

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

Floor Space For Rent

For Manufacturing Purposes
In the New

Raniville Power Buildings



When you can secure our modern buildings with all up-to-date facilities, at low rates, **you can't afford to build your own blocks** or rent cheap property. After you have seen our buildings and heating and power plant you will find we offer a good proposition.

We can furnish large and small rooms, office and storage space.

Apply Offices of F. Raniville Co., Pearl St.

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, SEPTEMBER 9, 1908

Number 1303

GRAND RAPIDS FIRE INSURANCE AGENCY

THE MCBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids
Majestic Building, Detroit

ELLIOT O. GROSVENOR

Late State Food Commissioner

Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.

2321 Majestic Building, Detroit, Mich.

TRACE YOUR DELAYED FREIGHT Easily

and Quickly. We can tell you how.

BARLOW BROS.,
Grand Rapids, Mich

Kent State Bank

Grand Rapids

Has the largest Capital and Deposits of any State or Savings Bank in Western Michigan.

Pays 3½ per cent. on Savings Certificates of Deposit.

Checking accounts of City and Country Merchants solicited.

You can make deposits with us easily by mail.

**FIRE AND
BURGLAR
PROOF**

SAFES

**Grand Rapids
Safe Co.**

Tradesman Building

SPECIAL FEATURES.

2. Window Trimming.
3. Representative Retailers.
4. Death of O. F. Jackson.
5. News From the Business World.
6. Grocery and Produce Markets.
7. The Bean Business.
8. Editorial.
9. New York Market.
10. Green Houses.
11. Woman's World.
12. Butter, Eggs and Provisions.
13. Dry Goods, Fancy Goods and Notions.
14. Wealthy Heights.
15. Review of the Shoe Market.
16. The Commercial Traveler.
17. Drugs and Druggists' Sundries.
18. Drug Price Current.
19. Grocery Price Current.
20. Special Price Current.

AUTOS AND GOOD ROADS.

The relation of automobiles to the roads is a matter of no small importance in these days, and it is bound to grow more and more important year after year. The good roads movement has gained such headway in this State and is in all respects so popular that before long there will be plenty of fine highways running in all directions. The automobiles wear the most much more than horse-drawn vehicles. Now there is no use in finding fault with any of the whiz wagons. Like the good roads they are growing in popularity and number. Pretty much all the old ones are still puffing along and new ones are bought every week during the season. The gasoline carriages have just as good a right on the roads as the horse-drawn equipages that only a few years ago had a monopoly of the highways. It is doubtful if the farmers themselves would want the automobiles driven from the roads. They give animation to the scene as well as cover it with dust and they make near neighbors of those living at a distance. The new vehicle has arguments in its favor and anyhow it is here to stay and must be reckoned with accordingly.

The danger and the damage incident to automobiling are wholly dependent upon the speed with which the machine is urged. It is those that whiz along at a rapid rate that whirl off the top dressing of good roads and lay bare the stone foundations. The larger width of wheel distributes the weight over a greater surface and so has less tendency to leave ruts, but the larger wheel when rapidly revolving also makes more dust, and on an improved highway dust is only another word for top dressing.

It seems hardly credible that it is less than sixty years since the discovery of kerosene oil in this country, but such is the fact. It was on August 28, 1849, that the bit in the original Drake oil well, near Titusville, Pa., pierced the oil sand, and it was demonstrated that oil in paying quantities could be taken from the earth. That event has worked

wonders in the world of science, industry and commerce, and will never be forgotten by the people of the locality. The Titusville Herald says the local chapter of the Daughters of the American Revolution are preparing a personal appeal to the people of Titusville and of oildom generally for funds with which to erect a suitable memorial which will be unveiled August 28, 1909. A discovery of the magnitude of that of Colonel Drake needs something more than a passing notice in the newspapers, and the response to the appeal of the Daughters should be prompt and generous.

When the Pennsylvania Railroad Company found about a year ago that it was liable to have a large amount of idle cars on hand for some time a large number were shunted off the track on the ground. It cost something to get them off the rails and more to put them back, but it was generally supposed that it was necessary on account of a lack of room on the sidings. It now appears that this was a mistake. A report from Pittsburg says: "It has come out that the real reason that the different railroads entering Pittsburg some months ago lifted thousands of idle cars off the rails and placed them on the rights of way was not because of there being no room on the sidings, but because it had been found that a road need not pay taxes on a car not on the rails."

While sawing a walnut log into boards in the Montgomery Lumber Co.'s mill at Crawfordville, Ind., a few days ago, the big band saw, 30 feet long, was ruined by coming in contact with a plowshare which had been completely imbedded in the log. The saw struck the plowshare squarely, snapping all the teeth from the saw even with the blade. It is a mystery how the plowshare became imbedded in the log unless, years ago, some farmer stuck the point of the share into the tree, since which time the tree has grown so much larger that gradually the plowshare was hidden. The plowshare was triangular in shape, with outside dimensions of six inches between the angles.

Wisconsin farmers are gradually abandoning the culture of tobacco and increasing their acreage of sugar beets. It is estimated that the tobacco crop this year will reach 38,000,000 pounds, grown on 35,000 acres. Next year not more than 30,000 acres of tobacco will be planted. Tobacco growing requires some skilled labor, which is scarce and comes high. In the cultivation of sugar beets poorer labor can be employed, and at present it is the most profitable crop the Wisconsin farmer can put on the market.

Tainted Money Is Harmless.

Tainted money from the viewpoint of Warren W. Hilditch, of Yale University, means money with bacteria. He used the most soiled money he could obtain from railroad, trolley and theater ticket offices, banks, drug stores and individuals. Some bills were more worn than others, soft, cracked and soiled, with frayed edges. The numbers of bacteria present in the bills ranged from 14,000 to 586,000, with an average for twenty-one bills of 142,000. There seemed to be no connection between the amount of dirt and the number of bacteria present. The cleanest bill he used had next to the highest count, 405,000. The bill that looked most soiled had but 38,000. When a bill has been in circulation for a short time and has become cracked and its peculiar glaze worn off, the bacteria easily cling without the presence of dirt and grease. He inoculated guinea pigs, but none of them gave any indication of even temporary illness. Mr. Hilditch does not believe that soiled money is dangerous as a transmitter of disease. He thinks that money constitutes an unimportant factor in the transmission of disease. But he does not regard his experiments as conclusive. In order to obtain any conclusive evidence on this point it would be necessary to make a careful study of hundreds or even a thousand bills from hospitals and private sick rooms, drug stores and various other sources. A bank teller said: "If one stops to think, money can't be a common means of transmission, for if it were there wouldn't be so many of us alive today; the escape from sure death of those whose duty calls for the constant handling of money is certainly not merely due to chance."

Apples for Sleeplessness.

The apple is such a common fruit that very few persons are familiar with its remarkably efficacious medicinal properties. Everybody ought to know that the very best thing they can do is to eat apples just before retiring at night. Persons uninitiated in the mysteries of the fruit are liable to throw up their hands in horror at the visions of dyspepsia which such a suggestion may summon up, but no harm can come even to a delicate system by the eating of ripe and juicy apples before going to bed. The apple is excellent brain food, because it has more phosphoric acid in easily digested shape than any other fruits. It excites the action of the liver, promotes sound and healthy sleep, and thoroughly disinfects the mouth. This is not all: the apple prevents indigestion and throat disease.

Our neighbors are not lifted up by looking up their records.



Lady Dummy Made Hit in Clothing Window.

A window trimmer the other day told me that he often received inspiration for a window from trivial sources.

For instance, he picked up a recent and popular clothing periodical—he is employed by a men's furnishing goods establishment—and made an exact reproduction of the front cover for his next window.

The cover was done in colors and just struck his fancy. There were bright bits of green, blue and red in it—enough to give a cheerful aspect.

The scene depicted was a corner of a summer resort hotel piazza with four young people standing or sitting in nonchalant attitudes.

One of these was a typical "summer girl," clad in a beautifully tailored costume of light Copenhagen blue wool goods, with a hint of mauve somewhere in the weave. The daintily-gloved fingertips of her left hand—she was one of those standing—were thrust into one of the cute little pockets of her natty jacket, while in her right hand, jauntily swinging over her shoulder, was a smart red parasol with two bands of darker red for a border. The girl's droopy mauve hat was covered in front with white wings tipped with blue, held in place by a small knot of blue velvet the same shade as her gown. Her hair was all fluffy around her face and pulled out especially wide at the sides in the present prevailing fashion.

As befits the beauty of the summer resort this one had attracted a bunch of good-looking young men—college students—although one of these was decidedly derelict in paying her the homage her due. The latter was trigged out in all the bravery of proper paraphernalia for a ride 'cross country. A crop of the latest style rested on the flat arm of the willow chair in which the equestrian was comfortably seated, reading "The Man's Book" at lazy ease.

A second college student leaned carelessly against the piazza railing. He had on a lounging suit of dark hunter's green, a wide turnover white collar, buff and white striped shirt and very narrow red four-in-hand, with a tiny gold stickpin.

Another athletic young exponent of swelldom—omnipresent pipe in hand—leaned against the porch pillar. From head to toe he carried out the blue and white idea: white felt hat turned down behind and up in front, with blue and white folded band, white collar and white shirt, with narrowest four-in-hand of blue and the merest suspicion of a stickpin, blue wool coat, white duck trousers

with a lovely fresh crease and turned up at the bottom in the most approved mode, blue hosiery just a shade lighter in tone than his short coat, and white canvas low shoes with wide flat canvas bows.

A handsome Scotch collie was making himself friendly with the party, his face turned expectantly toward the red-vested horseman in the willow chair as if ready to bound off with his master at an instant's notice.

To complete this charmingly natural-looking window the background was a painted canvas done in vivid oils. A blue sky with fleecy clouds hung over a white-capped lake. On the crest of a wave bobbed a skimming dish, with two fellows in bathing suits managing the tippy craft, ready to sit on the top edge or take a ducking up to their necks—or more. Along the hard sandy beach bowled a big red devil of an auto, with nobody in it but the chauffeur. A wide-porched, low-roofed, pillared-piazzaed, dormer-windowed boat club house directly back of the hotel gave the finishing touch to what must have been an altogether very attractive window.

This windowman was a fellow of initiative. Few of his kind would have had the gumption—or been willing to go to the bother—to get up a window like this. He borrowed the girl dummy of an accommodating trimmer, a chum of his employed in a neighboring dry goods establishment. She certainly made a hit in her unnatural—her adopted—environment.

Business Changes in the Buckeye State.

Utica—Jos. Lewison is about to engage in the clothing business.

Canal Dover—E. J. Vickers has sold his grocery stock to W. A. Roe.

Eaton—A. H. Weir has embarked in the meat business.

East Youngstown — The East Youngstown Drug Co. has been incorporated with a capital of \$2,000.

Martins Ferry—Ralph E. Rider, grocer, has made an assignment.

Glouster—A grocery store will be opened by A. A. Gessall.

A Sign.

"I didn't know your mother was dangerously ill," said the observant neighbor.

"Why, she isn't," replied the dainty daughter. "What made you think that?"

"I saw you washing the dishes this morning."

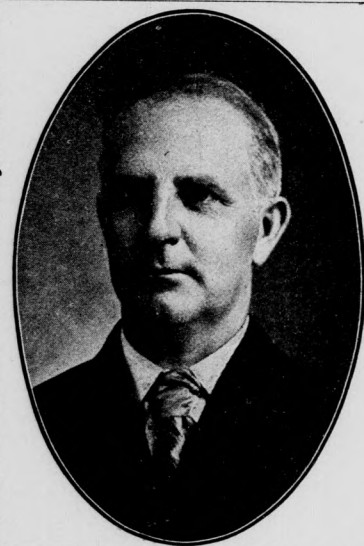
And is it any wonder that they never speak as they pass by?

REPRESENTATIVE RETAILERS.

J. L. Norris, the Veteran Casnovia Merchant.

It is fortunate to be born with social position and to inherit the advantages which wealth may give, but it is rather the character of the man—what he has done in the way of up-building—that counts with those who are given to weighing with an unbiased mind the qualities of an individual. To every person, no matter at what level of the commercial world he may have entered, who has created to a point where he can be considered successful must be given the genuine approbation which his acts have merited.

A man must, partially at least, be judged by his associations in either the business or the social fabric. Should his connections industrially be those of the best and command the respect of competing houses in



the same line of trade it must be accepted that there is something of worth in the individual or he would not be in the position occupied. Of necessity value must play a prominent part in the gaining and holding of a station of responsibility and trust, for such are not given to the incapable or untrustworthy. And as for social recognition it is an indisputable fact that to enter the folds of the better and creditable strata of society requires that the applicant have the attributes of birth and culture.

In no other section of the country is more demanded of a man in the matter of industry and integrity than in Michigan. Brains count here for their truest value, because it is a battle of giants to conduct business where competition is so strong as to place the inefficient in the background. Only those who have the mental equipment can stay at the fore, and the less fortunate fall back into the ranks of the masses who aspire yet fail.

James L. Norris was born at Climax, Kalamazoo county, Feb. 16, 1861. When he was 9 years old the family removed to Eaton Rapids, where they remained three years. In 1873 they removed to Casnovia, where the family has resided ever since and where they have been identified with mercantile business and grain trade continuously for the past

thirty-two years. Mr. Norris was educated in the public schools of Casnovia, Newaygo and Big Rapids, after which he spent several months in Swensburg's Commercial College, in Grand Rapids, in 1881, when he returned to Casnovia and entered into co-partnership with his father under the style of A. Norris & Son. The business consisted of a general store, an elevator and a drug store, the latter of which was managed by the junior member of the firm. This co-partnership relation continued until 1898, when James purchased his father's interest. Four years later he disposed of the mercantile business, retaining the elevator and grain trade, which he still continues. Two years ago he admitted his son, Leon C., to partnership in the business, which is now conducted under the style of J. L. Norris & Son.

Mr. Norris was married June 3, 1884, to Miss Effie Squier, of Casnovia. They have two children, Leon C., aged 23, who is identified with his father in business, and Harry, aged 16, who is still attending school.

Mr. Norris is a Mason, being a member of Lisbon Lodge, also an Odd Fellow, belonging to Casnovia Lodge, No. 349.

Mr. Norris attributes his success to patience and hard work, but those who know him best will probably agree with the Tradesman that careful training, long experience and native shrewdness have also been dominating factors in his career. Mr. Norris is characterized by his friends as having an even temperament and is the same pleasant gentleman to all who come in contact with him. He is easy to approach and ready to accommodate, even in the midst of exacting burdens devolving upon him in connection with the numerous duties.

In no trying situation does he lose his balance, but calmly and efficiently meets any and every emergency. Such has uniformly been his just treatment of his customers that all have a kindly regard for him; and although his decisions and actions are always in accord with strict business policies, he has offended none so seriously as to make an enemy of any one. Equability of temper and a systematic way of doing business are his strong points. He is absolutely reliable and truthful in his dealings and knows when to talk and when to remain silent—rare qualities indeed—and has proved himself to be an able and safe administrator of affairs.

The man who has grit in his make-up will not throw it in his neighbor's face.

We Want
**Hides, Tallow, Pelts
Furs and Wool**
at Full Market Value
Crohon & Roden Co., Tanners
37-39 S. Market St., Grand Rapids

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.

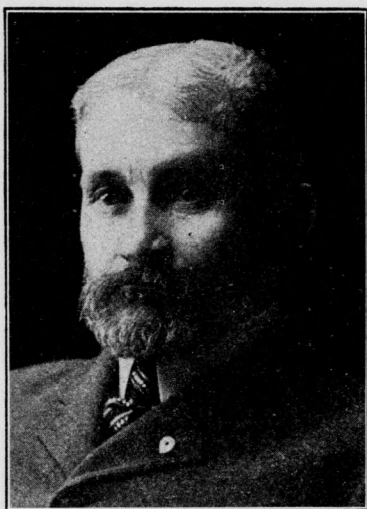
GONE BEYOND.

O. F. Jackson, the Well Known Traveling Man.

O. F. Jackson, Secretary of Grand Rapids Council, No. 131, died at the family residence, 763 South Lafayette street, Sunday morning, as the result of cancer in the head, from which deceased had suffered for several years. The funeral was held at the late home of the deceased Tuesday afternoon, being conducted by Rev. Geo. Killeen, a Methodist clergyman of Hartford, who had been a long-time friend of the departed. The interment was in North Oakhill cemetery.

Biographical.

Oscar F. Jackson was born at Westminster, near London, Ont., May 11, 1848. His father's antecedents were English, but both his father and grandfather were born in Vermont. His mother's antecedents were English and American. His fa-



ther was a school teacher by profession. When Oscar was 8 years of age, he removed with his family to Almont, Lapeer county, where they lived two years. They then removed to Lapeer, where Oscar completed his schooling at the age of 17 and served an apprenticeship in the tinning trade with W. J. Loder, with whom he remained five years altogether. For two years subsequently he was employed by Davis & Peters, hardware dealers at the same place, when he moved to St. Louis, Mich., in 1871 and entered the employ of Wessels & Sriver, hardware dealers, as book-keeper and salesman. He remained with this house seven years, when he removed to Ithaca and took a position as salesman in the hardware store of O. H. Heath & Sons, where he remained eight or nine years, resigning to accept a position as Eastern Michigan representative for the Saginaw Hardware Co., with which house he remained eight years. Jan. 1, 1900, he severed his connection with the Saginaw Hardware Co. to take a similar position with Foster, Stevens & Co., with whom he remained until two or three years ago, when failing health compelled him to relinquish active road work. He conducted a grocery store for a time, but was obliged to dispose of it because he found the duties too ex-

acting. He continued, however, to act as Secretary of Grand Rapids Council, No. 131, U. C. T., and proved to be one of the most efficient officers ever elected by that organization.

Mr. Jackson was married Sept. 4, 1870, to Miss Cynthia S. Ney, of Lapeer. They had three children. The oldest daughter married John Watson, the Ithaca druggist. The son, Arthur, is married and resides in this city. Hazel, the younger daughter, lives at home with the mother.

Mr. Jackson was a member of the Fountain Street Baptist church. He was a member of the Michigan Knights of the Grip and the U. C. T., besides being affiliated with the K. P., I. O. O. F., R. A. and I. O. F. During the time he was a resident of St. Louis he was Village Clerk for two years. During the time he resided at Ithaca he was a member of the Council four years, Deputy County Clerk four years, Chief of the Fire Department eleven years, Secretary of the Gratiot County Agricultural Society nine years and Secretary of the Ithaca B. M. A. three years. He was also Secretary of the Michigan State Firemen's Association four years and President of the organization one year, all of which goes to show the esteem in which he was held by his associates.

Mr. Jackson attributed his success as a salesman to genuine American grit, but those who knew him best and watched his career with close scrutiny insist that it was due more to sterling honesty and to the fact that he never indulged in any misrepresentation in dealing with his customers, who soon came to understand that he never tired in the pursuance of his duty and gave his work the benefit of his best thought and best effort. His practical experience as a tinner was of great value to him in counseling his customers; and he was also well versed on law points, so that he was able to advise his customers understandingly on these matters.

Oscar Jackson was the very soul of honor, and integrity was "the immediate jewel of his soul." He was incapable of an act that savored of meanness. His nature was frank, generous, noble. No man in misfortune ever applied to him in vain, and in ameliorating the sorrows of the suffering he found especial gratification. His charity was dispensed in a manner as unostentatious as it was generous, and on more than one occasion he assumed heavy burdens, far more heavy than he should have taken, in order that a little light might be let into the darkened souls of others.

Is it any wonder that a man of so simple, so sympathetic and so unselfish a nature was beloved by those who knew him? And is it a marvel that his death should cause such genuine grief? We might admire his intellectuality in the cold light of reason, but we never could contemplate his warm-blooded and magnanimous nature without being drawn to the man and kept close to him by irresistible bands. The glowing light of his mind is put out, the voice that comforted and counseled and inspired is still, but to those who knew

Oscar Jackson well his memory will be ever dear, a palpable reminder of a lofty spirit.

Trade Changes in the Hoosier State.

Bloomington—Autumn Mater has sold his grocery stock to Allen Morrison.

Alexandria—The Citizens' National Bank has been incorporated with a capital stock of \$50,000.

Fort Wayne—An undertaking establishment is to be started by Getz & Cahill.

Frankfort—The Mollett Grain Co. has merged its business into a stock company under the same style, with a capital stock of \$35,000.

Jeffersonville—C. A. Schimpff has suffered a loss on his drug stock caused by fire.

La Grange—Geo. Steel, who conducts a racket store, has admitted Homer Andrews to the business with him.

Logansport—M. McNeens has sold his cigar stock to Yeagley & Son.

Marion—Ethel Foster is succeeded in the bakery business by Ernest & Mooning.

Mercantile Changes in the Badger State.

Dodgeville—Jos. Rowe has sold his general stock to Henry Rowe.

Black River Falls—A meat market has just been started by Nels Hanson.

Fort Atkinson—H. B. Wilson has engaged in the grocery business.

Platteville—W. G. Hymer has sold his meat market to Roseliep & Bowen.

Sampson—Chas. Lafebyre is about to engage in general trade.

Superior—Bernard Wilson has engaged in the grocery business.

No Need To Ask Her.

"Johnny, where's your sister?"

"Up in her room."

"I quarreled with her yesterday and I am sorry. Won't you go and ask her if she'll make up?"

"She's makin' up now."

For Systematic Investigations
Corporations Consult

The J. U. Smith Detective Bureau

93 No. Division, Cor. Pearl
Citizens 6189 Bell 42

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.

Electrical Supplies

Do YOU Need ANY?

We carry a Large Stock. We deliver day order reaches us. Our prices are right.

Telephone your orders at our expense.

We'll do the rest.

M. B. Wheeler Electric Co.

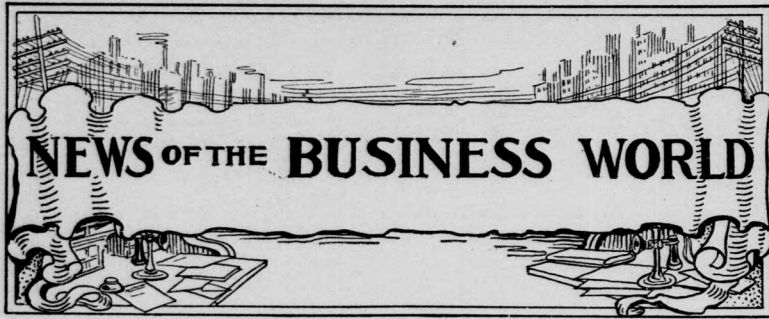
93 Pearl Street

Grand Rapids, Mich.

WORDEN GROCER COMPANY

Grand Rapids, Mich.

The Prompt Shippers



Movements of Merchants.

Vermontville—John Spadafore, of Lansing, will open a fruit store.

