H. Koschnick has embarked in the meat business.

Fort Wayne—Chas. B. Moellering is succeeded in the drug business by the Hartman Pharmacy.

Indiana Harbor—Oscar George has started in the drug business.

Indianapolis—The Eastern Rock Island Plow Co. has been incorporated with a capital stock of \$30,000.

Indianapolis—A corporation has been formed under the style of the Quick Heater Co.

Jasper—Martin Gossman succeeds Seibert & Co. in the bakery business.

Peru—R. E. Murphy has sold his drug stock to C. E. Mueller.

Vincennes—A meat market will be opened by King & Kirk.

Connersville—The Starr-Mount Hardware Co. has sold its stock to J. M. Webster.

Connersville—Webb & Jones are about to engage in the meat business.

Hammond—Herrington & Parker are about to engage in the grocery business.

Mishawaka—Homer Swanger has sold his grocery stock to E. H. Koschnick.

Worthing—Freeman & Cole are about to engage in the clothing business.

Gas City—H. T. DuBoise is about to engage in the grocery business.

Hartford City—L. L. Schull is about to engage in the drug business.

Muncie—G. W. Palmer has engaged in the meat business.

Royal Center—Thos. Kistler is succeeded in the bakery business by Chas. Fox.

Shelbyville—A confectionery store is to be opened by Louis Zakharakos.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Aug. 22—The same old story about the spot coffee market—buyers taking the smallest possible quantities and acting as if they thought something were about to drop. Stocks are ample and holders are pretty well satisfied. Reports of frost in producing districts may have had some effect in stiffening the market, but quotations show apparently no change. The supplies in the hands of dealers throughout the country are not thought to be very heavy. In store and afloat there are 3,314,691 bags, against 4,027,013 bags at the same time last year. At the close Rio No. 7 is firm at 6@6½c. Milds are quiet but firmly sustained for Bogotas and Maracaibos, the receipts of which are not extremely large. Good Cucuta, 9½c.

Buyers of teas seem to bear down upon the fact that they want low grades, and most of the trading is in such varieties. Owing to the decline in silver China teas are moving with slowness, and this week the whole tea market seems to be suffering a re-action.

Not an item of interest can be gathered in the sugar trade. There is simply the stereotyped report of very light orders and neither spot business nor withdrawals on previous contract amount to much. Still we hear something of the scarcity that "will set in soon." The main refineries are quoting at 5.10c less 1 per cent. cash.

Rice is quiet. All hands seem to be awaiting arrivals of new crop and in the meantime buyers are simply taking enough to keep assortments fairly complete. Good to prime domestic, 5½@6¼c.

Spices are doing better and jobbers look with confidence for a good fall and winter trade. Some quite large arrivals of pepper are reported as sold before reaching here. Singapore black, 7@7¼c.

Nothing is doing in molasses, nor is improvement expected for a month. Quotations practically are as before noted. Syrups are steady.

Canned goods have had rather a better week. While tomatoes can be bought for 75c, the larger part of the packers hold for 77½c and seem determined to make no concession from this; nor do they need to because buyers are not "kicking." Of course the goods have to be of decent quality and such as will meet the test. Very little interest is shown in corn either for spots or futures, and quotations are without change. Peas are quiet, and some trouble is said to exist on the score of quality of Western stock. Other goods are moving with about the usual freedom. California fruits have met with better call and the market for the best goods is very firmly sustained at present rates.

Top grades of butter do not seem to be in overabundant supply and the market is well sustained at 24c for creamery specials. Extras, 23½c; Western imitation creamery, firsts, 19½@20c; Western factory, firsts, 19c; seconds, 18@18½c; process, 21@21½c for specials.

Cheese is quiet. Buyers take small quantities and quotations show no appreciable change. Full cream, 12¼@13¼c.

Top grades of eggs are firm. Supplies have not been excessive and the market is gradually getting into pretty good condition. Western extra firsts, 22@23c; fresh-gathered firsts, 20@21c; seconds, 18½@19½c; refrigerator, April pack, 21@22c.

Incidents Accompanying Purchase of Sweetmeats of Life.

Written for the Tradesman.

I sat in a confectionery store, the other day, loitering for my turn to be waited on. There were numerous individuals there ahead of me and the prospect did not look very rosy for me to get out of there in double-quick time—it seemed as if all Grand Rapids and the rest of Kent county was needing to be sweetened up. As there was nothing else to do except sit still and fold my hands and watch the throng I did all three.

Every person entering the store had a different way about ordering candy. Some knew beforehand precisely what sort or sorts should be purchased. Many were evidently familiar with the store—with arrangement of the bonbons, nuts, etc.—for they went here and there, selecting just what they wanted and tarrying not where were spread out for inspection the kinds that did not suit their fancy.

A few came with a memorandum and pencil in hand, seemingly burdened with the commission of ordering fancy bonbons and other things that go to the making of the success of a social function. It took the clerks longer to wait on these people as color schemes had to be carefully considered, as well as attention paid to quantity of comestibles necessary for a stated number of guests.

When one of the gentlemen customers ordered candy you could discern at once whether he was buying it for a "lady friend" or only his wife. If for the former nothing was too good in the way of a box with artistic cover and paper lace interior. He would be a long time picking out a carton nice enough for the intended recipient, and would plank down a couple of cartwheels with apparently no regrets whatever. Only the confectionery that cost a pretty penny went to fill such handsome cartons, and it required great care to see that the pieces were prettily placed. On top would go a rich thick piece of candied pineapple and last thing there would be a generous sprinkling of Maraschino cherries and sugared English violets. Think you poor wifey got such a layout? Striped paper bag of measley proportions good enough for her, and the filling—well, a flamboyant net bag on the Sunday school Christmas tree would blush to be seen in its company! A twist at the top and it is jammed in the man's pocket, to be tossed in wifey's lap on the return home. Does she get a kiss with the striped paper bag and its shabby contents? Well, maybe! If she does is it a nice big loving one that shall warm her heart toward the impressor? If you think so. She does well, most likely, to get a cold little

peck on the cheek with about the warmth of a chunk of congealed aqueous fluid.

How did I know that the elegant bonbons were for a "lady friend," while the stingy little barber-pole bag of cheap peppermints and chocolates—pail candy—was to go to the man's wife?

One of the handsome fellows' word for it—he was so indiscreet as to let the cat out of the bag to a companion and did not lower his voice sufficiently to prevent my overhearing the statement, which was accompanied with a sly wink. However, it isn't at all likely that he is the first man to commit this tiny pleasantry.

Oh, but it was fun to see the old ladies and the kids buy candy. The former invariably invested their spare chink in peppermint drops or gum drops, while the latter got "any old thing" that pleased their fancy, and a young one's fancy isn't very hard to suit.

The young girls almost always took chocolates; a few "fly-looking" ones ordered brandy-filled stuff.

Something at the soda fountain generally was indulged in when money changed hands for the candy, so that one department had a way of helping the other. If people imbibe the "National drink" they may or they may not also go out of the door with a box of candy in hand, but it seldom fails that if the candy is bought first the soda or Sundae follows.

Janey Wardell.

Movements of Michigan Gideons.

Detroit, Aug. 25—W. R. Barron, Geo. S. Webb and Charles M. Smith were the speakers last Saturday evening at the Volunteer meeting. A goodly number were present to enjoy the service.

John Adams Sherick will deliver his address on "The New Man" Sunday, September 13, at Martha Holmes Memorial church, corner Lincoln and Putnam avenues, and it is expected that he will take charge of the Griswold House meeting in the evening.

At the Griswold House meeting last Sunday evening there were present twenty, with seven or eight in the hall listening to the service, which was led by Geo. S. Webb. W. R. Barron gave the main address, "Paul as a Traveling Man," as found in Acts, 27th chapter. He said this shipwreck and voyage seemed to represent life's voyage and the theme seemed to point to, "My God shall supply all your needs according to His riches in glory by Christ Jesus." Here we have a promissory note drawn upon the exchequer of Heaven, and a precious one it is, good to the amount we need, current in every country, always duly honored and never withdrawn. Stranger, whoever you are or whatever you are, if you are a Christian, it is impossible for you to need anything which God can not supply you with. Paul, although a great saint, was but a poor sinner, even as others. Yet having experienced so much of the goodness of God himself, with what unshaken confidence and boldness he speaks of what his God shall do. Paul's God is your God, and it matters not where your lot is cast nor what your situa-

tion might be, although you be a prisoner and in shipwreck, as was Paul, a homeless wanderer in a strange country, without money or friends and forlorn, with no eye to pity, no hand to help or minister to your wants, even in this you shall have no cause to complain, for you have only to carry your check to the Bank of Heaven at any hour you please, and you may depend upon it you will receive the amount of "all your needs." Believers' needs are God's concerns and He will supply them. "My God," says faithful Paul, "shall supply all your needs." Not He may, but "He shall." Not you in part, no; but all. Not all your wants, but all your needs. He will, yes, "shall supply all your needs," not according to your merit, but His mercy; not on account of your poverty on earth but according to His riches in glory; not only riches, but riches in glory; and all tends to glory. Think of your God as one who is concerned about your needs and that He will not withhold from you what you do need. Jesus Christ, through Whom "your need" is supplied, is your Savior and your friend. He loves you at all times and under all circumstances. He is touched with tender sympathy. Stretch forth your empty hands toward your God and He will supply your needs.

The ladies of the Auxiliary will conduct the Griswold House meeting next Sunday evening. The meeting will be led by Mrs. Webb, and it is expected that this will surpass any meeting we have yet held.

Aaron B. Gates.

Mercantile Changes in the Badger State.

Bartın—A bakery is to be opened by A. L. Gordon.

Bateville—E. A. & L. T. Medley are about to engage in the jewelry business.

Darlington—Paul Noble is about to engage in the meat business.

Marshfield—W. L. Little has sold his grocery stock to A. E. Kump.

Reedsville—Hickey & Maertz are about to engage in the meat business.

Richland—J. E. Berry succeeds Joseph Brindley in the meat business.

South Kaukauna—Wm. Konrad has sold his general stock to the Christensen & Ebel Co.

Wallis—John A. Patterson has purchased the drug stock of L. M. Wallis.

Racine—The Tri-City Shoe Co. has been incorporated with a capital stock of \$10,000.

Appleton—The Murchie Iron Col- lar Co. has been incorporated with a capital stock of \$25,000.

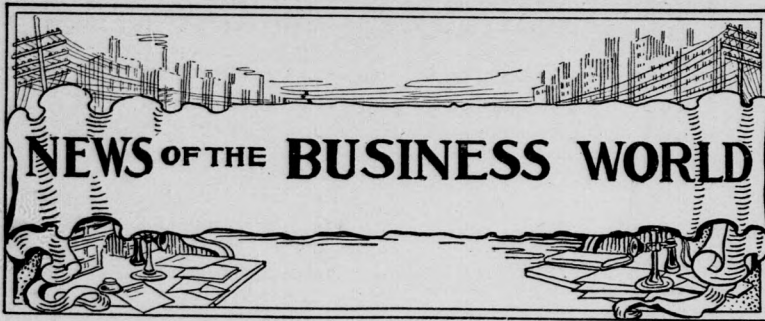
Stratford—A corporation has been formed under the style of the Stratford Co-operative Creamery Co., which has a capital of \$2,000.

Tunnel City—The Greenfield Creamery Co. has been incorporated with a capital stock of \$3,000.

Beloit—Henry M. Hansen is about to engage in the grocery business.

Eastman—S. Swartz has purchased the general stock of Maney Bros.

La Crosse—Mrs. Ellen Moore is succeeded in the bakery business by Aug. Oldhaven.



Movements of Merchants.

Graafschap—Geo. Hockestra, blacksmith, has removed to Holland.

Niles—A five and ten cent store has been opened by Mrs. Myrtle Snook.

Plainwell—A dry goods store will be opened by S. B. Smith in the near future.

Marquette—A. H. Meyer and E. M. Adams have purchased the dry goods stock of J. H. Foster.

Plymouth—The capital stock of the J. D. McLaren Co. has been increased from \$30,000 to \$50,000.

Bay Shore—The Bayshore Mercantile Co. has decreased its capital stock from \$15,000 to \$10,000.

Cadillac—A. C. Hayes has purchased a portion of the grocery stock of C. E. Pulver and removed the same to his crockery store.

Howard City—The R. S. Jennings Hardware Co., which purchased the stock of John Watson, is now in possession of the same.

Kingston—Doyle & Dietz have sold their grocery and crockery stock to Leo Heineman, formerly of the firm of Spencer & Heineman, of Cass City.

Benton Harbor—Percy Lewis has sold his drug stock to Clarence Wenman, who will remove the same to another store building and continue the business.

Collins—The elevator formerly owned by A. C. Croel has been purchased by the J. D. McLaren Co., of Ionia. Geo. Knowles will remain with the new firm.

Bailey—Barnum & Seamen have uttered a trust mortgage on their hardware stock to J. H. Colby, who is now in possession. The liabilities are about \$17,000.

Adrain—Robert M. Thomson, who recently sold his interest in the shoe firm of Wesley & Thomson to the Wesley Company, will engage in the same line of trade for himself.

Alma—The hardware firm of Smith & Glass has been dissolved, Mr. Glass having sold his half interest in the firm to C. R. Carr, of Cassopolis. The new firm will be known as Smith & Carr.

Freeport—George J. Nagler, senior member of the butter and egg firm of G. J. Nagler & Son, has returned home after being confined eleven weeks in a Grand Rapids hospital. He is on the road to recovery.

Grant—J. A. Phillips will shortly remove his general stock to a new brick store building, 33x103 feet in dimensions, two stories and basement. New store fixtures are now being made for the interior of the building.

Vermontville—The elevator of W.

H. Benedict, who has been engaged in the grain business here for the past thirty-seven years, has been purchased by Chas. A. Anderson, of this place, and John H. Gearheart, of Lake Odessa.

White Cloud—John W. Egan, of Fremont, has been appointed receiver of the hardware stock of W. E. Fulkerson. He has qualified and is now in possession of the stock, acting under instructions of the United States Court.

Saginaw—The Valley Produce Co. has merged its business into a stock company under the same style, with a capital stock of \$2,500 common and \$1,500 preferred, all of which has been subscribed, \$3,000 being paid in in cash and \$500 in property.

Cadillac—The clothing business formerly conducted by the Snider-Olson-Harris Co. will be continued by the Wardell & Olson Co., comprising as members James McQueen Wardell, Bengt Olson, of this city, and R. B. Moore, of Detroit.

Ithaca—F. H. Kinney, who has conducted a general store here for some time past, has sold a half interest to C. J. Pasinger. The business will be continued in the future under the name of Kinney & Pasinger and will be in charge of F. H. Kinney.

Manufacturing Matters.

Lake Odessa—Henry Van Houten has engaged in the manufacture of gloves.

Bay City—The Bousfield Woodenware Co. has been making extensive repairs at its plant.

Detroit—The Detroit Creamery Co. has increased its capital stock from \$400,000 to \$600,000.

Three Rivers—The Eddy Paper Co. has increased its capital stock from \$18,500 to \$85,000.

Caro—The capital stock of the Caro Vinegar Co. has been increased from \$10,000 to \$25,000.

Detroit—The capital stock of the Bloomstrom Manufacturing Co. has been increased from \$100,000 to \$500,000.

South Boardman—A glove factory will soon be in operation here by Earl Hastings and Walter Emerson, who will make canvas gloves.

Petoskey—The W. L. McManus Lumber Co. is operating its plant twenty hours a day and is at present sixty days behind its regular orders.

Bay City—The Niven Electric Construction Co. has been incorporated with a capital stock of \$5,000, of which amount \$4,000 has actually been paid in in cash.

Menominee—The Peninsular Box & Lumber Co. has started on a night and day run beginning last Monday.

The plant was shut down for some time, but resumed a day run a short time ago.

Detroit—The Hemmeter Cigar Co. has merged its business into a stock company under the style of the Detroit Ideal Cigar Co., with an authorized capital stock of \$7,500, of which \$5,170 has been subscribed and paid in in cash.

Ontonagon—The property of the C. V. McMillan Lumber Co., which has just been sold to the new Greenwood Lumber Co., includes 15,000 acres of timber land, a sawmill and other property. The new company has timber to keep its big mill in operation for fifteen or twenty years and expects to acquire more timber. The output of the plant is now to be materially increased. Woods operations will be started this week. Logging trucks will be extended and everything made ready for an enlarged and active campaign during the coming season.

Merged Into a Corporation.

Traverse City, Aug. 25—The dry goods business so long conducted by the late J. W. Milliken has been merged into a corporation under the style of J. W. Milliken, Incorporated. The officers of the corporation are as follows:

President—J. T. Milliken.

Secretary and Treasurer—Mrs. J. W. Milliken.

Vice-President—Frank Hamilton.

The selection of Frank Hamilton as Vice-President indicates the warm friendship which has always existed between the heads of the business of J. W. Milliken and the Hamilton Clothing Co. and affords a recognition of the mutuality of the interests and intimacy that existed between Mr. Milliken and Mr. Hamilton from boyhood.

After the dissolution of the old firm of Hamilton & Milliken, and later the organization of the Hamilton Clothing Co., Mr. Hamilton, before leaving home for an extended visit through the Western States, selected Mr. Milliken as Vice-President of the new corporation of the Hamilton Clothing Co., and for several years following Mr. Milliken retained that office. The selection of Mr. Milliken's friend and old-time partner to the office of Vice-President of the Milliken corporation is a personal tribute to the friendship that always existed between the two men and emphasizes the helpfulness of each to the other in the periods of emergency through their long business life.

There will be no change in the direction of the details of the business. A. J. Doyle and S. Cizek retain their positions as managers.

She Deserved It.

At a brilliant "at home" given by a society woman a pianist of world-wide reputation was asked to perform. When he had finished the lady's young daughter was made to sit down and play her new piece.

"Now, tell me, Herr —," said the fussy mother to the great artist, "what do you think of my daughter's execution?"

"Madam," he replied, deliberately, "I think it would be a capital idea."

Catalogue House Greed.

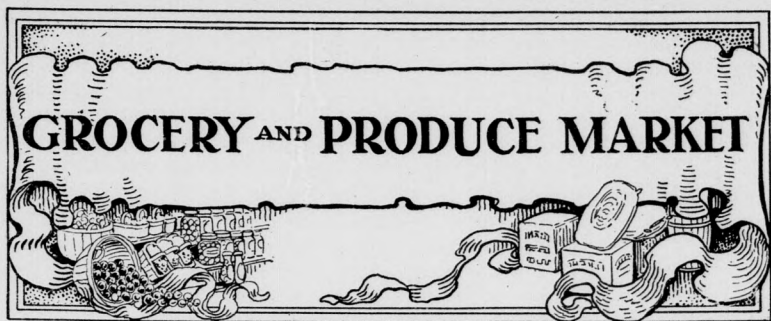
The retail hardware and implement dealers have had presented to them, through the case of the Vermont Farm Machinery Co. et al., complainants, vs. Sears, Roebuck & Co., defendant, for the infringement of letters patent No. 555,893, which is for improvements in centrifugal separating apparatus for cream separators, one of the strongest and what should be the best "body blow" that has been presented to dealers for some time, with which to flay the enemy.

The point is, the catalogue houses devote much space to telling the consumer how they are saving him money, looking after his interests by keeping the dealer from "holding him up," etc., yet here is positive evidence in this separator case that the catalogue house, at least one of them, has deliberately and wilfully sold to the innocent consumer an infringement of a patented article that they (the catalogue house) must have known was an infringement, and knew that the law in such cases could reach the innocent purchaser and tie up his purchase so that he could not use it, yet knowing all this, the catalogue house sold and sold these infringing machines, without any regard to the purchaser.

The point for the dealer is to give all possible publicity to the fact that the "catalogue house has betrayed the confidence of their customers, and also to make the purchasers of these infringing machines understand that the decision handed down makes the user of the infringing machine liable to a suit, if the machine is continued in use. The purchasers of these machines, as their recourse, will have to look to the seller for recompense. Will he get it? He will not, unless some concerted action is taken. For a concerted action, it might be suggested that the dealers in a certain specified territory get together, and after collecting the names of those who have purchased these infringing machines, make up a pool and place the matter of getting rights for the purchasers in the hands of an attorney. Some dealers may say, well, they bought with their eyes open, and got into the trouble themselves; let them get out the best way they can. The dealer who is far-sighted enough to figure ahead, however, will see the possibilities of the suggestion, made, viz., endless trouble for the catalogue house and the effect of helping the consumer and making the dealers prominent in the consumers' eyes. It is not necessary in this article to go into all the detail of what can be said to Mr. Farmer, who has been hit; each man may have to be handled in a different way, but if he is approached right another nail can be driven in the catalogue house box, and another friend of the dealer made. —Stoves and Hardware Reporter.

Champagne as Income Test.

"Why," asked the young doctor, "do you always order champagne for every new patient that comes in?" "Because, my boy," replied the old practitioner, "I can judge by what the patient says whether or not he can afford it. That helps me when I come to make out my bill."



The Produce Market.

Apples—Transparents, Red Astrachans and Duchess sell in a jobbing way at 60c per bu. The growers are realizing about 40c per bu.

Bananas—\$1.50 for small bunches; \$2 for Jumbos and \$2.25 for Extra Jumbos.

Beets—60c per bu.

Blackberries—\$1.25 per 16 qt. case.

Butter—The market is firm, with no present indication of a change either way. The demand for creamery from the resort regions of Northern Michigan has been ahead of anything ever experienced at this market, owing to the increased number of resorters this year. Fancy creamery is held at 23c for tubs and 24c for prints; dairy grades command 17@18c for No. 1 and 16c for packing stock.

Cabbage—Home grown commands 65c per doz.

Carrots—60c per bu.

Cauliflower—\$1.25 per doz.

Celery—18c per bunch for home grown.

Cocoanuts—\$4.50 per bag of 90.

Cucumbers—60c per bu. for large; 20c per 100 for pickling stock.

Eggs—The market is about unchanged from a week ago. The percentage of fresh eggs is larger now, but the demand is fully equal to the receipts. There have been some withdrawals from cold storage, and present conditions will probably continue for a few days yet. Local dealers pay 17@18c on track, holding case count at 19c and candled at 20c.

Grapes—\$1 per 6 basket crate from Watervliet. Home grown are not coming in fast enough to establish a market.

Green Corn—10@12c per doz.

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

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

Lemons—The cool weather of the past few days has had its usual effect on the market, the demand having been curtailed to some extent and prices declining 25@50c per box. Californias and Messinas are now sold at \$4.25@4.75 per box.

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

Musk Melons—Michigan Osage, \$1.25@1.50 per crate.

Onions—Home grown white command \$1.25 per 70 lb. sack.

Oranges—California Valencias are in fairly good demand and, while the market has displayed firmness for some time, prices have held to about the same level—\$4.50 per box.

Peas—Telephones are in fair demand at \$1.25 per bu.

Peaches—White freestones com-

mand \$1.25@1.35 per bu. Yellow freestones fetch \$1.50@1.75 per bu.

Parsley—25c per doz. bunches.

Pears—Sugar, \$1 per bu.; Clapp's Favorite, \$1.25 per bu.; Bartlett's, \$1.25 per bu.

Peppers—\$1.25 per bu. for green and \$1.50 for red.

Plums—Burbanks and Abundance are in plentiful supply at \$1.25 per bu.; Bradshaws, \$1.50 per bu.; Green Gages, \$1.35 per bu.

Potatoes—Local dealers pay 75c per bu. on the local market, holding at 85c.

Poultry—Local dealers pay 8@10c for fowls, 12@13c for broilers and 11c for spring ducks.

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

Spinach—60c per bu.

Tomatoes—75c per bu. for home grown.

Veal—Dealers pay 5@6c for poor and thin; 6@7c for fair to good; 7½@9½c for good white kidney.

Whortleberries—\$1.25 per case of 16 qts.

Watermelons—\$2 per bbl. for Missouri and \$2.25 per bbl. for Indiana.

Long Life of Glass Pane.

It does not seem odd to find inscriptions written ages ago still visible on the Tower of London, or on the steeple of some cathedral; but one would hardly look on a fragile pane of glass in a common window for characters two hundred years old. A notable case in point is that of the old house in London where the notorious Jack Sheppard once lived as a carpenter's apprentice. One of the window panes still bears an inscription cut in it by a glazier's diamond, recording the name and address of a man who preceded Jack's master in that house. The inscription is: "John Woolley Brand, Painter and Glazier, March 12, 1706." That was nine years before the coming to the house of the famous Jack Sheppard, and over two hundred years ago.

Twenty-Five Years in Retail Trade.

Ludington, Aug. 25—Alex. Poirier, the local grocer, celebrated the twenty-fifth anniversary of his engaging in the retail grocery business on Aug. 15. Mr. Poirier is a successful merchant and is to-day one of the substantial business men of this city. He had a good name to start on, but he made it a rule to pay his bills promptly and deal honorably with his customers. He is a very enthusiastic fisherman and when on the stream the trout simply surrender and flop into his basket.

Self-realization comes through service for social redemption.

The Grocery Market.

Sugar—Raws are weaker, having sustained a decline of 1-32d at primary markets. The fluctuation has not been sufficient to affect the refined market, which remains unchanged. No change in refined seems likely for the moment. The demand at present is very large.

Tea—The market remains firm and some Japan houses have advanced their price for U. S. Standard ½c. The present demand, being principally for the cheaper grades, has resulted in the prices for the same being held very firmly. This does not mean that the consumption is any the less for good and high grades. It is, in fact, growing better, but the exclusion of adulterated and very low grade Japans, resulting from a higher U. S. Standard for admission, gives a more healthy tone to the market, as it eliminates from stocks in this country those offensively cheap teas by which this country was formerly known as the "Japan dumping ground." The Congou market is very quiet. Formosa Oolongs are in steady demand. The U. S. Standard for black Ceylons is held at 13@14c.

Coffee—Rio and Santos grades are dull and unchanged. Mild coffees are steady but dull. Mocha and Java are unchanged and in light demand.

Canned Goods—Unless all reports fail there will be a short pack of tomatoes this season. Packers are warning buyers that as soon as actual conditions become known there will be a lively scramble, which will result in higher prices. Jobbers, however, are indifferent and are only buying enough to supply their immediate requirements. The corn market is very firm and more interest is taken in futures. Peaches are unchanged. In view of the firm position of dried peaches, canners have assumed a firmer feeling, but buyers appear indifferent and do not look for higher prices. Apricots are in much the same position as peaches. Gallon apples, which have ruled exceedingly low the past few months, have taken a sudden brace, advancing 50c per case. All small fruits are firm. Opening prices on red Alaska salmon were named this week, quotations being about the same as last year's opening prices, which were about 10c lower than was expected by the trade. The spot market is very strong, with supplies exceedingly low. The Columbia River pack is over and is somewhat shorter than last year. Sardines continue firm and in limited supply.

Dried Fruits—The prune market is firm. Peaches show no change from the last reported advance, and the demand is fair. Apricots are very firm, and some packers refuse to name any price for future delivery. Although this year's crop bids fair to be heavy, sales have been extremely large, and it is said that the entire production of the San Joaquin district has passed out of first hands. Currants are selling very fairly for future delivery, on a basis about ¼c below last year's opening and slightly above spot prices. Raisins are unchanged at the last advance and in fair demand.

Cheese—There is a very active consumptive demand for everything in

the cheese line and the market is very healthy on the present basis. The make is about the same as a year ago, and present weather is very favorable for the making of fancy cheese. No change seems likely within the next few days.

Syrups and Molasses—Manufacturers are talking higher prices on glucose and all other corn products. Compound syrup is unchanged and in light demand. Sugar syrup is selling moderately at ruling prices. Molasses is dull and unchanged.

Fish—Cod, hake and haddock are all dull and unchanged. Sardines of all grades, domestic, French, Norwegian, etc., are unchanged and in light demand. Spot salmon is selling fairly at unchanged prices, prices being steady to firm. Prices have been named on new Alaska salmon during the week, the red grade being priced at \$1.15 coast, the same as last year. This figure seems to be an effective answer to all rumors of short pack, as it certainly would have been higher were there any likelihood of short supply. Sales of future salmon have been fair. The mackerel market remains unchanged as to Shores, Norways and Irish. The New England fish people seem confident that Shore mackerel will be higher.

Provisions—Pure lard is firm at ¼c advance over last week, due to better demand and short supply. Compound lard is barely steady and if there is any change it will likely be a slight decline. Barrel pork is very scarce and prices have advanced 25c per barrel. Dried beef is also scarce and firm, although unchanged. Canned meats show a seasonable demand at unchanged prices. Everything in smoked meats is stationary and unchanged. There is a seasonable demand for smoked hams and bacon, and we will probably get through the remainder of the season without higher prices. After that the usual seasonable decline will come.

A corporation has been formed under the style of the East Side Water Power Co., which has an authorized capital stock of \$5,000, of which \$2,500 has been subscribed and \$500 paid in in cash.

The Continental Automobile Co., which conducts its business at 93 Jefferson avenue, has decreased its capital stock from \$4,500 to \$2,000.

C. F. Johnson has opened a blacksmith shop near Alpine, the stock and tools being furnished by Sherwood Hall Co., Ltd.

J. W. Reister has opened a blacksmith shop at Grand Haven, Sherwood Hall Co., Ltd., furnishing his stock and tools.

R. Zeerip has started a blacksmith shop at Allendale, the stock and tools being furnished by the Sherwood Hall Co., Ltd.

Peter Johnson has opened a blacksmith shop at Forest Grove. His stock was supplied by Sherwood Hall Co., Ltd.

A. Joles has started a blacksmith shop at Pierson. He bought his stock of the Sherwood Hall Co., Ltd.

ONE HIRED GIRL.

Her Life Not Exactly a Bed of Roses.

Written for the Tradesman.

In one of those confidential moods that sometimes overtake a maid in the presence of the one for whom she slaves in the kitchen she told me her troubles.

It began by a little talk about marriage in general, which she gave a personal twist by reference to her own in particular:

"Well, I married when I was just turned 18, and hundreds are the days I've seen myself regret it. Living in the country, where I had friends and relatives to burn, as you might say, I grew up a happy-go-lucky sort of girl. I always had to work hard, to be sure, for there was a big family of a dozen little brats, and I came in near the top of the heap.

"When the two oldest girls got married and went into homes of their own things began to double up for little Susy. I had to leave school—I was only 15 then—and buckle down to what lay in the road ahead of me. I had to learn to cook well enough to do it for all of the family, as my mother was far from well.

"From my leaving school until I jumped off the perch we hired a neighbor woman to come in and do the washing, for that was really too much, with all the rest of the stuff I had to see to, for me to attempt. The washings on a farm, I can tell you, are very different from those in a city. What with white dresses and white petticoats galore you folks have big washings, but, although you have lots of pieces, they ain't ever real dirty. But in the country the men folks wear such awfully coarse clothes that it makes a body tired just to lift 'em, let alone attempting to get the dirt out of 'em. Plowing and dragging and all that sort of business don't take fine white flannel suits, gauze underwear and lace socks, you know.

"And when harvest time comes, my, my! You can't see your way out of the work then. If you have a big farm you may have ten or fifteen great big husky fellows to fill up with good victuals. 'Course they do not call for fussy things to eat, but they make up for it in the quantity consumed. Seems as if some of them eat as much as a horse does. As a general thing they have no table manners; the most they think about eating is to get filled up. You ought to see the pies they can get away with. You folks'd die to put down so much pie, but in the country the rough work that is done counteracts the bad effects of big meals topped off with heavy desserts.

"I said that I didn't have to do the washings, but many's the time I've stood at the ironing board all the day long, barring the time it took to whack up breakfast, dinner and supper and wash up the dishes—and bake those everlasting pies, pies, pies!

"After harvest would come a breathing spell, but in the winter was when I had my best fun. There was always a shindig to go to. I never lacked for an escort to take me to these nor for partners when I got on the floor. I was a good dancer, if

I do say it that shouldn't, and I could trip it until morning and not feel a bit tired with the exercise.

"When I was 17 Jim came on the scene. He was almost twice as old as I was, but he rang in with us young folks just the same. He seemed to be an ordinary enough chap. There was nothing especially attractive about him except a little forty of land up the pike that he had somehow managed to get hold of.

"Well, the minute my folks heard tell about that little pile o' dirt he owned that minute they began to advise this daughter o' theirs that she'd better 'pretty up to that likely feller.' They made it easy for him to hang around me, and he got to hanging so much that I got sick as death of him, and was on the eve of giving the galoot his walking papers. But that land up the road loomed so big on my folks' horizon that they couldn't see anything else in that particular direction. In the country if a boy has become forehanded enough to get hold of property, no matter how insignificant it is, he's looked up to by everybody that knows him as the kind of kid to freeze to.

"But somehow'r other I didn't seem to take to the man, in spite of his forty and my folks' persuasions. There wasn't anything to him. He worked around on other people's farms occasionally, just enough to keep it said that he 'worked,' but he had no ambition to be a hustler at it. He was always resting up from doing nothing, and courted that kind of business as much as he did me.

"When spring came and I had gone in his comp'ny so much that people for miles around were linking our names together continually my relatives began to talk more and more about my marrying 'that beau that appeared to think so much o' me,' and first think I knew I was an engaged young girl.

"The next thing I knew I was a married young woman boarding with my folks while my husband ran in debt to my pa to build a little lean-to on his—by this time our—little forty over yonder.

"When we got settled in the shack I will say that the man I had tied myself to was kind enough to me. There was nothing I could really find fault with—that is, for about a year. Every one called him lazy, as usual, but we had enough to eat off from the forty, and my clothes still lasted that I got from home. I had a hundred chickens and there was a running brook on the place and I had thirty geese. I always had good luck with geese, and I got feathers enough from them for three prime feather beds, which I was very proud of showing on any and all occasions.

"At the end of the first year a girl baby came, to be followed each year thereafter with a second, third, fourth and fifth. With five kids to care for and the chickens and geese on my hands, I passed few idle moments, I can assure you.

"My folks came to see me quite often; but when they saw how things stood I noticed that there wasn't much enthusiasm about the man they picked out for me and his measly bit o' land.

"I had a hard enough life and no mistake; but I could have stood the five children at skiddoo and all the farm drudgery if my husband had done as he should. But when the third baby was a year old, he got to preferring other women's comp'ny to mine, and that was the straw that broke this camel's back. That was a thing I wouldn't stand for.

"When I first had it forced in on me that my husband liked others better than he did me I made excuses for him in my own mind, and lied a good an' plenty to people when they hinted that Jim was dancing attendance away from home; but when it became apparent to the whole country-side that my husband was more than a married flirt I gave up the unequal struggle, sued for a divorce on the grounds of 'incompatibility of temper,' which generally covers a multitude of sins, put three of the children with my relatives, while he took two, and came to the city to find work. Yours is the fourth home where I've been, and I must say I like it the best of any of my places, and that's not saying a word against the rest either; they were all good-natured mistresses.

"Sometime—in the far distant future, I'm afraid it will be—I hope to have my five children gathered with me in a little home of my own. The three that are with my folks are on my side, and I hope to somehow get the others by me, too.

"I saw my daughter that Jim's got the last time I was out home. I was driving with a girl friend along a cross-road near his father's place, where the lazy bugger lives, when I saw Mamie walking in the path a short ways ahead. I cherked up the horse, still-like, and caught up with her. She didn't turn around and I stopped the horse and called to her:

"How are you, Mamie?"

"She said she was 'pretty well, thank you,' but kept right on walking. I was going beyond her grandfather's and I asked her if she wouldn't like to get in and ride. She curtly answered:

"No, thank you."

"Evidently they had coached her against me quite effectually.

"In a little more conversation with her I learned that there was no one at home at her grandpa's.

"I drove slowly along, going just fast enough to let her keep a few feet ahead of me all the while, and when she turned in the gate I quickly reined in the old Dobbin I'd borrowed and jumped out of the buggy, throwing the lines to my friend.

"I followed my little girl—she's just turned 13—up the walk. She did not ask me in, but I mentally performed the invitation for her, and had soon crossed the hated threshold. My daughter picked up a shirtwaist she was making—she is a neat little sewer, always having been handy with her needle—and began stitching away for dear life.

"I did not stay very long, fearful every moment that my ex-husband's relation might pop in on the scene.

"As I left I bent down to kiss my child. She turned away her face and wouldn't accept the token of affection."

"Oh, Mary!" I exclaimed, pitiful for her. "Didn't that just break your heart?"

"Oh, no, mum," she said. "It takes more'n that to break my heart. I used to grieve myself something dreadful about those things, but it did no good—only made matters so much the worse for me. What's the use to fret and fret one's days away over what can't be helped or altered in any way, shape or fashion? No, mum, I made up m' mind long, long ago not to brood upon the state of my heart, for the more I thought of my fate the wretcheder it made me."

"But I don't see how you ever stand such treatment," I exclaimed. Having a dear filial little daughter of my own, just about the age of Mary's, I could feel for her from the bottom of my heart.

"Well, perhaps you can't understand," she observed, passively, "but when you have loaded upon you a thousand times worse insults you get hardened. I used ter cry my eyes most out, but I finally got dull to pain—just dull and hopeless. But of late I'm commencing to take heart. When there's hope in your breast it's like a canary asinging by your side; it keeps your spirits up. Dear me, dear me! the cruelties I used to have heaped upon me by that brute of a husband are really enough to make me weep over them even at this late day—five years from the date of the papers that freed me from my galling chains. Besides the liking for other women that took possession of him, the fellow used to be cruel to me in numerous other ways. He got so he was always sullen around the house. Let any visitors come and he would be halfway decent, but many's the time he would go a whole week without so much as one kind word thrown in my direction. Instead his every look was a blow. I'm glad I am rid of him, that I am. I hate the very thought of him, and I hope I'll never see his face again.

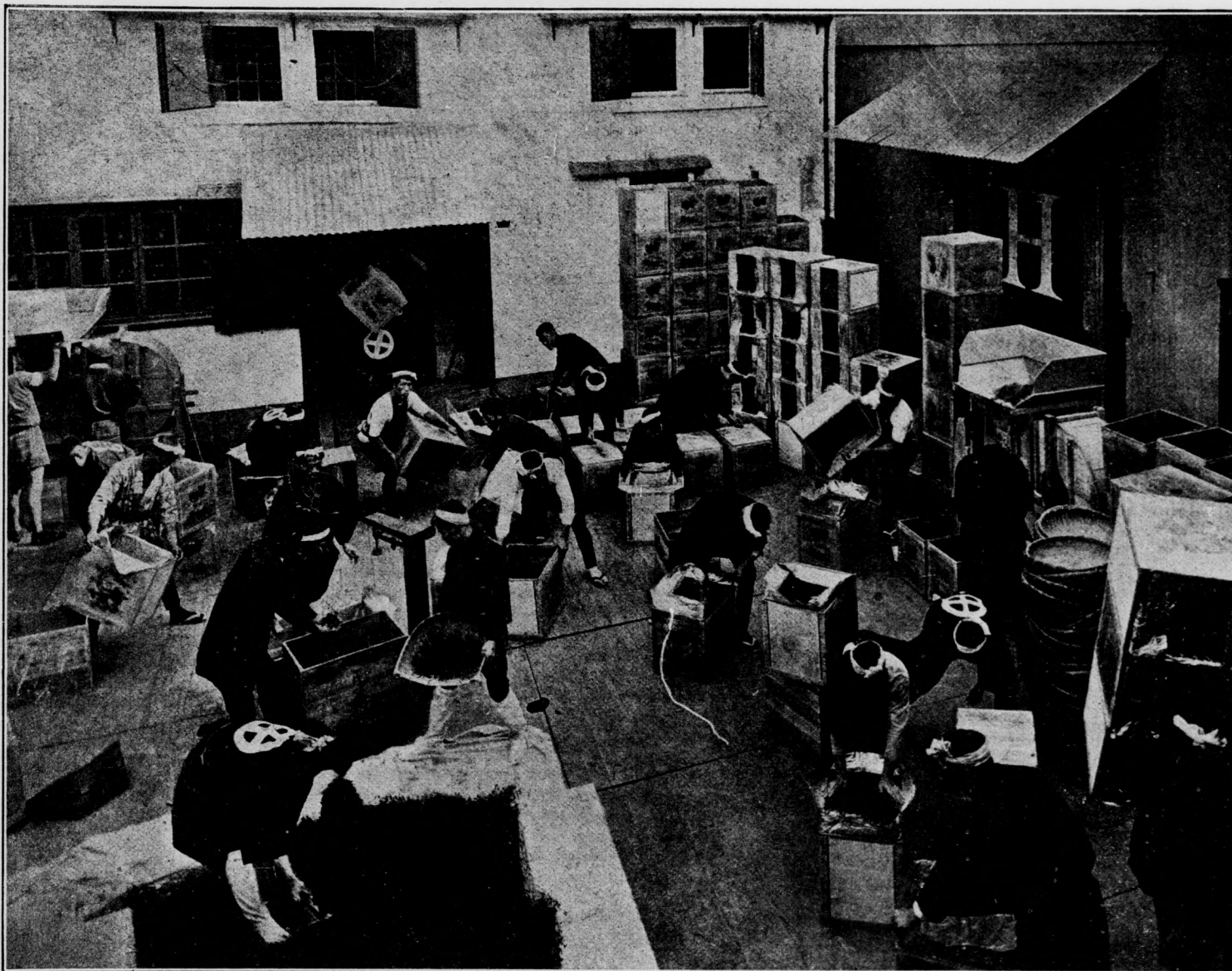
"I forgot to say that we had a horse and buggy, that Jim raked and scraped together somehow, and when I would be sick he'd be off galivantin' around the country with only the old Nick knows who. Somehow it always got back to my ears. You know, people notice it the minute a married man takes the same woman out riding time after time, if that 'same woman' happens not to be the one he has sworn to 'love, cherish and protect,' and men and women both are not going to take any special pains to keep the matter secret.

"I don't think I can be blamed for abominating the very ground that man walks on. There's nothing on earth that will turn a wife's love to hate so quickly and effectually as having her husband preferring other women to her and making a display of it to the onlooking world.

"Yes, as I said" (the conference was nearing the ending), "I wouldn't stand for that. My husband might be the ugliest around the house, might mistreat me in any manner that pleased him best, but when it came to making a parade of his infatuation for other women while I was still his wife—well, I drew the line there."

K. Wallingford.

Packing Tea



The above picture shows the weighing, packing and soldering process.

The tea when ready for the market is placed in boxes for shipment. These are lined with tea-lead, which is folded carefully over the top of the package and soldered, thus making an air-tight package.

WORDEN GROCER COMPANY

Grand Rapids, Michigan

The Prompt Shippers



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E. A. STOWE, Editor.

O. L. Schutz, Advertising Manager.

Wednesday, August 26, 1908

THE DEEP WATER CONGRESS.

The Deep Water Congress which is to be held in Chicago in October is already occupying no small part of public attention in the entire country.

This convention or congress is to be held in Chicago, the city which has planned and partly executed a deep water navigable channel from Lake Michigan to the sea, having completed some thirty miles, more or less, connecting the lake through the Illinois River, to the Mississippi, and through that to the Gulf of Mexico. Chicago is filled with zeal for this enterprise, and is pushing for it with great energy. The enormous activity and persistence with which Chicago works for the realization of its great undertakings go a long way to insure success, and in this proposed grand work the people of the entire Mississippi Valley are enlisted.

In the Popular Science Monthly for July Prof. Walter Tower, of the University of Pennsylvania, speaking of the need of a deep waterway for commerce through the heart of the valley, states that the drainage basin of the Mississippi system covers an area of approximately a million and a quarter square miles, or rather more than two-fifths of the United States proper. This two-fifths of the country is the real heart and soul of the nation's prosperity. With its development the United States has not only become independent of the rest of the world, but also has risen with tremendous strides to stand as the greatest producer of foodstuffs that the world ever has seen or ever will see.

More than half the total population of the country to-day is found in the score of states bordering directly on the navigable portions of the Mississippi system. As the population increases the most rapid growth must be in these same states, until a century hence with hundreds of millions of people living between the slopes of the Alleghenies and the Rockies, there will exist in the Mississippi Valley the highest and most permanent type of civilization in the history of man.

Three-fourths of the world's cotton crop is raised in the United States, and the heart of the Cotton Belt must for all time lie in Mississippi, Louisiana and Texas. Our corn crop is three times as great as for the rest of the world combined, and, although corn is widely grown both North and South, the chief Corn Belt naturally centers in the Upper Mississippi and Ohio Valleys. For example, five States, Illinois, Iowa, Kansas, Nebraska and Missouri, raise over half the total for the country, or, astounding as it may seem, nearly 40 per cent. of the entire world's crop.

Wheat, cattle, hogs, vast quantities of oats, hay, potatoes, lumber, coal and other mineral products come mainly from the Mississippi Valley, each one in point of quantity leading all other nations of the world, and yet no one denies that the limit of productivity is far from being reached. Out of this list, cotton, meat products and breadstuffs make up a large part of our foreign commerce, with half the world's mileage of railroads required to get the products to the seaports.

As might be expected, by far the thickest railroad net is in the Mississippi Valley, yet the roads there have found their facilities increasingly inadequate to handle the produce of the region. "Shortage of cars" has become a familiar complaint in the wheat fields of the Northwest. Corn and cotton in the states along the Mississippi have been kept out of the markets because of increased rates on rail shipments.

On every side the farmers have raised the cry, "Better freight facilities," but the railroads have steadily failed to meet the demand. Conditions have gone from bad to worse until now the harassed producers see that their only salvation lies in the development of the routes so bountifully supplied by Nature, with co-ordination of rail and water facilities to prevent disastrous opposition.

The Mississippi Valley has twenty thousand miles of natural waterways navigable for steamboats, part of the way for all seasons of the year, and for the balance, during the high water period, which is for several months. But if the deep water channel from the Lakes to the sea can be accomplished first, the improving of the tributaries will follow. The great problem, then, is to secure a permanent navigable channel of fourteen feet in depth from Lake Michigan to the Gulf of Mexico.

The first part of the proposition is to secure a channel from the Lake at Chicago through the Illinois River to the Mississippi above St. Louis. That is partly completed, and presents no serious difficulties. From St. Louis southward the only real difficulty is the caving of the river banks furnishing material which is transported by the current to be deposited in the form of sand bars in the channel.

There is as much caving of banks and transportation of sand and mud in low water as in high water seasons. This can only be prevented by revetting the banks. That is a big problem, but it can be done. Of the tributaries, the Missouri furnishes the greatest amount of such mud, but in

time all its waters will be taken up for the irrigation of the Western plains to convert their arid wastes into farms and gardens.

Flood damage, once a most serious evil, has been largely prevented by a great system of dikes or levees constructed first by the states along the river. In later years they have been assisted in this work by the National Government. In due course flood danger will be entirely eliminated, and all energies can be concentrated on the revetting of the banks. Then the problem will be solved.

CHURCH HOME INFLUENCE.

"A \$20,000 dollar parish house would be the ruin of every boy in the parish. It means billiards and cards. It means the beginning of such things, and the families of the well-to-do will be the first to suffer from the effects of the very evils they hope to prevent."

There was more to the same purport, the sum and substance being that the children of the well-to-do ought to be cared for—and are—by their own fathers and mothers; that the home and not the parish house is the place to do this and that the influence of such a rendezvous on the home would be more baneful than the good it was intended to accomplish.

The words of the mother were freighted with intense earnestness; but experience has shown by many examples that her conclusions were as defective as her premises were unsound. In the whole realm of mortality, especially as it refers to the young, the well-to-do idea has little place. If an increasing bank account stood for an increase in better living and, what is more, better thinking, nothing more need be said; but it does not stand for these. On the contrary the children of such households look upon such increase as a means of satisfying extravagant desires and govern themselves accordingly, and in considering the undesirable results in such lines it is safe to assume that not in a single instance can such results be traced to a parish house as their beginning.

The assertion that the children of the well-to-do are cared for by their fathers and mothers is worthy of consideration. If a fine house with costly appointments; food, wholesome and abundant; clothing, handsome and expensive, and a lavish supply of spending money means caring for, the children of such households are cared for; but when it is remembered that without something more the end of these things is death and that the parents of such homes, if they can be called that, are too busy with something else to provide this "something more," it is natural to conclude that well-to-doism in itself considered is not furnishing society its best membership. "I can't help it," recently exclaimed the victim of a drunken debauch, "the fellows are the sons of the richest men in the city and I've got to keep up with them or be dropped, and you know what that means to a young fellow!"

With this as the outcome of the home training of the well-to-do—of "the richest men of the city"—how

would it do for those same "richest men" to put up the \$20,000 parish house, turn it over to the minister who has the wisdom to see the need of such a house and the ability to run it, and so make it a means of bringing up in the way they should go the sons and the daughters of these "well-to-do," whose home training too often verifies the maxim that money is the root of all evil.

Some time ago—and this is a single instance—a certain community found itself the victim of a band of thieves. Trifling at first the stealing went on until, exasperated beyond control, the citizens determined to put up with it no longer. Ways and means were devised to detect the miscreants, who were found to be, in every instance, the sons of the richest men in the place.

Under such conditions would a parish house be apt to thwart the purpose for which it was intended and would the well-to-do suffer much from the effects of the very evils they hoped to prevent?

It is a growing conviction that the church, as such, is no longer accomplishing its purpose. It fails to reach men. Its boys on nearing manhood leave the Sunday school and the church at the very time when they need both most, and this takes place even in the families of the well-to-do at the age when they learn somewhere what games are and how to play them. What better place can be found for just this learning than under the church's roof-tree? It is not the game that is harmful one time in ten but the companionship that goes with it, and where can this question of companionship be settled better and more acceptably than in the precincts of the church? Of this we are certain: Without the church home there is disaster. Why not see what can be done with it, and if it cost \$20,000 or twenty thousand times that sum would it not be better for the world at large and for the world at home to spend it for the sake of the good which will be sure to come from such expenditure?

RAILROAD REGULATION.

There is every indication that the long-considered problem of a uniform bill of lading has at last been settled satisfactorily to both shippers and carriers. That is to say, a joint Committee representing men and corporations which create freight and railways which carry it have agreed upon a uniform bill of lading, and this form has been approved officially by the Inter-state Commerce Commission. At the same time the Commission says it has no authority to compel the railroads to adopt this approved form. From the fact that all of the leading railways in the country were represented on the joint Committee which evolved the uniform bill, it would seem unnecessary to use compulsion as to its adoption. Now, if a similar joint Committee would take up the matter of a uniform classification of freight and produce, a classification which, free to all, is rational and plain and not susceptible to all sorts of whimsical differentiations based upon estoreic legal constructions, another splendid result will be achieved.

THE DUTCH AND VENEZUELA.

There is now a very good prospect that President Castro, of Venezuela, will shortly receive a much deserved castigation. The Dutch government has carefully sounded Washington as to just how far it may go in chastising Venezuela without infringing upon the provisions of the Monroe Doctrine, and it is understood that our Government has practically given Holland a free hand, provided only that no attempt is made to acquire territory as a result of any punitive steps that may be taken against the South American Republic.

President Castro has not only sent the Dutch Minister about his business in a most unceremonious and unusual way, but has broken off all relations with Holland by withdrawing the exequaturs of Dutch Consuls and refusing to permit the German Minister, to whose care Dutch interests have been confided, to hold any communication with the Dutch government.

The act which has probably incensed Holland the most, however, and has made arbitration impossible is the curt demand made by President Castro for an apology for the action of the mob in Curacao in defacing the escutcheon of the Venezuelan consulate and for the failure of the cruiser Gelderland to salute the Venezuelan flag, although by Castro's own action all relations between the countries had been broken off.

While it is somewhat humiliating to witness the castigation of an American republic by a European monarchy everybody will admit that Holland has received sufficient provocation and President Castro has made himself so generally obnoxious to all foreigners that both the United States and Europe will welcome his castigation, and the world at large will be disappointed if the Dutch are any way lenient with him.