Flint—Springer & Vickery have purchased the Clarence A. Fox shoe stock.

Cheboygan—James O'Connor has sold his stock of groceries to John Karwick.

Boyne City—M. S. Meacham has sold his grocery stock to Andrew Brockway.

Howell—C. L. Cook & Son have sold their grocery stock to Kreager & Larkin.

South Boardman—Rich & Main are succeeded in the meat business by C. J. Darling.

Charlotte—John V. Sassama has purchased the drug stock of Blackmar & Brackett.

Lansing—A shoe store will be conducted here by J. F. Waidelich, formerly of Jackson.

New Era—Mr. Heycoop is making preparations to erect a store building for a shoe stock.

Freeport—Charles V. Reigler has closed out his stock of groceries and retired from business.

Saranac—Kenney & Beattie are succeeded in the meat business by A. Richmond and J. Kresher.

Kalamazoo—The Lemon & Wheeler Company has sold a new grocery stock to S. Baldwin, of Mendon.

Traverse City—Martin B. Harner is closing out his stock of musical instruments and will remove to Detroit.

Woodland—A millinery store has been opened by Williams & Crahan, who succeed Katherine Stevens in business.

Holland—John Wabeke has sold his grocery stock to George TerHaar, who has been engaged in general trade at Drenthe for some time past.

Petoskey—J. A. Hendricks has withdrawn from the Hendricks & Zipp Lumber Co. and the business will be continued by George T. Zipp.

Lansing—C. F. Lapham has taken Frank C. Stabler as a partner with a half interest in the clothing business, the firm to be known as Lapham & Stabler.

Lansing—R. Newman, dealer in dry goods and millinery, who has been in business for the past twenty-eight years, has closed out his stock and gone to Columbus, Ohio.

Cassopolis—Joseph Elson, of Chicago, has purchased the interest of G. H. Orr in the firm of G. H. Orr & Co. Chas. Elson, his brother, was already a partner and will remain with Joseph Elson.

Muskegon—G. H. Flickenger, for-

merly a baker in Chicago, is removing his fixtures from that place to Muskegon and will conduct a bakery business under the style of the Muskegon Baking Co.

Schoolcraft—The private bank formerly conducted by C. C. Duncan & Co. under the name of the Kalamazoo County Bank has been merged into a State bank under the name of the Kalamazoo County State Bank.

Detroit—J. M. Clifford & Co. is the name of a new firm to open a lumber yard in this city. The stockholders are J. M. Clifford, F. W. Mowbray and E. O. Robinson, the latter two gentlemen being in business at Cincinnati, O., under the style of Mowbray & Robinson. The new yard will make a specialty of wholesaling hardwood, paying particular attention to oak and cypress.

Manufacturing Matters.

Detroit—A corporation has been formed under the style of the Soul-Kiss Candy Co., with an authorized capital stock of \$2,000, of which \$1,000 has been subscribed and paid in cash.

Detroit—The Eby Manufacturing Co. has merged its business into a stock company under the style of the Detroit Handle Co., with an authorized capital stock of \$5,000, all of which has been subscribed and paid in cash.

Mancelona—The Antrim Iron Co. has nearly completed repairs on its furnace and will probably resume operations about Sept. 15.

Lansing—The Auto Body Co. has increased its capital stock from \$25,000 to \$150,000.

Millersburg—It has been reported that at the close of the present season the Gardener, Peterman & Co. stave and heading mill here would go out of commission, but R. P. Holihan has secured an option on the plant with the view of continuing it. There is a ten years' supply of timber yet available in that vicinity.

Constantine—The Crescent Motor Car Co., of Detroit, will remove to this place, the stock being mostly owned by the stockholders of the Hawley Auto Co., Ltd., which was removed to Mendon recently. The new company will take over all the property of the Hawley Auto Co., Ltd., and erect another building 40x150.

Bay City—There is more enquiry for lumber cars, but the trade has not been as active as it should be. It is said the holding up of the railroad business is affecting the lumber industry, that once the railroads get busy there will be activity of the old-

time stamp in the lumber trade. Meantime local dealers are bringing in stock and piling it in their yards. About 12,000,000 feet have arrived during the month just closed at the two ports on the Saginaw River.

Bay City—W. D. Young & Co. are adding another band mill outfit to their plant and will erect a warehouse. This is probably one of the most complete plants in the country, having its own fire fighting outfit and water supply, all machinery operated by individual motors, etc. When completed exclusive of the real estate, this firm will have an investment approximating \$200,000 in value. The concern is getting orders for flooring and material freely of late and is doing good business.

Third Dividend on the Bement Estate.

Lansing, Sept. 8—Creditors of the E. Bement's Sons have received checks from the Detroit Trust Co., receivers, for their third dividend. The amount paid was five per cent.

Since the last previous dividend of 10 per cent. was paid Dec. 25, 1907, the receivers have sold all of the machinery, merchandise and personal property, except the remaining bills receivable, and also a small part of the real estate for \$13,000. The remainder of the real estate is being held at \$72,000. Out of the proceeds of the sale of the real estate it will be necessary to pay mortgages to which it is subject, amounting to \$6,700 principal. The receivers think there will be realized from the remainder of the accounts receivable between \$500 and \$1,000.

The last dividend was paid on claims amounting to \$546,540.95 and the amount disbursed was \$27,327.16. In all \$335,988.52, or about 54 per cent. of the total indebtedness, has been paid to creditors. A disputed claim upon which no dividends have yet been paid amounts to \$53,807.51. There is now about \$5,000 on hand. The disputed claim is that of the Central Implement Company, Ltd. Litigation respecting it is still pending in the Supreme Court of Michigan.

Every effort has been made by the receivers to find purchasers for the remainder of the real estate and buildings, by advertising, personal solicitation and otherwise. They have had negotiations with a number of prospective purchasers.

It is the opinion of the creditors committee, in which the receivers concur, that it will be more profitable to the creditors to hold the property longer until better financial and industrial conditions prevail, at which time it is hoped that fair sales of the remainder of the real estate and buildings may be made.

Evening Things Up.

Mother—What did Mrs. Meanly give you for cutting her grass?

Willie—Nothing.

Mother—Why, she promised you 10 cents, didn't she?

Willie—Yes, but I used her sickle to do it with and she charged me 10 cents for the use of it.

The Boys Behind the Counter.

Benton Harbor—B. Jackson, of Chicago Heights, has commenced his duties in the men's furnishing department in the Young, Peck & Co. department store. Mr. Jackson has been employed for several years by the Martin Wall Clothing Co., at Chicago Heights.

Ann Arbor—Julius Ungerer, for many years clerk in the dry goods store of C. H. Millen, has resigned his position and accepted a similar one with Wm. Goodyear & Co.

Jackson—E. Latenslager, formerly of this city, who for the past three years has been acting manager of the Ferguson Supply Co., at Pittsburgh, Pa., has taken a partnership with J. Mahoney in the fixture business.

Ann Arbor—Aaron Walker, of Byron, has taken a position with Mack & Co., in charge of their men's furnishing department, which place has been recently vacated by the resignation of Fred Benz, who has gone to Denver. Mr. Walker was formerly with his brother in the clothing and grocery business in Byron.

Hard and Soft.

"What," asked the teacher, "does anthracite mean?"

"That's a kind of coal," said little Willie.

"Yes. Anthracite coal is what we call hard coal. So 'anthracite' must mean 'hard.' Now, can you tell me what 'bituminous' means?"

"That's coal, too," Willie replied.

"But it isn't the same kind of coal that anthracite is, is it? Bituminous coal is what we commonly refer to as soft coal. Now, Willie, let us see if you can form a sentence containing the words anthracite and bituminous."

Willie thought the matter over for a minute and then said:

"Here's one: 'This morning before pa started down town ma wanted \$5 for groceries and things, and she tried to get it by saying bituminous words, but pa gave her an anthracite look, and when he disappeared around the corner she was weeping bituminously.'"

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

Buffalo, Sept. 9—Creamery, fresh, 20¢@24¢; dairy fresh, 16¢@21¢; poor to common, 14¢@16¢.

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

Live Poultry—Fowls, 11¢@12¢; ducks, 11¢@12¢; geese, 9¢@10¢; old cox, 9¢; broilers, 13¢@14¢.

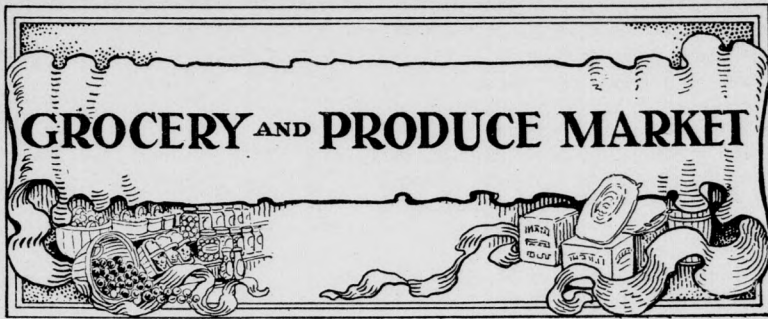
Dressed Poultry—Fowls, 13¢@14¢; old cox, 9¢@10¢.

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.

He who runs away from all sorrow is ultimately drowned in the slough of despond.

You can not bless men until you believe in them.



The Produce Market.

Apples — Wolf Rivers command \$1.25 per bu.; Duchess fetch 85c; Maiden Blush, 90c; Alexander, \$1; cooking stock, 75c.

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

Beets—60c per bu.

Butter—There is a very active trade for extra fancy butter. Under grades do not sell so well. The make of butter arriving shows an improved quality and the demand for it is excellent. Present conditions seem likely to continue until we go into frost, when prices on all grades will likely advance. The market is stationary and healthy. Fancy creamery is held at 24c for tubs and 25c for prints; dairy grades command 17@18c for No. 1 and 16c for packing stock.

Cabbage—Home grown commands 75c 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.

Eggs—The receipts of fresh eggs have fallen off during the week. The eggs arriving show better quality and meet with ready sale at unchanged prices. The market is in a very healthy condition and seems unlikely to make any change during the next few days. Local dealers pay 17@18c on track, holding case count at 19c and candled at 20c.

Grapes—Wordens command 15c per 8 lb. basket and 65c per ½ bu. basket.

Green Corn—10@12c per doz.

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

Honey—16c per lb. for white clover and 15c for dark.

Lemons—The market is unchanged on the basis of \$4.50@5 for both Messinas and Californias.

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

Musk Melons—Home grown command 85c per crate of about 12.

Onions—Home grown white command \$1 per 70 lb. sack.

Oranges—California Valencias are in good demand on the basis of \$4.50@5 per box.

Parsley—25c per doz. bunches.

Peaches—Elbertas and Late Crawford fetch \$1.75 per bu.; Barnards, \$1.25; Engels, \$1.50; Prolifics, \$1.25@1.50. This is the big week of the Grand Rapids peach market, the warm days hastening the ripening.

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

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

Pickling Stock—White onions, \$2 per bu.; small cucumbers, 20c per 100.

Plums—Lombards, \$1.25 per bu.; Bradshaws, \$1.50 per bu.; Green Gages, \$1.35 per bu.; Egg, \$1.50 per bu.

Potatoes—Local dealers pay 75c per bu. on the local market, holding at 85c, but Northern Michigan buyers are able to secure their supplies on the basis of 50@55c per bu., holding at 58@60c in carlots.

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—50@60c 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.

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

Retail Grocers Adopted Union Labor Methods.

River Rouge, Sept. 8—The recent excursion of the Suburban Retail Grocers' Protective Association has been the indirect cause of a boycott that is in full blast at this place. Wolf & Willett, of all the grocery firms here, refused to close their store for the excursion. This refusal incurred the enmity of all the other grocers in the village, who set their heads together to agree upon some form of retaliation.

The strike was made through the bread venders who run wagons for the city bakers, certain dealers refusing to longer buy bread of them if they sold to Wolf & Willett. A temporary bread famine was the result at their store, which has been bridged over in various ways, and the contest is still on. Wolf & Willett are looked upon by the other grocers as seceders from the ranks of merchants who stand for uniform and universal closing by mutual agreement or tacit understanding. On the other hand, Wolf & Willett contend that, aside from the regular evening closing hours, picnic and other days should be discretionary with individual dealers, none of whom in River Rouge are members of the Wyandotte Association; and furthermore, they object to being dictated to by arbitrary methods of boycott.

A Color Scheme.

"Papa," said Freddy, "a greyhound is usually grey, isn't it?"

"Yes," responded papa.

"Well, then," resumed Freddy, "why isn't a purp usually purple?"

The Grocery Market.

Tea—The market is rather quiet in all lines. Japan Nibs are very scarce and high. Practically all of last year's stocks are cleaned up and the market is bare of spot goods. New Nibs will not arrive until about the last of September. New Congous are arriving and the quality is fair, with prices a trifle firmer than a year ago. Altogether the general demand is only for present wants.

Coffee—The very large receipts at Rio and Santos, which would indicate another record-breaking crop, are explained by the syndicate as being due to the desire of the growers to push their coffee out with all speed in order to avoid the additional export tax which will shortly become effective. Whether this is true or not it is established that the current crop will be much larger than the syndicate claimed four months ago. The buying trade in this country still follow their hand-to-mouth policy, in spite of the fact that in European countries the movement has become more liberal. Mild coffees are unchanged and steady. Java and Mocha are steady at ruling prices.

Canned Goods—The feeling among tomato packers is firm, although here and there a needy seller is willing to make slight concessions to turn goods into cash promptly. Prices on corn are firm and there is more interest shown. The trade is enquiring more for new corn, but packers are apparently making no special effort to secure additional business. Peas are beginning to attract more attention. Some of the big packers are said to be cutting down on orders at least 25 per cent., as they are finding the pack is shorter than was expected. There is little new to report on canned fruits, but advices from the coast report a firmer feeling, particularly on extra choice and extra grades, the pack of which is undoubtedly short. Spot California fruits are weaker under pressure to clean up before the arrival of new goods. There is a better feeling shown in gallon apples, the market for which is quite active. Eastern small fruits continue firm. There are no new developments in salmon. The bulk of the business on this season's pack seems to have been done, prices continuing firm on both spot and futures. Sardines are not yet obtainable for immediate delivery, except on contracts, packers still being far behind on orders, while there has been no material increase in the run of fish as yet. Imported sardines remain scarce and firm.

Dried Fruits—Raisins are unchanged in price and not particularly wanted. Other dried fruits are dull and unchanged. As the time for the delivery of future dried fruits approaches it is becoming more and more apparent that the future sales were this year much less than usual. Prunes are unchanged, both spot and future, from last quotations. The demand is light. Peaches are steady at unchanged prices and in light demand. Apricots show no change, being still steady at ruling prices. Currants are wanted for future delivery. Spot goods are dull.

Cheese—The demand for consump-

tion is very good as well as for speculation. The make of cheese is normal and the quality fine. The future of the market depends on the speculative demand.

Syrups and Molasses—Sugar syrup is unchanged and quiet. Molasses sold better during the few cool days, but is quiet at best and rules at unchanged prices.

Provisions—Bacon and sugar-pickled bellies are firm and unchanged. Pure and compound lard are very firm at unchanged prices. Barrel pork and dried beef are firmly held, stocks very small and prices steady. Canned meats are unchanged and in fair trade.

Fish—Cod, hake and haddock are unchanged in price. There is some demand for future cod, but very little as yet for spot. Salmon is unchanged and in fair demand. The mackerel market is firm, on account of comparatively low supplies. The shore catch is virtually a failure, and stocks are very low. Irish fat mackerel are scarce as yet, and no fat Norways have come forward as yet. Prices are unchanged throughout. Domestic sardines are unchanged except for the fact that certain packers outside the Trust who have been underselling the combination price for months have ceased to do so on account of light stocks. Norwegian and French sardines are unchanged and in moderate demand.

The Drug Market.

Quinine — Has declined 1c per ounce.

Opium—Is weak and slightly lower.

Morphine—Is unchanged.

Cocaine—Some of the states have passed laws restricting the sale of this article, and now the Post-office Department has issued an order making it unmailable.

Glycerine—Is very firm and higher prices are looked for later on.

Guarana—Has declined.

Manna—Has doubled in value on account of reports of very short crop.

Quick Silver—Has advanced.

Tonka Beans—Remain very high and stocks are reported very small.

Oil Cassia—Is higher on account of small stocks.

Short Buchu Leaves—Are very firm and tending higher.

Butchers Join Hands With Grocers.

Lansing, Sept. 8—A dozen Lansing butchers have already signified their desire to join the Lansing Retail Grocers' Association and are ready to pay their dues when called on by the Treasurer. The committee, consisting of O. H. Bailey, Newton Blake and Gottlieb Reutter, has not found a single butcher who objected to being enrolled on the Association's membership list. The committee will visit all the butchers who have not yet been heard from and it is expected that every butcher in the city will join the Association. At the next meeting the name of the organization will probably be changed to the Lansing Retail Butchers and Grocers' Association.

THE BEAN BUSINESS.

Magnitude of the Industry Developed in Michigan.*

I take it that I was asked to speak on this occasion because, to speak in the vernacular, "I do not know beans"—about beans; and any one doubting the accuracy of my confession has only to ask my neighbors as to the dire failure I had this summer with a bed of beans I tried to raise in my garden. The vines grew rank, the pods were small and shriveled and then the rust put in appearance and then—I pulled up the whole outfit in disgust.

When I awoke to a full realization of the fact that I was to talk to the Michigan Bean Jobbers' Association and began to consider what I should say I resolved that I would do as did the forehanded disciplinarian of a father who found his table overcrowded with guests one day at dinner and made one of his children wait. They had beans for dinner and one of the children remarked when she was being served: "I don't like beans."

"You don't like beans?" echoed the father. "Well, you'll have to like beans or rise right up and give your seat to Mary Ann."

And so I say to you, you'll have to like beans or rise right up and give your seat to Mary Ann.

After all, the bean is a very ancient institution and possesses intense versatility. Our old friend Plutarch—the student, essayist and philosopher, who was also an optimist nearly eighteen centuries ago and whose fame has not yet withered—advised children as follows: "Abstain from beans; that is, keep out of public office, for anciently the choice of the officers of state was made by beans."

By the way, that use of beans—ancient when Plutarch was a lad—was the genesis of the present day practice in vogue in secret organizations where the black ball bars out a prospective candidate for membership. In the olden time the black bean was as potent as the black ball of the present.

Then there is the Bean Feast, a festivity held on the twelfth day after Christmas in honor of the Three Wise Men of the East, where a Twelfth Day cake containing a bean is provided. This cake is cut and the pieces are drawn by lot, the guest drawing the piece in which the bean is located being declared king or queen of the festival, according as it is a man or woman who is the lucky participant.

And so, as the Twelfth Night practice has been traced back to the Roman Saturnalia, it is fair to assume that the "bean in the cake" is the original of the present day wedding festival observance of a "luck-ring in the cake."

The bean is not only ancient and protean, but it inspires sentiment. I am acquainted with a Michigan veteran cavalryman who says that the meanest thing he did during the Civil War was to rob his horse of a handful of beans when the exigency arose where either himself or his horse had

to go hungry. And the man is sincere in the statement, his regret over that act seeming to grow more keen as the years gather.

The original bean of prehistoric times was practically the same as the field or horse bean, while the cultivated kinds of beans are of American origin. It is said that the Indians along the New England coast were acquainted with beans—a sort of half cultivated wild bean—when the Pilgrims took up their abode on the Massachusetts shore, and the statement is supported by the well known fact that succotash (corn and beans) is an Indian name for a very nutritious and satisfying concoction which they knew how to prepare and which the Pilgrims were not slow in imitating and improving upon.

The origin of the contemptuous phrase designating a person's ignorance: "You don't know beans," is not positively known; but the most likely explanation goes on to say that when the citizens of Boston first began to become "chesty" over their city's reputation as "The Hub" and the home of baked beans a citizen of Philadelphia, a Quaker, visiting in Boston, was trying to convince a resident of that city that Boston baked beans were no better than were the beans baked in Philadelphia, until finally the Bostonian ejaculated: "Oh, you don't know beans," at which the Quaker responded: "Friend, thee does not know how to bake them."

"You don't know beans!" again shouted the Bostonian, at which the Philadelphian replied: "Thou art right, friend. Thou are a bean and I thought thee a man."

One of the most interesting of the many offshoots of the bean is the bean dealer. Were we in the north of England we would hear the bank officials of that section referred to as bean peddlers, the word "bean" being a synonym for our slang terms: dough, mazuma, stuff, simoleons, and so on.

But being in Michigan and talking to Michigan bean dealers we must class them respectfully and at their full value. And what is the full value of the Michigan bean dealer?

Michigan being the banner bean State of the Union the bean dealers doing business in our commonwealth must naturally be accepted as the banner bean dealers. The bean crop of Michigan this year will come close to five million bushels—and that, too, in spite of the widely-known and more widely-advertised drouth we had during June and July. When one stops to realize that the bean dealers here represented handle five million bushels of beans annually, the thought invests the personality of this organization with a dignity that is unmistakable. Five millions of anything, even although nothing but beans, means a tremendous weight, a magnificent volume, a huge factor in our State's prosperity; it means wages to a large number of people; it means a vast amount of freight for our railroads; it means food for millions of people.

I tell you beans are no insignificant matter. It is all well enough for farmers to speak contemptuously of a certain area of soil, finishing their

knock with, "Why, you couldn't raise white beans on that land," but just the same there is great good in beans and to you, as the promoters of such good, as the manipulators of one of the largest and most reliable crops produced in Michigan and as genuine benefactors of the human race, I extend a most cordial welcome.

Meeting of Directors of M. K. of G.

Saginaw, Sept. 8—The Board of Directors of the Michigan Knights of the Grip held a meeting in J. J. Frost's tent on the State Fair grounds Sept. 5. The meeting was called to order by President Schram. Members present—J. W. Schram, J. C. Wittliff, M. V. Foley, H. P. Goppelt, J. J. Frost, N. B. Jones.

The reading of the minutes of the last meeting were dispensed with.

The Secretary presented his report as follows:

Death Benefit Fund.

No. 1 assessment, 1,330...\$ 2.00
No. 2 assessment, 1,292 to 1,298 inclusive 14.00
No. 3 assessment, 141 to 1,127 inclusive 1,974.00

General Fund.

Annual dues 2,256 to 2,262...\$ 7.50
Change of beneficiary 147, 148, 149, 150, 151, 152, 153. 3.50

Promotion Fund.

Honorary receipts, 832 to 839\$ 7.00

\$2,007.50

Disbursements.

By check No. 40 to Treas...\$ 500.00
By check No. 42 to Treas... 500.00
By check No. 43 to Treas... 500.00
By check No. 44 to Treas... 490.00
By check No. 45 to Treas... 7.00
By check No. 46 to Treas... 10.50

\$2,007.50

Treasurer Wittliff presented the following report:

General Fund.