Although Holland can only be rated as a second-class power, she is very formidable by comparison with Venezuela. The Dutch are a rich nation, have an enviable fighting reputation and possess a fairly formidable navy, considering the needs of the country. It will not involve Holland in any financial straits to send a fleet to Venezuela, and although it may not be deemed advisable to invade the country and attack the capital, the ports will be blockaded to a certainty, and all coast fortifications are pretty apt to be bombarded. President Castro will in all probability resist, as he has resisted before under similar circumstances, but as soon as the blockade commences to materially cut into his revenues he is pretty certain to experience a change of heart if the revolutionists of Venezuela do not make away with him before the Dutch have had a proper opportunity to settle scores.

Practically every one of the leading powers, including the United States, is on bad terms with the Castro government, and most of them are no longer represented at Caracas. The Brazilian Minister at the Venezuelan capital has been refused permission to look after the interests of France. This is a most unusual pro-

cedure, as even in time of war the minister of a neutral power is always permitted to look after the interests of subjects of belligerents and to preserve the official archives, which, according to international usage, enjoy diplomatic immunity from seizure. Castro seemingly cares as little for international customs and observances as he does for the rights and privileges of foreigners residing in his country.

JAPAN'S NAVAL POLICY.

While it is probably untrue that Japan contemplates the extraordinary Navy building that is so frequently attributed to her, the mistake must not be made of underestimating what she is actually doing. Limited resources naturally limit the number of new vessels the Far Eastern Empire is able to lay down, but her naval authorities have shown an ability to do a great deal with the funds they have at hand.

There seems to be no doubt that two big battleships of the Dreadnought type have been practically finished and two more are in process of construction, and it is equally true that three large armored cruisers have been either finished or are nearing completion. That this is not a formidable programme will be admitted, but when added to the ships Japan already possesses, it will be seen that she has a fairly formidable navy.

Unlike the European naval powers, Japan proposes to modernize her older battleships by adding additional heavy guns at the sacrifice of por-

tions of the lighter batteries of such ships. Thus, on the captured Russian ships, provided originally with four 12-inch guns and a large number of 6-inch guns, most of the 6-inch caliber are to be eliminated and four 10-inch guns installed in their places, thus giving the ships each eight big guns instead of the former four. The same policy is to be followed in rebuilding the Mikasa and in re-arming the three other battleships that bore the brunt of the fighting in the war with Russia.

It is generally considered poor policy to reconstruct battleships that have become obsolete in type, but the Japanese evidently think differently, and their policy does not lack indorsers among European and American naval critics.

THE UNREST IN INDIA.

The spirit of discontent and unrest which has been in evidence in India for more than a year past, and which has led to a number of small outbreaks, appears to be gradually spreading to all Asia. The transformation going on in China is an evidence of the same feeling of restlessness, and the upheaval in Persia is also another symptom. The last section of the ancient Continent to develop symptoms is French Indo-China. According to the advices from Paris, the French press is much stirred up over the reports of outbreaks in the great Asiatic possession of France, and some of the pessimists are even predicting that the vast territory will revolt and win independence of French rule.

The situation in Indo-China is only different in degree from that existing in India proper. The people have become disaffected and discontented by educated native agitators, and some outbreaks against the French authorities have occurred, although there has been nothing like a general upheaval. As in British India the population is of mixed race, differing in religion and interests and utterly incapable of working together, much less of combining to drive out European rule.

The French government has refused to be made panicky by the calamity howlers among the Paris papers, but steps have been taken to send 4,000 additional troops to Indo-China to meet any situation that may arise. That there may be local disturbances and outbreaks just as there have been in India is deemed probable enough, but the French authorities do not for a moment believe that French domination is in any sense threatened, any more than British rule in India is endangered by the spasmodic disturbances that have occurred in the more southerly portions of Greater India.

Dissecting Jews who have been dead 3,000 years seems to be a roundabout way of analyzing modern problems.

Goodness can not become habitual unless we will to be better than we absolutely need to be.

This world is always godforsaken to those who have forsaken the good.

Must Be Quite a Few of You

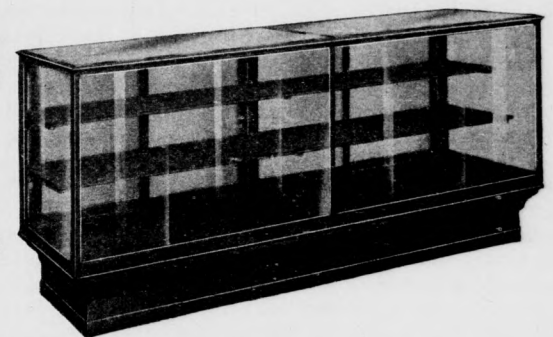
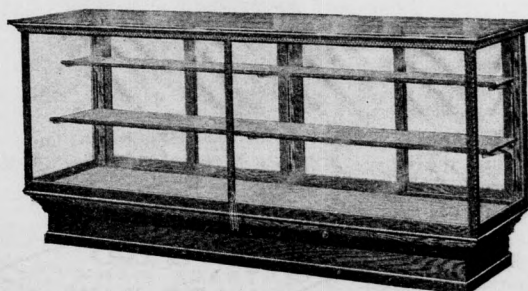
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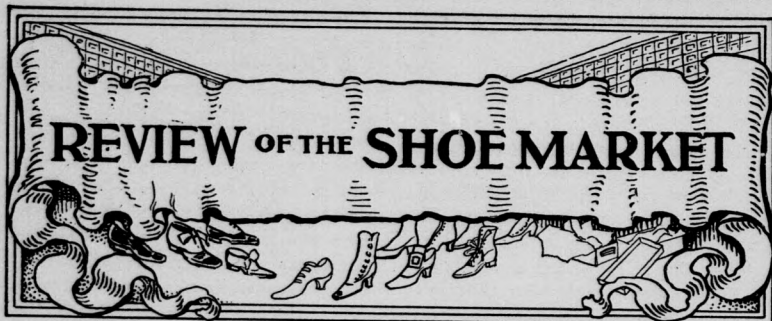


Grand Rapids Fixtures Co.

Grand Rapids, Mich.

**Jefferson and Cottage Grove
Avenues**

Chicago, 123 Quincy St.



A SHOE CLERK'S TRIALS.

How Some Young Women Impose on Him.

Written for the Tradesman.

"May the saints preserve and pickle me, too," ejaculated an irate young salesman who had just finished waiting on a customer of the "trying" sort if ever there was one, "if I like to fit a 'fussy' young woman with her foot-needs. Positively, I'd rather fit a dozen 'fat, fair and forty' of the ordinary sort of women than one young miss who knows she knows it all.

"In the first place she has not an iota of knowledge of leather. A dealer might easily fool her on the quality. All she knows is whether a shoe 'looks stylish' on her foolish little foot. Comfort—she doesn't understand the meaning of the word. With her it only signifies the manner that old, old ladies dress—those who are dead to the world, who have no pride in their personal appearance, who care only to have clothes that neither pinch nor press any section of their anatomy.

"They flit in here like birds from branch to branch, perch airily on a settee and then begins the trial. If they ever had any appreciation I'd like to wait on them, but they keep me putting on and putting on shoes just for the sheer fun of the thing. Part of the time they buy, but they are just as likely as not to walk out without purchasing so much as a pair of shoestrings. Then I have to match up the shoes, do them up in their tissue wrappings, put them back in the fifteen or twenty cartons that I took them out of and shove the boxes in the places on the shelves. Of course, all this rigmarole cuts no ice with the girls that were the cause of all this botheration. They go on their way rejoicing that they killed time so agreeably in a shoe store, never caring how they nearly kill the clerks by such transactions!

"I think if these young belles of fashion realized how much annoyance they needlessly occasion us they would not put us to all this extra annoyance. I don't mind going to any amount of trouble to please customers—in fact, I go to the extreme of polite service—but I don't enjoy being imposed upon. And that I am imposed upon many, many of these times that I wait on said young women I know from their chatter as they are on their way out. They evidently imagine me to be out of hearing, but I often catch onto little under-the-breath remarks to each other to the effect that they 'didn't intend to get any shoes but thought they might's well put in their

time that way as any other.' I always have to pretend that I didn't hear a whit of their conversation—at the same time that I am boiling with indignation inside.

"Naturally we clerks can't expect to sell all the shoes that we fit on feet—only a tithe of them, to tell the truth. And it is all right where people come in the store and announce that they do not intend to buy, only to look. But where girls deliberately take up a clerk's time with never the intention to purchase shoes of him, even at some future time, I call it an imposition. There's no way to stop it, absolutely none. We can't refuse to try on shoes even when we shrewdly suspect that our care will not result in a sale. We have to 'smile and smile' and keep on smiling, no matter how 'villainous' we feel in the heart."

One can't help but sympathize with these unnecessary tribulations of the genus shoe clerk and hope that as time lapses this species of young women will come to their senses and cease their unkind treatment.

Jeanne.

Catering To the Feminine Side of the Trade.

The average well-informed woman in other articles of dress knows comparatively little about shoes. Her fashion magazine says little or nothing regarding this most important accessory, and if she comes to the shop with any definite idea it is usually founded on past experience or because Mrs. So-and-So has a pair of certain style which are becoming. She may not even know whether she wants black, white, or what the special advantages of tan.

It is your part to inform her on the various points, yet not in a way which will prove over-officious. Her dressmaker conforms the ruling fashions to suit her style and pocket-book. You should be able to do the same in footwear. No retailer has any business to fail to keep thoroughly posted as to the popular styles. It is a part of the trade. Yet for every customer to expect to be familiar with the technicalities of the trade is impossible.

If your customer is a stranger, size her up—but don't let her suspect you are doing it. The chances are she dreads your shop the worst of all places she patronizes. So don't make the mistake of rendering the selection of shoes still more unpleasant. If you find upon trial that a No. 3 shoe will not fit a No. 5 foot, do not tell her she has made a mistake in her number. Just hunt up the proper size and try it on without a word of apology. If she discovers the sub-



You Can Always Recommend Our Hard Pan Shoes

for the hard knocks of severe wear in wet weather. In fact it is hard to find an everyday shoe for man or boy that contains more foot-pounds of wear resistance than OUR Hard Pan. And by OUR HARD PAN we don't mean an imitation, but the real thing—the shoe we originated over twenty years ago that has given satisfaction to thousands of wearers.

Our trade mark on the sole is our guarantee to your customer.

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



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.

stitution at the time, she will flatter herself that you simply went by eye and not by number, and that the different makes vary so much that this is really no guide after all. It is hard for her to learn that her foot is no longer the foot of girlhood, but is taking on the stouter proportions harmonious with her increased avoirdupois. It is not necessary for you to strive to impress this fact. Just fit the foot and never mind about the number of the shoe.

If she wants a serviceable shoe at small cost strive to please her. There may not be as much profit in the sale, but she will come back some day; while if you palm off something that fails to give satisfaction she will remember it and show the fraud to all her friends. It is easy to fool the majority of women regarding the quality of leather when the shoe is new—but after it is partly worn they know in a hurry when they have been beaten.

She may have a peculiarly shaped foot which requires special fitting. Study this feature, and aim to conform to it with as much interest as though the purchase was for one of your own family. "I always run my shoes over at the side," or "they break at the back after I have worn them a few times unless I get them of Brown," is a good advertisement for Brown's system of fitting.

Maybe she has never worn tan. Tell her in what respects they excel. She will be pleased with the soft leather, but may not know it will not stretch as much as the black. Here is another tip which you can easily give without costing anything, but which will increase her confidence in you.

It is so easy for some to get into a rut in selecting shoes. They may have been unfortunate in some purchase, and when they happen to strike a shoe that is satisfactory they dread the uncertainty of change. No dealer likes to carry a lot of old-fashioned stock; nor is it profitable, just to suit the idiosyncrasy of some customers. The most satisfactory way is to find out the specific charms which the old shoe has for its wearer and then to duplicate the essentials or give some valid reason for making a change. Grandma's old congress gaiters may seem to her the only thing wearable. Yet you can show her plenty of easy fitting shoes which look better, wear better and will show that she has a pair of new shoes once in a while—and she has just as much pride in that line as any one, if it can be satisfied without a sacrifice of comfort.

If you get something new which is especially pleasing call the attention of your patrons to it, even if you do not expect them to purchase. They may speak of it to a friend, who will want that very thing. Anyway, they enjoy looking at the new goods. And while the average taste is not just that of the dealer in shoes, it can readily be trained; and those who aim to develop a more correct taste in this line of goods are building for the near future of the trade.

Finally, every one likes to be considered worthy of some notice; and the salesman who spends his spare moments in a politeness which indi-

cates a willingness to show his stock wins every time over him who fills the order as quickly as possible and then says in manner if not in words, "Good morning."

"This is the last time Gleason goes away during the busy season," said a leading retailer a few days ago of his head clerk. "Not that he does not deserve the three-day vacation, for he most certainly does. But I can not afford to let him go now. I had to be away a part of to-day, but hurried back before I should have left the other duty simply because I knew they would be rushed in the store. Sure enough; several customers were waiting, and the junior clerk was 'rattled,' and in trying to serve all stood a poor show of serving any."

While it may seem a little hard to be thus tied down to business during a portion of the year, a penalty, as it were, for efficiency, is it not infinitely better to be of sufficient importance to the firm that you will be missed when you leave? The clerk who can go and come without making his presence or absence especially notable is not a source of profit to his employer, who will sooner or later find this out. But he to whom the business can be entrusted with the feeling that it will be carried on with the same thoroughness in detail that you would do it for yourself—that is the kind of a man who can not be spared from the establishment, even if his salary must be increased to retain him.

As to the vacation trip, it will come ultimately with the cordiality which may extend it a week when the extreme rush is over. The clerk who is missed by both employer and patrons stands the best chance of promotion.

The city papers announce with much pleasure the treasure awaiting the victor among the athletes of Allegheny College, Meadville, Pa., in the shape of a loving cup, purchased by R. E. Brownell, and on display in the window of his boot store.

The cup is silver with gold lining, about 12 inches high and 10 inches across the handles. It is handsomely ornamented, and with fitting inscription.

The annual class day meets have long been a feature of the college, but only recently have they come to be regarded as a prominent factor in the athletic life of the institution. This handsome recognition of a demonstration unusually meritorious will be warmly welcomed by all interested in athletic sports, and the good will of a large portion of the four hundred odd students of the college, the faculty and resident alumni and friends of the institution, is certainly worth courting. Enterprise in behalf of the public in any worthy object seldom leaves the donor unrewarded.—B. L. Putnam in Boot and Shoe Recorder.

Home Industry.

Rural barber—Who cut yer hair las' time, Bill?

Farmer's boy—Maw; but she couldn't find the scissors, an' the sickle was kinder dull.

It pays to handle MAYER SHOES

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

**Largest Exclusive Furniture Store
in the World**
When you're in town be sure and call. Illustrations and prices upon application.
Klingman's Sample Furniture Co.
Grand Rapids, Mich.
Ionia, Fountain and Division Sts.
Opposite Morton House

The Perfection Cheese Cutter
Cuts out your exact profit from every cheese
Adds to appearance
of store and increases cheese trade
Manufactured only by
The American Computing Co.
701-705 Indiana Ave. Indianapolis, Ind.



Overland Shoes

Up-to-date Quality, Style and Fit

Men's Patent Colt, Gun Metal and Velour Blucher	-	\$2 60
Men's Russia Calf and Wine Calf Blucher	- - -	2 75
Boys' Patent and Velour Blucher	- - - -	2 00

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Grand Rapids, Mich.

Michigan



Agents

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

A HOME INVESTMENT

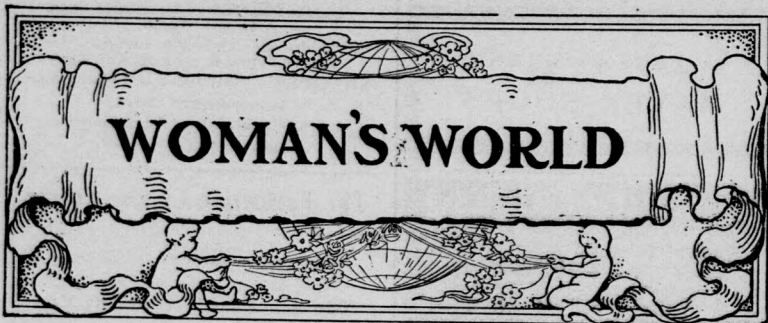
Where you know all about the business, the management, the officers

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.



The Clearing House for Family Difficulties.

A woman writes me a pathetic letter in which she asks why she should be the drudge of her family while her sister gets all the cakes and ale. She works from morning until night in a store, yet when she comes home she is expected to do the household tasks that her sister has left undone. She is not only compelled to contribute her earnings to the family support, but her money is taken without appreciation or gratitude, while her sister is one of those who receive but never give. Above all, the brave weary toiler is blessed with no tithe of the love and tenderness that are poured out upon her sister, who does nothing to deserve them, and she desires to know, as many of the other Marthas of life have, why Mary is preferred before her.

I wish that I could answer my correspondent's question, but no human being knows by what process of selection one member of the family is elected to the post of family martyr, while another succeeds to the lucrative office, full of emoluments and perquisites, of "Poor Thing." Yet there are few households in which this invidious distinction does not obtain. On the martyr fall all the burdens and hardships. She does all the disagreeable things. She entertains the bores. She nurses the sick. She gets up and prepares the early breakfast. She helps the children with their lessons. Every member of the family dumps his troubles on her. If there is anybody to be denied anything she is slated for the sacrifice. If her sisters quarrel with their husbands they come to her to pour out their woes. If her brothers play the races and get in trouble they expect her to borrow the money for them somehow. In a word, everything that is too disagreeable for other people to do falls to her lot. Nobody ever thinks of saving her bodily fatigue and mental anguish. She is just a sort of clearing house for family difficulties.

Far otherwise is the lot of the family darling. Just why she should be privileged "to sit on a silk cushion, and sew up a seam, and feed upon strawberries, sugar and cream," while Martha toils in the kitchen, no one knows, but she does it. Nobody would dream of expecting her to get up and see that the boys had a hot breakfast at 6 o'clock. On the contrary, everyone goes softly by her door, lest they wake her. No one would think of burdening her with their sorrows because she has established a reputation for nerves and sensitiveness. No one can tell why she has "ways" that must be humored, but she has, and

so she goes through life surrounded by a halo of sympathy and pity, and is always "poor thing'd" as long as she lives.

Of course there is no justice in this state of affairs. It merely exists, and there are no tragedies in life bitterer than those of the women who are daily sacrificed on the altar of their families, and who receive neither honor nor affection for it. I have known women who literally made burnt offerings of themselves on the cooking stove in order that the various members of their household might be indulged in the dishes they liked, and who wore themselves to skin and bone picking up and putting away the things that other people dropped that the house might be kept tidy, but nobody ever appreciated it. So far from it, Martha's domestic tastes were a family joke, and the very people that she slaved to make comfortable would sigh and say how sad it was to see one wasting her life on the pursuit of trifles.

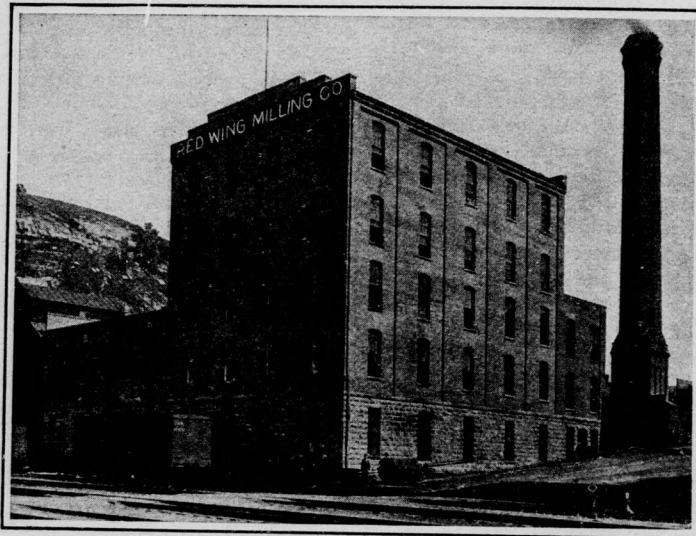
Sometimes the family martyr is a young girl who bravely shoulders the support of her family, and spends the money she earns in giving her brothers and sisters the advantages that she can never have herself, and they take her sacrifices without question or thanks. They never ask themselves why she should give up her life for them. They never consider that the money she spends on them would give her pretty clothes, pleasures, perhaps opportunities to marry, that she can never have while, like Cinderella, she sits in rags on the hearth at home. They never think that when a girl gives up her youth she is giving up all that life can ever offer her, for when a woman sacrifices her youth for her family she has broken at their feet the alabaster box that contained all the possibilities of love and romance that might ever be hers.

Sometimes the family martyr sacrifices the talents that would have made her famous. The saddest story I was ever told a woman whispered to me between her sobs. She had written a first novel, strong, virile, original, full of promise, and on the strength of that she had received an offer from a big New York newspaper to join its staff. Her ticket was bought, her trunk checked, a brilliant and prosperous future stretched before her when the very night before she was to start for New York her sister died, and, dying, selfishly demanded of the family martyr that she should give up her career and rear the six orphan children she left. Martha accepted the burden as Martha heroically has a way of doing, and the door of hope shut in her face. For

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.

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

twenty years her life had been abject slavery, toiling day and night to make insufficient means meet the needs of a growing family, her genius dulling itself at uncongenial tasks—for you can not convert Pegasus into a dray horse without breaking his spirit—until, at last, she knew that the opportunity of life was gone for her, and what she might have been she could never be. What was left to her of life was just the dust and ashes of the sacrifice she had offered up to her family.

These are not exceptional cases. The family martyr is so common a figure that she does not even attract our notice, and when we talk of the women who are doing things in the world we never even think to mention poor Martha's name. We speak of Arabella who is studying art with a big "A," and Portia who is going to be a lawyer, and Jennie who writes for the newspapers, and Mary who is so charming and sympathetic, but we never pay any tribute, or write illustrated interviews with Martha who is doing more than all of them put together. In her we only see a woman whose hair is growing gray, whose cheeks have lost their bloom, and her voice its vivacity, and she seems nothing more than a dull gray background against which the brilliancy of her family shines out.

I know such a family as this, in which the only two that are left in the old home are the old mother and the old maid daughter. Sometimes I go to see them, and the old mother always points to a group of photographs on the wall, of handsome, prosperous, well-dressed men and women, her sons and daughters.

"They are my children," she tells me, "the top one is Tom. He is a lawyer—a judge in California and they say that he is sure some day to be put upon the supreme bench. The woman in the evening gown is my daughter Jennie. Yes, yes, she is very beautiful. She married a rich man in the East. I have never been there myself for I am too old to travel, but they say she lives in a palace, and dresses like a princess. The next one is Adele. She is a great singer, you know, in New York. She had a magnificent voice, and we gave her every advantage although we were poor, and we had to scrimp and pinch to do it, but she is famous now, and I am proud of her. Martha, you must get the papers and show her what the critics say about Adele's voice—that she will be the great contralto of the day. And that other picture—that's my baby. He is going to be a professor of ancient languages, and he is in Greece now studying. All my children were talented and ambitious—all but Martha, but she is a good girl," she adds with a pity in her voice that has something of contempt in it.

"Ah well, mother, you had to have an ugly duckling amongst your swans," Miss Martha will reply, smiling bravely, with trembling lips, and the old woman will nod her head discontentedly. All the mother's heart and pride have gone with the handsome, gay, prosperous ones of her children who left her without a backward glance of regret when oppor-

tunity beckoned to them. It seems as if she hardly remembered the one faithful soul who stayed with her.

Yet the success of all the balance of the family was built upon the wreck of Miss Martha's hopes and happiness. She was the oldest, and the burden, and the care, and the responsibility of the others slipped upon her shoulders. There was Tom who was so bright, and so promising, and might do so much if he could only be helped through college. There was Jennie, who might shine so in society if she could only have the dress to set off her beauty. There was Adele who only needed to have her voice trained to win fame and fortune, and studious Jack who must have the opportunity to do something with that great brain of his. Martha began work in an office when she was pathetically young, and every cent of her earnings, all her youth and beauty were spent on her family. Once love came her way, and she put out trembling hands and pushed it away. The other children had all gone then, and she felt that she could not forsake her lonely old mother.

Martha's family have never appreciated her. They never will. They speak of her with tolerant affection, as one whom you deserve credit for loving, although she is neither successful nor brilliant and has done nothing to demand it, and when the time comes that she will have to live with them the sisters and brothers for whom she sacrificed her life will consider her a burden.

There is no help for Martha. She will go on to the end of time sacrificing herself, but whenever I build a monument to woman, the lady who is going to be invited to occupy the top seat is the poor, unappreciated, persecuted family martyr.

Dorothy Dix.

Keep Your Engagements.

There are few, if any, rules of conduct more important and yet more lightly neglected than that of promptness in keeping appointments. Maybe you can waste your own time by being late in keeping engagements and feel that the loss, if any, is your own affair. But it is also the affair of the man you keep waiting. You waste his time, too. If your time is worthless, maybe his is not. He may conclude that his time is worth more to him than you are.

Only the idle and careless whose time is of the least value can afford to waste it by looseness in keeping engagements. It may be hard to acquire the fixed habit of always being on time, but it can be done and it is worth while to do it.

Great business men have this habit. Napoleon would not have been Napoleon but for his unfailing promptness. Men of great affairs whose time is most completely taken are usually on time. It is they who know best the value of time and the importance of saving it by being prompt.—Macey Monthly.

She Knew.

He (at the summer hotel)—A scandal is very much like a vacant place left by a drawn tooth.

She—That's right. It's hard to keep one's tongue out of it.

The Way of "Voigt's Crescent"

A lady not long ago ordered from her grocer a certain brand of flour. Not having it in stock he sent "Voigt's Crescent" instead.

Being a conscientious grocer, he told her the next time she came in the store that he must apologize for having to disappoint her on her brand of flour.

The lady informed him that no apologies were necessary. That he had done her a favor by sending "Voigt's Crescent," and from that time to send no other kind but "Voigt's Crescent."

Voigt Milling Co.

Grand Rapids, Mich.

POST (Formerly called Elijah's Manna) TOASTIES

The "Supreme Hit" of the Corn Flake Foods—
"The Taste Lingers."