Receipts.
Balance on hand\$ 225.21
Check No. 45 from Sec'y Foley 10.50
Transfer 5 per cent. from D. B. fund on \$1,990 99.50
Interest 2.52

\$ 337.73

Disbursements.

Check No. 1,046, war. No. 803, J. W. Schram, B. M...\$ 13.62
Check No. 1,047, war. No. 805, M. V. Foley, B. M.... 10.44
Check No. 1,048, war. No. 806, A. A. Weeks, B. M... 8.04
Check No. 1,049, war. No. 807, M. C. Empey, B. M... 9.86
Check No. 1,050, war. No. 808, N. B. Jones, B. M.... 13.62
Check No. 1,051, war. No. 812, M. V. Foley, salary.. 140.65
Check No. 1,055, war. No. 816, McIntyre Co., print.. 20.25
Check No. 1,056, war. No. 817, Kelsey & Son, print. 1.10
Check No. 1,057, war. No. 804, J. C. Wittliff, B. M... 12.90
Check No. 1,058, war. No. 809, J. J. Frost, B. M.... 10.26
Check No. 1,059, war. No. 810, H. P. Goppelt, B. M... 9.84
Check No. 1,060, war. No.

811, J. C. Wittliff, salary. 56.26
Check No. 1,063, war. No. 818, J. A. Johnson, stenog. 10.22
\$ 317.06

Balance on hand\$ 20.67
Death Benefit Fund.

Receipts.

Balance on hand\$ 935.80
Check No. 41 from Sec'y Foley 500.00
Check No. 42 from Sec'y Foley 500.00
Check No. 43 from Sec'y Foley 500.00
Check No. 44 from Sec'y Foley 490.00

\$2,925.80

Disbursements.

Check No. 1,061, war. No. 288, Mrs. Mary Voorheis...\$ 500.00
Check No. 1,062, war. No. 284, Chas. M. Randolph.... 500.00
Check No. 1,064, war. No. 280, Florence H. Clary.... 500.00
Check No. 1,065, war. No. 285, Alice B. Angell..... 500.00
Transfer 5 per cent. to gen. fund on \$1,990 99.50

\$2,099.50

Balance on hand\$ 826.30
Employment and Relief Fund.

Receipts.

Balance on hand\$ 106.27

Disbursements.

Check No. 1,052, war. No. 813, M. V. Foley, Sec'y, Dyer assessment No. 3 ..\$ 2.00

\$ 104.27

Promotion Fund.

Receipts.

Balance on hand\$ 133.00
Check No. 46, received from Sec'y Foley 7.00

\$ 140.00

Disbursements.

Check No. 1,053, war. No. 814, N. Christopherson, new members\$ 12.00
Check No. 1,054, war. No. 815, Lee Barnhard, new members 5.00

\$ 17.00

Balance on hand\$ 123.00

Total all funds\$1,074.24

Both reports were approved by the Finance Committee and accepted and adopted by the Board.

Assessment No. 4 for 1908 was ordered called to close Oct. 31.

The Board then adjourned to meet in Saginaw Nov. 14.

M. V. Foley, Sec'y.

And She Is Proud of It.

Two ladies were lunching together one day, when one who is a member of the Colonial Dames said to the other, "Why do you not join the Colonial Dames? You surely must be eligible."

"Oh, yes," responded her friend. "I forget just now the name of my ancestors, but I know we have been descending for many years."

The critical eye remains longest in ignorance.

*Address by E. A. Stowe at annual convention Michigan Bean Jobbers Association Sept. 9, 1908.

Only One Week More Then Comes the Big Show

West Michigan State Fair

Sept. 14-15-16-17-18, Grand Rapids

FOR several years the great West Michigan State Fair has been growing—in size, in importance, and in degree of success. The people of the State have come to recognize that Grand Rapids is an ideal fair center; and they have come to know from satisfied experience that our State Fairs are a veritable revelation from every standpoint. The 1908 show will be the best ever. Profiting by the experience of former years, backed by liberal resources, assisted by scores of enthusiastic exhibitors, it is a safe prophecy that the West Michigan State Fair for 1908 will eclipse anything of its kind in the history of Western Michigan.

You Must Visit the Big Fair Grounds to Know. You Will Find a Day at the Fair a Liberal Education

Dairy Department

The extra premiums offered and the entries received will make the exhibit in this department the best ever shown in Michigan. The Dairy and Food Department has charge of it. There will be a milking machine in practical operation upon four cows. Near the Sheep Department there will be a sheep shearing machine in operation.

Agricultural Implements

Space in the Agricultural Implement field is all taken and the Superintendent of that Department is making every effort to take care of the overflow. The Oliver Chilled Plow Co., the Leroy Plow Co., the J. I. Case Threshing Machine Co., the Huber Manufacturing Co., and the Appleton Manufacturing Co. are among the exhibitors this year who did not exhibit last year.

The Horse Show

The exhibit of horses this year will be A HORSE SHOW in the full sense of the term. There are numerous entries in all classes. J. Crouch & Son have entered 16 head of Percherons, Belgians and German Coach Horses. These fancy-groomed and beribboned horses, with their attendants in uniform, are a show in themselves. The parade of heavy teams in competition for the Martin Draft Horse Trophy will be a feature of Wednesday. The Shetland ponies entered number upwards of 60 head.

Carriage Building

Ten of the best manufacturers of carriages and vehicles in Ohio, Indiana and Michigan have reserved space and will make exhibits in the new carriage building.

Livestock Exhibits

The cattle show last year numbered 400 head; there will be as many this year. The premiums in the sheep department and in the swine department have been increased 50 per cent.

Poultry Show

Exhibits in this department must be owned in Michigan. The West Michigan Poultry Association promises an exhibit of 350 birds. There are numerous other entries.

The Art Hall Will Bulge With a Splendid Showing and There'll Be Fun on Every Hand

THE RACING CARD

TUESDAY

2:13 Class, Pacing	\$600
2:15 Class, Trotting	500
Running, ¾-mile dash	200
Running, ½-mile dash	200

WEDNESDAY

2:18 Class, Pacing	\$600
2:25 Class, Trotting	500
Running, ¾-mile and repeat	200
Running, 1-mile dash	200

THURSDAY

2:08 Class, Pacing	\$600
2:11 Class, Trotting	500
Running, ¾-mile dash	200
Running, ½-mile dash	200

FRIDAY

2:20 Class, Trotting	\$600
2:24 Class, Pacing	500
Running, ¾-mile dash	200
Running, ½-mile dash, non-winners	200

THE FREE SHOWS

High grade vaudeville and A1 circus acts will be given free in front of the grandstand between races and race heats. The program provided includes:

MR. JAMES HARDY.

Sensational high-wire artist, known as the American Blondin. The only man living who ever successfully walked over the great Niagara Falls, on a slender wire cable.

MR. MAT GAY.

America's first and foremost sensational back somersault high-diver, doing his wonderful back somersault high-dive of ninety feet, into three feet of water.

THE BIJOU COMEDY FOUR.

America's greatest colored organization, showing the pastimes of the South, and introducing coon melodies.

THE FLYING BALDINES.

America's greatest and best sensation casting act, embracing feats never before attempted. Doing their sensational feats, forty feet in the air.

VARNELL AND LAMPSON.

Premier Roman Ring Artists. Europe's most marvelous acrobats and perfect formed gymnasts. Introducing new feats never before attempted on the flying rings.

THE HILL TROUPE OF ACROBATS.

America's funniest and best Acrobatic act, introducing Mr. Harry Hill, America's smallest and funniest clown.

SPECIAL DAYS

Monday will be Opening Day.
Tuesday will be Fraternal Day, School Children's Day.
Wednesday will be Grand Rapids Day.
Thursday will be Farmers' Day.
Friday will be Political Day.

Tuesday will be School Children's Day, when a special program for the entertainment of school children will be furnished and in charge of a special committee, M. H. Sorrick, A. E. Ewing and C. W. Garfield. The Elks will attend in a body under command of exalted ruler, Frank B. Winegar. The soldiers will be there, too. The Grand Rapids Battalion will go to the Grounds Tuesday on special cars in command of Gen. W. T. McGurkin.

West Michigan State Fair

E. D. CONGER
Secretary



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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E. A. STOWE, Editor.

O. L. Schutz, Advertising Manager.

Wednesday, September 9, 1908

DEATH OF MR. VOIGT.

The death of Carl G. A. Voigt, which occurred yesterday at his family residence in this city, is a sad loss to the community as well as a deep affliction to his family and friends. Although not making himself prominently observed in measures of public concern he was always earnest in furthering enterprises of general moment; willing to lend assistance in a quiet, unobtrusive way whenever money or counsel was needed to carry out plans for the good of the city in which he spent nearly his whole life. In Mr. Voigt, then, the community has lost one it can ill afford to lose at the present time. The mortality list has grown sadly large this year of men who have contributed to the solid business reputation of Grand Rapids, but it contains no name that will be spoken with more tender sorrow and regard than his. It is well that such courtesy of grief goes out to his memory among our people, for he was essentially a Grand Rapids man. His life has been spent, in a quiet, uneventful manner, among those whom he appreciated and who appreciated him. He had some marked characteristics, but they were those which brought him the respect and confidence of his associates as well as their kindly wishes. These characteristics in his business life were caution and energy to a remarkable degree. He never entered into a speculation, although always willing to go into a legitimate venture after giving it careful examination, and it was frequently remarked among all his friends that he never took hold of any enterprise without making it a success. In fact, the marked point of his career was unwavering prosperity. He met with no eventful changes of fortune during his entire business life, and from a moderate beginning steadily built up a large estate.

Although he was constantly occupied with his extensive private business and had been in poor health for

the past year, he never failed to take note of current events, and when the Michigan Tradesman reached the twenty-fifth mile post in its career last month the venerable merchant miller called at the office to tender his congratulations and to say that he had read the first copy of the paper when it appeared in 1883 and had been a careful and critical reader ever since. For over a dozen years Mr. Voigt prepared each week a market review of the grain trade for the Tradesman.

It is common to sing the praises and to bury with honors men who have held high public office, but here is one who lived for three-quarters of a century as a private citizen, and who has nevertheless been for a long period a conspicuous figure in the life of Grand Rapids, and one of her most esteemed and honorable sons, and although his life-work was done in a private station, it is none the less worthy of praise, and not less is his memory worthy of all honor.

A MOMENTOUS QUESTION.

With the incoming of September the home life of the country is deeply stirred on the opening of the schools. Public or private, there arises the same confusion, attended always with the prevailing idea of expense. Here, if anywhere, at the beginning of the school year must the fact be met. The old has passed; all things have become new. The school authorities will settle the matter in regard to books, but the home wants—will receive—no instruction pertaining to anything else. One thing custom has already fixed: the children must start in with everything new. So the stores have been ransacked for bargains. Piece-goods and ready-mades have been liberally patronized and from landsend to landsend there will be no fairer sight to look upon than the vast army of recruits that will assail the school-houses of this United States on the "first day" of the fall term.

So long as the children remain in the lower grades and are at home the momentous question of expense need not be agitated. It is only when the boy and the girl fancy they are putting on maturity that the question becomes important, and this is emphasized in proportion as parents thoughtlessly give way to what they believe to be public opinion. "They" in too many households hold undisputed sway. The style of dress, its cost and so its quality and so again the idea it conveys of the financial standing of the family have to be taken into account; and these points settled there comes up the most momentous question of all, "How much pocket money must these maturity-assuming young people have to keep up the appearances called for by the requirements of the upper grades?"

Here is where a little common sense should be depended upon, which leads up at once to the question, "How much do they need?" and which is best answered by a single word—nothing. Food, shelter, clothing have all been provided. Nothing else is needed, and the call for more, which is sure to come, is not a matter

to receive little attention. The statement that a little money in the pocket engenders a manly independence contains something of reason and ought to be respected, but it is a matter of much concern whether this "little" should be increased.

Those who watch well-provided-for young people will soon learn where their pocket money goes to. The boy takes to billiards, et cetera, and they who have them in charge will find it to their advantage to look well after the et cetera. Too often the words cover a multitude not necessarily of sins, but, what is worse, the beginning of them. The girl becomes the patron first of the candy-counter, and the human nature in her will carefully and persistently look out for what is left; but boy and girl alike will see to it that the weekly allowance is promptly paid, attended with the statement that the other boys, or the other girls, have allowances much larger and they do not see why they can not.

It is the children away from home that make the pocket-money question a momentous one. Granting what is often openly asserted, that such children are sent away to school because they have got beyond home control, it makes the management all the more difficult if the pocket-money allowance be large. The school furnishes every need, and experience is constantly showing that anything more has a downward tendency in every direction. At home the parent can, if he will, see to it that the money is spent in proper channels; at boarding school this is impossible and here the headstrong youth have and take every advantage. So the letters home are full of the strongest appeals for more money. The table is outrageous—so the letters declare—and extra funds are needed to prevent starvation. "All the boys are going to"—the what each writer's imagination states—"and can't you send me at once an extra V?" Too often the money is forthcoming to the detriment of all concerned—to none more than to the boy who gets the cash.

To make this already too long story short, how much money ought the student to have? and the answer equally short and sharp is, 50 cents weekly. More than this engenders evil and whoever disregards the admonition is not wise.

THE USUAL EXPERIENCE.

A significant feature of the recent Republican primary election in this city was the defeat of C. D. Hamill, candidate for the nomination for member of the House of Representatives. Mr. Hamill has undertaken to make himself prominent in local politics for some time as the man who held the union labor vote of Grand Rapids in the palm of his hand. He is a member of typographical union No. 39, and during the big strike of two years ago was chairman of the Board of Trustees and of the Strike Committee. On several occasions recently he has undertaken to "deliver the labor vote" to candidates, and as these efforts have not been generally successful Mr. Hamill's undertaking to deliver the union labor vote to

himself was watched with considerable interest, as affording a reasonably accurate indication of the strength of union labor dictators in local politics.

The element of personality, which might have clouded the issue, was removed by the indorsement of Mr. Hamill by both the Voters' League and the Liberal League, representing opposing elements on the liquor question. No better test could have been imagined. When the votes were counted Mr. Hamill was found to be fifth in the race. The result did not surprise those who have been in touch with industrial conditions in the city, because Grand Rapids is essentially an open shop city. Organized labor can not govern it by its usual weapons of riot and terrorism, nor by the ballot; and a labor union candidate for office in our community will get exactly as many votes as he deserves—no more and no less.

Notwithstanding this experience, which is repeated at every election, men will undoubtedly be found who will wallow in the filthy trough of trades unionism by using the union label on their printed matter and submitting to being blackmailed by the union leaders who wax fat on the credulity of candidates whose ambition overtops their good sense.

ANOTHER THINK COMING.

Horatio S. Earle, State Highway Commissioner and the man who, more than any other single person, has brought about a public sentiment in favor of good roads, made frank and fair announcement some months ago that he would be a candidate for the Republican gubernatorial nomination. He also announced that if he failed to get the nomination he would resign his position as State Highway Commissioner.

Mr. Earle received something over 25,000 votes at the primaries—about 65,000 votes short of what would have given him a plurality—and now he declares that he will make good his threat by resigning on the first of January.

The bitterest enemy of Mr. Earle is willing to admit that he is no fool and hundreds of thousands of citizens of Michigan freely declare that he is a rustler of the first grade, an entertaining speaker, a sincere advocate of his good roads hobby and a man who can accomplish great good in the direction of that proposition. And none of these are willing to admit that he can secure any result by carrying out his promise to resign that would reflect credit upon himself or gain benefits for the people of Michigan.

Comparatively speaking, Mr. Earle is a young man. He has a very wide acquaintance with the people of Michigan and he has a large following of admirers. His good roads work is but just begun; it is a work that must be continued and no man can do it with better grace or greater energy than can Mr. Earle. And so, Horatio, think the matter over. Do not "bite off your nose to spite your face," "by gum."

You will find nothing of the divine if you refuse to obey the voice of every day duty.

THE GREAT FIRE WASTE.

There is a general complaint all over the United States that insurance costs too much, and there is no doubt that by comparison with the premiums exacted in other countries the complaint is well founded. But, as in all other matters, there are two sides to the problem. If premiums in this country are higher than elsewhere it should also be frankly admitted that fire losses are also much higher, in fact, many times higher, resulting in the unsatisfactory condition that the underwriters do not make a reasonable profit out of the business, notwithstanding the comparatively high premiums.

It is a striking and discreditable fact that fires are more frequent and fire losses greater in the United States than in any European country. Thus, in thirty European cities there is a yearly average of only eighty-six fires to each 100,000 inhabitants, while in the cities of the United States there are no fewer than 405 to the 100,000. Again, in those European cities the average yearly loss from fires is only 61 cents for each inhabitant, while in American cities it is \$3.10. In the whole of France the yearly loss from fires is about 30 cents for each inhabitant; in the German Empire it is 49 cents, and in those two countries and Austria, Denmark, Italy and Switzerland all taken together it is 33 cents, while in the United States it is \$3.02.

It is difficult to find any legitimate and proper excuse for such a state of affairs. We are accustomed to boast of the efficiency of our fire departments, particularly in the large cities, and we are quick to ridicule the military fire fighters of most European cities, yet we have many times more fires than they have, and have to pocket fabulous losses in comparison with their very slight losses. If our fire departments are so very efficient and still we suffer many times greater fire losses than other nations, there must be something radically wrong with us.

Our buildings may be a trifle more costly than those of European countries, although that is a debatable question, but the difference in value is not sufficiently great to explain the disparity in the fire losses. We boast of our fireproof construction, yet the great buildings of Europe stand for centuries, while most of ours go up in smoke within the memory of a generation.

It is perfectly evident that the American people can not continue indefinitely to stand this immense fire waste. With proper building laws, strict enforcement of laws for prevention of fires and fire protection and with efficient fire departments and adequate water supply the fire waste can and should be reduced. It is ridiculous to complain of high insurance premiums and at the same time do nothing to reduce the fire waste, on which alone the premiums are based. As long as fires continue frequent and costly as they have been in this country, we must expect to see insurance premiums advance. The only possible way of reducing them is to cut down the losses which the companies have to pay. Premiums

are based upon probable losses plus expenses and a reasonable profit. The losses of a coming period can only be gauged by the actual losses of the period say a year just preceding. In order to bring about a reduction in the cost of insurance the facts must first show an actual reduction in the fire losses.

It has been said that every living thing was created for some good purpose, and it is often found that some apparently useless creation can be made to aid the work of man. In Burmah and other parts of the Far East, where sandalwood grows, and is worth its weight in silver, the common ant, which is a nuisance in this country, is a great helper. The hard and fragrant heart is the only part of the tree that has any value and as the tree grows the heart is overlaid by a soft and worthless layer forming two-thirds of the trunk. When a tree is felled and cut into lengths the loggers let the timber lie. At once the ants begin work upon the soft wood, which is sappy and sweet enough to attract them. In a few weeks, less than a month in the case of the hardest butts, the ants deliver the heartwood free of all the worthless sapwood.

The Japanese at the close of the Russian war started in for a great world's fair to be held at Tokio in 1912. The project was received with enthusiasm at home and abroad. Recently considerable opposition has developed on the ground that it would be unwise to spend money in an exposition at the present time. It is said that a majority of the Japanese cabinet favor postponement to 1917 and some want it abandoned. There is a division of sentiment in the cabinet regarding the size of the appropriation and a hostile attitude toward President Kaneko. The proposition to appropriate about \$15,000,000 is meeting with violent opposition from certain cabinet members, who argue that the impoverished condition of the country and the plans for naval enlargement make such an appropriation at this time an unwarranted burden.

The Shawmut National Bank, one of the largest financial institutions of Boston, has equipped a shooting gallery in the basement of its building, and every employe is required to take a turn at target practice for half an hour daily. Automatic guns are furnished every employe from messengers to bank cashier, and the employes are sent off in squads for their practice, which is under the supervision of the chief watchman of the bank. A wave of murders, robberies and hold-ups has recently swept over that State and the officers of the bank regard it wisdom to be prepared for a visitation of any character that comes along.

It is foolish to say sharp, hasty things, but it is a great deal more foolish to write them.

Spiritually the most helpless are those who refuse to help.

The doors to Heaven are often in earth's lowliest places.

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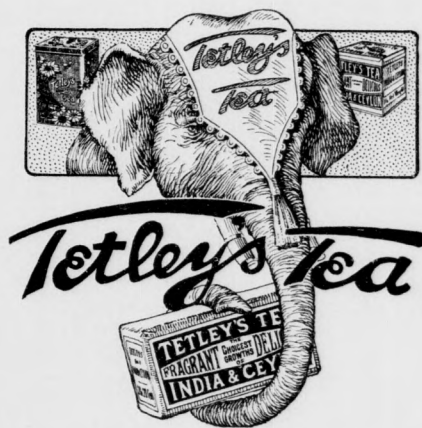
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NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, Sept. 5—The speculative coffee market is mighty quiet. Everybody is guessing at the size of the growing crop and meantime the market shows little variation one way or the other. At the close the situation is easy and a decline of about 5 points is to be noted. The market for actual coffee is reported by jobbers generally as quiet, although some tell of fair orders from roasters. In store and afloat there are 3,416,293 bags, against 4,041,352 bags at the same time last year. The receipts of coffee at Santos and Rio from July 1 to Sept. 2 aggregate 3,077,000 bags, or only 34,000 bags less than during the same time two years ago, with the phenomenal crop. Mild coffees have had a quiet week, although there is something doing all the time. Quantities in the hands of roasters indicate light supplies, but orders are still for the smallest possible quantities. Good Cucuta, 9½c.

In the refined sugar market there was quite an active demand for a rush

day or so, Wednesday being almost a rush period. Buyers seemed to stock up to the full and since then the demand has been of comparatively small proportions. Granulated generally is quoted at 5c.

The number of orders sent in for teas has been quite large, and while in no particular instance was any notable amount called for the aggregate has been quite "sizable." Cable estimates from Japan are 52,000,000 pounds for export this season, against 32,000,000 pounds last season. Prices usually are fairly steady.

Grocers are purchasing rice in a very conservative manner, holding off for the new arrivals which will soon be here. Prices are well sustained and sellers look for a market tending their way the whole season. Prim to choice domestic, 6@6½c.

With the advancing year the call for spices becomes more active and the week has been comparatively lively, although there is still room for improvement. Quotations remain practically unchanged on the whole list.

Molasses still moves slowly, but with the advent of cooler weather the outlook shows signs of improvement. Stocks are moderate and prices well held. Syrups are in light supply and firmly held.

Canned goods are dull and uninteresting. The effort to make a show of a short pack of tomatoes creates little attention. Probably there will be quite a shortage; but there will be no dearth and the consumer will pay no appreciable advance on a can. The market generally is showing some improvement over past weeks and some packers have withdrawn their 75c quotation on standard 3s. Brokers say, however, they can name such a price, but the trouble for them is to find the buyers at the figure. Corn is quiet and buyers take small quantities. This article, also, is said to be likely to be short pack. Peas are quiet and the market is rather de-

moralized. Gallon apples are doing well and prices are well sustained at \$1.90@2. Buyers ask \$2.10@2.15. Peaches are firm, but there is no noticeable amount of business going forward.

The butter market is firmer and some advance is noted on top grades. While 24c is the nominal rate a half cent more or even one cent more might be obtained for some brands. Creamery extras, 23½@23¾c; firsts, 21@22½c; imitation creamery, firsts, 19½@20c; Western factory firsts, 19c; seconds, 18@18½c; process stock is working out at all figures from 18@21½c, latter for specials.

Cheese shows no change. The demand is moderate and the supply is fully equal to requirements, but there seems to be no undue accumulation. Full cream is held at 12¼@13¼c.

Eggs are steady, with top grades of Western held at 23@23½c—for extra firsts; firsts, 21@22c; seconds, 20@20½c.

Electricity Is Life of Vegetables.

The hackneyed aphorism that electricity is life has found fresh demonstration in fruit. Plants and vegetables are now said to be nothing more nor less than small electric accumulators, possessing only a small unit of electric energy, but which at the same time can be conclusively detected by means of a suitable sensitive instrument. It is found that all fruits, whether of solid flesh, like the apple, or composed of a number of cells, like the orange, are duly replete with what corresponds to the positive and negative plates of a storage battery. For instance, in the apple the fleshy part constitutes the positive and the core divided or insulated from the flesh by a thin skin is the negative cell, the respective terminals being the flower end of the fruit and the stalk. In the orange, on the other hand, the successive divisions form alternately positive and negative cells, insulated from one another by the skin walls, while the whole is completely insulated on the outside by the peel or rind. To substantiate his thesis the investigator secured an extremely sensitive Kelvin galvanometer, the magnetic reflecting indicator of which is so light as to be suspended by a single strand of a spider's web. By means of this apparatus a scientist was able to deflect the needle from one side to the other, according to the connection of the stalk or flower ends of the fruit with the instrument, and that such movement was not attributable to chemical agency is borne out by the fact that by reversing the terminals of the fruit reversal of sign was obtained. Again, such deflections were not merely temporary. They lasted until either the insulation of the fruit was broken down or decay had set in. He also found that decomposed fruit had no action upon the instrument, but only that in which life was still extant. From such a result the conclusion was drawn that vitality and electricity are synonymous and that when one partakes of vegetables or fruit one absorbs a certain proportion of electric energy into the system.

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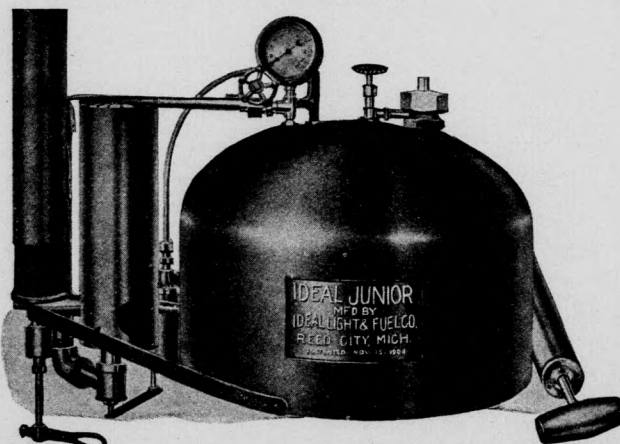
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GREEN HOUSES.

All Busy Preparing for the Fall Business.

This is a busy time with the florists. For them it is the season that corresponds with the spring time for the ordinary farmer. There is not much doing in the line of trade, and not much money is coming in, but there is a world of work on hand getting ready for the fall, winter and spring campaign. The green houses must be put in repair, the heating apparatus overhauled, the benches loaded with fresh earth and most important of all there is the planting to be done. This all seems to come at once and to neglect any part of it may impair if not destroy all hopes of reward the coming year. Putting the houses in order is not particularly interesting. It is more or less the job of common labor. It requires expert supervision, of course, but it deals largely with hammer and saw and shovel, and it is impossible to arouse much enthusiasm over the operations performed. With the planting, however, it is different. In this department we come in close touch with Nature, gain an insight into mysterious ways, and the imagination does not have to be an active one to find a fascination about the work. Some plants are propagated by seed, others by bulbs, still others by cuttings, and how what goes into the earth can develop into what the florist offers a few weeks or months hence must cause the most careless to marvel.

The florists just now are making their cuttings and getting them planted. These cuttings are chiefly of the summer bedding plants, coleus, geranium, argeratum, double petunia and heliotrope. There are a few others, but these are the principal varieties. Except the geranium and double petunia these plants all grow readily from seed and the seeds grown make stronger and thrifter plants than those from cuttings. But for the florist color is often an important consideration. The seeds do not always come true to color, the cuttings never fail to do so. Therefore the cuttings are used. And they are used by the thousand. In the city green house at John Ball Park for use in the city parks next summer 10,000 coleus cuttings, 15,000 geranium and 15,000 argeratum are being planted. What the city is doing at John Ball Park is small compared with what some of the florists are doing for their trade next spring.

In making cuttings of geranium, for instance, the live healthy stems are broken off the old plants, thrown into a basket and carried in, usually to girls or women, to be trimmed. The superfluous leaves are taken away and the stem is cut off just below an "eye" or leaf joint, and when reduced to a length of three or four inches it is ready to be planted. This is to stick them into small thimble pots of wet sand. The thimble pots are packed closely together in a bed of moist earth, and then a gentle bottom heat is applied. In a very few weeks the cuttings are rooted and begin to grow. When the roots fill the thimble pots the plants are transferred to larger pots and next

May will be ready for the garden or border. The plant when purchased by the home adorer, it may have been observed, has its roots filling the pot completely. There is method in this. There is economy in cost and space in the use of small pots, but from the florist view point almost equally important is the fact that the flower is in bloom when offered for sale. Crowding the roots tends to force the bloom.

Beside the cuttings, which must be saved before the old plants are frosted, the florists are planting thousands of bulbs for midwinter and early spring blooming. The bulbs are planted some singly in small pots, others by the dozen in large pots, and as soon as planted will be placed in some cool and dark place to make roots. About six weeks before they are wanted in bloom the pots will be brought in to the light and warmth, and the artificial summer which the florist knows how to produce will force the bulbs to rapid growth and blossom. Beyond getting the bulbs right side up there is no particular knack in planting them, but one can hardly realize that from the insignificant looking objects planted will come a gorgeous tulip or a sweet scented hyacinth.

Planting, however, is not the only activity at the green house these days. The chrysanthemum crop is just now at that point where it needs close attention. The plants are planted about six inches apart each way in low benches that extend the length of the green house. They are given bottom heat and top heat, lots of moisture and plenty of fertilizer. Under this treatment they grow like weeds, and as they grow they are tied to stakes or wires. The chrysanthemum season opens the latter part of October and culminates at Thanksgiving, and the florist with the dates in mind hastens or checks the growth to the end that the flowers may be in bloom when most needed. Not every bud that comes is allowed to bloom—not by a good deal. Size and brilliancy are gained for a few flowers by sacrificing many buds, and it is with a ruthless hand that the florist uses his scissors.

The rose houses at this time are also receiving close attention. The rose season opens in December, as chrysanthemums wane, and reaches its height in January and February. The bushes in the hot houses are being encouraged to their fastest and most thrifty growth. They are being "fed" with bone meal and liquid manure three or four times a week and the heat is regulated to their liking. The buds are already appearing, but are nipped off, the purpose being to save the strength of the plant for the rose season. Size is gained by throwing the entire power of the plant into a single bloom.

There is activity also in the carnation houses and in those houses where the violets grow. These flowers are in greatest favor in midwinter, during and after the holidays, and the florist who wants flowers then must work for them now.

Not all the florists, but some of them, deal in perennial plants and shrubbery. The perennial plants

such as the florists grow themselves are usually started in the green houses during the summer dull season. The seed could be planted in the garden, but with drouth, too much rain and insects to contend with the results are not so certain. The green house started plants are now being transplanted to the open field for the fall growth and to remain out over winter. Not much shrubbery is grown here, the large supply coming from nurseries in the East or in Europe. The fall planting will call for about three carloads or 100,000 shrubs, which is about half the spring planting. The shrubs are not usually delivered until the middle of October or later.

A Dreadful Woman.

"That woman next door is really dreadful, John," said a young married woman to her husband. "She does nothing but talk the whole day long. She can not get any work done, I'm sure."

"Oh," remarked her husband, "I thought she was a chatterbox. And to whom does she talk?"

"Why, my dear, to me, of course," was the reply. "She talks to me over the back fence."

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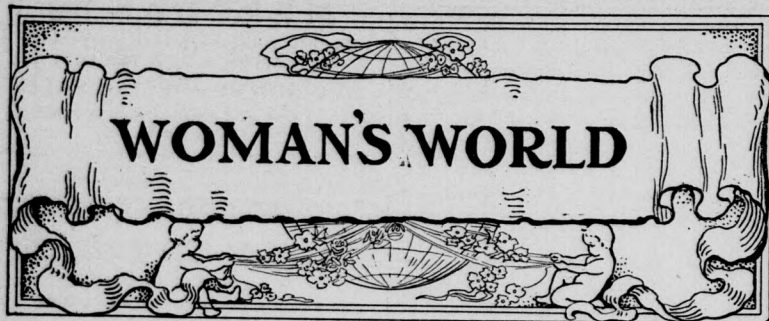
Runs 25 to 30 miles per gallon of gasoline and a trifle of oil and is less expensive than a horse—why, you will see from catalogue. The wonderfully balanced single cylinder vertical motor and complete power plant is under the hood—a marvel of accessibility. For ordinary use at moderate speeds, solid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

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GRAND RAPIDS, MICH.



Choicest Gift Fate Can Bestow Upon Man.

Every woman is by nature a hero worshiper. From the cradle to the grave she spends her time burning incense before some demi-god, or some little tin-god that she endows with heroic attributes. At times this causes her to make kind of a fool of herself, as, for instance, when she kissed the too-sweet Hobson into oblivion, and mobbed Paderewski to obtain a single precious hair from his flowing locks.

In the main, however, it is an amiable weakness, and her ability to glorify an ordinary man—for woman's genuflections are always made before a masculine shrine—and see in him an unappreciated genius, or a knight of romance, not only adds to the interest of life, but enables her to actually enjoy being sacrificed to her divinity. This is a most valuable faculty, and its possession explains many feminine inconsistencies and peculiarities. As long as a man is heroic in a woman's eyes she will stand any sort of treatment from him. It is only when she discovers that her idol's feet are mud that she hurls him into the divorce court, or otherwise rebels according to her relationship to him.

It must not be thought, though, that women are constant from youth to age to the same hero. On the contrary, a procession of heroes file through their fancies, so to speak, and the different types of men that a woman worships at different periods of her life offer an interesting and instructive study.

A girl's first attack comes on early, while she is still a little tot in short skirts and with her hair in pig-tails down her back. The inspirer is invariably some big boy who attracts her attentions by turning cart-wheels before her on the pavement, or cutting figure eights on the ice, or who can conceal the half of an apple in his bulging cheek when the teacher turns an investigating glance upon him. She looks on with awe and admiration at his feat, and thinks how strong, and clever, and wonderful he is, and betrays her adulation by hanging about him as much as the great one will permit, taking meekly his snubs and chalking his name up to fame on the bill boards as she goes to and from school. This is merely a juvenile complaint, as innocuous as the chickenpox, and it passes harmlessly without leaving a scar upon the heart.

The next hero of a little girl is the Fairy Prince, and little as the man so honored may realize or appreciate it, this is one of the most wonderful experiences that can ever come to him, for to be worshiped by the pure

heart of a little child is to be a king among men. The Fairy Prince is always a grown-up, generally either a college friend of an older brother, or a suitor of a big sister, but he takes note of the child, and talks to her, and brings her candies or takes her riding or to the theater, and she admires him for it. In her eyes he is an Apollo of beauty, a marvel of wit and wisdom, the hero of all her childish imaginings. It is then, for the first time, that love and marriage enter into her conceptions of life, and she dreams of herself as going away with the Fairy Prince to live in a candy castle, and feed upon chocolate creams forever and a day. When the Fairy Prince finally rides away and leaves her she sheds salt and bitter tears, and refuses to be comforted by his promise to come back for her when she gets grown.

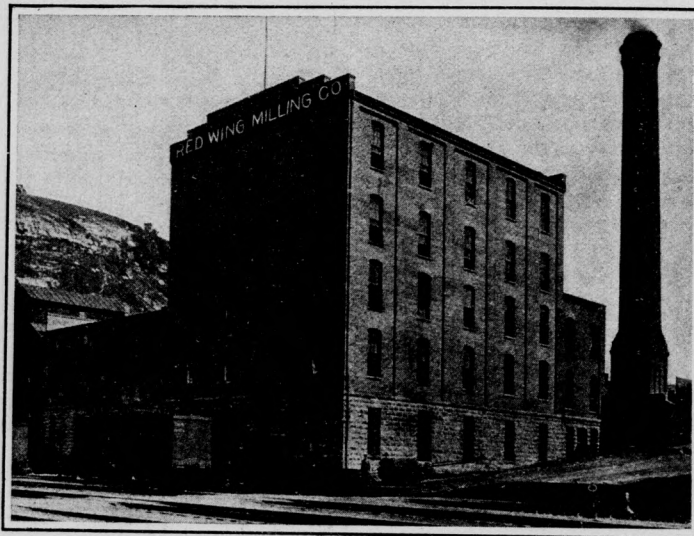
After the Fairy Prince has gone the way of all masculine flesh and married, there are several years in which the girl is immune from hero worship. She scorns the grubby little boys of her own age. Her horizon is limited, and no knight of romance appears upon it, and so she arrives at the age of 16 or 17 when the feminine passion for hero worship becomes an acute peril, for there is no telling when she will be idiot enough to try to translate some of her imaginings into reality. The gentleman who wears the halo at this period of a girl's life is generally her professor. Preferably he is her music teacher, or drawing master, but it does not much matter for at this stage of the game her appetite for heroes is so voracious that she can swallow anything, even a grumpy professor of mathematics. Give her a hollow-chested and anemic teacher, with lanky hair and broken English verbs, and she can see in him that unappreciated genius, pining away in an alien land, and picture herself as a benign angel coming into his lonely life, bearing love and sympathy in one hand, and a bag of her father's good long green in the other, and thus lifting him into a region of ease and plenty, where his art would have opportunity for free expression.

If, on the contrary, the professor is fat, and middle-aged, and bald, it jars her ideals, but it does not smash them. She knows that he must be unhappily married, and she has visions of shuddering ecstasy in which she imagines herself as his affinity, renouncing love for duty, both victims of Fate, yet leading a sad sweet life of resignation uplifted by a glorious passion. Of course, the worship of the professor will be easily explained on the ground that he is generally the only man in sight in a

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

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

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Are you in line?

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girl's boarding school. It is, however, extremely dangerous, and no man who is not a septuagenarian, and deaf, and dumb, and blind to boot, ought ever to be employed to teach girls.

The next hero that a girl worships is the preacher. Every boy goes through a period when he yearns to be a bloody pirate of the raging main, or a train robber, or some kind of a picturesque bandit. Similarly, girls pass through a stage in which they long to renounce the world and become sweet-faced Sisters of Charity, or gray-robed hospital nurses, or settlement workers with uplifted expressions and year-before-last clothes.

These noble aspirations are inspired by a good-looking preacher, for it is notable that the piety of the feminine portion of a congregation is always in direct ratio to the personality of the clergyman. Under its influence a girl goes to church three times a day, prefers prayer meetings to balls, and regulates her life by what HE—a preacher-worshiper always speaks of the parson in capitals—says. Fortunately, when a preacher marries he tumbles off of his pedestal so far as the majority of his female flock are concerned, although there are some women to whom the preacher is a hero to the end, and who spend their lives breaking their alabaster boxes at his feet.

The matinee hero follows close on the heels of the clergyman. This marks a virulent stage of feminine hysteria. It is a malady that few women escape, and none ever remember without wondering how the fool-killer happened to overlook them while it lasted. The outward symptoms are a mania for going to hear some particular actor or singer act the same play, or sing the same song, with precisely the same tremor in his voice, the same clutch at his heart, the same adoring glances and passionate outcries at the same cues, day after day, or night after night. Still she is thrilled by it. She sits in the self-same place, and flatters herself that her hero must differentiate her face from the dull, uncomprehending faces of the audience, and she wonders if he is not conscious of her presence—if there is not some rapport between them.

When she has it very bad indeed, and has no kind friend to shut her up in a padded cell in a lunatic asylum, she writes him mash notes, telling of her love, her devotion, her willingness to leave home and family and friends and fly with him. At this time she also spends her allowance in sending him flowers, which he gives to other women, and in buying his photographs before which she burns candles and says her prayers. Generally, the matinee hero-worship craze does no particular harm. Sometimes, however, it is necessary to use violent measures to wake a girl up who is in a trance about some romantic actor. The best way to do this is to let her make his personal acquaintance under properly chaperoned conditions. A romantic actor with his upholstery off is about the least romantic person on earth, and a girl is forever after an apostate where the stage is concerned.

Following the matinee hero, and far more dangerous, because he has to be dealt with at close range, across the parlor lamp instead of from the safe distance across the footlights, is the man with a dark and lurid past. Nobody can explain the fascination that a bad man has for a good woman. Neither can anyone deny that it exists, and is especially potent with ignorant and innocent young girls. Charlotte Bronte was an unsophisticated country maiden when she created the wicked and sinister Rochester, ready to commit any sort of a crime to get the woman he loved, and that sort of man always was and always will be the favorite hero of young girls. Heaven alone knows why a woman should find anything romantic in a man who has been a drunkard, or a gambler, or a rogue; but she sees him through some sort of a glamorous, instead of sordid, and it is while she is under this hypnotic spell, while she believes that her worship is a lasting passion instead of a passing fancy, that she is apt to make a marriage that she spends the remainder of her life in repenting.

If she escapes this sad fate, if she chances to find out that her hero wasn't so black as he painted himself, or she has the good fortune to meet him when he is drunk, instead of hearing his poetic account of dallying with the wine cup, and it is because women hear about things instead of actually seeing them that they make such bitter mistakes, she is generally safe for the next few years. True, she breaks out with spasmodic attacks of worship of some great pianist, or she burns a few joss-sticks before Ibsen, or some famous lecturer or traveler or artist, but this amounts to little. It lacks the fervor and the fire of her previous devotion.

Then comes her final great performance as a hero-worshiper, the culminating triumph of the feminine imagination, that enables her to see in some perfectly commonplace man the ideal of all her dreams and fancies. She falls in love, and straightaway the homeliest, shambling, tow-headed man that ever walked becomes a paragon of masculine beauty; his most stumbling speech becomes thrilling eloquence, and his occupation, no matter how prosaic, becomes a field of adventure. She has found her hero at last, and she sits down joyously to pour out adulation before him.

And it is up to the husband to offer up thanksgivings in the temples for his luck, for the choicest gift that Fate can bestow upon a man is to make him a hero in his wife's eyes.

Dorothy Dix.

The Point of View.

"You can't get in here on a half ticket," exclaimed the doorkeeper at the circus.

"I thought I could," apologized the small town citizen. "I have a bad eye, and I only expected to see half the show."

"Then you'll have to get two tickets," said the doorkeeper. "If you only have one good eye it'll take you twice as long to see the show."

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SHE has shown by this order that she wants good flour but doesn't know its name, so she's left it to you, Mr. Grocer.

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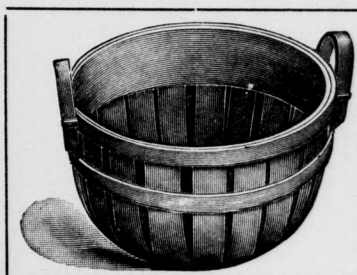
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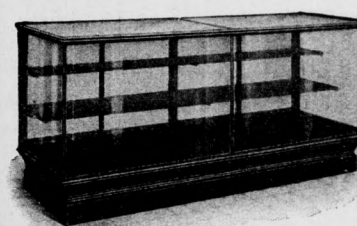
Demand **Ballou Baskets** and get them—All Kinds—especially **Stave Baskets with Wide Band.**

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

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(Same floors as McKenna Bros. Brass Co.)
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Under our own management
The Largest Show Case Plant in the World



Handling a Hog From Start To Finish.

One authority who is supposed to know all about it says beef tongues should be first put into an 80 deg. plain pickle for twenty-four hours, and gives the reason for so doing that this will take all the moisture out of the tongue, or all the saliva, as it is termed. The tongue has been, as already described, washed with a brush on the killing floor to remove all the saliva from the outer part, so that there is nothing of this kind adhering to it.

This authority goes on to state: After remaining twenty-four hours in this plain pickle the tongues are taken out and put into an entirely different pickle—a sweet one—to cure, and which, by the ingredients mentioned, will be about a 70 deg. pickle.

It certainly is surprising how dense some men in this line are, and men from whom better judgment might be expected. Of course, the tongue, as I have already shown, contains a large percentage of moisture, but instead of putting the goods into a plain pickle of 80 deg. to extract this moisture, why not put them at once into a 90 deg. sweet pickle to cure in?

This moisture which is extracted is the natural juices of the tongue and the "life" of it, if I may be permitted to use such an expression, and instead of curing the tongue in this first pickle where it will absorb again some of those juices, this authority would have you take it away after it has lost those juices, or the best part of them, and put it into an entirely new pickle to cure in, so that all benefit by absorption of those natural juices in the pickle is entirely lost to it.

There is a great loss in strength of tongue pickle the first twenty-four hours, as the absorption of the salt forces the natural juices out; but as they become mixed with the pickle, and a part of it, they are again absorbed—in a diluted form, it is true, but still absorbed.

I am pretty well acquainted with the handling and curing of meats, but I have yet to learn that the entire loss of the natural juices, or part of them, is any benefit to the meat. They are bound to come out, but why not give the meat an opportunity of regaining some, at least, of them, and cure it in the pickle in which they are?

Chill and cure the tongues as I have directed, and there will be no trouble with them. I can pledge my word that I observed a sour tongue only once, and that was in a house where I went to see some beef tongues that had been purchased by the people whom I was with.

The pickle for curing tongues in I mentioned as 90 deg. mixed sweet pickle; this is right, and later on, when I take up the question of making pickles, this, with the other kinds, will be described.

The handling of the hams and bellies, calas, etc., were left at that stage where they were nearly ready for "smoke" shipment, or storage if there was no demand for them. We will say that the demand for hams and bellies was small, although a large stock was in pickle, with hogs, on foot, cheap, which meant big "runs" and consequently big killing and cutting, so that the room for packing was required.