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

G. J. Johnson Cigar Co.

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

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

Walter Baker & Co.'s Chocolate & Cocoa



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

48 HIGHEST AWARDS in Europe and America

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



Every One Toots His Own Whistle

The Engine with the loudest Toot doesn't always draw the heaviest load. But Fifty Thousand Engines (McCaskeys) all tooting at once make so much noise that people sit up and take notice.

The McCASKEY ACCOUNT REGISTER used in THOUSANDS of UP-TO-DATE STORES is the best advertisement we have, and the users cannot say enough in praise of it. It is advertised in every state in the Union and sold by two hundred and thirty wide-awake, up-to-date, hustling salesmen.

IF YOUR ACCOUNTS BOTHER YOU, or your collections are slow, or it costs you too much time, labor and expense to take care of them, drop us a postal card and we will send you a few TOOTS FROM TOOTERS in your own neighborhood. Nothing like getting INFORMATION from the USER.

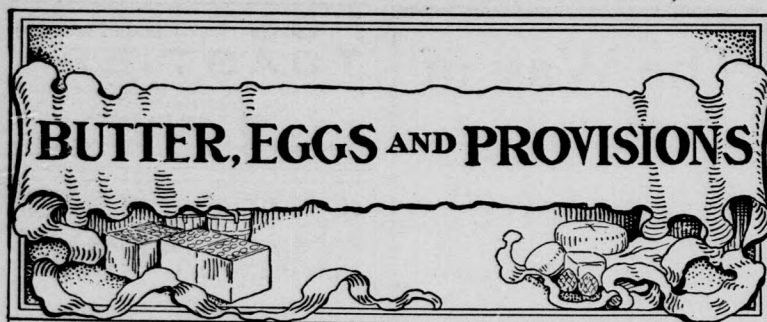
The McCASKEY takes care of the accounts with but ONE WRITING. The McCASKEY has the SPEED and POWER to take care of the accounts and COLLECT them.

THE McCASKEY REGISTER CO.

27 Rush St., Alliance, Ohio

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

Agencies in all Principal Cities.



The Butter Storage Situation a Serious One.

In visiting among the butter receivers of this city, discussing the general features of the butter situation, it becomes very plain that merchants as a rule are very fearful of the outcome of the butter storage deal this year. And this is quite natural in view of the statistical information obtainable. The make of butter has evidently been much larger than last year and the flush began so much earlier that accumulations in storage up to this date have been very heavy. It is felt that while the cost of this accumulation has averaged lower than last year the difference is not sufficient to give much promise of a corresponding increase of consumptive demands during the season, especially in view of the large number of unemployed or half employed people and the enforced measures of economy which are likely to cause a considerable curtailment of the use of butter, especially when prices advance to a point that will afford any profit on the average cost of the storage goods. It is also noted that oleomargarine manufacture is active, the output from the Chicago district amounting to a total of 2,898,542 pounds in July, against 2,646,419 pounds last year when the more favorable situation of the butter trade offered greater inducements.

There is a very general feeling among operators that in view of these rather unfavorable conditions an export outlet for a large part of our late summer and early fall surplus would be most desirable, and that such an outlet is practically essential to give us a reasonably safe position for later trading. Such an outlet can hardly be reasonably expected for the very highest qualities of creamery butter because the proportion of such in the supply is no more than is demanded by the better class of local trade at prices above any prospective level of export trading. But there is a large surplus of fair to good qualities of creamery which could well be spared, and for which foreign buyers could doubtless be found at prices which would seem to be fairly proportionate to the value of highest grades. Yet, in spite of the general appreciation of a necessity for export relief in these qualities, the goods are generally held above an export level. This would, of course, be entirely natural if there were any local outlets, whether for legitimate speculation or otherwise, at the prices demanded, but this does not appear to be the case. These medium grades accumulate in the hands of receivers, many of them being finally stor-

ed unwillingly, simply because they can not be offered at a free selling price without loss, thus adding to the danger that besets the already excessive accumulation.

It would seem that the system of trading under which returns for these goods are made to the creameries must be held chiefly responsible for this unfortunate state of affairs. Under the contracts or agreements to settle for general receipts of butter at prices based upon the value of strictly high grade goods it appears to be a very difficult matter for receivers to sell at selling values without loss to themselves when qualities run off in mid-summer, and when true values naturally take a wider range. Agreements to accept shipments of butter at a fixed relation to the value of the highest grades are not flexible enough to adapt themselves to any great variations in the proportions of the various qualities; and when marks that are usually high grade begin to run down so that they are no longer salable in the same relation to high scoring goods, it is evident that the receiver can not make returns on an unchanged basis without taking the goods to account above their actual value on the market. This is the most serious difficulty of the whole contract system and it would seem that healthful and satisfactory conditions can only be obtained when the agreements to accept consignments are more universally based upon a maintenance of quality and when we get away from this constant struggle to obtain more for medium grade goods than they are worth in relation to fancy qualities, even to the extent of piling them up in storage for very doubtful future chances when they might profitably be shipped out of the country if offerable at true selling values. —N. Y. Produce Review.


Portable Bath House in Paris.

Baths in Paris are bought and sold. The bathman has two straps over his shoulders and draws the shafts of a two wheeled cart. On this cart is a tank surmounted by a substantial bath tub, provided with casters. In front of the tank hang two large metal buckets and a yoke. The bathman draws this apparatus through the streets to your house at any hour ordered. He lifts the tub from the top of the tank, puts it over his head like a hood, and carries it upstairs to your room. Returning to the street, he draws hot water in the buckets, hangs them at each end of the yoke he carries across his shoulders, and so conveys the water to the tub. When the tub is full he

retires and you take your bath. Then he comes upstairs, empties the tub by means of his buckets, and carries the tub and buckets away.

When a man brags of his square dealing look out for his sharp edges.

Proving the crookedness of other lives will not straighten your own.



Ground Feeds
None Better

WYKES & CO.
GRAND RAPIDS

We sell all kinds field seeds

Medium, Mammoth, Alsike, Clover Timothy, Red Top, Orchard Grass

If you have clover seed, red kidney or white beans for sale send us sample, price and quantity

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS
Office and Warehouse Second Ave. and Railroad.
BOTH PHONES 1217 GRAND RAPIDS, MICH.

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

104-106 West Market St., Buffalo, N. Y.

We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry, Beans and Potatoes. Correct and prompt returns.

REFERENCES

Marine National Bank, Commercial Agents, Express Companies, Trade Papers and Hundreds of Shippers.
Established 1873

I have bought out the stock and good will of the
Bradford-Burns Co.
and will continue the business with my own at No. 7 N. Ionia St.

I want to buy Poultry, Butter and Eggs

Write or phone me for prices.

F. E. STROUP, Grand Rapids, Mich.

References: Grand Rapids National Bank, Commercial Agencies, Tradesman Company, any Grand Rapids Wholesale Grocer.

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

is our specialty. We want all the No. 1 Dairy in jars and Fresh Packing Stock we can get. Highest prices paid for eggs. Will give you a square deal. Try us. 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

Why Poor Tubs Should Not Be Used.

No subject has been discussed more often nor so fully in this column than that of using proper butter tubs and avoiding entirely the use of cheap, poorly made tubs. I had come to think that there was but little more to be said on the subject until the other day when I was accosted on 'Change by one of our leading exporters, who threw out the suggestion rather forcibly that it was time to say some pretty strong things to the fellows who persist in using poor tubs. His manner indicated that it was a matter in which he had a good deal of interest, and I plied him with questions which brought out the following statement:

"You haven't any idea how many broken tubs we get in a carload of butter, and our cooperage bills are very heavy—an item of expense that we should not have. Everything that we buy here or have shipped to us from the West has to be gone over and put in shape before it goes on the steamer. Sometimes the butter has rough handling while being loaded and unloaded, and when it gets on the other side all sorts of complaints are made unless we see that it goes on board in good condition. Our coopers are put on the lots with instruction to see that every hoop is solid and the covers in good condition and securely fastened on. The greatest trouble that we find is with cover rims breaking. Far too many of them are so thin and weak that they will not stand the racket, and we very often have to supply new rims besides the labor of putting them on. Very much of this trouble is with ladle butter. Packers used to buy good tubs and their shipments came in in good shape, but with some of them now there seems to be a disposition to try and save a little on the cost of the package by using a cheaper tub. It is poor economy and gives us exporters no end of trouble."

I went out on the market and investigated this matter sufficiently to be convinced that some of the ladle packers as well as creameries are still using an inferior tub, and part of the cause of broken hoops and covers is found in that fact. Years of the closest observation warrant my saying that this is a very great mistake and sooner or later it will be costly to the packer. There are markets where perfect condition and fine style mean a sale, where equal quality in broken and unattractive tubs are not taken. This year especially, when the butter crop is so enormous, no consideration whatever should tempt a creamery or ladle packer to use anything but the best tubs that are made. Fortunately there are tub manufacturers whose product can be relied on every day in the week.

A couple of weeks ago I had something to say about the water content in butter, and gave some facts to show that the bulk of this season's product is well within the limit prescribed by law. Further chemical tests that have been necessary by the larger export business confirm the statements then made and it is safe to say that most of the stock coming to this market is well within

the limit of 16 per cent. There are some exceptions to this, however, chiefly among the ladle packings, where the tests have shown as high as 16.50 and even up to 16.80 per cent. of moisture. Three carloads that were recently sold to arrive were rejected by the exporter because they would not pass the water test, and I have just learned that one car that was turned down here has been sent back to the West.

Now there is no earthly reason why any packer should allow his product to run so high in water. Most of them are provided with suitable apparatus for testing the butter, and the effort to incorporate every ounce of moisture that the law will allow must result in its running over sometimes. It should be clearly understood that exporters are taking no chances, and every lot of butter is tested before it goes on board ship. Beside the loss of opportunity to sell to the foreign trade, packers and handlers of adulterated goods are constantly in danger of falling into the hands of the internal revenue officers with probable heavy penalties to pay.—N. Y. Produce Review.

Eggs Carted in a Wagon Like Bricks.

Eggs by the wagon load, hauled for many miles over a rocky road, in almost exactly the same manner as a Western farmer transports his corn crop, is the way the Ozark region poultry raiser gets his eggs to market. On the streets of West Plains, Mo., which has become a great poultry and egg market, as well as the center of the famous land of the big red apple and Elberta peach, it is a daily occurrence to see wagonloads of eggs, many of them coming a distance of more than sixty miles.

Filling a wagon with eggs so that they will ride without breaking is an art that requires skill. The Ozark huckster and freighter has this down to a nicety, and it is seldom that he breaks more than two or three dozen of the big load in the long journey over the mountains.

In loading a wagon with eggs a three-inch layer of straw is placed in the bottom of the wagon bed. Then the eggs are carried out to the wagon in buckets and small boxes. They are poured on the straw without ceremony, and the driver, with a broad stroke of his hand, scatters them out in a single layer. When the layer of eggs is complete another covering of straw is put on and more eggs are put in the wagon until the entire bed is piled high. Then boards are put on top of the load to hold it down. Usually the huge pile is much higher than the top of the wagon bed, and then it becomes necessary for several persons to get on the boards to bring them down to a level with the top of the wagon bed, and they are then nailed down.

A chain is wrapped around the middle of the wagon bed and on top of the wagon is put the driver's bedding and "grub" box, and sometimes a big bale of cotton. Eggs ride better this way than if they were packed in cases with strawboard fillers. Frequently the driver walks around on top of the wagon without fear of

doing damage, and the jolting of the heavy load over the hills of the Ozarks does not crack many of the eggs. One thousand dozen is an average load, but many freighters bring more than this number if the condition of the roads permits and the hens have been busy.

In shipping eggs to market the eggs are first "candled," a process through which they are put to find all the bad ones in order to comply with the National pure food law. Then the eggs are packed in cases and loaded in refrigerator cars bound for the Eastern markets. A single car contains exactly 400 cases. Counting thirty dozen to a case, a car holds 12,000 dozen, or 144,000 eggs. Estimated at present prices received in the East a car of eggs is worth \$2,500.

The Missouri hen as a revenue producer is far ahead of the famous Missouri mule, or even the cow. In the Ozark region the poultry industry is going to outlive fruit growing at the present stride. According to the report of the Bureau of Labor statistics Missouri shipped more than \$39,000,000 worth of poultry and eggs in 1907, and this year will show a big increase.

From actual experience, a farmer's wife with 100 chickens will net the tidy sum of \$65 in six months' time from the sale of eggs alone. One hundred pullets will produce on an average sixty-six eggs a day, or 830 dozen in the course of a month. At 16½ cents a dozen, the average price paid in the markets, the gross revenue derived from the hen is \$156.56. Estimating that it costs about \$26 to feed the flock, and counting two hours' labor each day at \$45, the net profit is \$65.

An Explanation.

"How long has this restaurant been open?" asked the would-be diner.

"Two years," said the proprietor.

"I am sorry I did not know it," said the guest. "I should be better off if I had come here then."

"Yes?" smiled the proprietor, very much pleased. "How is that?"

"I should probably have been served by this time if I had," said the guest, and the entente cordiale vanished.

Whether life shall be desert depends on the springs in your heart.

M. O. BAKER & CO.

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

Toledo, Ohio

Veneer Box Co.

Manufacturers of all kinds of

Shipping Boxes and Egg Cases
Grand Rapids, Mich.

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.

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

Dry Sound

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

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

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.
Grand Rapids, Michigan

Huckleberries

We can handle your huckleberry shipments to good advantage.

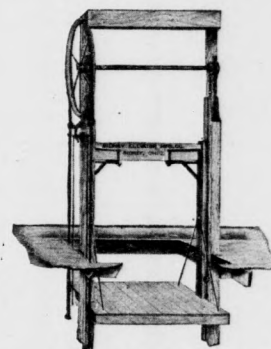
We sell all berries according to quality and have a large outlet and are in position to command the highest market price. Send us your shipments.

Returns sent promptly.

We also sell all kinds of fruit packages.

The Vinkemulder Company
14-16 Ottawa St.
Grand Rapids, Mich.

Dumb Waiters



We make a Specialty of Dumb Waiters and Elevators of All Kinds

They are **time, labor and money savers**. Easily installed. Write for prices and further information.

SIDNEY ELEVATOR MFG. CO.
Sidney, Ohio

Exact Copy of Advertisement Recently
Run in Daily Papers by Valley City Milling Company.

Pay Your Grocer Promptly

Pay your grocer cash whenever you can.

You little know the terrible burden he has to carry on account of the carelessness and indifference of his customers.

Everything he has in the world is at stake and more failures among grocers are caused by the neglect or refusal of people to pay him than from any other cause.

The grocer is never a rich man. He works hard from morning until night and his profits are small. Many a day laborer is better off than he at the end of the year.

Often when he needs money to pay pressing bills and customers owe him money long past due, he is afraid to ask for it for fear they will get mad.

Think of it! After he has trusted them, favored them, handed out his goods freely and then needs the money which belongs to him, he's afraid to ask for it.

These grocers all sell

Lily White

"The Flour the Best Cooks Use"

And they are friends of ours. We know how hard they work. We have heard their stories and we know they are true.

We know of case after case where grocers have been forced to the wall, bankrupted, ruined completely, with all their hopes blasted because they could not collect money that was due them.

Reader, if you have been one of the careless ones—if you have never thought of these things, give it some attention now.

If you have influence, use it for your friend, the grocer.

Buy what you will, get trusted for anything else you will, but for the love of justice,

PAY YOUR GROCER PROMPTLY.

VALLEY CITY MILLING COMPANY,
Grand Rapids, Mich.

Copy of Letter Recently Sent Out to the Michigan Trade in Connection with the "Pay Your Grocer Promptly"
Advertisement Shown on Opposite Page.

Grand Rapids, Mich., Aug. 22, 1908.

Dear Sir:

Here is one of our latest newspaper ads which we have run at large expense in several Michigan daily papers.

What do you think of it?

Do you know of any other firm which has enough courage or good will enough for the grocer to run this kind of an advertisement?

It takes courage and it takes good will.

Courage because some consumers are apt to feel that we have no business to ask them to pay their grocers promptly and may on that account buy other flour.

Good will because it shows our desire to help the grocer on this credit proposition, which is one of the hardest problems he has, and because without the good will no firm would ever think of helping the grocer in this way.

No other firm ever has.

This advertisement will do you lots of good. It will be read by many thousands of people. Some of them have been careless and thoughtless. They will act on our suggestion.

Hang this copy up in your store, and if you want some extra ones to mail out to customers let us know and we will send them to you.

Be careful about extending credit. Don't get too much out. One-quarter of the value of your stock is enough to trust out. Poor credits is the rock on which many an honest grocer has been wrecked. Better keep the goods than trust where you feel the least doubt.

Lily White has made more money for grocers than any other flour on this market. There is no loss on account of returned flour, kicks, or lost trade. It sells steadily, easily and continuously. It is always uniform and reliable. Dealers can sell it without making false statements.

Sell Lily White. Help us and we'll help you.

Yours very truly,

VALLEY CITY MILLING CO.

COSTLY EXPERIENCE.**What the Boycott Cost the City of Chester.**

The leaders of organized labor in the United States are crying out against the destruction of the power to boycott as a weapon in industrial disputes. They are complaining that the judicial power of injunction is unfairly used to handicap labor in seeking redress for its grievances by restraining it from the use of just means of enforcing its claims. They have sought to have the boycott legalized and the power of injunction emasculated by act of Congress and, failing that, have endeavored to secure from both of the great political parties promises to give them the things they desire. The national leaders of unionism assert that the use of the boycott and freedom from the oppressive interference of the courts are absolutely necessary to give organized labor a fair chance in controversies with its employers. They declare that the community has nothing to fear from the concession of these "rights" to labor and that the only opposition thereto comes from the employing class, selfishly conscious of its advantage and determined to concede nothing which will give the workman a more equal footing in the battle of Capital versus Labor.

It would not be easy at the present moment to find many citizens of Chester, Pa., who would agree with these conclusions of the labor spokesmen. Chester has just had a three-months' demonstration of what the unchecked use of the boycott and the absence of effective restraint upon the strike spirit of lawlessness may bring to a community, with results that have roused its citizens to demand an ending of the situation in the speediest and most effective way. Incidentally, the labor unions of Chester and elsewhere have furnished, if the labor leaders will but see it, an object-lesson in the value of unrestricted boycotting and absence of legal restraints in promoting the cause of labor and winning public support to its side.

Three months ago the employees of the Chester Traction Company went on strike against a cut in wages from 18½ cents to 16½ cents an hour. The Chester Traction Company is a minor part of the system of the Interstate Railways Company, and the cut affected only about one hundred and fifty employees all told. It was one of the grievances of the men that they alone were singled out for a cut. Another was that, as they understood it, the reduction was retroactive and applied to the week's wages that they had already earned. They met the announcement of the cut with a threat to strike unless the old rate of wages were restored, and they were promised support from the other labor organizations of Chester and from the Amalgamated Traction Workers.

At that time conditions in Chester were much the same as in any other Eastern manufacturing and commercial town of forty thousand people. Business was fairly good and promising better; the city's debt was light and its credit as good as that of any

municipality of the size in the country; and its people were no more discontented than the people of any American community in normal times. Like a good many other communities, it may be added, one of the objects of discontent was the local traction company. Consequently when the dispute between the company and its employees came to a head the community sided with the strikers. As events immediately showed, they also had the sympathy of the city authorities and the police. There was never, it seemed, a more promising outlook for a successful strike.

Moreover, in the very first collision between the company and strikers the men scored a decisive victory and, although it was attended by violence, cemented more firmly the sentiment of public sympathy with their cause and the friendly attitude of the city authorities and guardians of order. The employees had met on the night of April 12 to decide on their course of action. At the close of a long and excited meeting they poured out of their hall at 4 o'clock in the morning, just as a closed car was bringing into town a load of strike breakers, secretly imported by the traction company. There was an immediate riot, in which a number of the strike breakers were hurt and in which the police refused to arrest a single striker.

That was the beginning of a reign of violence which culminated on the 30th of June in the burning of a bridge on the through electric line between Chester and Wilmington, Del., and which included as incidents the beating and injuring of dozens of strike breakers, the destruction of switches, the dynamiting of cars, two deaths by shooting, and the maintaining for nearly three months of a rigid boycott on the part of the entire population against the company and its cars, enforced by threats of violence and death against all who dared violate it. Among those threatened were women and the judge of the principal county court.

From the 18th of April, when the Pennsylvania State Constabulary, who were called in by the Sheriff of Delaware county against the protest of the city authorities, and a large force of deputy sheriffs succeeded in restoring order, the cars of the company ran, with a few interruptions when police protection was relaxed, but without passengers. The boycott declared by the strikers was enforced by the active sympathy of the mass of the people of Chester. It was carried to almost inconceivable lengths. For example, two elderly teachers, who dared to ride on the cars in a rainstorm, were compelled to apologize to their school children—who struck at once—by publishing an apologetic letter. A young physician, who rode on the cars in response to calls from parties, lost his entire practice and was compelled to leave the city. A Civil War veteran who rode to the starting point of the Memorial Day procession, in order to save his strength for the march, was forced out of the parade by the refusal of the band to play if he remained in the ranks. A woman who had just returned from abroad and,

in ignorance of the situation, rode a few times on the cars received a threatening letter decorated with heart-and-dagger and coffin drawings. The judge of the Delaware County Court was threatened with a dynamite bomb for the same offense, a threat which he published, to the shocking of public feeling, and calmly disregarded.

The boycott was not the only means adopted by the strikers to enforce their demands. Taking advan-

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YOU ARE PAYING FOR IT—In several hours of time each day devoted to re-writing orders and tedious bookkeeping.

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YOU ARE PAYING FOR IT—Without getting it every day you are without it. By this kind of paying for a thing you are **always paying for it and never done.**

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tage of the sympathy of the city authorities, violence was used at every opportunity. There was rioting from the 13th to the 18th of April, when the constabulary and deputies got the upper hand of the situation. Then there was comparative order until May 25, when the constabulary left town. On the 2d of May a car had been wrecked by dynamite in an outlying town and on May 6 a motorman was beaten and a bystander wounded by a flying bullet. The night the constabulary left general riot broke loose again and the whole Chester street car system was once more tied up before midnight. The deputies, reinforced in numbers, regained control of the situation next day and gradually service was resumed under their protection. Violence, however, continued. Between June 2 and June 20 four cars were destroyed by dynamite. An attempt was made to blow up another car. On June 30 the company's bridge on the Chester-Wilmington line at Claymont was burned.

Such was the use of its privileges of boycotting and freedom from judicial oppression made by organized labor and its supporters in Chester. Now for the results secured by these unrestrained methods of argument. As has already been stated, the traction company maintained its service, under police protection, after the first week of the strike, although to do so cost it \$150,000 in damage to property and loss of business. Meanwhile public sentiment, which was so overwhelmingly on the side of the strike, has undergone a change. On the 3d of July a citizens' committee served notice upon both the company and its striking employees that unless the strike was settled by July 6 the citizens would hold a mass meeting to consider ways and means of putting an end to the situation. The traction company replied that there was no strike, so far as it was concerned, and that the public was welcome to use its cars whenever it chose. That was the finish. Chester's boycott of the company came to an end by decision of public opinion. For their three months of industrial war the strikers have to show a complete defeat; the citizens of Chester are contemplating a general paralysis of trade, a weakening of credit, a loss of population through the departure of hundreds of people thrown out of work, and a consequent depreciation in property values; the city and county are facing a heavy increase in debt owing to the expense of handling the strike and a bill for damages and expense directly connected therewith which will foot up between \$200,000 and \$250,000. The only gainer is the traction company, which has won its fight, but at a heavy strain upon its resources.

At present Chester is busy counting the cost of its three months' experience. It has come to the conclusion, regretfully, for Chester is a strong labor community, that the game is not worth the price. It was that conviction, enforced by the unavoidable facts of the tremendous losses which were falling upon the city and its people, rather than any change of sentiment as to the justifi-

cation of the strike, that brought about the determination to end it. The traction company is no more popular in Chester than before, but the public boycott as a strike weapon has become less popular.

The price of experience has been high to all concerned, but the interests to suffer most of all have been those of the city of Chester itself, as its people are fast finding out. The city has been hurt in two ways; in loss of trade, and in destruction of credit. The boycotting of the street cars as a means of travel has cut down the trade of local shopkeepers to the point of distress. This loss extends to every kind and line of business, from grocers, liquor sellers and dealers in meats and provisions to dealers in permanent stocks, such as shoes, dry goods, hardware and furniture. The trade from surrounding communities, which formerly came to Chester, has been driven away to Philadelphia or elsewhere. The merchants who have been strongest in their strike sympathies have been those to suffer most of all, from their necessity for giving insecure credit to strikers and their friends and for making contributions to strike funds. Besides the loss of current trade, which has hit all business alike, the dealers in season and permanent goods are left to face the problem of disposing of the stocks which they laid in last spring and of meeting their maturing bills.

Real estate owners have suffered almost equally with merchants. The departure of inhabitants out of work to other communities has left hundreds of vacant houses, while there has been a general decrease in rents of all kinds. There is the further difficulty of collecting rents in arrears. There are probably four thousand unemployed in Chester at the present time, who have been thrown out of work, directly or indirectly, by the strike, and are living as best they can.

More far reaching than these visible effects of the strike, however, are others which are bound to affect the recovery of the city's former prosperity. These are the loss of credit and confidence; the shaking of the community's reputation as a place where law and order are enforced and property is safe. The expenses of the city in meeting the problems of the strike have been \$5,000 a month. Those of the county have been nearly twice that amount. Hundreds of deputy sheriffs have been patrolling the outlying districts and receiving pay at the rate of \$2 a day. There is the Chester Traction Company's bill for \$150,000 for losses and damages facing the city and county. There are also hospital, court and legal expenses to meet.

It was reported that the city was already considering the putting out of a \$500,000 issue of city bonds for general purposes, before the strike came on. Unless the proposed outlay can be put off indefinitely, the civic debt of the formerly thrifty little city is likely to be very inopportune-ly increased by the better part of \$1,000,000. Chester has hitherto enjoyed very nearly the best credit that a city of its size attains. Its debt

has been funded at an interest rate of about 4 per cent. It is uncertain how radically this rate will have to be changed to meet the conditions of increased cost and impaired confidence resulting from the unbridled course of violence during the twelve weeks' strike.