Were the premises extensive enough, as I once before intimated, with proper facilities for so doing, this stock could be carried better in pickle by turning on the refrigeration and dropping the temperature to around 20 deg. above, which would so solidify the meat without freezing that it would absorb no more salt, while, being in pickle, it would be protected from the influence of the air.

Now, department heads, this is no "pipe," but if you think so I wish you would contradict me and give the readers the benefit of your knowledge(?), or, if I don't make myself clear, be good enough to ask me to be more explicit and perhaps I may receive an inspiration from you by which I will be able to put my views in such a manner that you will be convinced.

You have already seen that I mentioned free fatty acid, which is a component part of the fat of hams, calas, bellies, etc. (ask your chemist or lard man), and it occurs where rancidity does not exist; but it has been demonstrated by chemistry that rancidity is caused by the action of light and air upon the free fatty acid aforementioned, so that you will readily see, I hope, the reason why this class of meat will hold better when protected from light and air. But, being unable to have it this way, the next best plan is to have a storage room—which every house of any importance should have—a room which is so fitted with refrigeration that it can be kept at 20 deg. Fahrenheit. Have daylight excluded, or, if there are windows in it which are fitted as cold storage windows, let the glass be yellow, or covered with a yellow semi-transparent composition, so that the light which enters will be non-actinic. Should the room be "piped," let it be so around the sides, not overhead.

The storage room being all ready, clean off the top of the vats from any fungi that may have grown there and pull the hams out of pickle in

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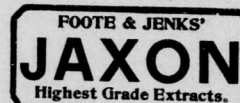
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the curing room and pile them on racks to drain, when, after two or three days, they are taken to the storage room and wiped clean, on a temporary bench or table; not rubbed over, but wiped thoroughly clean and dry with cheesecloth, and then neatly piled, skin down, on the floor until the last tier, which should be placed face down. A space should be left all around clear of the pipes, if any, and the hams should be supported by racks braced from the sides of the room. Three feet will be high enough for the pile; any higher would cause too much pressure on the lower tiers.

Hams carried in this way will come out bright and clear and free from any rancidity in the fat, but if the room is large enough it would be preferable to pack the hams in clean tierces, headed up, and "blown off."

The storage room should have only one entrance, so that there would not be a current of air, the door shutting tightly and kept closed unless when absolutely necessary that it be open.

Bellies handled in the same manner will come out at the end of three or four months, as the case may be, looking better than when they were put in there, and will take a very pretty smoke if they were put in storage fresh cured, so that they would require little more than a wash before going to "smoke."

A storage room with half to one million pounds of bellies on storage in this way is, indeed, a very pretty sight, with its white painted walls and clean, dry floor, perfectly odorless, and the department head may well point with pride to the stock stored there, and its bright, clean look.

I do not think, although essentially necessary as it is, that every house has a storage room of this kind for carrying excess cured stock—not even some of the largest houses.

It is a great mistake to carry S. P. hams, calas or bellies in pickle in the ordinary temperature after being cured, as they go on, day after day, absorbing salt until, when they are required for "smoke," they have to undergo such a "soaking" in the washroom that the chances are in favor of their being spoiled, as, let the foreman in the washroom be ever so good a man, he is liable to give the meat more than it really requires, with the result that, in the case of the hams and calas, sour butts will ensue.

A properly equipped storage or carrying room is as essential to the up-to-date packing house as any other part of it, and, having a surplus stock of hams, calas or bellies coming along, they should be pulled out as soon as cured and put into this storage in the manner described. Of course, some judgment will have to be used as to how much should be put in storage, making due allowance for the requirements of the trade.

The bellies mentioned here are being carried in the storage room are the ordinary S. P. common clear, of all averages; not the light 6 to 8 and 8 to 10 pound bellies which make the fancy breakfast bacon, and which are cured in a much sweeter pickle. So much sweetening is used in this pic-

kle that after ten to twelve days out of pickle, piled on racks on the floor in the curing room, fermentation can be easily detected by smell in the fat.


There is such a demand for this fancy breakfast bacon that there is not very often a surplus; in fact, it is more the other way, and there is a shortage now and again. Still, there are times when there is a surplus, and instead of trying to carry it as the fancy grade, it were much better to turn the excess over to the "smoke" house, when it is required, as common clear bellies, for ordinary breakfast bacon; as, from the large amount of cane sugar used in the curing pickle, it is impossible to carry it any length of time in perfect order.

I have seen this class of bellies put in storage such as I have described in this article; seen them sent to the freezer, on being cured, and carried in a frozen state; seen them "smoked" when just cured, and then put in the freezer after they were properly cooled, and carried there until wanted, when they were thawed out and given a light "smoke" again, and while this latter plan seemed to carry them with better results than any of the others, they were not at all the bellies when "smoked" just as they were cured, all being due to fermentation, which, from the greater amount of sugar in the curing, shows greater activity than it does in the common clear belly, which does not contain so much sweetening.

Perhaps to people not accustomed to this fancy grade of breakfast bacon the fermented flavor would not be very noticeable, but to anyone in the habit of using it often for breakfast and whose sensibilities of taste are not blunted, the slightest change is very easily detected; the presence of salt, while of course there, is hardly perceptible, as it is overcome by the soft, mellow flavor given by fermentation in its early stages and before it has passed a certain point.—Butchers' Advocate.

Horried By His Speech.

The students of a college grew so reckless in their behavior that the professor thought to improve their conduct by a lecture on morality. They listened with due humility. In the course of his lecture he said: "My young friends, the floors of hell are paved with champagne, automobiles and chorus girls." He was horrified to hear one of the students say in a sepulchral tone: "Oh, Death, where is thy sting?"



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Cuts out your exact profit from every cheese
Adds to appearance
of store and increases cheese trade
Manufactured only by
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Have big outlet for cherries, peaches
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They find it comprises all that's good and wholesome, with just the right flavor.

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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

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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.

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Spring Samples of Shirts Are Now Ready.

Business for spring, 1909, is the principal matter of present concern with the manufacturing shirt trade, the Eastern members of which are not of one mind as to whether it shall be an early or late showing of samples. It was a doubtful question at this time last year, but for different reasons than those now prevailing. The matter of ability or inability to secure cloth supplies for fulfillment of orders was then in debate, as was also the menace of continuously advancing costs of materials. But the whirligig of time brought its revenges and removed these contingencies, so that they have not to be considered in the present reckoning. What now appears to be in the balance is simply "shall we go out early and miss it, or play a waiting game and hit it?" and we may hit it or miss it either way." Shirt stocks are known to be low with retail furnishers, for they are not the heavy buyers of job parcels such as are placed with department stores; but if the furnishers are to be as slow in placing spring orders as they have been in their current purchasing from stock their caution may cause disappointment. Only time will decide. Salesmen are anxious to get away, for they know they can unload summer shirts for fall selling at inducing prices, and two-thirds of the factories still have quantities; this many of them can do even should their customers be coy in listening to spring order talk, and departures for the road this month will pay for the trouble one way or the other.

Spring samples are ready. It is claimed that novelties are to be found in some of the assemblies, carefully preserved from enquiring gentlemen. What they are only their creators know. They may be patterns or they may be originalities of construction. Freaks of the latter variety have short lives, but exclusive examples of design in patterns carry weight when "secured." We are told that the printed lines will carry renewed life in their 1909 patterns; that mercerized white effects will shine by themselves as new lights and in association with woven color and with printed color; that white mercerized cords on white cloth are good things; that double stripes liberally spaced will continue in favor, and that all the soft cloths will hold their popularity. More will be known in a few weeks; meanwhile the foregoing information should be considered as positively exclusive.

The attack made on colored shirts in general by a London journal of

recognized standing in the medical profession has obtained wide publicity in our land through the press. It is a question if it will receive serious consideration even in seriously-disposed Britain, and certainly not here—not unless a pronouncement against the "microbe-breeding garment" should be issued from Washington.

Narrow black stripes seem to be destined for lasting popularity, whether arranged in clusters or in single lines of broader character. The two-color and three-color stripe pattern of this season is to be in next year's lines, and broad ground space remains a marked feature in all foreign goods.—Clothier and Furnisher.

Clothing Merchant's Novel Window.

Written for the Tradesman.

A clothing dealer hates to have an antiquated lot of suits left on his hands. Nobody wants to buy them. "Might's well be dead as be out of fashion" is an expression as true today as when it was penned. But one of those objectionable left-overs of the merchant may be utilized to point a moral and adorn a tale, as I saw in the window of a popular store not long ago, one that reaches out after the trade of the younger shopping element.

The window's background consists of a painted canvas, representing a suburban road with trees and bushes and goldenrod on either side. This was repeated in the window, with the realities themselves, which exactly matches on to the painted scenery, like the panorama of the Battle of Gettysburg over in the Windy City. Two dummies were posed at the left of the window, a little distance apart, both looking in the same direction, the object claiming attention being a young man dummy over at the "right center" of the window. One of the pair at the left has his arm outstretched, pointing with derision at the out-of-date suit of the "fifth spoke of the wheel," the vent of the latter's coat being wired to stand out at a disagreeable angle. It isn't good form to point, but the scene of the window being laid in the country, it is to be presumed that no one is looking while the friends are having their little fun at the expense of the unstylish party. The former are clad in the most modish of fall suits and are evidently very well satisfied with themselves.

Q. R. B.

It is a great thing to be a man, but it is a finer thing to be a master—master of yourself.

Keep the heart healthy and happiness will take care of itself.

How One Man Buys and Sells Clothing.

Did it ever happen to you as a buyer of clothing? Have you ever seen in a competitor's window a suit you are selling close at \$25 marked \$18? Have you ever wondered how his price was lower than yours? You thought the fabric and the style a good one, that it would stand good tailoring and good trimmings, and while believing the suit would bring more, you decided on a close margin of profit to make it a leader, and then you discovered somebody else had it cheaper. Perhaps it has started you thinking you were offering great values, that you were selling close, and then find another retailer apparently selling the same thing for less. The difference may be in the grade of make and in the way the clothing is bought.

It is not an altogether agreeable experience for any retail clothier to get, after making his fabrics and style selections most carefully and exercising his best judgment in the matter, deciding that such and such a style ought to be well tailored, well trimmed and well put out in general and then in the finished garment consider that it is good value at such a price, only to find that some competitor has the same pattern selections and is selling what appears to the clothes wearer to be identically the same garments for less money.

And it is just this sort of experience that almost every retailer gets at one time or another. Customers come in, look at the garments, and say that they can get the same thing "down the street" for less money.

It may therefore interest the clothing merchant to know the way a clever and successful clothing man has undertaken to offset this kind of competition; how it is that he solves the buying problem.

The clothing man in question was recommended impartially by several reliable and disinterested parties as a clever operator who had successfully solved the problem of buying clothing according to the needs of a successful business, reaching a popular to medium class of trade.

This clothing man was asked how he made his selections, how he bought clothing? He said he kept an accurate and full record of each season's business, noting carefully always what moved quickly and what lagged at different times in the season. With his records as data on which to base new purchases, he went into the market with full memoranda of his requirements, and always anticipated just enough to safely allow expanding the stock right on top of such purchases with opportune and advantageous buys he would find on his visits to market.

He first picked his fabric styles from manufacturers' swatches, then decided on the models to be followed, and the kind and quality of trimmings each style and fabric must carry, always figuring on the cost and what the garments when made could be retailed for.

When asked if it had ever happened to him that some of the garments he had selected to retail at certain prices were sold by his competi-

tors for less, he said it had, and often. His store is the center of a retail district where competition is acute, and customers have frequently told salesmen they could get the same thing at some one of the neighboring stores for less. The policy of this store is that salesmen are to show a customer the best grades first, unless the customer names a specific price he wishes to pay.

If the salesman shows a suit at \$25 to the customer and the latter says he saw the same thing at another store for \$20, the salesman offers no argument, but shows the customer identically the same goods in a different make at \$18.

When the clothing man was asked how he operated, he said he selected a standard fabric made by some one of the prominent mills, in fact, he made up in his orders an assortment that he judged would be popular for the season. If the fabric was of good grade, he would start it in a suit at \$25 and place his order for such suits with a house doing fine tailoring and using good quality trimmings. Another house equally good for its class of work, but specializing on a somewhat cheaper grade, he would have make the same goods up to retail at \$18, and so on, getting for his stock the best possible fabrics, tailoring, trimmings and style for the price at which the garments were to be retailed.

At the beginning of the season he selects a range of novelties to retail at, say, \$28, during the early part of the season. He will also have the same goods coming in from another manufacturer which he can sell at a good profit at \$22.50, and will have the same goods coming in from still another manufacturer which he can sell at a fair profit at \$15.

Now this clothing man contends that the man who pays \$28 for this suit will get good value and all that he paid for, and equally so will the man get full worth for his money who later pays \$15 for the suit.

"We buy our clothing and sell it as intelligently as we know," continued the clothier. "Of course, there are lots of retail clothiers who, no doubt, would be afraid to put into the stock more than one grade of make in one quality of fabric, fearful that they might conflict, but you see that by our method there is an intelligent way of handling the proposition."

And, after all, isn't it the intelligence that makes for success?—Apparel Gazette.

A Matter of Looks.

Isaac had made the sale and received the money. His customer picked up the trousers that he had just purchased and started to leave.

"Won't you throw in a pair of suspenders?" he asked.

"You don't need any," replied the shopkeeper, gruffly.

"It doesn't look well to go without suspenders."

"Vell, of course; but didn't I want you to buy a coat und vest?"

When everybody says a man is "all right" it means that he is wrong somewhere.

A Good Start is Half the Race

Proper preparation for a good Fall trade includes a trip to Chicago to buy some of the quick-selling, profitable novelties.

A broken line of staples in your store is the best possible inducement for "your" customers to go to your competitors for what they want in novelties.

Our Free Selling Helps for Fall will be ready for mailing in a few days.
A copy free if you ask Dept. 100.

We do not sell to Catalogue Houses.

Many a merchant has lost a full month's business because he failed to prepare himself to take care of trade when people got into the mood of buying.

Many a merchant has lost his year's profit by waiting for people to get into the mood of buying.

Many a merchant wonders why "his" customers pass his store by and go to his competitor—when the reason is easy to find in his competitor's window displays and advertisements.

Many a merchant is swimming against the current, by offering "bargains" in summer goods—when people are interested in Fall styles.

Get Busy Now!

JOHN V. FARWELL COMPANY

Sole Distributors of **DEPENDON** Dry Goods

TRADE MARK

CHICAGO, THE GREAT CENTRAL MARKET

Extent To Which Clothing Has Been Standardized.

It is always to be noted that the "best is none too good" for Uncle Sam, and so it has come about that the clothing made for his army and navy has been standardized according to the most minute of specifications.

Although probably not very many persons realize it, this same demand for "perfection," which in Uncle Sam's army and navy has resulted in standardization, has been a prime factor in bringing about the extraordinary prestige now possessed by the American ready-for-service clothing. The demand for standardization at the present time is growing to be a more insistent one. Our American men are satisfied with nothing but the "best," and they are going to have it, too.

It is doubtful if many in the trade realize that the greatest successes in the clothing business have been the houses which have standardized their product. Some of these concerns do not themselves realize that this has been done. If they do not the majority can not.

There is much false thinking about the clothing business. Unfortunately the old traditions are yet vivid in the minds of the many. It is common to hear, even in these days of the higher development of the clothing industry, the expression, "He made his money out of the rag business."

In former years, and it is not so many years ago, blue flannels were about the only garments sold ready-for-wear. For years flannels were in vogue, and then followed serges and clays. To-day it is unnecessary to remind anyone that clays and flannels are dead fabrics. It does not necessarily mean that because at present there are so many more different fabrics, such a multiplicity of colors, such an enormous variety of styles, made and worn by men, there can be no standards in clothing.

Some hold that the industry is such an artistic one that they consider the possibility of standardizing art as extremely doubtful. Against this view the fact stands out that there are at least a score of houses, each one of which has established a reputation that is recognized among all factors in the industry, and these reputations are based upon the standards that these concerns have set for themselves. They have standardized their garments. So have some fabric mills standardized their clothes. And notwithstanding the fierce onslaught of competition and the keen fight for business, such clothing manufacturers and such mills have maintained their supremacy. No matter how much below them prices have been cut, these concerns continue doing business. And may it not be that the price reductions rebound to the benefit of the concerns they are intended to injure? They have continued to maintain the standards, and although many may misrepresent and attempt to cut under such standards, and at times buyers may be attracted thereby, does not the business finally come back to the standard houses, because such buyers have found they had been fooled and did not get what they bought?

Let us suppose for the sake of contending that clothing can be standardized that about twenty representative retail merchants would get together, as a result of the depreciation of fabrics and the deterioration of colors, and agree that they would not buy a garment unless it met certain well specified requirements, would there not be immediately created a standard? Would not the best manufacturers struggle to sell this coterie of retailers and cheerfully compete to fulfill their specifications? And if they did, would not the successful ones herald this achievement throughout the trade—that their garments met the requirements of the most exacting of representative retail merchants in the United States? And would not such success be a great feather in the cap of such resourceful sellers?

The possibilities in the direction of further standardizing clothing presents a great question. We place it before the trade for its fullest consideration.—Apparel Gazette.

Hints on Selling White Dress Skirts.

Written for the Tradesman.

In trying to make a sale of a white separate skirt to a customer don't attempt to show her too many at once. This is apt to confuse her as to styles and prices, materials and qualities. Rather endeavor to discover at the outset something definite as to the sort desired.

Of course, there are quite a few patrons who like to have a great variety to select from and such as these can not be put off with a moiety. That course would be suicidal to trade so far as they are concerned.

To be sure, clerks, as a rule, are not given the character of being overzealous to display their stocks. But this is not true of all, and it is those of this description whom I had in mind at first. They are the ones who need a word of caution not to exhibit to a patron too many white dress skirts at once. Instead of hauling out a lot of this class of merchandise, save yourself exertion and the customer confusion of ideas by laying stress on the good points of four or five skirts that you judge will be likely to suit her circumstances. Get her to stand in front of a full-length mirror while you hold some skirts against her so that she may see what the effect would be on her. If you are a practical and observing clerk you can tell in a jiffy what style is adaptable to any figure. Some people never would look good in anything in a thousand years. These you can show what would be the least undesirable for them.

When a customer with a good form presents herself—well, "the world is yours!" Without being rude bring it into the conversation that some patrons are so hard to find something satisfactory for by reason that they have no style and no figure, but infer that there will be no difficulty along those lines in her case, etc., etc., etc. A woman, be she 20 or 70, who is the possessor of a fine physique is so proud of that fact that any complimentary reference thereto fills her with deep delight—

Any Merchant Can Sell Canvas Gloves

Because nearly everybody has some use for them.

We aim to offer only the well-made, good-fitting article. Our range of styles and prices is as follows:

Men's gloves with plain wrist, 65, 75, 85, with knit wrist, 75, 80, 90; gauntlets, 90 cents per dozen.

Men's mittens, 75 cents per dozen.

Boys' gloves with plain wrist 62½, and with knit wrist 72½ cents per dozen.

Mail orders are given prompt attention.

Grand Rapids Dry Goods Co.

Wholesale Dry Goods

Grand Rapids, Mich.

You are cordially invited to make our store your headquarters while visiting the State Fair.

Until further notice we will close Saturday afternoons at 1 o'clock.

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.

HATS

At Wholesale
For Ladies, Misses and Children



Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Division St.
Grand Rapids, Mich.



TRADE **IDEAL** MARK.

"Always Our Aim"

To make the best work garments on the market.

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

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

Write us for samples.

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

even if the suggestion does border on the personal, which good breeding eschews. But, in the purchasing of wearing apparel there are many remarks entirely permissible to the clerk that are tabooed in good society. This circumstance may be taken advantage of by the clerk who "knows her p's and q's," she need not hesitate to please patrons by various nice little remarks of this kind. And these come in very handy when displaying white dress skirts.

Some women are all for "something that will wear," and, no matter how pretty a skirt may be, if it will not come up to this particular requirement they "will none of it." These must be catered to by another method. Bring out something with the quality of durability strongly imprinted thereon and you have about made a sale already without any great amount of persuasion.

Study your customers in general and each one in particular. Be so amiable in your dealings with them that if they buy a skirt of you this summer you will have a repeat order from them next June, July or August.

Jeanne.

Get in Close Touch with the Fall Races.

Written for the Tradesman.

As interest in these increases day by day ideas may be developed along the "horsey" line that should make famous windows.

One that would claim universal praise could have a background of forest wallpaper that would have at regular intervals groups of horsemen and horsewomen. The people should be of a size to be distinguished easily from the edge of the sidewalk. This motif could be repeated in the border, which might be separated from the lower paper by a row of horseshoes placed close together, while a duplicate line of them could mark the top of the border. Cover the floor with olive green denim put down very smoothly, and employ horseshoes here, also, all around the four sides of the floor space, just meeting as on the border. It would be better yet to have real sod and a rivulet. At either side of this equestrian window, which would have to be an unusually large one, stand a lifelike dappled horse, mounted by a correctly-equipped gentleman and lady rider. The former pose in the act of raising his hat to the lady and she should be gracefully returning the salutation. Of course, she must be sitting with the skirt of her habit on the side toward the street. Put no goods in the window, as this display is for the sole purpose of "making talk."

Never let an opportunity go by to get in a hit on pleasant local happenings that are in everybody's mouth.

Jo Thurber.

The Unwise Clerk.

Customer—Why doesn't that spinster, Miss Brown, deal at your shop any more?

Butcher—One of my clerks insulted her.

Customer—How?

Butcher—She overheard him telling some one that she was our oldest customer.

Red Cloth Prevents Sunburn.

Waterproof clothing belongs to the nineteenth century; sunproof to the twentieth. It is especially designed for the tropics, where it is important that the sun's actinic rays be absorbed by the proper coloring matter, and thus supply the substitute for the dark pigmentation of the native races of the tropics. White material, being transparent, offers no resistance to the passage of the actinic rays. The wearer accordingly suffers. Were the white lined with red there would be complete relief even under Sol's fiercest beams. An enterprising firm has patented a fabric with a red backing which is interwoven with the exterior cloth so as to form a homogeneous material. In this way the tropical resident can secure the various ranges of popular blues, browns, or grays, with as much facility as his fellow citizens at home. Great difficulty at first was experienced in preventing the red from showing through, but this has been successfully surmounted. By this ingenious device one is able to wear any description of material, pattern, color, wool or cotton, with perfect equanimity as if he were in his native temperate zone. It is also convenient for summer wear in cooler climates. Moreover it is adaptable to winter wear, for during cold weather it constitutes an essentially warm fabric. This magical cloth is shower proof, a strong recommendation in warm weather when electric storms are frequent.

Put Yourself En Rapport With Customers.

Written for the Tradesman.

Never argue with customers. An argument signifies a variance of opinion, and where opinions clash there is always apt to be rankor differing only in degree. Strive to put yourself, in speech, looks and manners, en rapport with the patrons. If conversation gets around to the danger point adroitly turn it on to some topic about which there can be no dissimilarity of ideas. I don't mean for a clerk to be entirely devoid of puissance in his makeup, but it is a poor place to exhibit it by debating with a customer.

I saw a lady leave a store in a huff, the other day, because a clerk was so indiscreet as to keep up a dissertation to the point where she lost her temper and very plainly displayed the fact. Ten to one that patron never goes to that clerk again if she can find some one else to wait on her.

Still worse is it for the proprietor of an establishment to lose control of himself. Not only is this unwise on general principles but it sets a bad example to the force of employees. They think:

"Well, if the 'boss' says things back I can."

When the whole clientele are of a quarrelsome habit or tendency the atmosphere of the place gets permeated with the spirit of disputation, liable, like a volcano, to break out at any moment.

Jeanne.

The enemy soon would be on the run if saints were not so strong on the rest.

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.



TRADE WINNERS.

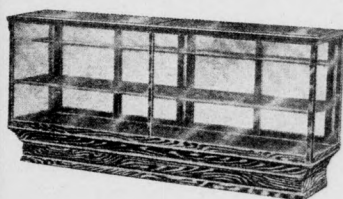
Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES. Satisfaction Guaranteed. Send for Catalog.

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

BUSINESS BUILDERS

That Save Your Money



Why do you pay 25 per cent. more for your show cases than we charge? Every case that leaves our factory is guaranteed to be better built with highest grade of material—beautiful in finish and design. We are anxious to prove all our claims to your entire satisfaction, and if not as represented we guarantee to pay freight both ways. Catalog and prices upon application.

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

Flour Profits

Where Do You Find Them, Mr. Grocer?

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



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

BAY STATE MILLING CO. Winona, Minnesota

LEMON & WHEELER CO. Wholesale Distributors

GRAND RAPIDS, MICH. KALAMAZOO, MICH.



The AMERICAN, the world's greatest Account Register.

Let others buy systems that are incomplete—machines that soon "bog down." You be wise—buy value.

Get the system and machine that are absolutely right in all points—in beauty—permanency—perfection.

The complete American is years in advance of all others. It takes care of every credit account with speed, ease and perfection. It has the automatic light, automatic alarm and the auditing indicator.

But still more it has the greatest of advertising devices, the automatic moving signs. These spur customers to buy and clerks to sell.

No such money saving and money making proposition was ever offered by any other company to the merchants of America. You owe it to your business to investigate.

The American Case and Register Co.

Alliance, Ohio

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

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

Send more particulars about the American Account Register and System.

Name

Town

State

WEALTHY HEIGHTS.

Changes Which Fifty Years Have Wrought.*

Ever since the day, now nearly two years ago, I was first elected to the presidency of the Grand Rapids Board of Trade I have had a more intelligent respect for Shakespeare's most profound egotist, Malvolio, who first voiced the universal truism that "Some are born great, some achieve greatness and some have greatness thrust upon them."

There is one advantage possessed by the man who has greatness thrust upon him: Those who thus favor him are in duty bound to accept, at least in respectful silence, whatever he may choose to say to them. And while I am not only not competent as an orator, and do not believe the present time is suited to oratory, I feel that the people before me are entitled to a word or two of encouragement and praise for having placed Wealthy Heights very distinctly upon the map of the city of Grand Rapids.

It was my good fortune more than a quarter of a century ago to be a member of the editorial staff of the old Daily Eagle, which brought me into close relations with Albert Baxter, then managing editor of the paper and afterwards the author of Baxter's History of Grand Rapids; and among the pleasantest memories of those early days are the controversies which were settled every afternoon on the arrival of Thomas B. Church, Prof. Franklin Everett, Sluman S. Bailey, Wm. N. Cook and other congenial spirits who gathered at the Eagle office as soon as the paper went on the press and threshed over in detail the events of Grand Rapids in the early 40's, 50's and 60's. I was an interested listener at these daily discussions, and being the unofficial Secretary of the gathering I took copious notes of the facts established by this coterie of pioneers—all but one of whom have since gone to their reward—which have been of great value to me ever since.

Notwithstanding this precious memorandum, which I cherish as my most valued possession, I was somewhat dismayed a few days ago when Mr. White called at my office and notified me that I would be expected to cover the reminiscential portion of your programme this evening, because I recognize in Mr. White a veritable antiquarian who probably has more facts concerning the early history of Grand Rapids stored away in his cranium than any other man now living. Considering the infallibility of his memory and the long and useful life he has led in this community, I approach my task with fear and trembling, because I realize that any lapse on my part will be noticed and probably commented upon by the Nestor of the printing trade and editorial fraternity of Grand Rapids.

It is entirely probable that there are many people here present who clearly remember that Wealthy avenue fifty years ago began at Divi-

sion street and, as an ordinary country road, practically stopped at Madison avenue; that the nearest important city houses in this vicinity were the Damon Hatch house on the north side of Cherry street, second door west of College avenue; the old Nelson homestead on Cherry street, now occupied by Mrs. Eugenie A. Ledyard, widow of the late Wm. B. Ledyard; the Holbrook homestead, midway between Lake avenue and Cherry street, on what is now the west side of East street, and "Sanford's Folly," that fine old colonial structure at the southwest corner of Cherry street and Paris avenue, at present occupied by Lewis T. Wilmarth and family.

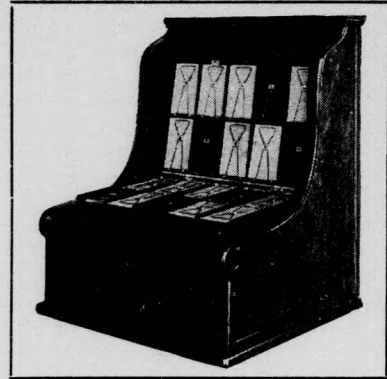
In those days there was a sort of cow-path from Jefferson avenue east to Madison avenue, carrying the line of Wealthy avenue to a sandy roadway which wound its way from Cherry street and College avenue southeasterly through shrub oaks to about the corner of Union and Sherman streets, and so on to what is now called Kalamazoo avenue. This was through tracts of land originally entered at the Government land office by E. R. Murray and V. L. Bradford—territory almost wholly covered with hazel bushes, elder and other undergrowth, with Dunham's Pond—located about where East and Dunham streets are—as a famous skating place in winter and a resort for ducks and frogs in summer.

All the territory east of Madison avenue and south of Cherry street was farm land, with the Boynton farm, the Kellogg farm, the Mortimer Smith farm, the Bostwick, the Holbrook, Abel and Mills farms as notable properties.

Judge Jefferson Morrison's farm was south of Cherry street along the east side of Jefferson avenue and extending to Wealthy avenue. It was Judge Morrison who gave the name of his wife, "Wealthy" (Davis) Morrison, to your beautiful thoroughfare. Squire Abel's farm extended from Cherry street to Wealthy avenue along the east side of Lafayette street.

In 1858 a much-traveled route from "down town" out to where we are at present left Fulton street at Sheldon street and passed diagonally across from Sheldon street at Island street to the corner of Oaks and Lagrave streets, thence diagonally to the corner of Jefferson avenue and Cherry street, up the latter street to College avenue, and then out the bush road that twisted its way to the junction with the old Kalamazoo road. The only houses still standing which were on that route fifty years ago are the old Damon Hatch homestead, recently sold by Jay D. Utley to Charles B. Judd; the Francis Gilbert home (later known as the Morris home), at present occupied by D. D. Cody; the Morrison home, the small brick house on the south side of Cherry street, two or three doors east of Jefferson avenue, and at present occupied by Mrs. Elvira O. Eaton; the frame house at the southwest corner of Cherry street and Jefferson avenue and the brick residence of Wm. N. Cook at 80 Lagrave street—a house which Mr.

There Is A Great Difference



Mr. Merchant, you undoubtedly know that the ordinary bill of sales slip sent with goods is considered merely as a memoranda of purchase. If the price is right and the goods are there, no further attention is given to the slip which is often lost or destroyed.

But if a customer gets a slip showing the ITEMS and AMOUNTS and the PREVIOUS BALANCE brought forward with EVERY PURCHASE they are not thrown aside or lost, but are preserved in regular order for future reference as they constitute a COMBINATION BILL AND STATEMENT.

The McCASKEY SYSTEM of handling accounts STANDS GOOD IN LAW.

It is the greatest COLLECTING SYSTEM ever devised.

It PLEASES the CUSTOMERS, it will PLEASE YOU.

It is a TRADE WINNER.

It will give you COMPLETE INFORMATION regarding EVERY DETAIL of your business.

Accounts handled with only ONE WRITING.

If you wish to simplify the handling of your accounts, drop us a postal. Information is free.

THE McCASKEY REGISTER CO.

27 Rush St., Alliance, Ohio

Mfrs. of the Famous Multiplex Carbon Back Order pads; also the different styles of Single Carbon Pads.

Agencies in all Principal Cities.

There's Nothing Like It

Quality of stock, roasting, packing, sanitary handling, entirely by automatic machinery, all conspire to make an ideal coffee for best family trade. * * * * *

WHITE HOUSE

DWINELL-WRIGHT CO.
BOSTON—Principal Coffee Roasters—CHICAGO.

COFFEE

With the passing of each week more and more grocers are finding it expedient to take it on, and its popularity increases with big strides. * * * * *

SYMONS BROTHERS & COMPANY

SAGINAW, MICH.

WHOLESALE DISTRIBUTORS

*Address delivered by E. A. Stowe at Wealthy Heights celebration Sept. 3, 1908

Cook built and in which he and his wife have raised a family and lived for nearly sixty years.

An interesting feature of this route from Fulton street diagonally to Cherry street was the presence of a bridge over a small stream which passed from Jefferson avenue at State street across Lagrave street just where fire engine house No. 1 is now located, the bridge being where the back end of the engine house now stands.

Standing at Henry and Cherry streets or at Diamond and Cherry streets fifty years ago one could see, looking southward, naught but farm houses, barns, rail fences, fields of growing crops, meadows with wood-lots plentifully interspersed. It was, in truth, a rural picture, much as those we see nowadays in the farming districts, except that the wood-lots were not only plentiful but they abounded with real timber—beech, maple, elm, hickory, walnut, oak, cherry, butternut and pine.

Yes, pine trees, great fellows three and four feet through at the butt and straight as arrows, with trunks that would cut four fifteen foot logs handily, were quite common south of us here a mile or so fifty years ago, while only three miles to the south one might see a solid wall of such pine as a sort of barricade enclosing all of Paris township.

And Indians were plentiful—real greasy, lazy, shiftless red men who, coming from Gunn Lake and the Thornapple River district twice each year to Indian payment weeks at Grand Rapids, were picturesque, but not wholly agreeable. Loaded with baskets made by the squaws, filled with berries or nuts, gathered by the squaws; with ponies, carrying the camp equipments, packed and led or ridden by the squaws, these indolent braves(?) would walk as they pleased, by road, cow-path or through the fields, and reaching town would beg, get drunk and take things not their own, lying around the corners of Market and Louis streets or down on Island No. 1, about where Campau street now is, until ordered by the authorities to get out.

With such reminiscences fresh in your mind look up and down Wealthy avenue; look to the north and to the south and try to realize the changes that have taken place in fifty years: See the beautiful new Sigsbee street school building and fancy yourself with a neckyoke across your shoulders carrying maple sap to be boiled in a sugar bush that was located where the schoolhouse now stands; picture the presence of a pile of four foot beech and maple wood, corded up in two tiers, each one over 300 feet long, near what is now James and Logan streets. Then look at the spacious homes, well furnished and surrounded by beautifully kept lawns and gardens; think of the sewer system, the lighting system, the water system—or rather the apology for a water system—the fire protection, the police protection, our public library, our scientific museum, our schools and churches, our paved streets and street car system. And then give a thought to our taxes.

By the way, we can not eat our

cake and have it. Our taxes are all right, take them by and wide. We are better, our children are better and our children's children will be better because of the city we have helped to build and are still helping to build.

The city of Grand Rapids has not yet reached its growth. There are plenty of young people here who will live to see Grand Rapids a city of 200,000 inhabitants. And if the Monroe street property holders do not wake up pretty soon they will live to see their old shacks given over to light manufacturing purposes and warehouse uses, while Sheldon street and Wealthy avenue will become leading retail business streets.

Fifty years ago there was not a single mercantile establishment southeast of Fulton and Division streets. Look at Wealthy avenue today with its trim stores, well filled with seasonable goods. There is every reason why it should become a great business thoroughfare. It passes through the very best part of our city. It has a village of several thousand people at its extreme east end; it is tapped at that end by Lake avenue, the prettiest suburban roadway in Michigan; it has 30,000 people to the south and 40,000 to the north, while to the west it goes to an additional 30,000 people.

Wealthy avenue, already strong, already active and already harmonious, must by the very nature of things become metropolitan in its aspect, and it rests with you people of Wealthy Heights to take the initiative which shall develop a comprehensive civic plan so that it shall be not only metropolitan but beautiful. Consult with the Comprehensive City Plan Commission of Grand Rapids so that your avenue may build to the general plan to be adopted; do not go ahead on your own hook and aim-

lessly. You have a grand avenue. See to it that it has a fair showing in the city's general plan of parks, boulevards and architectural excellence, so that fifty years from now the people of all Grand Rapids may point with joy to the foresight, the civic pride and neighborhood harmony of the people of to-day who have in less than forty years made Wealthy avenue what it is and who are on the right track for future development.

Depths of Depravity.

A Michigander out in Minnesota found himself at a social gathering of a sect whose ideas of morality were somewhat stricter than those to which he had been accustomed. One belief was that the commandment "Thou shalt not kill" made it wicked to eat meat, fish and even oysters and clams. A woman, unmarried and unmarriedable, was gazing at an angular faced man who was busy with the vegetarian refreshments.

"To look at Mr. Wells," she said to the Michigan man, "you would never imagine the life he used to lead."

"No, you wouldn't," thought the Michigander. Mr. Wells certainly looked as if the theft of an infinitesimal green crab apple and a fragmentary puff at a corn silk cigarette would cover all his misdeeds, with something to spare. Prepared, however, to hear a dreadful story of dissipation, if not of actual crime, the alien asked:

"What did he do?"

"Sometimes he danced until 2 or 3 o'clock."

Most of the self-made men we see spend a great deal of their time on their pride.

100% DIVIDENDS

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

American Gas Machine Co.

Albert Lea, Minn.



"Some More of That Same Kind"

Does that sound good to you? Means a nice, easy sale and a satisfied customer, doesn't it? All the effort it takes on your part is to say, "Pleasant weather we are having, Mrs. —, isn't it? Now is there anything else this morning?" Stock the goods which will make them come to YOU, and say, "Some more of that same kind." Drop a post-card—costs a cent—for sample and prices of our California Jams, Marmalades and Preserves.

H. P. D. Kingsbury
Redlands, California

(Where the oranges come from)

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

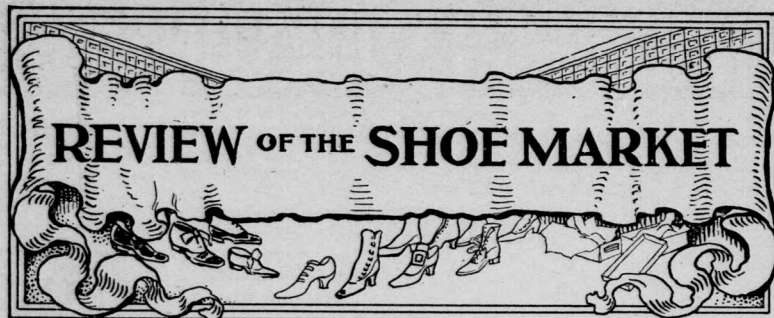
The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

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

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

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



REVIEW OF THE SHOE MARKET

Reasons for the Failures of Many Shoe Dealers.

There has been and always will be a large field for the consideration of the topic which the writer proposes to weigh in this article: treating the best and most efficient and profitable methods of buying stock. But after all that has been said and written on the subject we still see announcements of "Mr. So-and-So's shoe stock advertised to be sold at public auction without reserve to the highest bidder."

There are two classes of shoe merchants that usually resort to this method: One is the man who is retiring from business of his own accord, and second the man who is forced to resort to this method through failure to conduct his business on a profitable basis.

The man who has been unsuccessful in the shoe business can easily find the reason for his failure, but there are several important reasons which I want to consider, some of which I shall enumerate, and, after doing so, I think I can show clearly how failures might, in a great many cases, have been avoided:

First, they have been caused by poor managers in charge of the business; that is, men have been installed in that position who lack the necessary experience and ability to make it a success. Second, a great many failures are caused through poor judgment in buying. Lines of shoes are purchased that they could get along without. They often buy lines that are similar to those they are carrying, just because they get them a little cheaper, and for the same reason they buy broken lines just because they can get them at a sacrifice. Before they are aware of the fact they are in possession of a lot of broken lines and sizes, for the reason that the regular lines have been neglected in the sizing-up process on account of the amount of money allowed for that department to be invested in job lots and broken lines and the condition soon follows, that instead of these dealers or manager buying job lots they are losing sleep and looking for some one who will buy such stock. This is usually the time when the services of an auctioneer come into play, with the result that they are compelled to take what the auctioneer can get for their stock and then they finally retire from the shoe business altogether, and complain that "luck" was against them.

I might say at this point that there is no such thing as "luck" in conducting a successful retail shoe business. The kind of "luck" found in business is good judgment, good

management, good discipline, impartial ruling, pleasing of address, slow to judge but unchangeable in decisions when they are made firm, but not too exacting in matters of minor importance, always considerate of those in their employ, whether it be the errand boy or the assistant manager.

Treat all customers with the same courtesy, do not lavish too much attention on one customer because you happen to know him and at the same time utterly ignore a customer sitting alongside of him. Customers resent any inattention, especially when shown by the dealer or manager. If, after addressing the person known, the dealer and manager would turn to the party not known with an "Are you being served, Madam?" or "Have you been given attention?" he will invariably see a smile spread over her countenance with a "Yes, thank you," and she will leave the store thinking to herself what a nice man they have for a manager.

If, having all these qualities, the buyer is lacking in judgment when purchasing stock, the business will hardly escape the services of an auctioneer. Buy right and the goods will sell themselves. If the reader, in going into a shoe store, will take the trouble to look over the lines carried he will find a similarity of styles all through the stock, from the \$2.50 shoe up to the \$6 shoe. There is a sameness seen in all of the lines wherever these conditions exist. It is the result of one man's opinion in the selection of styles.

Now there is no one man that knows it all. You might ask, if the manager did not attend to the buying, who should do it? I will say that there are always competent clerks in shoe stores who are better qualified to tell in a general way what is wanted than the man who actually does the buying, and a buyer of any shoe department makes a mistake if he fails to secure or ignores the opinions of the different employes with reference to placing certain styles and lines of shoes. He can learn through them if there has been a demand for certain styles or lines, and if so, to what extent.

It is not always good policy to buy a certain line of goods even if there is a call for them. The demand may not warrant that amount of money to be tied up in the line for the number of pairs that would be sold. It is far better to lose a dozen sales on some lines asked for and not carried in stock than to tie up hundreds of dollars in stock, so I repeat, that the buyer can buy better and more intelligently if he will con-



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.

Be sure and visit the West Michigan State Fair September 14 to 18



Visit

The West Michigan
State Fair

Sept. 14 to 18

This year's fair will surpass in interest anything ever attempted before.

Make our office your headquarters.

Go through our factory and learn how shoes are made. We will show you why the shoes bearing our trade mark are better.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

sult his help. They are always in a position to know what is in most demand, what is selling best, and always being in touch with the trade they are in a better position to hear the demands of the public and the styles of shoes that are productive of the best returns.

A great many buyers indulge largely in buying one or two cases of goods at a time just to try them out. A traveling salesman comes along and displays his samples for inspection and it usually follows that he has some special line he wants to sell, and sell badly. He tells of certain parties who have bought heavily of these particular lines and he urges this particular buyer to get in on the ground floor, more especially as he considers him a good friend, and because he would not want to sell these goods to every merchant. The buyer in most cases overlooks the fact that this is exactly what the traveling man is paid to do—to sell goods and to sell them to any person who will pay for them.

The buyer protests, saying that he has all the lines he can carry, and, in fact, all that he intends to carry at present. But eventually he falls down and finally places an order for one or two cases of assorted sizes in order to try them out. This is where he makes a mistake. In ordering these goods he can not do justice to the manufacturer. If these goods were what he wanted, or if they were lines he could use he is taking the wrong step to find out whether they will take or not.

Am I right? Let us investigate. The order is being placed for one or two cases of assorted sizes of these shoes, say seventy-two pairs in all. Upon arrival, which usually follows close upon the placing of the order, the goods are inspected and look fine. Then the process of trying them out begins. Some are placed in the window for display and the remainder are placed on the shelves to be sold. Can justice be done goods bought in these quantities? I say, no, they can not. Why?

In the first place, there is not a full line of sizes to start with and after a few pair have been sold from the two case shipment, and with those in the window out of reach, it practically makes the trying out process of these lines valueless. Not having all sizes it is impossible to make the showing necessary to warrant adopting the lines. The shoe clerk who understands his business will not show these lines, for the reason that he is unable to fit the customer and the result usually follows that after a dozen or more pairs have been sold the balance are so widely separated in the matter of sizes that not one sale is made. What shoes are left are counted in among the rest of the odd sizes and broken lines, to be disposed of at a reduction of the former selling price, and the buyer comes to the conclusion that the lines were not what he had been told because they did not sell.

When the traveling salesman visits him again he tells him his lines are no good and that they did not sell, but he forgets that, in the first place, he did not have enough of them to

sell and that the fault, in most instances, rests entirely with the buyer and not with the salesman or the goods. There is only one answer to this question. The buyer either wanted the goods or he did not. If he did want them he should have bought the lines in full; if he did not want them he should not have bought one or two case lots.

A great many buyers make a serious mistake in allowing the sizes of staple lines to run low. But how many shoe stores are there that this rule does not apply to? Why it is so remains to be explained. Staple lines are always in demand and sell every working day of the year. A buyer can not purchase too many of these goods for the size of his business, for the reason that they are always salable and in demand, and no matter what condition the selling is in, these staple lines are invariably shown in the show windows. The intending purchaser selects some one of the staple styles shown in the window and enters the store with the intention of making a purchase, and the rule usually follows that he is informed by the clerk that they are out of his size. Then the customer will want to know the reason, explaining that he has tried several different times to get what he selected in the window, only to be told that they did not have his size and he wants to know why they are displayed in the window.—Shoe Retailer.