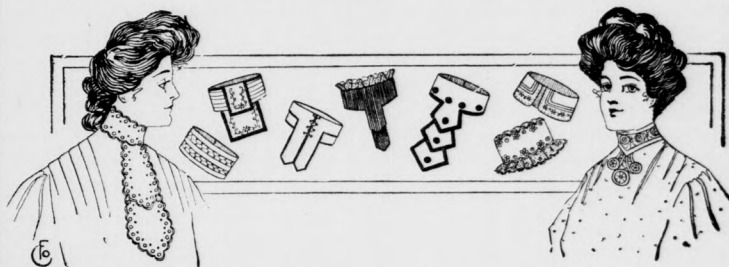
Bank credit has given indications of an equal falling off. In the face of a heavy drop in local bank clearances since the start of the strike, and the suspension, almost total, of loaning on building operations, now at a standstill, money is harder to procure in Chester than in times of great commercial activity. One man, who was undertaking almost the only bit of considerable construction work now going on in the city, had to seek a loan in Philadelphia. The bankers of Chester would not loan money on Chester property.

A large industrial plant, which was planning to locate in Chester, and

which would have given employment to several hundred men has decided, since the strike disorders, to go elsewhere. Lack of confidence on the part of the directors in the security of property in Chester was the reason assigned for the change in its plans. This is the second large plant that has steered clear of Chester within the past few weeks. The combined increase of population would have meant thousands, with perhaps an increase of half a million yearly in wages and spending capacity.

This is, after all, the real blight that has settled on Chester. It is being avoided as a "strike town" by the interests which would contribute to its growth. It will be many years before the city regains the position and prosperity which it has lost in the past three months. Meanwhile the cause of unionism in Chester is worse off than it was before the boycott.

For Ladies and Misses Wear



New items in the collar line are white with shadow stripes, white with fancy colored stitch edge, plain white "Buster Brown" shape and plain white with embroidered work. Sizes 12½, 13 and 13½. Price \$1.25 per dozen.

Ruchings are popular. We are showing some very pretty numbers in this line, also a good variety of other styles of neckwear, ties, etc.

The Ribbon Comb is new. We have it in our line of Back and Side Combs. Sample comb with ribbon properly attached included with each dozen. Price \$2.00 per dozen.

Belts that are nobby. We believe it will pay to see what we offer in this line. Prices range from 75 cents to \$4.50 per dozen.

Our salesmen will be pleased to show samples. Mail orders given careful attention.

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COUNTRY LIFE.

Suggestions for Roosevelt's Commission To Consider.

At this season of the year many men are going back to the old country homes of their ancestors to celebrate Old Home Week. Many of these urban visitors have had an opportunity to make a practical comparison of life in the city and in the country. The hulk mattresses supported on a rope lattice work may be just like those mother used to make, but after a few years of life upon downy beds of ease they detract from the enjoyment of a visit "back home." It is disconcerting after one has become accustomed to a bathroom with tiled floor and sides, equipped with porcelain tub, marble basin and hot and cold water, and so on ad infinitum, to be obliged to open the old-fashioned bedroom door a crack and call down to find out if there is any warm water in the kettle, and if some one would be so good as to bring some up in a pitcher so that a shaven face, not to mention a bath, may be had.

There are moments when the visit to the old farm is more enjoyable. The visitor leans over the fence and jokes with the "boys" for a few minutes while they milk with the keen enjoyment of the emancipated. He is no longer obliged to do it twice a day, seven days in the week and twelve months in the year. It is enjoyable talking over old times when one can leave the old times at will. It is the "old times" that President Roosevelt is trying to eliminate by bringing in better times which will make the farm a more attractive place for the young man and woman, and a field which will satisfy their ambitions. How to do this is a problem, for the solution involves not only financial results more nearly comparable with those to be obtained in the city, but modern social conditions and conveniences in the house which will make it as comfortable as an urban home.

In the United States there are upward of six million farms. Employed and living on them are in the neighborhood of thirty million men, women and children. From all sides come reports of the prosperity of the farmer. When other industries lag, the optimist pops up and comments upon the fact that Mother Earth is saving the country, and therefore all is well. He points with envious pride to the millions upon millions of deposits in the savings banks belonging to the agriculturists. In the magazines are pictures of great strings of horses drawing rows of gang ploughs, turning up a dozen or more furrows at one time, while the farmer sits upon the machine and moves forward as in a triumphal chariot toward fresh fields of endeavor and monumental profit. The inventor has produced enough devices to bring urban comfort to the suburban home. A farmer to-day can practically perform all the operations connected with the production of a crop by machinery. It is hardly necessary for man to roughen his hands from one year's end to the other if he has the machinery, the draft animals, a traction engine or an

electric motor such as have been devised for traction purposes on the farm. There is apparatus for stowing away the crops. Cows have become sufficiently accustomed to the new method to permit themselves to be milked by the machines which have been invented for the purpose.

The windmill, the hot air engine, the gasoline engine, the steam boiler and the electric motor make it possible to have hot and cold running water, bathrooms and sanitary arrangements in the farmer's home and give him power for the performance of all kinds of work about the house and barn, such as sawing wood, running the machinery of a repair shop, grinding grain, cutting feed, operating the milking machines, running the cream separator, the churn and the butter kneader, shearing the sheep, furnishing electric lights and providing facilities for electric cooking in the kitchen. Apparatus for manufacturing both the ordinary gas and acetylene gas on a small scale has been invented. The oil and denatured alcohol stoves make cooking in summer a not uncomfortable task. There are philanthropists who stand ready to furnish libraries with accessories for social purposes almost for the asking. Why, with all of these avenues of escape from the hardships of the agricultural industry, does the farmer escape and live as comfortably as his city brother?

The farmers who have all these facilities, relatively, are the few. In many a New England community churches are dying and ambitious men and women are drifting toward the towns and cities. Farms are being abandoned. In the West, where farms are operated on a larger scale and apparently with more profit, social life is almost wiped out owing to the long distances separating the homes of the farmers. In sections of the South the most primitive conditions prevail.

One does not have to go fifty miles away from New York to find growing up on farms girls who will never have even the near opportunity of Maud Muller to jump into the social swim of a metropolis of any dimensions. They will be obliged to remain in their dreary old homes doing what their mothers still do. There are farmers' wives within a short distance of New York who do not go beyond the confines of their homes from one year's end to the next. They not only drive the cows home, but they draw the milk which in the course of the next forty-eight hours will be set upon the tables of persons enjoying all the luxuries of urban life in the great metropolis.

What are the causes of these conditions, and how are they to be remedied? What can the Government do?

It is easy enough to say why people do not have more comforts. It is usually because they have not sufficient money. Lack of funds may be due to several causes: Lack of initiative, capacity, education, good land and facilities for marketing produce readily, inexpensively and at good prices may be included among the causes in the case of the farmer.

"What is the solution of the prob-

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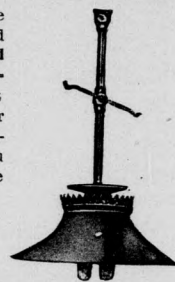
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lems of the farmer?" some one asked the editor of a well known agricultural paper.

"Send a city man who does not know anything about farming, but who has a lot of theories of how it ought to be done," he replied, with an ironical smile. A city man would have initiative and an appreciation of the value of organization if he had nothing else. That quality is perhaps less in evidence on many farms than capacity."

Notwithstanding the fact that the public school is held in such high repute throughout the United States, and in most states education is compulsory, the percentage of illiteracy in many sections is very high. These are the rural sections where there are limited funds and few children. In many districts the schools are open for only a few weeks in the year, and the teachers are young women with no special preparation who will accept \$5 a week and board themselves. In some districts there are no schools, for there are too few children. It is asserted that in Georgia there are only thirty-seven persons to the square mile. It therefore takes an area of about twenty square miles to supply enough children for a white school and a negro school. As a matter of fact, it has been estimated that it takes a larger area than this, because only 40 per cent. of the children are in school at all for so long a period as one hundred days in the year. It has been stated that eight-ninths of the school children of the State live in rural districts.

Large numbers of the people live in one-room cabins. Efforts are being made to change these conditions. One suggestion was to establish model schools in the country where home industries and handicrafts as well as the elements to establish farm communes about the schools and in other ways bring the children and adults in contact with a form of social life. A number of secondary schools are about to be opened throughout the State which shall teach the rudiments of agriculture as well as other branches. The sites were awarded to the counties displaying the greatest interest and willingness to co-operate.

In another way the South is being benefited by education of a practical kind. Through the national Department of Agriculture the farmers are being taught how to make their land more productive by simple methods. The instruction is given by means of traveling instructors and demonstration farms. A farmer who is willing allows a portion of his farm to be transformed into an object lesson. He works it according to the instructions of the representative of the Department of Agriculture. When his neighbors see how much better his crops are than theirs they are inspired to go and do likewise. Some of the results were recently recounted. The theory is that when a farmer has money in his pocket the desirable things, such as better schools and a better type of social life, will follow.

Practically all of the states and territories have agricultural schools and colleges, but they are not in a position to do as effective work for

the farmer as they might, for many of them are restricted in the use of their funds. The New York State School of Agriculture at Ithaca, of which Professor Bailey is the head, has conducted for many years a correspondence school in agriculture. This has departments for the women and children as well as the men. Thousands of students are enrolled.

It has been suggested that the textbooks and the underlying idea of the teaching in the rural schools might be altered to the advantage of the sections in which they are located. The textbooks are criticised as being written from the commercial point of view, the examples in arithmetic, for instance, being those which a bank or commercial clerk might be called upon to perform in the pursuit of his vocation. It is suggested that the problems might well be such as the farmer would be called on to solve in his daily life.

There is a movement to consolidate the underpaid, poorly equipped rural schools in large, central and accessible schools well equipped with specialists in agriculture as teachers. Stages or motor buses would be used to collect the children and return them home. There are six hundred of these consolidated rural schools throughout the United States, two hundred of them being in the South. They are well equipped for their work. It is stated that an effort is being made to obtain from Congress an appropriation to assist in planting such schools.

The National Government also makes careful studies of agricultural problems and presents the results in pamphlets, to be had for the asking. They are comprehensive and fully illustrated. If a farmer wishes advice as to what he should do to make his soil more productive or what crops he would better raise the department

through its wide knowledge of soil conditions throughout the country aids him. In such ways the present and the future farmer are being stimulated and helped to make their condition through education better. Initiative is being developed, capacity increased and educational opportunity offered sporadically throughout the country.

How is the problem of improving the facilities for marketing to be met? Good roads are essential. While many

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



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

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There Is a Lot of Difference

in the flavor of a berry jam which is made from berries which are 48 hours off the vines or more and a jam which is made from berries which have been picked less than 24 hours. We raise our own berries, and we always have them cooking before they have been picked 24 hours. This is another "secret" we use to make our jams better than the others. Drop a card for sample at an expense to you of a cent and a moment.

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Redlands, California

(Where the oranges come from)

W. S. Ware & Co., Distributors
DETROIT, MICH.

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

HAND SAPOLIO

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

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

would object, yet some suggest that high class highways might be obtained more quickly if convicts were put at work upon them. Already the farmer has the rural mail delivery, and in many sections the telephone. It would undoubtedly be to his advantage if there were a parcels post, by which he could fill orders taken over the telephone and also order goods from the grocery to be delivered to him in the same manner. It has also been suggested that the Government might provide a cheap telegraph system for the rural sections by means of which the farmer would be put in close connection with the larger markets and in a position to take quick advantage of conditions there as well as receive orders directly from the dealers. With better roads and cheaper automobiles the farmer will be brought into closer touch with the markets and social centers, also.

It is charged that the middleman obtains too much of the profit on farm produce and that there ought to be a closer connection between the producer and the consumer. This would increase the profits to the former and reduce the cost to the latter. In Iowa a few years ago a group of five hundred farmers formed what has been termed a "Farmers' Trust." These men had been in the habit of taking their produce to town and receiving what the dealers saw fit to pay them for it. They formed a corporation in 1890, with a capital of \$25,000. They carried on a business of \$620,000 a year. In the course of the first thirteen years of their history they transacted more than \$5,000,000 worth of business without the loss of a dollar and never with a greater indebtedness than \$5,000. The articles of incorporation set forth the general nature of the business to be "buying and selling and dealing in all kinds of farm and dairy products, cattle, sheep, swine, poultry, dry goods, boots and shoes, groceries, hardware, farm machinery, lumber, stone, brick and all kinds of building material, grain and real estate, and dealing in all kinds of merchandise, and in buying and selling all such kinds of property on commission and otherwise." No person was permitted to become a stockholder except a practical farmer and no member could own more than ten shares of stock, of a par value of \$10. Provision was made for the expulsion of any shareholder who violated any of the provisions of the bylaws or constitution. The company bought all the output of its members and sold to the farmers whatever they needed in the way of supplies. The supplies were sold slightly above the cost at wholesale. It bought all that its members required by the carload lot and stored it in warehouses until needed. It owned its own grain elevator and lumber yard.

It has been suggested that the Government might assist farmers by providing warehouses for the use of the farmers, who in this way would have an opportunity to preserve their products until the market was ripe for their sale at a profit to the producers. Machinery naturally helps the farmer to produce more econom-

ically. It requires money, however, to obtain machinery. It would take some farmers all their lives to reach a point where they could invest in a complete plant. It has been suggested that some philanthropists, or the Government, might establish plants of machinery which could be lent to farmers at a moderate rental. There seems to be no difficulty in operating farm machinery by power, including that which is moved over the ground. Steam and gasoline, especially the first, have been successfully applied to the operation of farm machinery. It has been demonstrated that electricity may be used, not only about the house and other buildings, but in manipulating the field machinery. It has been suggested that the Government provide electric current just as it has irrigating streams. This current could be produced by water power. Already large areas in the South are being provided with electric current. One company purposes to furnish current in North and South Carolina over an area larger than that of the State of Connecticut.

With the increase of material wealth will come an increased demand for social advantages. Already in many sections farmers' wives may gossip with one another by means of the telephone without leaving the house. The rural mail carrier and the trolley are bringing the thought and the entertainment of the larger centers closer to the doors of the farmer's home. In some states it is possible to obtain the use of traveling libraries in small communities. In New York State more than two-thirds of the public schools in the rural sections have libraries. Social settlements and playgrounds and athletic fields in the country have been suggested as a means of developing rural social life.

With power for pumping and furnishing heat all the sanitary apparatus of the urban house is available for the use of the farmer and his wife, and all the comforts of the city kitchen and laundry may be enjoyed in the farmer's kitchen and laundry. To sum up, it would appear that one of the most important steps which could be taken would be the co-ordination of the forces now working independently.

Needed the Cork.

A certain John Simmons had been a twenty-year abstainer but fell from the ways of grace and worshiped the vinous god with all the fervor of a convert.

Feeling the need of recuperation, he sent his boy to an adjacent hostelry for a bottle of whisky.

"But," cried the hotel proprietor, "who's it for?"

"For my father," said the boy.

"Nonsense. Your father is a total abstainer, and has been, to my knowledge, for longer years than you've lived."

"Well, at all events, he sent me for it."

"What does he want it for?"

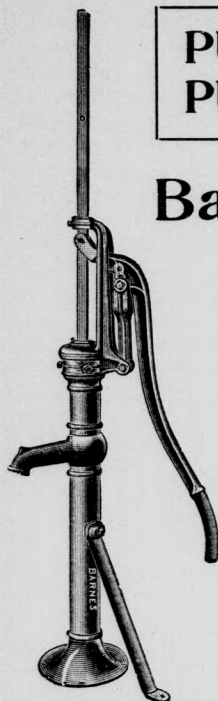
"To let you into a secret," said the boy, ashamed to tell the truth, "he's going fishing and he wants the cork to use for a float!"

PUMPS PUMPS

Barnes' High Grade Pumps

Clark-
Rutka-
Weaver Co.

32 to 48
South Ionia St.
Grand Rapids,
Michigan



Established in 1873

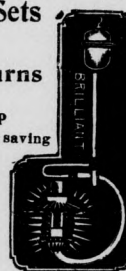
Best Equipped
Firm in the State

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.

The Sun Never Sets where the Brilliant Lamp Burns

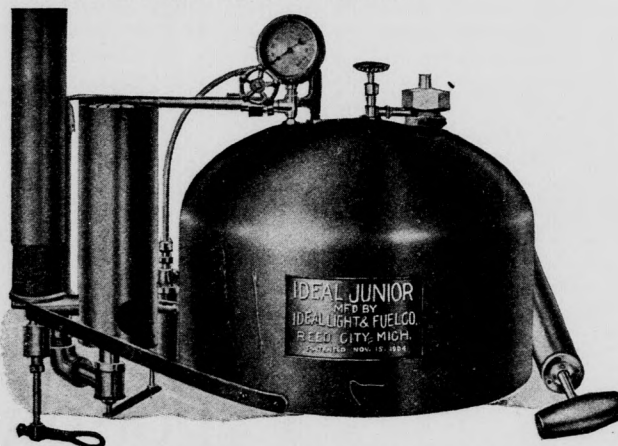
And No Other Light
HALF SO GOOD OR CHEAP
It's economy to use them—a saving
of 50 to 75 per cent. over
any other artificial light,
which is demonstrated by
the many thousands in use
for the last nine years all
over the world. Write for
M. T. catalog, it tells all
about them and our systems.



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

The Ideal Junior Lighting System

is conceded by all to be the safest and most durable, and furnishes a better light at less cost than any other. Write for our latest catalog which explains fully our machine.



If you want a cheap light don't write

IDEAL LIGHT & FUEL CO.

Reed City, Michigan

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.

SELLING DOILIES.

Clerk Should Produce Better Goods Than Called For.

Written for the Tradesman.

There's a neat little knack of selling doilies without which the clerk at this counter is as a ship without a rudder.

This clerk must not seem overly anxious to make sales, as this method is quite apt to destroy the good impression that might have been created for the goods in his department.

When a customer enquires for doilies don't begin by throwing the price at her. First get her interested. Find out by a bit of adroit questioning something as to the style required and then bring out something a little more elaborate in design and more expensive as to price than would accord with her description. Seeing these she will be dissatisfied with doilies shown that are not so handsome and you will be likely to see the patron turn again and again to the former, with the result that she takes what you were bright enough to trot out ahead of the sort she had in mind when she entered the store. When she gets her purchase home she may be overcome with contrition at the amount of money she has paid out, but the beauty of the goods will so appeal to her aestheticism that the matter of price will in a short time be relegated to innocuous desuetude, to haunt no more and disturb the lady's serenity.

An acquaintance of mine is the happy possessor of an extremely beautiful lace-and-linen round spread for her dining table.

"Where did you pick up such a dream of a cover?" I admiringly interrogated. "That's really the finest I ever saw—and my eye has been caught by a good many elegant covers."

Evidently pleased with my enthusiasm she replied:

"That's something I ran across in Paris. I myself am particularly fond of it. It is not at all common in pattern and the stitches are especially well executed. That hand work must have stretched over more weeks than I'd care to count were I the one to make it. I got it at a great bargain, too, and of course that naturally gives the piece an extra charm. It was made by a very beautiful young woman, who was anxious to earn the tuition to send her younger brother away to the school that would give him just the kind of training he needed to help him in his work in the future, and which he could not obtain in their home town. I paid a penny or two for the piece, I'll admit, but what is that compared to the pleasure of owning such an exquisite article, the contemplation of which is at once the delight of myself and my friends and acquaintances? Then, too, there's the boy who is helped to a part of his education by the fact that I gratified a desire for something that will, by proper care, last me for years and years. I know most of the stitches employed and can keep it in excellent repair myself. I never intended to own so extravagant a cover as this,

but I have never for a moment regretted my investment."

Now here is a case that illustrates my theory that when the matter is that of buying something that shall be a pleasure for long years on her table a woman is not going to cavil at the cost.

And so I say: When it comes to the subject of doilies show a lady merchandise several grades higher than she asks for. If she sees what tickles her fancy, even if she "never intended to own so extravagant" a piece of goods, she will end with its acquisition.

H. E. R. S.

Make Your Window Cards of Snappy Character.

Written for the Tradesman.

There's one thing (among others) that has always seemed to me a trifle queer about window trimming tactics and that is that dressers do not use more catchy little cards calling the attention of those they are striving to attract to the various excellencies of the wares on view. They will go to great expense of money, time and effort to let the public into the knowledge that this is John Smith's establishment, but they have so little to say as to the character or merits of the merchandise that they put into the windows for John Smith that the public might quite naturally infer that the one who fixed up those windows cared more about informing customers regarding the name of the man he worked for than about the goods.

Haven't you noticed, on those rare occasions when dry goods dealers, for instance, have exhibited, along with a particular brand of silk, the different items that were necessary to the production of that silk—the cocoons, the silk worms at work, and the mulberry leaves they feed on, the untwisted strands of silk, the various dyes and other chemicals—I say, haven't you noticed what a crowd is constantly glued to the glass that separates and how the individuals of the throng can scarcely tear themselves away; how they start several times to leave and yet want to take another glance at a special object that pleases them more than the others and keep coming back to gratify that trait inherited from our naughty Mother Eve; how they do a constant little side-stepping to get a better chance to peruse the cards attached to each part of the display?

Don't tell me that people won't read your cards after you go to the bother of getting them up? They will if you make them of a bright, snappy character. Nobody is going to wade through long prosy stuff—make up your mind to that. No goods exist but what some card may accompany them that shall make spectators sit up—stand up—and take notice. If you have been neglecting this important phase of your windows rub your eyes, shake off your drowsiness. On the other hand, don't overdo matters and cause your windows to look like your great grandmother's best patchwork quilt.

J. Jodelle.

The gloomiest hearts on earth are those that have never earned any glow of gratitude.



\$500 BRUSH

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

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

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

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

MANLEY L. HART

47 49 N. Division St.
GRAND RAPIDS, MICH.

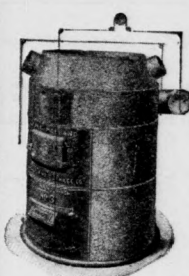
Foster, Stevens & Co.

Wholesale Hardware

Fire Arms and Ammunition

33-35-37-39-41 Louis St.
10 and 12 Monroe St.

Grand Rapids, Michigan



A Dividend Payer

The Holland Furnace

Cuts Your Fuel Bill in Half

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

Write us for catalogue and prices.

Holland Furnace Co.
Holland, Mich.

Mica Axle Grease

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

Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in 1/2, 1 and 5 gallon cans.

STANDARD OIL CO.
GRAND RAPIDS, MICH.

Trunks Suit Cases Traveling Bags

We have just put in the celebrated line of these goods manufactured by ABEL & BACH CO. It's the finest line on the market.

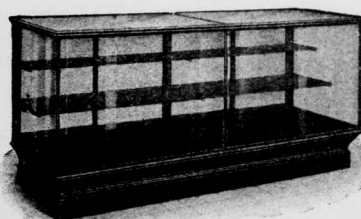
All prices.

Ask for catalog.

Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY



No. 600
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.

Send for our catalog G.

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



How Salesmen Can Triple Earning Power.

I met a man the other day who is a hustler. Every minute he is on the road he is after business.

Knowing this, I was very much surprised to meet him in the neighborhood of the factory he represents in the middle of the busiest season of the year.

"What brings you back to town? I supposed you were out in your territory rounding up customers," I said as we shook hands.

"Yes, no doubt you are surprised to see me," replied the hustler. "I wouldn't be here if I hadn't had to come back to attend a wedding. I hated to do it, too, because I can not really afford to lose time just now. Things are humming everywhere," he said. "I'll have to do some hustling to make up for the lost two days."

This is the kind of salesman I like to see.

He is an ideal business getter. There are so many others who would have welcomed any kind of an excuse to run into town in the middle of the season "to get away from the grind for a while."

I have heard at least a dozen salesmen remark that they envy the farmer's life.

"What a snap the rural fellow has," they will tell you. "Crops growing while he sleeps; nothing for a farmer to do but to enjoy life and pocket the money."

Even when said in a jest, this indicates a discontented frame of mind. Moreover, it indicates very little knowledge about farming—the speaker has evidently forgotten the long days of patient toil which the farmer spent in planting, plowing, weeding, the hours that it took him first to cultivate the ground for the reception of the seed and then to put in the crop that "makes money for him while he sleeps."

The sensible salesman plans his work to some extent after the course pursued by the farmer.

He prepares his soil for the reception of the seed by laboring on the minds of his customers, weeding out their objections and enriching the soil with the fertilizer of confidence.

Then after he has planted his reasons why customers should deal with him, and when these reasons come to maturity, he harvests an abundant crop of new business.

There are many salesmen who never clear out the stumps and rocks from the soil which they expect to afford them a crop. They don't concern themselves with cultivating their land.

They expect to sleep and let the

crop miraculously spring up some way or other.

A crop of orders will never be produced by the salesman who neglects to cultivate his territory, who lets good accounts go to seed, and his customers' interest wither from lack of attention.

The salesman's hold upon the customer's confidence is a great deal of help in making sales; greater than any samples, no matter how attractive they may be, or than the most extensive advertising.

I have noted cases where the salesmen hardly needed to unpack and display the samples at all; so many of his customers were prepared to rely implicitly upon his word and trust his judgment in all particulars. The salesman of this type never fears competitors.

If a salesman wishes to test his ability let him occasionally, by way of experiment, try to sell a bill of goods without the use of samples—or, if he has to employ samples, try to close with the customer on the way to the sample room before the goods have been examined.

This is not saying that samples should not be employed in making sales, or that they should be neglected, or carelessly handled; but once in a while it is an interesting experiment to see whether the customer who knows you has confidence in you and is sufficiently convinced by your representations to place orders without seeing your goods.

A very common fault with salesmen is the lack of earnestness.

Men of this sort pour a lot of loud and effusive talk in the prospect's ear, but their talk does not ring true, and the prospect doubts that they really believe what they try to make him believe. The lack of earnestness apparent in the salesman's manner gives the customer the impression that all his facts are falsehoods, even when that is really not the case.

The difficulty in such a case is that a salesman does not care whether his tales are true or not; he has little real interest in the goods he sells—little real interest in whether his customer is satisfied as long as he secures the order.

He is not in earnest and the fact shows itself in his looks and voice and manner, no matter how carefully he may affect enthusiasm.

The man who is not in earnest is contented with making a certain comfortable sum each year. Assured of getting this much, he does not try to get any more—or at least he doesn't try in earnest.

Many men who are making \$3,000 a year might as well be making from

\$5,000 to \$10,000 if they would exert themselves and mean business.

Such men are in the way of the really industrious business getters, who would be only too glad to have the opportunities wasted by some fellows who lack earnestness.

There should be no room in a sales force for a man who does not mean business and who does not earnestly try to get all the business that his utmost exertion can secure.

Earnestness triples earning power.
—O. D. Strather in Salesmanship.

Cross=Country Run

Knowing travelers take a cross-country run every Saturday. The race ends at the

Hotel Livingston Grand Rapids

the ideal place to spend Sunday.

Progress

has many agents, but none more effective than the telephone.

Don't lag behind the time in which you live.

"Use the Bell"

IT
PAYS



CALL
MAIN
330

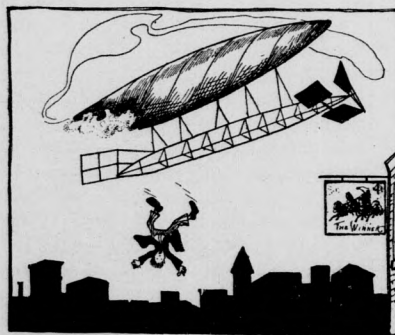


For hot water or steam have no equal. Come and see or write us—let's talk it over.

RAPID HEATER CO.

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

Ben-Hurs Are Not an Experiment



GUSTAV A. MOEBS & CO., Makers, Detroit, Mich.
Worden Grocer Co., Distributors, Grand Rapids, Mich.

The satisfying, lasting and staying qualities are all present. New buyers are never in danger of getting a hard jolt from too high expectations.

The distinct quality of the Ben-Hur places it in a class by itself. It fully upholds the judgment of the best qualified buyers.

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.

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.



A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, \$8.50 to \$350.00
EASY TERMS.
Catalog Free.

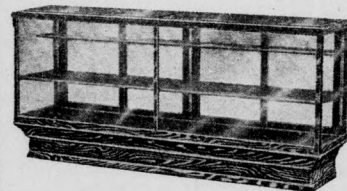
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

Light Economy

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

SWEM GAS MACHINE CO. Waterloo, Ia.

—OUR— MANUFACTURER to MERCHANT PLAN Saves You Money on Show Cases



And even at that we build a better case in every particular. Best material used, durable in construction, original in design, beautiful finish. We pay freight both ways if goods are not as represented. Get catalog and prices.

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

PADDED THE PAYROLL.

Poor Man To Send To the Legislature.

Chas. D. Hamill, who is now seeking the Republican nomination for Representative in the Legislature, was on Nov. 7, 1906, a witness in the case brought by Typographical Union, No. 39, against Allen Rastall in regard to certain transactions to which he, Hamill, was a party as a representative of the union. During the recent printers' strike the International Typographical Union was sending to all its members out on strike through their locals a strike benefit of \$7 per week. This benefit was regulated by the strike roll, which all men on strike not working at their trades or at other crafts or places were required to sign. For each name on the strike roll the local was entitled to \$7 per week.

The story is best told in the sworn statements of Hamill, in cross examination by Mr. Campau, as follows:

Q. Now, Mr. Hamill, when were you elected to the office which you held during the strike? A. In May, 1905, I believe.

Q. That office was that of Vice-President of the union? A. Vice-President and Chairman of the Board of Trustees, really a double office.

Q. Now, was there another committee formed early in the fall, of which you were an officer? A. Well, there was a committee that was called a committee, yes, in the early stages of the trouble, called the Strike Committee.

Q. That was called the Strike Committee. Now, were you a member of that Committee? A. I was Chairman of it.

Q. How did the money get into the hands of the men; didn't it come through you? A. No, sir; it came from the Secretary-Treasurer.

Q. On your order? A. No, sir.

Q. On the order of the Secretary of the Strike Committee? A. No, sir.

Q. These men signed up the roll every day, didn't they? A. Yes.

Q. And that roll was in the hands of Mr. Gunther, the Secretary of the Strike Committee? A. Temporarily.

Q. During the time he was Secretary of the Strike Committee? A. Temporarily so.

Q. And according to the checking of that roll the International transmitted money? A. Yes, sir.

Q. And that money eventually, let us hope, came into the hands of the men that were out on strike? A. Yes, sir.

Q. And did you have anything to do with that? A. I sometimes volunteered some services.

Q. Didn't you testify a while ago that you paid the strike benefits? A. No, sir.

Q. Now, did you make any arrangements with him (Rastall) to be carried out during the time he was in Holland? A. I think I made some arrangement with him to pay his wife something; yes.

Q. To pay his wife \$5 a week—or pay his wife something; you have not said what that would be? A. Yes, sir.

Q. Did you know that Mr. Rastall

was going to Holland to go to work? A. I understood that he was.

Q. Now, can you explain to this court how, within the rules of the International or of the local, you were able to pay Mr. Rastall or Mr. Rastall's wife a strike benefit while he was at work? A. I could not under the law.

Q. Then you exceeded your authority in paying him that money? A. Possibly I did.

Q. Do you know whether Mr. Rastall's name was put on the strike roll during the time he was in Holland working? A. It had to be on to get any money.

Q. Then, as far as Mr. Rastall's name is concerned, the local, No. 39, had sent to the union—the International—what you would call a padded roll? A. No, sir.

Q. The strike roll was to be signed by men who were not working, was it not? A. The strike roll was to be signed, yes, sir.

Q. By men who were not working? A. By men what?

Q. Who were not working? A. Yes.

Q. Now, you testify that if Mr. Rastall drew the benefit, then his name was on the roll. Now, wasn't that—I can not think of anything better than a padded roll, if his name appeared there? A. I did not deem it so.

Q. I say, what then would you consider the signing of Mr. Rastall's name to this list while he was working? A. What would I consider it?

Q. If not a padded roll, how could you explain it under the law? A. I could not say what it was.

In other words, local, No. 39, of Grand Rapids, under the direction of Hamill, as Chairman of the Board of Trustees and of the Strike Committee, was drawing \$7 a week from the International union at Indianapolis, to which it was not entitled and to which Hamill knew it was not entitled.

It is unnecessary to comment upon this state of affairs. Suffice it to suggest to trade unionists that success can never be reached under such leadership.

The public has now the opportunity to accept or reject the services of such representatives. How far such a man will be willing to serve the people of his district without regarding private interests may be gathered from the following obligation, which is taken by all members of the International Typographical Union, of which Hamill is a member. It will be noted by the terms of this oath that Mr. Hamill will not permit his duty to his constituents and his loyalty to the State to in any way interfere with his avowed intention of representing unionism or anything else of interest to trade unions:

I hereby solemnly and sincerely swear (or affirm) that I will not reveal any business or proceedings of any meeting of this or any subordinate union to which I may hereafter be attached, unless by order of the union, except to those whom I know to be members in good standing thereof; that I will, without equivocation or evasion, and to the best of my ability, abide by the constitution, by-laws and the adopted scale of prices of any union to which I may

belong; that I will at all times support the laws, regulations and decisions of the International Typographical Union, and will carefully avoid giving aid or succor to its enemies and use all honorable means within my power to procure employment for members of the International Typographical Union in preference to others; that my fidelity to the union and my duty to the members thereof shall in no sense be interfered with by any allegiance that I may now or hereafter owe to any other organization, social, political or religious, secret or otherwise; that I will belong to no society or combination composed wholly or partly of printers, with the intent or purpose to interfere with the trade regulations or influence or control the legislation of this union; that I will not wrong a member, or see him or her wronged, if in my power to prevent. To all of which I pledge my most sacred honor.

Gripsack Brigade.

There is a difference between talking at random and delivering an impromptu selling talk on occasion.

Make your selling talk practical. Facts and figures convince. Avoid the flowery style. Figures of speech may amuse a prospect, but they divert his attention from the business in hand.

The salesman who has never thought of an original argument in favor of his product—who relies solely upon the arguments furnished him by his manager—either has a habit of "wool-gathering" or else can not have been in his present position more than a week.

Your confidence in your goods and in your selling power gets orders. Your customer's confidence in your goods and in you gets reorders.

Misfortune always chases cowards; being a coward itself it runs from those who turn to match their strength against it.

Your business is to conquer your disadvantages, whatever they may be. Don't let them conquer you. What would be the use of courage in the world if there were no disadvantages to challenge it?

We all call the man noble who, in spite of his own ill health, goes out to fight the world and wins. It is even a nobler man who, afflicted with ill health, fights it and wins.

A Bay City correspondent writes: John M. Moore, of this city, traveling salesman for the C. C. Heuman Paper Co., of this city, is missing and no trace of him has been found, although a search has been going on several days through the cities and towns north of here. Moore was last heard from at Grayling. His accounts here are straight; his home life is said to have been extremely happy and there is no reason known for voluntarily absenting himself. He sometimes collected considerable sums of money and had some in his possession at Grayling, but how much is not known. His wife expresses a conviction that he has met with foul play.

A selling talk needs to be laundered just as often and as thoroughly as a shirt. When you wear a shirt too long it loses its starch—gets crumpled up and mussy—and when you use a selling argument too long, without brushing up its fine points and freshening it with starch of enthusiastic revision, it grows limp and ineffective.

Into the tub of sales ginger then with all those old arguments and selling point, which from continued use have grown a little limp as to the manner in which they are delivered. Souse them in the suds; put them through the wringer; add a little of the starch of enthusiasm—and hang them on the line to dry. After that iron them out, and there you are. The old argument's as good as new.

Some salesmen call only on the prospects they think they have the greatest chance of landing, and let all of those between slide. Now it is all right for a chamois to cover distance by plunges and jumps, hitting only the high places. Nature made the chamois that way; but a good salesman has no business going through the work laid out for him in the same hop-skip-and-jump style that distinguishes the playful Alpine goat. Do not carom over your territory, hitting only the most elevated protuberances, dodging from one big prospect to another main chance, and neglecting to call on the less promising dealers between. You can not tell the size of a business man's bank account or the extent of the business he may throw your way by the looks of the sign over the door. The pains-takers are the fellows who are forever putting high values into things around them which before were of no account.

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

Buffalo, Aug. 26—Creamery, fresh, 20¢@24¢; dairy fresh, 16¢@21¢; poor to common, 14¢@16¢.

Eggs—Strictly fresh, candled, 21¢@23¢.

Live Poultry—Fowls, 12¢@12½¢; ducks, 10¢@11¢; geese, 9¢@10¢; old cox, 9¢; broilers, 14¢@15¢.

Dressed Poultry—Fowls, 13¢@14¢; old cox, 9¢@10¢.

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 @2.25 per bbl. Rea & Witzig.

Help the Manistee Boys.

Manistee, Aug. 24—We are a trifle shy on our expenses for the convention, and as we have about 200 copies of the souvenir book still on hand and presume there are people who would be glad to get them, if they knew they could be had, we would like to insert a notice in the next issue of the Tradesman that we would be pleased to send single copies prepaid for 25 cents or in larger quantities at a special price.

W. D. Barnard.

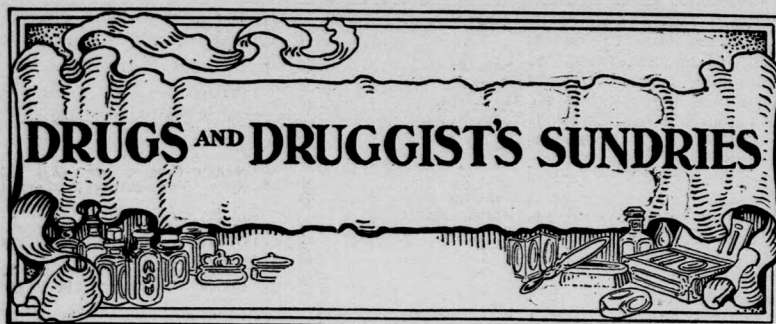
Sure Proof.

Her Father—So you want to marry my daughter, eh? Do you really love her?

Her Suitor—She graduated from cooking school a few weeks ago, did she not?

Her Father—Oh, yes.

Her Suitor—And yet I want to marry her. I guess that's proof enough.



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

Michigan State Pharmaceutical Association.
President—M. A. Jones, Lansing.
First Vice-President—J. E. Way, Jackson.
Second Vice-President—W. R. Hall, Manistee.
Third Vice-President—M. M. Miller, Milan.
Secretary—E. E. Calkins, Ann Arbor.
Treasurer—A. B. Way, Sparta.

Tinseling Post Cards.

This is done by means of a glass tube or a small lettering brush. There is a glass instrument manufactured for this purpose which is the best. A device of the kind can be made from a glass tube, however, by holding one end of it in a flame and drawing it out to a small point with a small pair of pliers. Mucilage is poured into the large aperture, thus completing a "pen and ink" arrangement for writing on the card. The characters formed by the mucilage are then sprinkled over with tinsel, which can be obtained from any painters' supply house or from a wholesale drug firm.

We buy a card which has enough space on it to tinsel a name, and then display the work with a sign saying: "Your choice—5 cents. Any name desired tinselled on these cards free of charge." This is a very good seller and affords a nice profit.

We also buy a fancy embossed card at 75 cents a hundred, with "Best Wishes" or some brief saying on it in small letters. We outline the embossed part with tinsel and sell the cards at 5 cents each. They cost us less than one cent, thus leaving a nice profit.

We put on cards such words as "Sister," "Mother," "Brother," "Greetings," etc. A dealer doing this work and advertising it will find that his post card sales will increase immensely.

Regarding Prescription Bottles.

Often dirty prescription bottles come in to be refilled. To clean them and soak off the old label and put on a new one often requires considerable time and labor. On the other hand, if one puts them out again in the condition in which they were received he will be charged with being a slovenly druggist.

One must use almost as many bottles for external preparations as for internal medicines. Our plan is to set aside all bottles which come in to be refilled if they appear soiled, and then employ a new bottle and label. This is appreciated by the trade and the moral effect is obvious.

When sufficient old bottles accumu-

late we soak off the labels, and wash and drain the bottles. They then serve as containers for external medicines. We have always used this method, and it has been a business winner. Above all things, never paste one label over another.

A Preparation for Cleaning Drain Boards.

We had considerable trouble in finding anything perfectly satisfactory for cleaning the drain boards at our soda fountain. They are made of copper, and we always found it necessary to do a lot of scrubbing and rubbing to make them look halfway decent. So I started to experiment of my own accord. I hit upon this formula after repeated failures, and have been using it ever since:

Whiting 4 parts.
Tripoli 3 parts.
Powdered oxalic acid 1 part.

This preparation can be made for about 5 cents a pound. It has proved quite a money-saver for us.

Chemical Geography.

Different varieties of pines yield turpentine having slightly different properties. A Russian chemist has found that the differences lie in the resins as well as in the oils. He finds at least five different crystalline modifications of the resin acid—having different physical and optical properties, as do the oils. The acids can be secured in an almost white and pure condition by straining the melted resin, allowing them to solidify, and squeezing out the oil, etc., in a press. There is hope that we may sometime be able to tell where our "Chian" turpentine really comes from.

Ointment Absorption.

Dr. Sutton, of England, finds by an original method that lard, benzoinated lard, and goose grease are the most rapidly absorbed by the skin of all the ointment bases. Petrolatum can be rubbed in, but unless friction is applied it does not penetrate the skin. Anhydrous wool-fat is very slowly absorbed, but when mixed with a vegetable oil it enters the skin readily. These experiments do not apply to the quantity of fats absorbed, but only to their rapidity of absorption.

Protect Your Drug Books.

By placing a pane of glass over the leaves of your Pharmacopoeia, National Formulary, or any book which you use while making preparations, you protect the leaves and keep the right page in view. The glass should be a trifle larger than the book and may have a passe-partout binding on the edges if desired.

Formulas for Antiseptic Powder.

1.
Powd. Talcum 1 lb.
Powd. boric acid 5 lbs.
Oil eucalyptus 2 fl. dr.
2.
Powd. boric acid 1 oz.
Salicylic acid 2 dr.
Powd. starch 6 oz.
Powd. zinc oxide 3 oz.
3.
Powd. alum 1 oz.
Powd. boric acid 2 oz.
Powd. Talcum 4 oz.
Powd. starch 6 oz.
Oil eucalyptus 20 min.
Oil wintergreen 10 min.

Coloring Bay Rum.

In bay rum a very slight yellow color is desirable. Different formulas call for tincture of saffron and other coloring agents, but the best and simplest means is this: After mixing the oils, alcohol and water, and before filtering them, just drop a few sprigs of saffron into the container; shake, let the mixture stand a short time and then filter. The result is a beautiful tinge of yellow.

How To Keep Chocolates in Summer.

To prevent chocolate drops from looking stale in the summertime place a glass jar or dish of ice in the candy case. Keep the doors closed and the chocolates will not take on that white, stale appearance which spoils their sale during the hot weather.

Dispensing Powders Containing Cannabis Indica Extract.

An easy way of dispensing extract of cannabis indica when it is prescribed with other ingredients such as salol, etc., is first to place the extract in a mortar and rub it up with a small quantity of alcohol; then add the other drug or drugs. By the time

one has triturated the cannabis well the alcohol will have evaporated, leaving a perfectly dry powder with the cannabis indica finely divided.

For Your Show Bottles.

Copper salts of weak acids (as acetate, formate, propionate, etc.) have a much deeper color in solution than the salts of the mineral acids (chloride, sulphate, etc.). Weak solutions of the organic acid salts have a green tint, while strong solutions are a deep blue.

The Active Principle of Chewing Gum.

Professor Tschirch finds that chicle or balata (which is the basis of chewing gum) contains a crystalline principle which he calls alpha-balaban. Its stimulating action on the masticating muscles has not yet been discovered by science.

It is an uphill proposition counteracting the six days' street with one hour in a Sunday school basement.

Grand Rapids Stationery Co.

134-136 E. Fulton St.

Grand Rapids, Michigan

The Jennings Line of Natural Flower Odors

Special Offer for Fall Season

The line comprises the following popular odors



\$3.50
per
Pint

Crab Apple
Fleur de Lis
Frangipanni
Harvard Carnation
Heliotrope
Hyacinth
Just Lilac
Kent Pink Roses
Kent Violet
Lily of the Valley
New Mown Hay
Patchoula
Rose Clover (Trefle)
Rose Geranium
Sweet Arbutus
Trailing Azalea
True White Rose
Wilhelmina Lily
Ylang Ylang

With every order for five pints of the above assortment we will give one pint FREE.

Order promptly and take advantage of this offer.

The Jennings Company
Perfumers
Grand Rapids, Michigan

WHOLESALE DRUG PRICE CURRENT

Acidum			Scilla Co.		
Aceticum	6@	8	Tolutan	50	50
Benzoinum, Ger.	70@	75	Prunus virg.	50	50
Boracie	26@	29	Tinctures		
Carbolicum	26@	29	Anconitum Nap's R	80	80
Citricum	50@	55	Anconitum Nap's F	80	80
Hydrochlor	3@	5	Aloes	80	80
Nitrosum	8@	10	Arnica	80	80
Oxalicum	14@	15	Aloes & Myrrh	80	80
Phosphoricum, dil.	44@	47	Asafoetida	80	80
Salicylicum	13@	14	Atropa Belladonna	80	80
Sulphuricum	75@	85	Aurant Cortex	80	80
Tannicum	38@	40	Benzoin	80	80
Tartaricum	38@	40	Benzoin Co.	80	80
Ammonia			Barosma	80	80
Aqua, 18 deg.	4@	6	Cantharides	80	80
Aqua, 20 deg.	6@	8	Cardamom	80	80
Carbonas	13@	15	Cardamom Co.	80	80
Chloridum	12@	14	Castor	80	80
Aniline			Catechu	80	80
Black	2 00@	25	Cinchona	80	80
Brown	80@	100	Cinchona Co.	80	80
Red	45@	50	Columbia	80	80
Yellow	2 50@	3 00	Cubebae	80	80
Baccae			Cassia Acutifol	80	80
Cubebae	24@	28	Cassia Acutifol Co	80	80
Juniperus	8@	10	Digitalis	80	80
Xanthoxylum	30@	35	Ergot	80	80
Balsamum			Ferri Chloridum	80	80
Copalba	70@	80	Gentian	80	80
Peru	75@	85	Gentian Co	80	80
Terrabin, Canada	75@	80	Guaiac	80	80
Tolutan	40@	45	Guaiac ammon	80	80
Cortex			Hyocyanus	80	80
Abies, Canadian.	18	18	Iodine	80	80
Cassiae	20	20	Iodine, colorless	80	80
Cinchona Flava	18	18	Kino	80	80
Buonymus atro.	60	60	Lobelia	80	80
Myrica Cerifera	20	20	Myrrh	80	80
Prunus Virgini.	15	15	Nux Vomica	80	80
Quillaja, gr'd.	15	15	Opil	80	80
Sassafras, po	25	25	Opil, camphorated	80	80
Ulmus	20	20	Opil, deodorized	80	80
Extractum			Quassia	80	80
Glycyrrhiza, Gla.	24@	30	Rheum	80	80
Glycyrrhiza, po.	28@	30	Sanguinaria	80	80
Haematox	11@	12	Serpentaria	80	80
Haematox, 1s	13@	14	Stromonium	80	80
Haematox, 1/2s	14@	15	Tolutan	80	80
Haematox, 1/4s	16@	17	Valerian	80	80
Ferru			Veratrum Veride	80	80
Carbonate Precip.	15	15	Zingiber	80	80
Citrate and Quina	2 00@	25	Miscellaneous		
Citrate Soluble.	55	55	Aether. Spts Nit 3f	30@	35
Ferrocyanidum S	40	40	Aether. Spts Nit 4f	34@	38
Solut. Chloride	15	15	Alumen, gr'd po 7	3@	4
Sulphate, com'l.	2	2	Annatto	40@	50
Sulphate, com'l, by	70	70	Antimoni, po	4@	5
bbl. per cwt.	7	7	Antimoni et po T	40@	50
Sulphate, pure	7	7	Antipyrin	25@	25
Flora			Antipyrin	25@	25
Arnica	20@	25	Argent Nitras oz	4@	5
Anthemis	50@	60	Argemone	10@	15
Matricaria	30@	35	Balm Gilead buds	60@	65
Folia			Bismuth S N	1 75@	1 97
Barosma	40@	45	Calcium Chlor, 1s	9@	9
Cassia Acutifol	15@	20	Calcium Chlor, 1/2s	12@	12
Tinneyvelly	25@	30	Calcium Chlor, 1/4s	12@	12
Cassia, Acutifol.	25@	30	Cantharides, Rus.	20@	20
Salvia officinalis	18@	20	Capsici Fruc's af	20@	20
1/4s and 1/2s	18@	20	Capsici Fruc's po	20@	20
Uva Ursi	8@	10	Cap'i Fruc's B po	20@	20
Gummi			Carphylus	20@	20
Acacia, 1st pkd.	45@	50	Carmine, No. 40	24@	25
Acacia, 2nd pkd.	45@	50	Cera Alba	50@	55
Acacia, 3rd pkd.	45@	50	Cera Flava	40@	42
Acacia, sifted sts.	45@	50	Crocus	30@	35
Acacia, po	22@	25	Cassia Fructus	10@	10
Aloe, Barb.	22@	25	Centraria	10@	10
Aloe, Cape	22@	25	Cateacum	10@	10
Aloe, Socotri	22@	25	Chloroform	34@	54
Ammoniac	55@	60	Chloro'm Squibbs	35@	60
Asafoetida	35@	40	Chloral Hyd Crss 1	35@	60
Benzoinum	50@	55	Chondrus	20@	25
Catechu, 1s	13@	13	Cinchonidine P-W	38@	48
Catechu, 1/2s	13@	13	Cinchonide Germ	38@	48
Catechu, 1/4s	13@	13	Cocaine	70@	90
Comphorae	70@	80	Corks list, less 75%	80@	80
Euphorbium	40@	40	Creosotum	45@	45
Galbanum	10@	10	Creta, prep.	6@	6
Gamboge, po. 1	25@	35	Creta, precip.	9@	11
Gauaiacum po 35	35@	35	Creta, Rubra	8@	8
Kino, po 45c	45@	45	Cudbear	24@	24
Mastic	75@	75	Cupri Sulph	8@	10
Myrrh, po 50	50@	50	Dextrine	7@	10
Opium	6 00@	6 25	Emery, all Nos.	8@	8
Shellac	45@	55	Emery, po	6@	6
Shellac, bleached	45@	55	Ergota, po 65	60@	65
Tragacanth	70@	1 00	Ether Sulph	35@	40
Herba			Flake White	12@	15
Absinthium	45@	60	Galla	30@	30
Eupatorium oz pk	25@	25	Gambler	8@	9
Lobelia, oz pk	25@	25	Gelatin, Cooper.	60@	60
Majorium oz. pk	25@	25	Gelatin, French.	35@	60
Mentha Pip. oz pk	25@	25	Glassware, fit boo 75%	75@	75
Mentha Ver. oz pk	25@	25	Glue, brown	11@	13
Rue, oz pk	25@	25	Glue white	15@	25
Tanacetum, V.	25@	25	Glycerina	15@	20
Thymus V. oz pk	25@	25	Grana Paradisi.	25@	25
Magnesia			Humulus	35@	60
Calcined, Pat.	55@	60	Hydrarg Ch...Mt	87@	87
Carbonate, Pat.	18@	20	Hydrarg Ch Cor.	87@	87
Carbonate, K-M.	18@	20	Hydrarg Ox Ru'm	97@	97
Carbonate	18@	20	Hydrarg Ammo'l	112@	112
Oleum			Hydrarg Ungue'm	50@	60
Absinthium	4 90@	5 00	Hydrargyrum	75@	75
Amygdalae Dulc.	75@	85	Ichthyobolla, Am.	90@	100
Amygdalae, Ama	8 00@	8 25	Indigo	75@	100
Anisi	1 60@	1 70	Iodine, Resubi	3 85@	3 90
Aurant Cortex	2 75@	2 85	Iodoform	3 90@	4 00
Bergamili	3 75@	4 00	Lupulin	40@	40
Cajiputi	85@	90	Lycopodium	70@	75
Caryophylli	1 10@	1 20	Macis	65@	70
Cedar	50@	60	Syrups		
Chenopadii	3 75@	4 00	Acacia	50@	50
Cinnamon	1 75@	1 85	Aurant Cortex	50@	50
Citronella	50@	60	Zingiber	50@	50
Conium Mac	80@	90	Ipecac	50@	50
			Ferri Iod	50@	50
			Rhei Arom	50@	50
			Smilax Offi's	50@	50
			Senega	50@	50
			Scilla	50@	50

Holiday Goods—Season of 1908

Our samples of Holiday Goods, books, toys, &c., for the season of 1908 will be on exhibition in Grand Rapids about Sept. 5. The line is strictly new and up-to-date and embraces the best values of all the leading American and foreign manufacturers. We have added many radical and entirely new features that greatly improve our already popular line. The greatest of care will be exercised in exhibiting our extensive line in a handsome room especially fitted for the purpose. As soon as everything is in readiness we will notify our customers and in the meantime respectfully ask that they reserve their orders until they have inspected our samples.