He is lost already to whom sacrifice appears as folly.

MAYER Martha Washington
Comfort Shoes hold the trade

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.

CHILD, HULSWIT & CO.
INCORPORATED.
BANKERS

GAS SECURITIES

DEALERS IN

STOCKS AND BONDS

SPECIAL DEPARTMENT DEALING
IN BANK AND INDUSTRIAL STOCKS
AND BONDS OF WESTERN MICHIGAN.
ORDERS EXECUTED FOR LISTED
SECURITIES.

CITIZENS 1999 BELL 424
411 MICHIGAN TRUST BUILDING,
GRAND RAPIDS

MICHIGAN SHOE COMPANY

"Mishoco" New Specialty Shoe
for Men and Boys

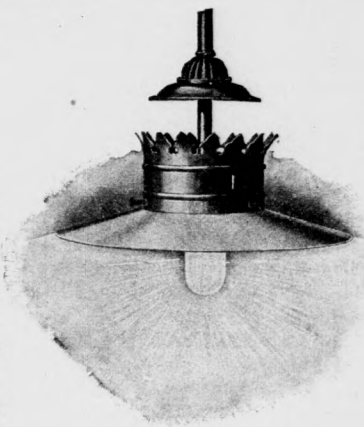
"Josephine" for Women

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

DETROIT

The Eveready Gas System Requires No Generating

Nothing like it now on the market. No worry, no work, no odor, no smoke, NOISELESS. Always ready for instant use. Turn on the gas and light the same as city gas. Can be installed for a very small amount. Send for descriptive matter at once.



Eveready Gas Company

Department No. 10

Lake and Curtis Streets

Chicago, Ill.



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

Carried in Stock

Grand Rapids Shoe & Rubber Co.

Grand Rapids, Mich.

Michigan



Agents

Be sure and visit the West Michigan State Fair September 14 to 18



Do Not Be Too Independent in Business.

Jorkins stepped into the office where Merkins was Secretary, and Jorkins was in a hurry. He was Vice-President of the company that gave Merkins' firm the biggest order of the season as well, and he said:

"Merkins in?" with that air of tell me quick or not at all that is a little too apt to mark the successful busy man, although at the same time it is to be remembered that this type of man has a perfect right to mark himself in this way, because it is the way by which he does things forcefully and in a hurry, and this is what makes him a success.

"I don't know," said the man at whom Jorkins looked when he spoke. He happened to be Johnson, a bookkeeper. And Johnson prided himself upon his "independence."

"I'm paid \$18 a week to keep this set of books," was the way Johnson used to deliver himself. "I earn my money. That's all I need to worry about. If they don't like me for not running around making myself useful in places that haven't got anything to do with me or my job, why, they know what they can do. I guess there are other places to work besides this house. I wouldn't boot-lick, anyhow, to keep the job."

"Has he been in this morning?" asked Jorkins, in rapid fire style.

"I guess so," said Johnson, carelessly.

"Gone out?"

"I said I didn't know where he is," said Johnson, coldly.

"Well, say, can you find out? Can't you let me know if he's in?"

"O, I suppose I could," said Johnson. "I suppose I could jump off my stool and leave my work and chase around hunting up everybody who happens to be wanted. I could, but I won't. I haven't got anything to do with Merkins or with Merkins' affairs. I ain't going to run around and look him up, either."

Having said which, Johnson gave Jorkins an "independent" look and bent over his books.

Now, Jorkins is one of these men who are eternally on the hair trigger of temper. He knows the kind and amount of respect that his importance merits, and he insists on getting it, especially when he is dealing with a firm that hangs on him for orders. He went up in the air at Johnson's attitude. He roared. He hit a desk and ordered somebody, anybody, to find Merkins. An office boy told him that Merkins was in the President's private office. Thither Jorkins went as fast as his feet would carry him. He broke into a conference between four powers, in-

cluding Merkins, and he broke out into loud language to boot.

Merkins was something of the same type as Jorkins. So when Jorkins began to roar Merkins gradually began to roar back until in the end the pair were face to face on their feet shaking threatening fists in each other's faces. The end of it was that Jorkins left, purple with anger, to hurry back to his office and dictate a letter canceling all orders with Merkins.

Later, of course, they got together. Then Jorkins explained why he had been angry, and Merkins went for Johnson. For an "independent" man Johnson cringed in pretty good shape when Merkins pricked his bubble. He wanted his place pretty bad, after all, when Merkins had kicked him out. But the vital point is that it took several months for Jorkins and Merkins to get back to their mutually profitable basis of understanding, all because of the "independence" of a minor employee.

There is a firm of advertising agents in Chicago whose experience with an artist tallies with that of Merkins and Jorkins and Johnson. The artist does work for the firm. He is a good man, but no genius. The firm uses, or has used him, because he delivered such goods as they wanted. When they wanted anything done that he could do they gave it to him. Having had little personal communication with him they didn't know that he was over-bloated with independence, so they were entirely unprepared for the blow that came.

They sent an out of town man up to the artist. He wanted some cuts made and this particular artist could do them.

"As a favor to us," wrote the head of the advertising firm, "please take care of Mr. Blank ahead of everybody else. He needs his work done at once, and his time is valuable."

It was the last phrase that stung the artist's sense of independence.

"His time valuable," he cried. "Who do they think they're doing business with? Don't they think my time is valuable, too? Darn 'em. I'll do his stuff when I get ready."

So the sketches lay unfinished and the firm, never suspecting their workman's independence, went ahead with the out of town man and planned an extensive advertising campaign, in which the work of the artist was to have an important part. When the day came for turning the pictures over to the engraver and the artist had not produced they sent a polite little note with a messenger requesting that the bearer be given the

pictures made for Mr. Blank. The artist wrote on the back of the note: "Who told you I had done any pictures for Mr. Blank?"

Followed a frantic visit from the head of the firm to the artist's office.

"Aren't those pictures ready?"

"No, they aren't ready, and they won't be until I get ready to do them. Do you remember how valuable Mr. Blank's time is? Well, my time is a little more valuable to me."

There was a big row. The advertising man grabbed the ideas and ran off to another man to get them done in a hurry, to a man who wasn't overwhelmed with a sense of independence. But there were a bunch of contracts for space in papers and magazines that had to be canceled and paid for, and a general smash to the start of the big campaign. Probably the money figures of the loss would amount to \$2,000, but the amount of worry, trouble and dissatisfaction is not to be computed in dollars and cents.

You see, it's such a childish silly thing that it jars the careful observer to notice what a really large number of young men there are who suffer from this lack of common sense. Not that they are men who amount to anything in the business world, for you will find them mostly in the low grade, ill paid positions,

but there are plenty of them who possess possibilities for something better. If they could be operated on for independencitis they might grow up to be useful, commendable business men. As it is they hold their positions until their distorted point of view interferes with the wheels of the machine. Then they suffer capital punishment. Martin Arends.

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.

"The Smile That Won't Come On"

They all wear it in some hotels. The moment you step in

Hotel Livingston Grand Rapids

you see the word WELCOME written across every face.

THE NATIONAL CITY BANK GRAND RAPIDS

Forty-Six Years of Business Success

Capital and Surplus \$720,000.00

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

MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT

Successful Progressive Strong



No. 1 Canal St.

Capital and Surplus
\$1,200,000.00

Assets
\$7,000,000.00

Commercial and Savings
Departments

Movements of Michigan Gideons.

Detroit, Sept. 8.—The Volunteers of America service last Saturday evening was led by George S. Webb and Charles M. Smith. About forty were present to hear the "Tidings."

Our National President, Charles M. Smith, had the pleasure last week of meeting F. S. Frost, President of Grand Rapids Camp, who desires the State to keep one ear open, as the wheels of Gideon activity had started and something would happen in the Furniture City and that the electric current would light up and put in motion the ponderous possibilities of their Camp.

The National President has promised to visit Camp No. 2 in the near future and it is expected that Gideons will multiply, same as do the Smiths.

Frank A. Garlick, National Secretary, made a trip to St. Louis, Mo., last Sunday to give that Camp encouragement.

Louis C. Stumpf, Ex-President of Missouri, is spending a few days in Chicago and will attend the Moody Bible Institute. It may be that this well-qualified and naturally-fitted brother will choose to become a minister, and should he so decide we predict a brilliant future for him, for he has already given much evidence of having qualifications that will be of wonderful aid to him and fit him for this kind of vocation.

C. T. Bowers, National Field Secretary, of Lincoln, Neb., spent last Saturday and Sunday in Omaha in the interests of our bible hotel fund. This work is receiving much attention and many letters of commendation are coming in at National headquarters, which is very encouraging. The Michigan Advocate of Sept. 5, the Methodist paper for Michigan, publishes an article which is headed: "The Gideons—A New Move," which reads in part: "A strikingly interesting movement is starting the wheels in motion whereby a copy of God's word is to be placed in the guest rooms of every hotel in our country so far as privileges are granted and funds will permit. Something like one-half million copies of the book will be needed to accomplish the result proposed. The Gideons have for a long time been looking for some commendable method for the employment of their powers of endeavor, and in a field into which no other had gone, and naturally their minds turned towards the hotels where traveling men spend so much of their time. Thousands of the traveling public seldom see or hear the word of God who might pick up the book to while away a lonely hour, and might find the entrance of the word given light. It is not only expected that the best hotels will not only permit it, but will want to aid in defraying the expense. Furthermore, that many towns and cities, with their churches, will want their hotels supplied and will raise sufficient funds for the cost."

There is an article in the Standard, dated August 22, in which many of the same thoughts are expressed: "If one will stop to consider the stupendous proportions of such an undertaking, counting the rooms of this

character in the United States, then estimate the amount of money it will take to accomplish the effort, it will appear impossible. These men did not begin by looking at the far end of their proposition, for even should they, in their generation, not finish the job they have begun well, the word that never returns void will find lodgment in many of the rooms often occupied by guests who need just that to encourage them."

Detroit Camp of Gideons met last Sunday afternoon in the Y. M. C. A. Vice-President Geo. S. Webb, Secretary Gates, A. C. Holmes, Chas. M. Smith and C. F. Louthain were present. A letter of resignation was received from President Jacob J. Kinsey, who now resides in Saginaw, and who expressed his regrets that he is deprived of the fellowship of the Griswold House meetings. Brother Kinsey will "stand in his place" and will find a field for work in Saginaw. George S. Webb was elected President and C. F. Louthain Vice-President. The Camp Secretary was instructed to order from the first issue of Gideon hotel bibles 125 to be shipped at the earliest possible moment for the Griswold House. This is thought to be the first regular order.

At the Griswold House meeting twenty were present, led by W. D. Van Schaack and wife. D. Bennett, C. M. Smith, C. H. Joslin, Mr. and Mrs. Gates, C. F. Louthain and wife, W. S. Webb and wife, Mrs. Williams, J. A. Robinson, of Sushan, N. Y., Chas. Skibbe, formerly of Bay City, now of Detroit, and Alfred T. Fulford, a lawyer from Cincinnati.

Chicago Camp reports having held 150 meetings during the past year and many souls won for the Master.

John Adams Sherick will address the Gideons and members of Grand River Avenue Baptist church, Detroit, Sept. 13. C. F. Louthain will sing, "Father's Letters."

Aaron B. Gates.

Gripsack Brigade.

Emmett E. Filkins will sell agricultural implements for the Appleton Manufacturing Co., of Batavia, Ill., making Howard City his headquarters. Mr. Filkins formerly traveled for Fairbanks, Morse & Co.

J. Henry Dawley, who has been covering the Monroe and Canal street trade of the Putnam branch of the National Candy Co. for several months, will resume his former relation with Walker, Richards & Mayer, of Muskegon, about Sept. 15. Mr. Dawley will cover the larger cities of the State with a line of chocolates. He will continue to reside in Grand Rapids.

Detroit News: George C. Osterhaus, for six years traveling salesman for Edison, Moore & Co., resigned his position Saturday to become a partner in the Detroit Garment Manufacturing Co., 840 Fort street west, of which Dr. F. J. Maguire is President. Mr. Osterhaus will take charge of the sales department, while Perry Hawley remains as general manager.

Driven to the verge of insanity by illness of nearly a year's duration. Stillman H. Matthews committed suicide at his residence, 77 Fuller

street, Grand Rapids, about 8 o'clock this morning. His throat was deeply cut, and although the attending physician succeeded in stopping the hemorrhage, death occurred in the ambulance before the hospital was reached. Mr. Matthews, up to the time of his illness, was traveling salesman for a clothing house. He was formerly engaged in the clothing business at Grand Haven and Muskegon, having been manager for Brown & Friend and later associated for years with the A. P. Connor Co., at the latter city. By his frank, manly character and courteous, cheerful disposition "Still" Matthews commanded the respect and friendship of all who knew him. He leaves a wife, who was formerly Miss Friant. He was a Mason and until recently a member of the United Commercial Travelers and was affiliated with other fraternal societies.

Foreign Salesman Has Best of American.

"The apparent disadvantages of the foreign born salesman or agent are frequently his advantage."

The above statement was made by the head of a wholesale house employing many traveling salesmen. It was substantiated by reference to the records of several of the foreign salesmen in that house, all of which showed not only successful salesmanship, but a considerable margin in the amount of business done by them over that done by the average American salesman.

"You see," the head of the house continued, "in business it is the same as in the church, politics or theater. You must keep your audience, whether it be a congregation or a country merchant, interested. The foreign born salesman who has some of the foreign characteristics in his manner and speech at once gets the interest of the merchant. The American business man whom he addresses becomes possessed with a curiosity to find out what sort of a creature this foreigner is. He lets him talk and asks him a question or two. Soon he finds out that the man is a good fellow after all.

"The salesman, too, because of his being a foreigner, has a different point of view on a great many things. He is able to show his prospective customer a new angle or side to a question. This tends to make the conversation less monotonous, less burdensome, and the longer one stays in a store talking about anything and everything with interest the surer one is of landing the man on a business proposition in the end.

"There also is another phase to the situation: The American merchant thinks the world of himself. It is part of his creed to give the foreigner a chance.

"There still is another thing which goes to make the foreign salesman successful: It is his judiciousness. He is not as sure of himself as the American is and is not as hasty. He does not trot so fast and he falls less frequently. The foreigner before he is made representative of a certain concern has to overcome a good many difficulties in language, manners and habits. He has to keep his eyes wide

open. He has to wait for his chance. This enables him better to survey the field, which in his case is the small merchant and his store."

Herman Miller.

How To Do It.

If you are on the street on an awfully hot day, like some of those we have had lately, and a man ahead of you staggers, lurches and finally pitches forward onto the walk, that is a case of heat prostration.

It is all nonsense for you to wait and speculate about it and wonder if it's rush of blood, pneumonia or the first stages of consumption. Do not stop to ask his name or whether he's married or single. Don't ask anybody if they know to which political party he belongs. Don't wait to secure any reference as to his moral character.

Close in on the victim and exclude all the air you can. Encourage the rest of the crowd to do the same thing. Ask of fifteen or twenty around you if they think he's dead. It is always the safest way to get the opinion of a crowd.

Then call for suggestions. You will get them in variety. One man will suggest hot water; another cold water; a third hot vinegar; a fourth an ice chest; a fifth whisky or beer. Each suggestion should be duly weighed and considered. Advantage can be taken of the opportunity to take a straw vote. When the suggestions have grown scarce pick the man up and take him into the nearest drug store. Give the druggist to understand that it is not a case of infectious disease. If a policeman arrives, which may possibly be the case, tell him you are quite sure that the man hadn't been drinking anything stronger than ginger ale. Then suggest that he be pawed over, and assist to do the pawing. You'll find him dead, but no one can blame you. He shouldn't have gone out without a wet sponge in his hat, and you've spent twenty minutes of your valuable time showing how easily he could have been saved if he hadn't been obstinate and died over it.

Tale of Two Cigars.

It was a moonlight evening, and Jenkins was smoking a fine-flavored Havana, when he met a friend.

"Have a cigar?" he enquired.

"Thanks," said the other, gratefully taking and lighting the proffered weed.

After a few experimental puffs, however, the friend removed the cigar from his lips, looked at it doubtfully, and, with a very evident abatement of gratitude in his tone, asked:

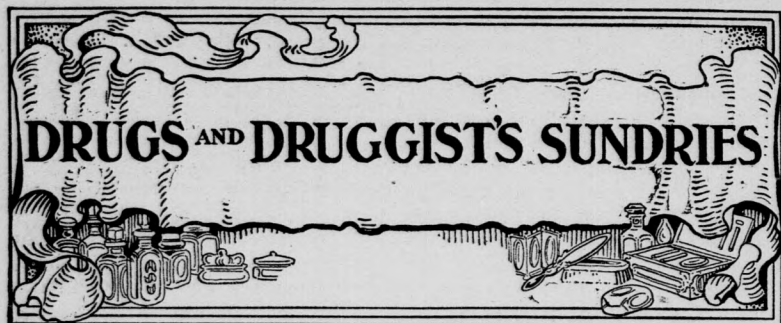
"What do you pay for these cigars?"

"Two for a quarter," replied the original proprietor of both weeds, taking his own cigar out of his mouth and looking at it with considerable satisfaction. "That cost me 20 cents, and that 5 cents."

Lack of Material.

"Freddy, why did Aaron make a golden calf?" asked the Sunday school teacher.

"'Cause," replied Freddy, "he didn't have enough gold to make a cow."



Michigan Board of Pharmacy.
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Formulas for Ink Powders and Tablets.

The basis of ink powders is usually an aniline color. The following formulas have been published: Carmine—40 parts of eosine, 3 parts of lunar caustic and 7 parts of gelatin. Green—44 parts of aniline green, 2 parts of lunar caustic and 4 parts of gelatin. Purple—40 parts of aniline violet, 2 parts of lunar caustic and 4 parts of gelatin. The substances are separately converted into fine powder, mixed, and the mixture placed in capsules, each capsule being dissolved in the desired quantity of water to make the ink. The powder requires about an hour in which to dissolve. Other aniline colors may be substituted.

Various qualities of ink in the solid state are prepared as a convenience for travelers, so as to avoid the necessity of carrying bottles and the risk of breaking them. The best substance for the purpose is aniline black, which can be readily dissolved in 80 parts of water, and furnishes at once an excellent writing fluid. A portable ink may be made, it is said, by saturating several sheets of paper with aniline black and pressing them into a compact and portable mass. For writing it is but necessary to tear off a piece of the paper and steep it in a little water.

We have made ink tablets with aniline-soluble colors on a compressing tablet machine, using as a basis for the tablet a mixture of dextrin, sugar and powdered talcum, a little antiseptic being incorporated to preserve the ink. In our experience, not all aniline colors make desirable inks. Blue, black, red, green and purple are the best shades. Aniline yellow is not to be recommended. The amount of any color to be put into each tablet depends upon the quality of ink to be made therefrom. Thus, to produce a desirable shade of black ink, it is necessary to use 1 part of nigrosin to about 80 parts of water; and, of course, the size of the tablet must be made upon this assumption. For red, blue, violet and green inks much less dye is necessary, as the tinctorial power of these

aniline colors is much greater, one part of dye to 150 to 250 parts of water being the usual proportions. The ink should not be made too concentrated. If the writing, after drying, has a copper-like gloss, the ink should be diluted. We suggest you do a little experimenting along the lines indicated. P. W. Lendower.

A Grape Juice Display.

Our attention was called to an excellent window display in which bottles of grape juice were the prominent feature. The bottom and sides of the window were covered with a sort of pea-green cloth, tufted and shirred to suit convenience. Quite a number of quart bottles of grape juice were packed close together in a manner to form a large square. On top of these bottles rested a large pane of glass, and on the glass were arranged a goodly number of pint bottles of the same kind of grape juice. On top of the pints rested another sheet of glass, and on this glass were arranged half-pint bottles. Still another sheet of glass rested on the half-pint bottles, and on top of that were arranged the individual or recent bottles of grape juice. Of course the glass resting on the quart bottles was the largest one, the next one smaller, and so on up, making a pyramid effect. Over the top and interwoven among the bottles of all sizes were lengths of artificial grapevines, bearing bunches of grapes so natural, in fact, that a person would have to look pretty sharp to detect them from the real. These vines were artistically arranged, and the whole display was pleasing indeed. The main object of this display was to introduce the brand of grape juice at the fountain, and also to induce people to buy it by the bottle to take home. For the benefit of those who do not know about the artificial grapevines with fruit, we will say that one may find specialty houses that deal in them. Other artificial plants are also made for decorating purposes, such as palms and ferns, and maple leaves and hanging baskets filled with various novelties. Better get wise to these accessories, which are very nice for the fall displays. This idea of a grape-juice window might come in handy for other displays of bottled fruits and juices for the soda fountain. Surely there is a chance to do some planning along these lines. No reason why an ordinary store can not vie with the best merchants in the business when it comes to window displaying. Put a little time into the study of bottled goods displays.—Confectioners' Journal.

Best Method of Testing for Boric Acid.

One of the chief qualitative reactions for boric acid is that with tumeric paper, but it is often forgotten that several precautions are necessary for its success. Thus the paper to be prepared with the tumeric solution should be a good filter paper, and when prepared it should not be exposed to light or it will lose in sensitiveness. The presence of iodides, iodates, sulphites, etc., prevents the reaction, which is also interfered with by free sulphuric acid or acid sulphates. The flame reaction may be even more misleading, especially if concentrated sulphuric acid was used to liberate the boric acid. The presence of much sodium chloride, potassium or calcium salts may mask the reaction which, moreover, may be made far more delicate with methyl alcohol instead of ethyl. It must not be forgotten that methyl and ethyl chlorides color the flame green and may lead to error. According to O. von Spindler, the only rational method is by liberating the boric acid with sulphuric acid, adding methyl alcohol, and passing a slow stream of ordinary coal gas through the mixture; 0.0001 gm. of boric acid with 100 c.c. of methyl alcohol in a 250 c.c. Wolff's bottle gave in two minutes a distinct coloration lasting about a minute. The presence of water must be as far as possible avoided, and the stream of coal gas must be slow enough to give a colorless flame. Thos. Willets.

What Is Time To a Hog?

A certain young Northerner was spending his summer vacation traveling through the interior of Kentucky, and one afternoon he stopped for a few minutes' chat with a rather lank and lean resident of the community and fell into conversation

with him about the resources of the surrounding country. Finally, the young man said, "How do you people around here gain your living?"

"Out of them," said the mountaineer, pointing to some razor back hogs feasting on acorns, some distance away.

"But don't you think," said the inquisitor, "that you could make more money and save a great deal of time by shipping those hogs up into Illinois to be fattened for market? Surely, that would be a great saving in time."

The mountaineer looked at him for a moment, took his blackened clay pipe out from his teeth, and leaning up against the opposite side of the cabin door, said in a slow drawling voice, "Well, son, what's time to a hog anyway?"