Yours truly,

Hazeltime & Perkins Drug Co.

We are fully equipped to fill rush orders for school supplies and can ship the same day orders are received, either by freight or express.

ELIXIR

CARENZYME

The Potent
Palatable Digestive

CARRIED IN STOCK BY DRUG JOBBERS GENERALLY

PECK-JOHNSON CO.
MANUFACTURING CHEMISTS,
GRAND RAPIDS, MICHIGAN.

GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Cheese		Some Spring Wheat Flour	
Wheat		Some Fresh Fish	

Index to Markets		1	2
By Columns		ARCTIC AMMONIA	Oysters
Col	A	12 oz. ovals 2 doz. box. 75	Cove, 1lb. 90 @ 1 00
	Axle Grease	1lb. tin boxes, 3 doz. 2 35	Cove, 2lb. 85 @ 1 85
B	Baked Beans	1lb. tin boxes, 2 doz. 4 25	Cove, 1lb. Oval 20 @ 1 20
	Bath Brick	10lb. pails, per doz. 6 00	Plums
C	Bluing	15lb. pails, per doz. 7 20	Plums
	Brooms	25lb. pails, per doz. 12 00	Peas
D	Brushes	BAKED BEANS	Peas
	Butter Color	1lb. can, per doz. 90	Peas
E	Candies	2lb. can, per doz. 1 40	Peas
	Canned Goods	3lb. can, per doz. 1 80	Pineapple
F	Carbon Oils	BATH BRICK	Pineapple
	Catsup	American 75	Pumpkin
G	Cereals	English 85	Good 85
	Cheese	BLUING	Fancy 90
H	Chewing Gum	Arctic	Gallon 1 00
	Chicory	6 oz. ovals 3 doz. box \$ 40	Gallon 2 50
I	Chocolate	16 oz. round 2 doz. box 75	Raspberries
	Clothes Lines	Sawyer's Pepper Box	Standard @
J	Cocoa	Per Gross.	Salmon
	Cocoa Beans	No. 3, 3 doz. wood bxs 4 00	Col'a River, talls 1 95 @ 2 00
K	Cocoa Shells	No. 5, 3 doz. wood bxs 7 00	Col'a River, ats 2 25 @ 2 75
	Coffee	BROOMS	Red Alaska 1 45 @ 1 60
L	Confections	No. 1 Carpet, 4 sew. 2 75	Pink Alaska 1 00 @ 1 10
	Crackers	No. 2 Carpet, 4 sew. 2 40	Sardines
M	Cream Tartar	No. 3 Carpet, 4 sew. 2 25	Domestic 3% @ 4
	Dried Fruits	No. 4 Carpet, 3 sew. 2 10	Domestic 6% @ 5
N	Farinaceous Goods	Parlor Gem 2 40	Domestic Must'd 6% @ 5
	Fish and Oysters	Common Whisk 1 25	California, 1/2s. 17 @ 24
O	Fishing Tackle	Fancy Whisk 3 00	French, 1/2s. 7 @ 14
	Flavoring Extracts	Warehouse 3 00	French, 1/2s. 18 @ 28
P	Fresh Meats	BRUSHES	Shrimps
	Gelatine	Scrub	Standard 1 20 @ 1 40
Q	Grain Bags	Solid Back 8 in. 75	Succotash
	Grains and Flour	Solid Back, 11 in. 95	Fair 85
R	Herbs	Pointed Ends 85	Good 1 00
	Hides and Pelts	Stove	Fancy 1 25 @ 1 40
S	Jelly	No. 3 90	Standard Strawberries
	Licorice	No. 2 1 25	Fancy 1 25 @ 1 40
T	Meat Extracts	No. 1 1 75	Tomatoes
	Mince Meat	No. 8 1 00	Good 95 @ 1 00
U	Molasses	No. 7 1 30	Fancy 1 10
	Mustard	No. 4 1 70	Gallons 2 75
V	Nuts	No. 3 1 90	CARBON OILS
	Olives	BUTTER COLOR	Barrels
W	Pipes	W. R. & Co.'s 25c size 2 00	Perfection 10 @ 10
	Pickles	W. R. & Co.'s 50c size 4 00	Water White 10 @ 10
X	Playing Cards	CANDLES	D. S. Gasoline 15 @ 15
	Potash	Paraffine, 6s 10	Gas Machine 24 @ 24
Y	Provisions	Paraffine, 12s 10	Deodor'd Nap'a 13 @ 13
	Rice	Wicking 20	Cylinder 29 @ 34 1/2
Z	Salad Dressing	CANNED GOODS	Engine 16 @ 22
	Saleratus	Apples	Black, winter 8 1/2 @ 10
AA	Sal Soda	3lb. Standards 90 @ 1 00	CEREALS
	Salt	Gallon 2 25 @ 2 50	Breakfast Foods
AB	Salt Fish	Blackberries	Bordeau Flakes, 36 lb. 2 50
	Seeds	Standards gallons @ 50	Cream of Wheat 36 lb. 4 50
AC	Shoe Blacking	Beans	Egg-O-See, 36 pkgs. 2 85
	Snuff	Baked 85 @ 1 30	Excelsior Flakes, 36 lb. 4 50
AD	Soap	Red Kidney 85 @ 1 30	Excelsior, large pkgs. 4 50
	Soda	String 70 @ 1 15	Force, 36 2 lb. 4 50
AE	Soups	Wax 75 @ 1 25	Grape Nuts, 2 doz. 2 70
	Spices	Blueberries	Malta Ceres, 24 lb. 2 40
AF	Starch	Standard 1 35	Malta Vite, 36 lb. 4 05
	Syrups	Gallon 6 25	Maple-Flake, 36 lb. 4 05
AG	Tea	Brook Trout	Pillsbury's Vitos, 3 doz 4 25
	Tobacco	2lb. cans, spiced 1 90	Ralston, 36 2lb. 4 50
AH	Twine	Ciams	Sunlight Flakes, 36 lb. 2 85
	Vinegar	Little Neck, 1lb. 1 00 @ 1 25	Sunlight Flakes, 20 lbs 4 00
AI	Wicking	Little Neck, 2lb. @ 1 50	Vigor, 36 pkgs. 2 75
	Woodenware	Clam Bouillon	Volgt Cream Flakes 4 50
AJ	Wrapping Paper	Burnham's 1/2 pt. 1 90	Zest, 20 2lb. 4 10
	Yeast Cake	Burnham's pts. 3 60	Zest, 36 small pkgs. 2 75
AK		Burnham's qts. 7 20	CRACKERS
		Cherries	National Biscuit Company
AL		Red Standards @ 1 40	Brand
		White @ 1 40	Butter
AM		Corn	Seymour, Round 6
		Fair 75 @ 85	N. B. C. Square 6
AN		Good 1 00 @ 1 10	Soda
		Fancy 1 45	N. B. C. Soda 6
AO		French Peas	Select Soda 8
		Sur Extra Fine 22	Saratoga Flakes 13
AP		Extra Fine 19	Zephyrette 13
		Fine 15	Oyster
AQ		Moyen 11	N. B. C., Round 6
		Gooseberries	Gem 6
AR		Standard 1 75	Faust, Shell 7 1/2
		Hominy	Sweet Goods
AS		Lobster	Animals 10
		1/2 lb. 2 25	Atlantic, Assorted 10
AT		1 lb. 4 25	Brittle 11
		Picnic Talls 2 75	Cadet 8
AU		Mackerel	Campaign Cake 10
		Mustard, 1lb. 1 80	Cartwheels 8
AV		Mustard, 2lb. 2 80	Cassia Cookie 9
		Soused, 1 1/2 lb. 1 80	Cavallier Cake 14
AW		Soused, 2lb. 2 75	Current Fruit Biscuit 10
		Tomato, 1lb. 1 50	Cracknels 16
AX		Tomato, 2lb. 2 80	Coffee Cake, pl. or iced 10
		Mushrooms	Cocoaanut Taffy Bar 12
AY		Hotels @ 24	Cocoaanut Bar 10
		Buttons @ 28	Cocoaanut Drops 12
AZ			Cocoaanut Honey Cake 12
			Cocoaanut Hon. Fingers 12

3	4	5
CHEWING GUM	Family Cookie 8	DRIED FRUITS
American Flag Spruce 55	Fancy Ginger Wafer 12	Apples
Beeman's Pepsin 55	Fig Cake Assorted 12	Sundried 9
Adams Pepsin 55	Fruit Nut Mixed 16	Evaporated @ 9
Best Pepsin 45	Frosted Cream 8	California Apricots @ 13
Best Pepsin, 5 boxes. 2 00	Frosted Honey Cake 12	Corsican Citron @ 20
Black Jack 55	Fluted Cocoaanut Bar 10	Currents
Largest Gum Made 55	Ginger Gems 8	Imp'd 1 lb. pkg. 8 1/2 @ 9
Sen Sen 55	Ginger Gems, Iced 9	Imported bulk 8 1/2 @ 8 1/2
Sen Sen Breath Perf 1 00	Graham Crackers 8	Peel
Long Tom 55	Ginger Nuts 10	Lemon American 15
Yucatan 55	Ginger Snaps N. B. C. 7	Orange American 14
Hop to it 65	Ginger Snaps Square 8	Raisins
Spearmint 55	Hippodrome Bar 10	London Layers, 3 cr. 2 25
	Honey Cake, N. B. C. 12	Cluster, 5 crown 7
	Honey Fingers, As. Ice 12	Loose Muscatels, 2 cr. 7
	Honey Jumbles 12	Loose Muscatels, 3 cr. 8
	Honey Jumbles, Iced 12	Loose Muscatels, 4 cr. 8
	Honey Flake 12 1/2	L. M. Seeded 1 lb. 8 1/2 @ 9
	Household Cookies 8	California Prunes
	Household Cookies Iced 8	100-125 25lb. boxes @ 4
	Iced Honey Crumpets 10	90-100 25lb. boxes @ 4 1/2
	Imperial 8	80-90 25lb. boxes @ 5 1/2
	Jersey Lunch 8	70-80 25lb. boxes @ 6
	Kream Klips 20	60-70 25lb. boxes @ 7
	Lem Yem 11	50-60 25lb. boxes @ 8
	Lemon Gems 10	40-50 25lb. boxes @ 8 1/2
	Lemon Biscuit Square 8	30-40 25lb. boxes @ 8 1/2
	Lemon Wafer 16	4c less in 50lb. cases
	Lemona 8	
	Log Cabin Cake 10	FARINACEOUS GOODS
	Lusitania Mixed 11	Beans
	Mary Ann 8	Dried Lima 6 1/2
	Marshmallow Walnuts 16	Med. Hd. Pk'd. 2 75
	Mariner 11	Brown Holland 1
	Molasses Cakes 8	Farina
	Molasses Cakes, Iced 9	24 1 lb. packages 1 50
	Mohican 11	Bulk, per 100 lbs. 3 50
	Nabob Jumble 14	Hominy
	Newton 14	Flake, 50 lb. sack 1 00
	Oatmeal Crackers 8	Pearl, 100 lb. sack 2 00
	Orange Gems 8	Pearl, 200 lb. sack 4 00
	Oval Sugar Cakes 8	Maccaroni and Vermicelli
	Oval Sugar Cakes Ass'd 9	Domestic, 10 lb. box 60
	Penny Cakes, Assorted 8	Imported, 25 lb. box 2 50
	Picnic Mixed 11 1/2	Pearl Barley
	Pretzels, Hand Md. 8	Common 3 00
	Pretzettes, Hand Md. 8	Chester 3 00
	Raisin Cookies 8	Empire 3 65
	Ravena Jumbles 12	Peas
	Revere, Assorted 14	Green, Wisconsin, bu. 2 50
	Rube 8	Green, Scotch, bu. 2 70
	Scalloped Gems 10	Split, lb. 04
	Scotch Cookies 10	Sago
	Snow Creams 16	East India 5
	Spiced Honey Nuts 12	German, sacks 5
	Sugar Fingers 12	German, broken pkg. 5
	Sugar Gems 8	Tapioca
	Sultana Fruit Biscuit 16	Flake, 110 lb. sacks 6
	Sunside Jumbles 10	Pearl, 130 lb. sacks 5
	Spiced Gingers 9	Pearl, 24 lb. pkgs. 7 1/2
	Spiced Gingers Iced 10	FLAVORING EXTRACTS
	Sugar Cakes 8	Foot & Jenks
	Sugar Cakes, Iced 9	Coleman Brand
	Sugar Squares, large or small 8	Lemon
	Superba 8	No. 2 Terpeneless 75
	Sponge Lady Fingers 25	No. 3 Terpeneless 1 75
	Sugar Crimp 8	No. 8 Terpeneless 3 00
	Sylvan Cookie 12	Vanilla
	Vanilla Wafers 16	No. 2 High Class 1 20
	Victors 12	No. 4 High Class 2 00
	Waverly 8	No. 8 High Class 4 00
	Zanzibar 10	Jaxon Brand
		Vanilla
	In-er Seal Goods	2 oz. Full Measure 2 10
	Albert Biscuit 1 00	4 oz. Full Measure 4 00
	Animals 1 00	8 oz. Full Measure 8 00
	Arrowroot Biscuit 1 00	Lemon
	Butter Thin Biscuit 1 00	2 oz. Full Measure 1 25
	Butter Wafers 1 00	4 oz. Full Measure 2 40
	Cheese Sandwich 1 00	8 oz. Full Measure 4 50
	Cocoaanut Dainties 1 00	Jennings D. C. Brand
	Faust Oyster 1 00	Terpeneless Ext. Lemon
	Five Newton 1 00	No. 2 Panel 75
	Fig O'clock Tea 1 00	No. 4 Panel 1 50
	Frotana 1 00	No. 6 Panel 2 00
	Ginger Snaps, N. B. C. 1 00	Taper Panel 1 50
	Graham Crackers 1 00	2 oz. Full Meas. 1 25
	Lemon Snap 50	4 oz. Full Meas. 2 00
	London Cream Biscuit 1 00	Jennings D. C. Brand
	Marshmallow Dainties 1 00	Extract Vanilla
	Oatmeal Crackers 1 00	No. 2 Panel 1 25
	Oysterettes 50	No. 4 Panel 2 00
	Old Time Sugar Cook. 1 00	No. 6 Panel 3 50
	Pretzettes, Hd. Md. 1 00	Taper Panel 2 00
	Royal Toast 1 00	1 oz. Full Meas. 90
	Saltine 1 00	2 oz. Full Meas. 1 80
	Saratoga Flakes 1 50	4 oz. Full Meas. 3 50
	Social Tea Biscuit 1 00	No. 2 Assorted Flavors 1 00
	Soda, N. B. C. 1 00	GRAIN BAGS
	Soda, Select 1 00	Amoskeag, 100 in bale 19
	Sugar Clusters 1 00	Amoskeag, less than bl 19 1/2
	Sultana Fruit Biscuit 1 50	GRAIN AND FLOUR
	Unedda Biscuit 50	Wheat
	Unedda Jinjer Wayfer 1 00	New No. 1 White 87
	Unedda Milk Biscuit 50	New No. 2 Red 87
	Vanilla Wafers 1 00	Winter Wheat Flour
	Water Thin 1 00	Local Brands
	Zu Zu Ginger Snaps 50	Patents 5 50
	Zwieback 1 00	Second Patents 5 25
		Straight 5 00
	In Special Tin Packages.	Second Straight 4 75
	Festino 2 50	Clear 4 00
	Nabisco 2 50	Flour in barrels, 25c per barrel additional.
	Nabisco 1 00	Worden Grocer Co.'s Brand
	Champagne Wafer 2 50	Quaker, paper 4 60
	Per tin in bulk.	Quaker, cloth 4 80
	Sorbetto 1 00	Eclipse 4 80
	Nabisco 1 75	Kansas Hard Wheat Flour
	Festino 1 50	Fanchon, 1/2 cloth 5 70
	Bent's Water Crackers 1 40	Judson Grocer Co.
		Grand Rapids Grain & Mill
	CREAM TARTAR	Ing Co. Brands.
	Barrels or drums 29	Wizard, assorted 4 40
	Boxes 30	Graham 4 40
	Square cans 32	Buckwheat 6 75
	Fancy caddies 35	Rye 4 50

6	7	8	9	10	11
Spring Wheat Flour Roy Baker's Brand Golden Horn, family 5 80 Golden Horn, baker's 5 70 Duluth Imperial 6 26 Judson Grocer Co.'s Brand Ceresota, 1/2s 6 80 Ceresota, 1/4s 6 70 Ceresota, 1/8s 6 60 Lemon & Wheeler's Brand Wingold, 1/2s 6 55 Wingold, 1/4s 6 45 Wingold, 1/8s 6 35 Worden Grocer Co.'s Brand Laurel, 1/2s cloth 6 20 Laurel, 1/4s cloth 6 10 Laurel, 1/8s & 1/2s paper 6 00 Laurel, 1/2s 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 Meal Bolted 3 80 Golden Granulated 3 90 St. Car Feed screened 33 00 No. 1 Corn and Oats 33 00 Corn, cracked 32 00 Corn Meal, coarse 32 00 Winter Wheat Bran 26 00 Middlings 27 50 Buffalo Gluten Feed 30 00 Dairy Feeds Wykes & Co. O P Linseed Meal 32 50 Cottonseed Meal 31 00 Gluten Feed 30 90 Malt Sprouts 24 00 Brewers Grains 23 00 Molasses Feed 24 00 Hammond Dairy Feed 24 00 Oats Michigan carlots 56 Less than carlots 58 Corn Carlots 85 Less than carlots 87 Hay No. 1 timothy carlots 10 00 No. 1 timothy ton lots 11 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 29 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 1/4 lb., 6 lb. box 18 OLIVES Bulk, 1 gal. kegs 1 20 @ 1 40 Bulk, 2 gal. kegs 1 10 @ 1 30 Bulk, 5 gal. kegs 1 00 @ 1 20 Manzanilla, 3 oz. 75 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 9 00 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 PICKLES Medium Barrels, 1,200 count 8 50 Half bbls., 600 count 4 75 Small Half bbls., 1,200 count 5 70 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20 Rover, enameled 1 50 No. 572, Special 1 75 No. 98 Golf, satin fin. 2 00 No. 808 Bicycle 2 00 No. 632 Tourist's whist 2 25 POTASH 48 cans in case 4 00 Barreled Pork Mess 18 00 Clear Back 18 00 Short Cut 17 50 Short Cut Clear 17 50 Bean 14 75 Brisket, Clear 15 25 Pig 18 00 Clear Family 14 75 Dry Salt Meats S. P. Belies 10 1/2 Belies 8 1/2 Extra Shorts 9 1/4 Lard Compound 8 1/2 Pure in tierces 11 80 lb. tubs, advance 1/2 60 lb. tubs, advance 1/2	50 lb. tins, advance 1/2 20 lb. pails, advance 1/2 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 20 Ham, dried beef sets 20 California Hams 20 Picnic Boiled Hams 14 Boiled Hams 22 Berlin Ham, pressed 9 Minced Ham 9 Bacon 12 1/2 @ 16 10 lb. pails, advance 7 1/2 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 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 30 Beef, rounds, set 15 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 RICE Fancy 7 @ 7 1/2 Japan 5 @ 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 Arm and Hammer 3 10 Deland's 3 00 Dwight's Cow 3 15 L. P. 3 00 Wyandotte, 100 1/2s 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 13 Strips 13 Chunks 13 Holland Herring @ 4 Pollock 4 White Hp. bbls. 7 50 @ 9 00 White Hp. 1/2 bbls. 4 00 @ 5 00 White Hoop mchs. @ 75 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 90 Scaled 13 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 15 00 Mess, 40 lbs. 6 20 Mess, 10 lbs. 1 65 Mess, 8 lbs. 1 35 No. 1, 100 lbs. 14 00 No. 1, 40 lbs. 5 80 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 35 Whitefish No. 1, No. 2 Fam 100 lbs. 9 75 @ 3 50 50 lbs. 5 25 @ 1 90	10 lbs. 1 12 55 8 lbs. 92 48 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 1/2 Mustard, white 10 Poppy 9 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 8oz 2 80 Dusky D'nd, 100 6oz 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 toll. 4 00 Marseilles, 1/2bx toilet 2 10 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Rabbit's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro. lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Catagon 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 44 Cassia, Saigon, in rolls. 55 Cloves, Amboyana 22 Cloves, Zanzibar 16 Mace 55 Nutmegs, 75-80 35 Nutmegs, 105-10 25 Nutmegs, 115-20 20 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 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. 28 Pepper, Cayenne 20 Sage 20 STARCH Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 lbs. 5 Muzzy, 40 lbs. 4 1/2 Gloss Kingsford Silver Gloss, 40 lbs. 7 1/2 Silver Gloss, 16 3lbs. 6 1/2 Silver Gloss, 12 6lbs. 8 1/2 Muzzy 48 lb. packages 4 1/2 16 lb. packages 4 1/2 12 lb. packages 5 1/2 50 lb. boxes 3 1/2 SYRUPS Corn Barrels 32 Half barrels 34 20lb. cans 1/2 dz. in cs. 2 00 10lb. cans 1/2 dz. in cs. 1 95 5lb. cans 1/2 dz. in cs. 2 05 2 1/2lb. cans 2 dz. in cs. 2 00	Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kylo 41 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 69 Red Jack 86 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 52 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 21 Duke's Cameo 42 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 Cream 38 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1lb. 22 Plow Boy, 1 1/2 oz. 39 Plow Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Country Club 30 Forex-XXXX 32-34 Good Indian 30 Self Binder, 16oz 8oz. 22 Silver Foam 24 Sweet Marie 24 Royal Smoke 42 TWINE Cotton, 3 ply 20 Cotton, 4 ply 20 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium N 24 Wool, 1 lb. balls 8 VINEGAR Malt White, Wine, 40 gr 9 Malt White, Wine 80gr 12 1/2 Pure Cider, B & B. 15 Pure Cider, Robinson 13 1/2 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 00 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 25 Willow, Clothes, small 6 25	Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 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 9 1/2 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 85 Pails 2-hoop Standard 2 15 3-hoop Standard 2 35 2-wire, Cable 2 25 3-wire, Cable 2 45 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 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 Washboards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 4 25 Single Peerless 3 60 Northern Queen 3 50 Double Duplex 3 00 Good Luck 2 75 Universal 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter 1 25 15 in. Butter 2 25 17 in. Butter 3 75 19 in. Butter 5 00 Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 WRAPPING PAPER Common straw 13 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 1/2 Cream Manila 4 1/2 Butcher's Manila 2 3/4 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls 1 1/2 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 Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 12 1/2 Trout 12 Halibut 10 Herring 7 Bluefish 18 Live Lobster 25 Boiled Lobster 25 Cod 10 Haddock 8 Pickeral 13 Pike 8 Perch 8 1/2 Smoked, White 12 1/2 Chinook Salmon 15 Mackerel 16 Finnan Haddie 16 Roe Shad 16 Shad Roe, each 16 Speckled Bass 9 HIDES AND PELTS Hides Green No. 1 8 1/2 Green No. 2 7 1/2 Cured No. 1 10 Cured No. 2 9 Calfskin, green, No. 1 12 Calfskin, green, No. 2 10 1/2 Calfskin, cured, No. 1 13 Calfskin, cured, No. 2 11 1/2 Pelts Old Wood 20 Lambs 25 @ 50 Shearlings 10 @ 30 Tallow No. 1 5 No. 2 4 Wool Unwashed, med. 17 Unwashed, fine 13 CONFECTIONS Stick Candy Pails Standard 8 Standard H H 8 Standard Twist 8 1/2 Cases Jumbo, 32 lb. 8 Extra H H 10 Boston Cream 12 Big stick, 30 lb. case 8 1/2 Mixed Candy Grocers 7 Competition 7 1/2 Special 8 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 10 Cut Loaf 9 1/2 Leader 9 Kindergarten 10 1/2 Bon Ton Cream 10 French Cream 10 Star 11 Hand Made Cream 17 Premio Cream mixed 17 Paris Cream Bon Bons 11 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 13 Fudge Squares 13 Peanut Squares 10 Sugared Peanuts 13 Salted Peanuts 13 Starlight Kisses 11 San Blas Goodies 13 Lozenges, plain 11 Lozenges, printed 12 Champion Chocolate 13 Eclipse Chocolates 15 Eureka Chocolates 16 Quintette Chocolates 16 Champion Gum Drops 10 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 12 Golden Waffles 13 Red Rose Gum Drops 10 Auto Bubbles 13 Fancy-In 5lb. Boxes Old Fashioned Molasses Kisses, 10lb. bx 1 30 Orange Jellies 50 Lemon Sours 60 Old Fashioned Hore-pound drops 60 Peppermint Drops 60 Champion Choc. Drops 70 H. M. Choc. Drops 10 H. M. Choc. Lt. and Dark No. 12 1 10 Bitter Sweets, as'td 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops 90 Lozenges, plain 60 Lozenges, printed 65 Imperial 60 Mottos 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Cr'sms 80 @ 90 Cream Wafers 60 String Rock 65 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Good 3 50 Up-to-date Ass'tm't 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer assortment 6 75 Scientific Ass't 18 00 Pop Corn Cracker Jack 3 25 Checkers, 5c pkg. cs 3 50 Pop Corn Balls 200s 1 35 Azulikit 100s 3 00 Oh My 100s 3 50 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 17 Almonds, Avica 12 Almonds, California sft. shell 13 Brazilis 12 @ 13 Filberts 13 Cal. No. 1 18 Walnuts, soft shell 18 Walnuts, Marbot 14 Table nuts, fancy 13 @ 16 Pecans, Med. 10 Pecans, ex. large 12 Pecans, Jumbos 13 Hickory Nuts per bu. 15 Ohio new 15 Cocanuts, New York State, per bu. 15 Shelled Spanish Peanuts 7 @ 7 1/2 Peanut Halves 45 Walnut Halves 32 @ 35 Filbert Meats 27 Alcantale 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	

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. 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
Puritinos .35
Panatellas, Finas .35
Panatellas, Bock .35
Jockey Club .35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/4 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
18 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 .5 @ 5 1/2
Livers .6 @ 6

Pork

Loins .13 @ 13
Dressed .8 @ 8
Boston Butts .11 @ 11
Shoulders .9 @ 9
Leaf Lard .10 1/2 @ 10 1/2
Trimnings .7 1/2 @ 7 1/2

Mutton
Carcass @ 9
Lambs @ 12 1/2
Spring Lambs @ 14

Veal
Carcass 7 1/2 @ 10

CLOTHES LINES

Sisal

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

Jute

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

Cotton Victor

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

Cotton Windsor

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

Cotton Braided

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

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

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



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

Peerless Evap'd Cream 4 00

FISHING TACKLE

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

Cotton Lines

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

Linen Lines

Small 20
Medium 26
Large 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's, 1 doz. Large .1 80
Cox's, 1 doz. Small .1 00
Knox's Sparkling, doz. 1 25
Knox's Sparkling, gr. 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 burglar proof safes kept in stock by the Tradesman Company. Thirty-five sizes and styles on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP

Beaver Soap Co.'s Brands



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

Tradesman's Co.'s Brand



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

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Michigan, Ohio And Indiana Merchants

have money to pay for what they want. They have customers with as great a purchasing power per capita as any other state. Are you getting all the business you want? The Tradesman can "put you next" to more possible 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 subscribers are ready to buy. We can not sell your goods, but we can introduce you to our people, then it is up to you. We can help you. Use the Tradesman, use it right, and you can not fall down on results. Give us a chance.

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

Must sell stock of dry goods and ladies' furnishing goods. Clean stock of about \$4,500, located in manufacturing town of 3,500. No trades. Cash only. Address No. 984, care Tradesman. 984

For Rent—A new and up-to-date store building, 18x60 feet, with large plate glass front, formerly used for a shoe store. Suitable for most any kind of retail business. Rent reasonable. Call or write J. C. Yeakey, Wayland, Mich. 985

Wanted—A stock of general merchandise, clothing or shoes. State size of stock and price. W. A. Bash, Macomb, Ill. 986

For Sale—First class wholesale bakery, machinery equipped. County seat, 4,000. No opposition. Price reasonable, terms also reasonable. Hans Gasmann, Tuscola, Ill. 987

For Sale—Good paying bakery, splendid opportunity. Poor health only reason for selling. Address L. S. Baker, Lidgerwood, N. D. 988

For Sale—\$4,000 general merchandise stock. Sixteen years' established trade, good chance for the right party. No trades considered. Write Lock Box 610, Neillsville, Wis. 989

British Columbia Timber Investments—275 million feet of standing fir, cedar and cypress, twelve miles from Vancouver, price, \$125,000; 300 million feet on and near tidewater 150 miles from Vancouver, price, \$55,000. Address W. H. Lembke, Box 972, Vancouver, B. C. 991

For Sale—Creamery receiving 12,000 pounds of milk daily. Address Box 51, R. F. D. 2, Dickinson Center, N. Y. 992

Wanted—Partner with three thousand or more cash to invest in a good clean stock of general merchandise in good live town. Address Box 97, Antler, N. D. 993

For Sale—An old established grocery and seed business. Central location. Bargain for right man. Good reason for selling. Address Box 101, Youngstown, O. 994

G. E. Breckenridge Auction Co.

Merchandise Auctioneers and Sales Managers
Edinburg, Ill.

Our system will close out stocks anywhere. Years of experience and references from several states. Booklets free. Recent sales at Fairfield, Forest City and Moeaqua, Ill. Write us your wants.

For Sale—At a snap, to close up an estate, 240 acres land in Northeastern Nebraska, and three lots in St. Paul, Minn., by owner. H. C. Smith, 700 Central avenue, Minneapolis, Minn. 995

For Sale—Only hardware stock in good business town. Invoices \$2,500; can be reduced. Best of reasons for selling. Address 996, care Michigan Tradesman. 996

Here You Are—If you are looking for an up-to-date grocery business, you will find no better. Stock invoices \$1,500. Cash sales \$50 daily. Busy town. Good farming district. Best reasons for selling. Address H, care Tradesman. 982

For Sale—The retail part of a well established farmers' supply business. Stock on hand all good and the business is alive and in good shape and it stands well with manufacturers and jobbers; also with the customers to whom we sell, and we draw trade for a distance of 25 miles and it is established on a cash basis. A little push, better and larger stock, would increase business to large proportions. Located in one of the best county seat towns in southern Michigan with railroads and interurbans in all directions. About \$7,000 to buy it. Best of reason for selling. Full information to interested party. Address No. 981 care Michigan Tradesman. 981

For Sale—Entire corporate stock or controlling interest in Detroit factory, having established business. It may appeal to you. We ask you to act at once if prepared to invest from ten to twenty thousand in something that can be made to pay big. All it needs is more cash to go after the trade. Goods sold in every state and abroad. A good chance for a hustler to build up a business larger than it now is. Best of reasons and a chance to investigate fully. The Tradesman knows us. Write No. 977, in their care. 977

Bargain—Horseshoeing and repair shop, residence, barn, hennery, wagon-house, etc., nearly new; 1 acre land, fruit, bee apiary; only shop in small town, 50 miles from Chicago; good business; owner going West; \$2,500, worth \$3,000. Address H. Peet, Woodstock, Ill. 980

For Sale—Or trade for stock of goods, seven passenger 40 H. P., nearly new touring car. Cost \$5,000. Will sacrifice on account of death. Address Car, care Tradesman. 976

Any live town wanting a newspaper, any live newspaper wanting to sell out or any publisher desiring to lease or secure services of a newspaper maker, address Al. H. Weber, Cheboygan, Mich. 975

In order to settle an estate, we offer for sale, all or a majority of the stock in a live going prosperous new band saw-mill company. 25 years supply of the finest hardwood stumpage to draw from. Address The Kentucky Saw Mill Co., Hays, Breathitt County, Ky.

C. W. Whittemore Co., merchandise auctioneers; 25 years experience. The auctioneer you want is the one who combines the highest grade auctioneering talent with a thorough comprehension of the mercantile business and an expert knowledge of goods. Hundreds of satisfied clients for whom we have conducted sales credit us with these qualifications. Send for free book, "The Right Way to Close Out a Stock and Realize 100 Cents." Address C. W. Whittemore Co., Galesburg, Ill. 973

G. B. JOHNS & CO.

Merchandise, Real Estate, Jewelry
AUCTIONEERS
GRAND LEDGE, MICH.

References: C. A. Smith, Grand Ledge, Mich.; Joseph Barlow, Mulliken, Mich.; Geo. J. Nagler, Freeport, Mich.; N. S. Smith, Middleton, Mich.; F. H. Ballinger, Shepherd, Mich.; Cassius Alexander, Grand Ledge, Mich.

Will sell or trade, a good half section North Dakota land for stock of general merchandise or hardware. Land lies about four miles from county seat town, has about one hundred fifteen acres crop and practically all can be cultivated. Address Box 101, Enderlin, N. D. 972

For Sale—An up-to-date stock of groceries in a hustling Northern Michigan town of about 10,000. Stock and fixtures invoice about \$3,000. Going West, reason for selling. Address H, care Tradesman. 971

For Sale—Small stock general merchandise, doing good business in railroad town 1,500 population Central Michigan. Cheap rent, fine location. Address No. 969, care Tradesman. 969

For sale or exchange for farm, clean stock general merchandise. Good railroad town, good location. Address 970, care Tradesman. 970

For Sale—The best paying meat business in the resort region of Northern Michigan. Established 15 years. Will sell building if desired. Reason for selling, ill health. Address Hirschman's Market, Petoskey, Mich. 968

For Sale—Or will exchange for unincumbered farm or productive Grand Rapids property, a \$5,000 clean general stock doing a good strictly cash business in growing town of about nine hundred population. Address Cash Business, care Michigan Tradesman. 947

For Rent—The best store property in town 1,000 people, corner main street in town. Splendid farming country surrounding. Address No. 953, care Michigan Tradesman. 953

For Sale—Stock groceries, fine location. Doing good business. Ill health cause for selling. Address 121 Oak Ridge, Goshen, Ind. 952

Cash buyer and jobber. All kinds of merchandise. Bankrupt stocks, etc. No stock too large or too small. Harold Goldstrom, Bay City, Mich. 951

Is your community growing—improving? You believe in progress. Arouse your town. Our lectures do it. We can furnish Edward Amherst Ott for a few nights. Act quick. Municipal Service League, 239 Lake St., Chicago, Ill. 946

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

For Sale—Clean shoe business and fixtures in busy Central Michigan town of 5,000 population. Good factories, good farming country. Bargain if taken soon. Ill health, cause of selling. Address Shoes, care Michigan Tradesman. 967

For Sale—A clean live stock of drugs in Dallas, Texas. Suburban location. Invoices \$3,000. Sales \$23 per day. Small expense. A money maker. Reason, other business. Address Dr. Chas. T. Walke, Dallas, Texas. 966

Wanted—A young Holland registered pharmacist with some capital to join party in doing business in small town. Enquire of Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 965

For Sale—A stock of general merchandise in a good town. Business has been established twenty years and has been very successful. Will sell or rent store. Address R, care Michigan Tradesman. 964

\$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—Fine stock hardware and implements, with good established trade in the best town in Southern Michigan. Rent cheap. Address No. 963, care Michigan Tradesman. 963

For Sale—A double store building in good repair. Also a clean stock of hardware which is located in same building. If you want a growing business in a good farming locality, with no competition and where people have money, write C. M. Comer, Twelve Mile, Cass Co., Ind. 962

Hotel for sale, 60 room house, complete. Apply to Thos. E. Sharp, Lake View House, Elk Rapids, Mich. 961

For Sale—Up-to-date job printing office at a bargain. Good business. Address Lock Box 204, Petoskey, Mich. 959

For Sale—Bazaar stock, chiefly crockery, stationery and notions, in busiest town of 600 in Southern Michigan. Reason for selling, ill health. Address No. 958, care Tradesman. 958

1903 Olds runabout. New engine, two new tires, first-class condition. Price \$150. Address L. W. Richard, Grand Ledge, Mich. 948

For Sale—Dry goods stock in fine condition. Best location in town of 2,500 in Central Michigan, doing a paying business. Will lease store for a term of years. Size 22x100 feet. Stock will inventory about \$7,000. Reasons for selling, my home is in another town. Owning to old age and poor health I am not in shape to attend to business of any kind. Address A. H. Olmstead, St. Louis, Mich. 955

For Sale or Exchange—For merchandise, No. 3 Gem City acetylene plant complete. Good as new. Suitable for store, residence, hall. Will Lamb, Constantine, Mich. 954

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—1,600 acres of land covered with green timber in Missaukee Co., Mich. Land is level and fertile. Address No. 768, care Michigan Tradesman. 768

For Sale—Drug store in Southern Michigan, town 1,500. Invoices \$3,000. Address No. 703, care Tradesman. 703

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

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

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 \$2,500. Half interest in store building \$425. K. Bosworth & Son, Sunfield, Mich. 832

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

SITUATIONS WANTED.

Wanted—By experienced, well-recommended young man a position in dry goods or general store. Address No. 990, care Michigan Tradesman. 990

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.

Simple

Account File

Simplest and
Most Economical
Method of Keeping
Petit Accounts

File and 1,000 printed blank bill heads..... \$2 75
File and 1,000 specially printed bill heads..... 3 00
Printed blank bill heads, per thousand..... 1 25
Specially printed bill heads, per thousand..... 1 50

Tradesman Company,
Grand Rapids.

The Tradesman Company
Engravers and Printers
ILLUSTRATIONS OF ALL KINDS
STATIONERY & CATALOGUE PRINTING
GRAND RAPIDS, MICHIGAN.

THE FARMER TO THE FRONT.

From certain statistics, which it is needless here to give, the American farmer is seen to be regaining his old-time place in the world's affairs. He is again amounting to something. He is plowing and planting and reaping, but not now according to the rule of thumb. He has learned to rely less upon his weather guesswork and more upon the weather report of the daily paper. He is past beginning to see that "book farming" is not all folderol and that oftener than occasionally something gets into type which is well worth reading, remembering and practicing. He was seen the other day setting out trees around the newly painted schoolhouse, and the principal of a State Normal School sent him a list of graduates from which to select a teacher for the fall term of the country school. Better than that he is sending his boys to the State University and giving them each a farm when they come home with a "cum laude" diploma, providing they will live on the farm and work it; and now when he and his boys go to town their business keeps them from the cheap cigar and the street corner and they are found among other business men forwarding their interests exactly as other men are, and they are at last and again reaping the splendid returns which they can justly claim their own.

For a good many years the farmer has been made fun of because he simply would not learn and practice a single principle which every business must be based on to thrive: "You must put back into the soil what you take out of it if you are going to keep the soil capital intact." This the farmer has never been willing to do. New England is covered with farms, skinned and deserted by farmers who soon got from the thin soil all its virtue and then went West to practice the same wretched economy; and there are instances in the Middle West where this same theory was practiced until the Agricultural College took the thing in hand and compelled the bookless farmer to learn his lesson by facts which he could see and which, therefore, could not be gainsaid. How the farmer of twenty-five years ago, let us say, would have laughed as he read the following extract from a farm paper: "Nitrogen for agricultural fertilization is worth from 15 to 20 cents a pound, wholesale, so that when it is known that at the Michigan Agricultural Experiment Station, on average ground, cow peas yield 139 pounds of nitrogen per acre, and soy beans 113 pounds, the money value of the legume to the farmer may be appreciated;" while to-day that same deriding farmer and his brethren are seen crowding the lecture cars on the Union Pacific not only willing but eager to learn what this nitrogen is which is so essential to the crops, and how they can capture it from the air where it exists in such limitless quantities. The fact is the farmer has learned his lesson and the soil, receiving back what it has given, is filling to overflowing his bins with wheat and Indian corn.

While this principle of gain has

brought the farmer to the front, it is his connection with the school and the college which is going to keep him there. The same prosperity that has removed the mortgage does not necessarily take the straw from the farmer's mouth and the hayseed from his hair. His contact with learning does exactly that. His homespun speech, like his homespun garments, became distasteful to him and as he reads and thinks so he picks up and retains the new—the better, because it conveys the new idea—and discards the old because it is no longer needed. Improvement follows as a matter of course in manners as in speech, so that the farmer now to the front finds it no longer to his advantage to be a clown, whatever the gathering, and stands a man among men, his peers, a gentleman with the education of a gentleman, and so making the American farmer what he used to be and ought always to have been, the finest and most independent gentleman on the face of the earth.

REAL CAPTAINS OF INDUSTRY

The chief or leader in any great industry or enterprise, in order to be eminent at the top, should also be well versed in the lower and humbler departments of the business over which he presides.

This is certainly a fact in all trades and callings which are only to be learned by a practical acquaintance with their details from bottom to top. Even the commander of a great army in war must have learned how to serve in ranks and to handle a musket before he becomes an officer and is authorized to carry a sword. All the graduates of the United States Military Academy at West Point, from which such field marshals as Lee, Grant, Jackson, Sherman and the rest of the great commanders of the Modern Age were graduated, started as "plebes" and privates in the Corps of Cadets.

The Atlanta Railroad Journal, commenting on the sort of training that makes great railway chiefs and managers, holds that the mechanical man is a specialist, as is the track and engineering expert, and each, to keep in the game, must devote his entire time to his department. The same, to possibly a lesser extent, can be said of the transportation and auditing departments. Because they must keep up with current events in trade and otherwise and because they must meet other business men and the competition of other lines, traffic men probably have the best chance for developing the most essential requirement of good management, viz., good judgment of human nature. This is the chief requisite for successful handling of the department which is the foundation of a railroad's success, the securing of goods and people to haul. In so far as this department furnishes a better school for the study of human nature, just so is it better for the beginner. For, after all is said of successful railroad men and their careers beginning in various lowly positions, when carefully analyzed, they are found to be good judges of human nature and handlers of men. This, then, is the place to start a railroad career, a study of human na-

ture, and the best way to get the complete and loyal support of subordinates.

Detail knowledge of all departments is undoubtedly a great aid to successful operation, and is not to be ignored. But in every case success is more than anything else a matter of individuality. Some men succeed even when they begin as grease wipers. Others would not develop the proper power if given unlimited opportunities.

To-day the men who control great industrial enterprises, such as transportation and manufacturing, are the real rulers and they can not get their practical education in colleges and universities. Its foundations must be laid in the workshop and in the business office.

AN HONORABLE RECORD.

His 62d birthday was made the occasion for giving Rear Admiral Robley D. Evans an ovation, a loving cup, some letters, a speech or two and a birthday cake with sixty-two candles. He is at Lake Mohonk and after forty-eight years he retires from active service in the navy, although hereafter he may be called upon to serve in an advisory capacity. He is somewhat broken in health, but making rapid recovery. Admiral Evans has attracted to himself rather more attention on account of his proneness to bravado and bluster, along with which, as reported, usually went more or less profanity. He is fond of being called "Fighting Bob," although there are other men in the navy who have fought just as much and just as well. It is a great mistake to suppose that he is the only brave man who ever paced the deck of an American vessel. Perhaps it is true that he has not received more praise than he deserves, but that others have had less. As Schley said after the battle of Santiago, "There is glory enough for all." There are many strong, courageous characters in the service, but some of them do not get the attention they deserve.

Because of the faithful, efficient service he has rendered there is everywhere a disposition to overlook the weakness or vanity which has beset Admiral Evans and to forget the incident brag and bluster, believing that beneath it there is the bravery which would make good every ferocious utterance, provided the ships ever faced a foe. Almost half a century in the service of his country is exceptional and covers a period of great naval growth and development. From the ships with which Farragut fought to those of Dewey and Evans is a great step forward and they are improving every year. What was thought the strongest and least vulnerable when Evans entered the navy would last but a minute now before a modern armored cruiser. The admiral, like all the others of his profession, sees in a big navy the greatest argument for peace. Naturally they are impressed with the importance of that branch of the service to which they belong. They have a better argument with them than the army men, because a very effective army can be speedily recruited in this country, with the regulars for a nu-

cleus, but it would take years to build a navy if a declaration of war were to be waited for as the signal to commence. Admiral Evans retires after an honorable record in the service. The people will think kindly of him and wish him many years in which to enjoy the honor he has earned.

The Revival of Prosperity.

Is a revival of industrial prosperity at hand in the United States? That is the question which is probably really uppermost in the mind of a majority of Americans—certainly of a majority of American business men. Even the political issues of a presidential campaign do not really matter so much to the country as this question of industrial revival; because, after all, politics only concerns the average American as he thinks the success of one set of principles or another will affect the country's progress and welfare.

The country has been looking for a business revival ever since it caught its breath after the temporary collapse of last fall, but there was not much hope of its real appearance until after the election of next November. Lately, however, the signs of recovery have been multiplying so rapidly as to lead to a feeling that, perhaps, we may not have to wait until our quadrennial political stock-taking is over for a return of good times. The National campaign does not seem to be having its expected depressing effect upon trade this year—a fact which may be due to the general discounting of the outcome, in conjunction with a combination of unusually favorable conditions outside of politics.

This year's crops promise to be the greatest, in the aggregate, the country has ever known, and money is low and plentiful. Such a combination always spells prosperity. Its present effects are visible in the reports of increasing trade and of general resumption of activity in mills and factories, which come from every section of the country and from every line of production. Apparently the conclusion has been generally arrived at that the result of this presidential election is not going to interfere with the process of return to normal conditions. Consequently business everywhere feels free to take advantage of the otherwise exceptionally favoring situation.—American Industries.

BUSINESS CHANCES.

There is a good opening for a third men's clothing and shoe store in a town of 3,000, central Iowa, county seat; good territory; prosperous people; town growing; we have a store room ready for the right merchant; steam heat, electric lights, gas, oak shelving, good display window; rent reasonable; will be pleased to correspond with parties desiring a location; no transients, junk stocks or bankrupt sales considered. Address Peoples Savings Bank, Nevada, Iowa. 997

For Sale—Racket Store, fifty cents on dollar if taken at once. Lock Box 282, Groton, South Dakota. 998

FOR SALE

One-half of the stock of an incorporated company conducting a general store in a thrifty town in Northern Ohio. Want to get into different business. \$2,500 will buy my share. Party buying would work with other partner owning other half of stock. Stock clean.

Address No. 1000

Care of Tradesman.

Policyholders Service & Adjustment Co., Detroit, Michigan

A Michigan Corporation organized and conducted by merchants and manufacturers located throughout the State for the purpose of giving expert aid to holders of Fire Insurance policies.

We audit your Policies.

Correct forms.

Report upon financial condition of your Companies.

Reduce your rate if possible.

Look after your interests if you have a loss.

We issue a contract, charges based upon amount of insurance carried, to do all of this expert work.

We adjust losses for property owners whether holders of contracts or not, for reasonable fee.

Our business is to save you Time, Worry and Money.

For information, write, wire or phone

Policyholders Service & Adjustment Co.

1229-31-32 Majestic Building, Detroit, Michigan

Bell Phone Main 2598

Bed Blankets and Comforts

We make a specialty of Bed Blankets and Comforts and always carry a complete assortment. Cotton, Wool (cotton warp) and all wool blankets. Knotted and stitched comfortables in print, sateen, silkoline and silk coverings.

It will pay you to inspect our line before buying.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

We close Saturdays at 1 o'clock.

\$

Because of the uniform excellence in quality

Holland Rusk


(Prize Toast of the World)

has become immensely popular with consumers everywhere.

Dealers are making handsome profits on the large daily sales of these goods—it will pay you to stock them.

Large Package Retail 10 Cents.

Holland Rusk Co., Holland, Mich.





THE NEW IOWA.

Low Supply Can. Enclosed Gear.

Skims Thick or Thin Cream.

Hot or Cold Milk.

Most Practical. Turns Easiest,

Skims Closest. Easiest to Clean.

Awarded the Only Gold Medal at the Jamestown Exposition.

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

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

Mechanical Precision

Nothing stimulates confidence as quickly and surely as **absolute reliability**. This fact is especially true in connection with accuracy of **weights and values**. Your customers do not ask or expect you will fully to give more than 16 ounces to the pound. They are satisfied to get what they pay for.

Loose Methods Unsafe

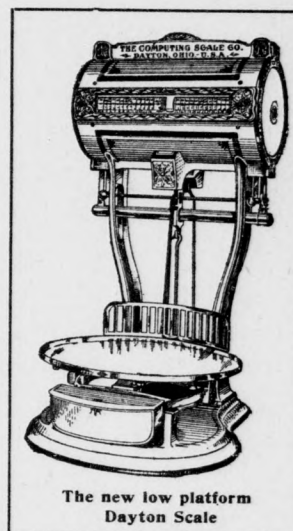
A slipshod way of serving your trade discourages confidence. You must be **careful** but **not slow**. There is only **one system** which will give **perfect results** in **rapid and accurate weighing**.

Dayton Moneyweight Scales

are recognized by all competent authorities as having reached the **highest degree** of scale construction. They are **accepted** and are being **used** not only in the **United States**, but in **England** and many other foreign countries.

Four High Court Decisions

attest to the **efficiency** and **accuracy** of our computing scales. Now is the time to decide whether or not it will pay you to use this system. Investigation costs nothing, so send the attached coupon or a request for catalog by return mail



Moneyweight Scale Co., 58 State St., Chicago. Date.....
 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



Shoot Straight

at the stomach if you want to hit the heart and the pocketbook of your customer. Recommend

PAW-NEE OATS

and you will please all who try them. Sweet, clean white oats of the highest grade is what they are made of. You can sell them at "popular prices" and make an average profit of 25 per cent. because we sell them to you right and don't name a price to your customers.

Why not stock up?

The H-O Company



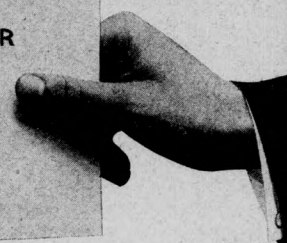
BULLETIN

People are drinking more and yet more of our superb "White House" Coffee. Just where and how they obtain the thousands upon thousands of cans we send out is best known to themselves; BUT that they DO—somewhere, somehow—is significant of the fact that hundreds of grocers are "wise" to the FACT that "White House" is a MIGHTY GOOD COFFEE TO HANDLE, and are reaping a little harvest and, incidentally, taking away some of the other "feller's" customers for OTHER goods.

DWINELL-WRIGHT COMPANY
Principal Coffee Roasters, Boston and Chicago

Send
For
Our
Booklet

HOW A
RETAIL MERCHANT CAN
INCREASE HIS BUSINESS
WITH A
TYPEWRITER



"How a Retail Merchant can increase his business with a typewriter"

It shows you how you may adopt the methods of the successful merchants in the large cities.

The proper use of a typewriter will bring you new trade and hold your present customers.

The Fox is the highest grade typewriter made. We place it in your office for examination at our expense.



Fox Typewriter Co.

260 North Front Street

Grand Rapids, Mich.

On the Fox all the writing is always in sight.

BLUE BELLS



JAPAN TEA

1908
Crop

Peerless
Elk
Blue Bells

Has
arrived
and is
ready
for our
customers.

Judson Grocer Company

Direct Importers

Grand Rapids, Michigan