Spiritual wealth may often depend on willingness to experience material poverty.

Revenge never is so sweet as when foregone.

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 perfumes



\$3.50
 per
 Pint
 in
 Halves

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

With every order for five pints of perfume above listed we will give one pint FREE.

Take advantage of our offer NOW.

The Jennings Company
 Perfumers
 Grand Rapids, Michigan

WHOLESALE DRUG PRICE CURRENT

Acidum		Copaiba 1 75@1 85	Scilla Co. 50
Aceticum 6@ 8		Cubebae 2 15@2 25	Tolutan 50
Benzoicum, Ger. 70@ 75		Erigeron 2 39@2 50	Prunus virg. 50
Boracie 12@ 12		Evethithos 1 00@1 10	
Carbolicum 26@ 29		Gaultheria 2 50@4 00	Tinctures
Citricum 50@ 55		Geranium 02 75	Anconitum Nap's R 60
Hydrochlor 3@ 5		Gossippi Sem gal 70@ 75	Anconitum Nap's F 50
Nitrosum 8@ 10		Hedeoma 3 00@3 50	Aloes 60
Oxalicum 14@ 15		Lavendula 90@3 60	Aloes & Myrrh 60
Phosphorium, dil. 14@ 15		Limons 1 30@1 40	Asafoetida 60
Salicylicum 44@ 47		Mentha Piper 1 75@1 90	Atrope Belladonna 60
Sulphuricum 13@ 15		Menta Verid 5 00@5 50	Aurant Cortex 60
Tannicum 75@ 85		Morhuae gal 1 60@1 85	Benzoin 60
Tartaricum 38@ 40		Myrica 3 00@3 50	Benzoin Co. 50
Ammonia		Olive 1 00@1 00	Barosma 50
Aqua, 18 deg. 4@ 6		Picis Liquida 10@ 12	Cantharides 75
Aqua, 20 deg. 6@ 8		Picis Liquida gal. 94@1 10	Capiscum 75
Carbonas 13@ 15		Rosae oz. 6 50@7 00	Cardamon 75
Chloridum 12@ 14		Succini 40@ 45	Cardamon Co. 75
Aniline		Sabina 90@1 00	Castor 1 00
Black 2 00@2 25		Santal 7@ 10	Catechu 50
Brown 80@1 00		Sassafras 85@ 90	Cinchona 50
Red 45@ 50		Sinapis, ess. oz. 1 10@1 20	Cinchona Co. 50
Yellow 2 50@3 00		Thyme 40@ 50	Columbia 50
Baccas		Thyme, opt 21 60	Cubebae 50
Cubebae 24@ 28		Theobromas 15@ 20	Cassia Acutifol 50
Juniperus 8@ 10			Cassia Acutifol Co 50
Xanthoxylum 30@ 35			Digitalis 50
Balsamum			Ergot 35
Copaiba 65@ 75			Ferri Chloridum 50
Peru 2 75@2 85			Gentian Co. 50
Terabin, Canada 75@ 80			Gulaca 50
Tolutan 40@ 45			Gulaca ammon 50
Cortex			Hycosamus 50
Abies, Canadian 18			Iodine 75
Cassiae 20			Iodine, colorless 50
Cinchona Flava 18			Kino 50
Buonymus atro. 60			Lobelia 50
Myrica Cerifera 20			Myrrh 50
Prunus Virgin. 15			Nux Vomica 50
Quillaja, gr'd. 15			Opil 1 25
Sassafras, po 25 24			Opil, camphorated 1 00
Ulmus 20			Opil, deodorized 2 00
Extractum			Quassia 50
Glycyrrhiza, Gla. 24@ 30			Rhatany 50
Glycyrrhiza, po. 28@ 30			Rhel 50
Haematox 11@ 12			Sanguinaria 50
Haematox, 1s 13@ 14			Serpentaria 50
Haematox, 1/2s 14@ 15			Stromonium 50
Haematox, 1/4s 14@ 15			Tolutan 50
Haematox, 1/8s 16@ 17			Valerian 50
Ferru			Veratrum Veride 50
Carbonate Precip. 15			Zingiber 60
Citrate and Quina 2 00			
Citrate Soluble. 55			Miscellaneous
Ferrocyanidum S 40			Aether, Spts Nit 3f 30@ 35
Solut. Chloride 15			Aether, Spts Nit 4f 34@ 38
Sulphate, com'l 2			Alumen, gr'd po 7 3@ 4
Sulphate, com'l, by bbl. per cwt. 70			Annatto 40@50
Sulphate, pure 7			Antimoni, po 4@ 5
Flora			Antimoni et po T 40@ 50
Arnica 20@ 25			Antipyrin 25
Anthemism 50@ 60			Antifebrin 20
Matricaria 30@ 35			Argent Nitras oz 53
Folia			Arsenium 10@ 11
Barosma 40@ 45			Bismuth S N 75@1 95
Cassia Acutifol 15@ 20			Calcium Chlor, 1/2s 10
Tinnevelly 25@ 30			Calcium Chlor, 1/4s 12
Cassia, Acutifol. 25@ 30			Calcium Chlor, 1/8s 10
Salvia officinalis, 1/2s and 1/4s 18@ 20			Cantharides, Rus. 90
Uva Ursi 8@ 10			Capitel Fruc's af 20
Gummi			Capitel Fruc's po 22
Acacia, 1st pkd. 65			Cap'1 Fruc's B po 15
Acacia, 2nd pkd. 45			Carphylus 20@ 22
Acacia, 3rd pkd. 35			Carmine, No. 40 4 25
Acacia, sifted sts. 18			Cera Alba 50@ 55
Acacia, po 45@ 65			Cera Flava 40@ 42
Aloe, Barb 22@ 25			Crocus 30@ 35
Aloe, Cape 25			Cassia Fructus 35
Aloe, Socotri 45			Centaria 10
Ammoniac 55@ 60			Cateceum 35
Asafoetida 35@ 40			Chloroform 34@ 35
Benzoinum 50@ 55			Chloro'm Squibbs 90
Catechu, 1s 13			Chloral Hyd Crss 1 35@1 60
Catechu, 1/2s 14			Chondrus 20@ 25
Catechu, 1/4s 16			Cinchonidine P-W 38@ 48
Comphorae 70@ 80			Cinchonid'e Germ 38@ 48
Euphorbium 40			Cocaine 2 70@2 90
Galbanum 1 00			Corks list, less 75% 45
Gamboge, po. 1 25@1 35			Croosotum 2
Gaulacum po 35 35			Creta bbl 75
Kino po 45c 45			Creta, prep. 5
Mastic 75			Creta, precip. 11
Myrrh po 50 45			Creta, Rubra 8
Opium 6 00@6 25			Cudbear 24
Shellac 45@ 55			Cupri Sulph 8@ 10
Shellac, bleached 60@ 65			Dextrine 7@ 10
Tragacanth 70@1 00			Emery, all Nos. 8
Herba			Emery, po 6
Absinthium 45@ 60			Ergota po 65 60@ 65
Eupatorium oz pk 20			Ether Sulph 35@ 40
Lobelia oz pk 25			Flake White 12@ 15
Majorium oz. pk 23			Galla 30
Mentra Pip. oz pk 23			Gambler 8@ 9
Mentra Ver. oz pk 25			Gelatin, Cooper. 60
Rue oz pk 22			Gelatin, French. 35@ 60
Tanacetum V. 22			Glassware, fit boo 75% 13
Thymus V. oz pk 25			Glue, brown 11@ 13
Magnesia			Glue white 15@ 25
Calcined, Pat. 55@ 60			Glycerina 15@ 20
Carbonate, Pat. 18@ 20			Grana Paradisi. 25
Carbonate, K-M. 18@ 20			Humulus 35@ 60
Carbonate 18@ 20			Hydrarg Ch. Mt. 87
Oilum			Hydrarg Ch Cor. 87
Absinthium 4 90@5 00			Hydrarg Ox Ru'm 97
Amygdalae Dulc. 75@ 85			Hydrarg Ammo'l 1 12
Amygdalae, Ama 8 00@8 25			Hydrarg Ungue'm 50@ 60
Anisi 1 75@1 85			Hydrargyrum 75
Aurant Cortex 2 75@2 85			Ichthyobolla, Am. 90@1 00
Bergamli 3 75@4 00			Indigo 75@1 00
Cajiputi 85@ 90			Iodine, Resubi 3 85@3 90
Caryophylli 1 10@1 20			Iodoform 3 90@4 00
Cedar 50@ 60			Lupulin 40
Chenopadi 3 75@4 00			Lycopodium 70@ 75
Cinnamon 1 75@1 85			Macis 65@ 70
Citronella 50@ 60			
Conium Mac 80@ 90			

ELIXIR CARENZYME

The Potent
Palatable Digestive

CARRIED IN STOCK BY DRUG JOBBERS GENERALLY

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

Holiday Goods

Are Now One of Our Easiest Selling Lines

There are many reasons for our having the most celebrated, popular and best selling **Holiday Goods** shown in the State. Just a few of them are given below, viz.:

We study the wants of our customers and purchase the goods they select

We employ expert buyers who secure the cream of the markets.

We pay spot cash, get the lowest prices and give our customers the benefit.

We give you the best selection and the largest variety to choose from.

We offer the newest "up-to-the-moment" goods in the country.

We have all samples marked in plain figures at right prices so that customers can easily purchase the goods best suited for their locations and trade.

We make a liberal allowance for the expense of customers.

We ship out perfect goods packed by experts.

If you desire to do the Holiday Goods Business in your town this season and at the same time make a good profit for yourself, place your orders with us.

Write or telephone at our expense for any further information or to make dates to look over our samples. We will be pleased to see you at any time that will best suit your convenience.

Hazeltine & Perkins Drug Co.

GROCERY PRICE CURRENT

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

ADVANCED

DECLINED

Index to Markets

By Columns

		1	2
		ARCTIC AMMONIA	Oysters
		12 oz. ovals 2 doz. box. 75	Cove, 1lb. 90@1 00
		AXLE GREASE	Cove, 2lb. @1 85
		Frazer's	Cove, 1lb. Oval .. @1 20
A	Col	1lb. wood boxes, 4 doz. 3 00	Plums
Axle Grease	1	1lb. tin boxes, 3 doz. 2 35	Marrowfat
		3 1/2 lb. tin boxes, 2 doz. 4 25	Early June
		10lb. pails, per doz. 6 00	Early June Sifted 1 15@1 80
		15lb. pails, per doz. 7 20	
		25lb. pails, per doz. 12 00	
		BAKED BEANS	
		1lb. can, per doz. 90	
		2lb. can, per doz. 1 40	
		3lb. can, per doz. 1 80	
		BATH BRICK	
		American	
		English	
		BLUING	
		Arctic	
		6 oz. ovals 3 doz. box \$ 40	
		16 oz. round 2 doz. box 75	
		Sawyer's Pepper Box	
		Per Gross.	
		No. 3, 3 doz. wood bxs 4 00	
		No. 5, 3 doz. wood bxs 7 00	
		BROOMS	
		No. 1 Carpet, 4 sew. 2 75	
		No. 2 Carpet, 4 sew. 2 40	
		No. 3 Carpet, 3 sew. 2 25	
		No. 4 Carpet, 3 sew. 2 10	
		Parlor Gem	
		Common Whisk	
		Fancy Whisk	
		Warehouse	
		BRUSHES	
		Scrub	
		Solid Back 8 in. 75	
		Solid Back, 11 in. 95	
		Pointed Ends	
		Stove	
		No. 3	
		No. 2	
		No. 1	
		Shoe	
		No. 8	
		No. 7	
		No. 4	
		No. 3	
		BUTTER COLOR	
		W. R. & Co.'s 25c size 2 00	
		W. R. & Co.'s 50c size 4 00	
		CANDLES	
		Paraffine, 6s	
		Paraffine, 12s	
		Wicking	
		CANNED GOODS	
		Apples	
		3lb. Standards	
		Gallon	
		Blackberries	
		2lb.	
		Standards gallons	
		Beans	
		Baked	
		Red Kidney	
		String	
		Wax	
		Blueberries	
		Standard	
		Gallon	
		Brook Trout	
		2lb. cans, spiced	
		Clams	
		Little Neck, 1lb. 1 00@1 25	
		Little Neck, 2lb. @1 50	
		Clam Bouillon	
		Burnham's 1/2 pt. 1 90	
		Burnham's pts. 3 60	
		Burnham's qts. 7 20	
		Cherries	
		Red Standards	
		White	
		Corn	
		Fair	
		Good	
		Fancy	
		French Peas	
		Sur Extra Fine	
		Extra Fine	
		Fine	
		Moyen	
		Gooseberries	
		Standard	
		Hominy	
		Standard	
		Lobster	
		1/2 lb.	
		1 lb.	
		Picnic Tails	
		Mackerel	
		Mustard, 1lb.	
		Mustard, 2lb.	
		Soused, 1 1/2 lb.	
		Soused, 2lb.	
		Tomato, 1lb.	
		Tomato, 2lb.	
		Mushrooms	
		Hotels	
		Buttons	

		2
		Oysters
		Cove, 1lb. 90@1 00
		Cove, 2lb. @1 85
		Cove, 1lb. Oval .. @1 20
		Plums
		Marrowfat
		Early June
		Early June Sifted 1 15@1 80
		Peaches
		Pie
		No. 10 size can pie
		Pineapple
		Grated
		Sliced
		Pumpkin
		Fair
		Good
		Fancy
		Gallon
		Raspberries
		Standard
		Salmon
		Col'a River, talls 1 95@2 00
		Col'a River, ats 2 25@2 75
		Red Alaska
		Pink Alaska
		Sardines
		Domestic, 1/4s
		Domestic, Must'd
		California, 1/4s
		California, 1/4s
		French, 1/4s
		French, 1/4s
		Shrimps
		Standard
		Succotash
		Good
		Fancy
		Strawberries
		Standard
		Fancy
		Tomatoes
		Fair
		Good
		Fancy
		Gallons
		CARBON OILS
		Barrels
		Perfection
		Water White
		D. S. Gasoline
		Gas Machine
		Deodor'd Nap'a.
		Cylinder
		Engine
		Black, winter
		CEREALS
		Breakfast Foods
		Bordeau Flakes, 36 1lb. 2 50
		Cream of Wheat 36 2lb 4 50
		Egg-O-See, 36 pkgs. 2 85
		Excello Flakes, 36 lb. 4 50
		Excello, large pkgs. 4 50
		Force, 36 2 lb. 4 50
		Grape Nuts, 2 doz. 2 70
		Malta Ceres, 24 1lb. 2 40
		Malta Vita, 36 1lb. 2 85
		Mapl-Flake, 36 1lb. 4 05
		Pillsbury's Vitos, 3 doz 4 25
		Kalston, 36 2lb. 4 50
		Sunlight Flakes, 36 1lb. 2 85
		Sunlight Flakes, 20 lgs 4 00
		Vigor, 36 pkgs. 2 75
		Voigt Cream Flakes. 4 50
		Zest, 20 2lb. 4 10
		Zest, 36 small pkgs. 2 75
		Rolled Oats
		Rollad Avena, bbls. 6 75
		Steel Cut, 100 lb. sks. 3 40
		Monarch, bbl. 6 50
		Monarch, 90 lb. sacks 3 50
		Quaker, 18-2
		Quaker, 20-5
		Cracked Wheat
		Bulk
		24 2 lb. packages
		CATSUP
		Columbia, 25 pts. 4 15
		Snider's pints
		Snider's 1/2 pints
		CHEESE
		Acme
		Elsie
		Gem
		Jersey
		Riverside
		Warner's
		Springdale
		Brick
		Leiden
		Limburger
		Pineapple
		Sap Sago
		Swiss, domestic
		wiss, imported

3

CHEWING GUM

American Flag Spruce 55

Beeman's Pepsin 55

Adams Pepsin 55

Best Pepsin 40

Best Pepsin, 5 boxes 2 00

Black Jack 55

Largest Gum Made 55

Sen Sen 55

Sen Sen Breath Perf 1 00

Long Tom 55

Yucatan 55

Hop to it 55

Spearmint 65

CHICORY

Bulk 5

Red 7

Eagle 5

Frank's 7

Schener's 6

CHOCOLATE

Walter Baker & Co.'s

German Sweet 26

Premium 38

Caracas 31

Walter M. Lowney Co.

Premium, 1/4s 32

Premium, 1/2s 32

COCOA

Baker's 39

Cleveland 41

Colonial, 1/4s 33

Colonial, 1/2s 33

Epps 42

Huyler 45

Lowney, 1/4s 36

Lowney, 1/2s 36

Lowney, 1/4s 36

Lowney, 1s 40

Van Houten, 1/4s 12

Van Houten, 1/2s 20

Van Houten, 1s 72

Webb 35

Wilbur, 1/4s 39

Wilbur, 1/2s 40

COCOA

Dunham's 1/4s & 1/2s 26 1/2

Dunham's 1/4s 27

Dunham's 1/2s 28

Bulk 12

COFFEE

Rio

Common 10@13 1/2

Fair 14 1/2

Choice 16 1/2

Fancy 20

Santos

Common 12@13 1/2

Fair 14 1/2

Choice 16 1/2

Fancy 19

Peaberry 19

Maracaibo

Fair 16

Choice 19

Mexican

Choice 16 1/2

Fancy 19

Guatemala

Choice 15

Java

African 12

Fancy African 17

O. G. 25

P. G. 31

Mocha

Arabian 21

Package

New York Basis

Arbuckle 16 00

Dilworth 14 75

Jersey 15 00

Lion 14 50

McLaughlin's XXXX

McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Extract

Holland, 1/2 gro boxes 95

Felix, 1/2 gross 1 15

Hummel's foil, 1/2 gro. 85

Hummel's tin, 1/2 gro. 1 43

CRACKERS.

National Biscuit Company

Brand

Butter

Seymour, Round 6

N. B. C., Square 6

Soda

N. B. C. Soda 6

Select Soda 8

Saratoga Flakes 13

Zephyrette 13

Oyster

N. B. C., Round 6

Gem 6

Faust, Shell 7 1/2

Shell Goods.

Animals 10

Atlantic, Assorted 10

Brittle 11

Cadet 8

Campaign Cake 10

Cartwheels 8

Cassia Cookie 9

Cavalier Cake 14

Currant Fruit Biscuit 10

Cracknels 16

Coffee Cake, pl. or iced 10

Cocoa Taffy Bar 12

Cocoonut Bar 12

Cocoonut Drops 12

Cocoonut Honey Cake 12

Cocoonut Hon. Fingers 12

Cocoonut Hon. Jumbles 12

Cocoonut Macaroons 18

Dandelion 10

Dinner Biscuit 20

Dinner Pail Cake 10

Dixie Sugar Cookie 9

Family Snaps 8

4

Family Cookie* 8

Fancy Ginger Wafer 12

Fig Cake Assorted 12

Fruit Nut Mixed 16

Frosted Cream 8

Frosted Honey Cake 12

Fluted Cocoonut Bar 10

Ginger Gems 8

Ginger Gems, Iced 9

Graham Crackers 8

Ginger Nuts 10

Ginger Snaps N. B. C. 7

Ginger Snaps Square 8

Hippodrome Bar 10

Honey Cake, N. B. C. 12

Honey Fingers, As. Ice 12

Honey Jumbles 12

Honey Jumbles, Iced 12

Honey Flake 12 1/2

Household Cookies 8

Household Cookies Iced 8

Iced Honey Crumpets 10

Imperial 8

Jersey Lunch 8

Kream Klips 20

Lem Yem 11

Lemon Gems 10

Lemon Biscuit Square 8

Lemon Wafer 16

Lemona 8

Log Cabin Cake 10

Lustania Mixed 11

Mary Ann 8

Marshmallow Walnuts 16

Mariner 11

Molasses Cakes 8

Molasses Cakes, Iced 9

Mohican 11

Nabob Jumble 14

Newton 12

Oatmeal Crackers 8

Orange Gems 8

Oval Sugar Cakes 8

Oval Sugar Cakes Ast. 9

Penny Cakes, Assorted 8

Picnic Mixed 11 1/2

Pretzels, Hand Md. 8

Pretzeltes, Hand Md. 8

Pretzeltes, Mac. Md. 7 1/2

Raisin Cookies 8

Ravena Jumbles 12

Revere, Assorted 14

Rube 8

Scalloped Gems 10

Scotch Cookies 10

Snow Creams 16

Spiced Honey Nuts 12

Sugar Fingers 12

Sugar Gems 8

Sultana Fruit Biscuit 16

Sunside Jumbles 10

Spiced Gingers 9

Spiced Gingers Iced 10

Sugar Cakes 8

Sugar Cakes, Iced 9

Sugar Squares, large or small 8

Superba 8

Sponge Lady Fingers 25

Sugar Crème 8

Sylvan Cookie 12

Vanilla Wafers 16

Victors 12

Waverly 8

Zanzibar 10

In-er Seal Goods

Albert Biscuit 1 00

Animals 1 00

Arrowroot Biscuit 1 00

Butter Thin Biscuit 1 00

Butter Wafers 1 00

Cheese Sandwich 1 00

Cocoonut Dainties 1 00

Faust Oyster 1 00

Fig Newton 1 00

Five O'clock Tea 1 00

Frotana 1 00

Ginger Snaps, N. B. C. 1 00

Graham Crackers 1 00

Lemon Snap 50

London Cream Biscuit 1 00

Marshmallow Dainties 1 00

Oatmeal Crackers 1 00

Oysterettes 50

Old Time Sugar Cook. 1 00

Pretzeltes, Hd. Md. 1 00

Royal Toast 1 00

Saltine 1 00

Saratoga Flakes 1 50

Social Tea Biscuit 1 00

Soda, N. B. C. 1 00

Soda, Select 1 00

Sugar Clusters 1 00

Sultana Fruit Biscuit 1 50

Unedea Biscuit 50

Unedea Jinjer Wayfer 1 00

Unedea Milk Biscuit 50

Vanilla Wafers 1 00

Water Thin 1 00

Zu Zu Ginger Snaps 50

Zwieback 1 00

In Special Tin Packages.

Festino 2 50

Nabisco 2 50

Nabisco 1 00

Champagne Wafer 2 50

Per tin in bulk.

Sorbetto 1 00

Nabisco 1 75

Festino 1 50

Bent's Water Crackers 1 40

Holland Rusk

36 packages 2 90

40 packages 3 20

60 packages 4 75

CREAM TARTAR

Barrels or drums 29

Boxes 30

Square cans 32

Fancy caddies 35

5

DRIED FRUITS

Apples

Sundried 9

Evaporated @ 9

Apriots

California @13

Citron

Corsican @20

Currents

Imp'd 1 lb. pkg. 8 1/2 @ 9

Imported bulk .8 3/4 @ 8 3/4

Peel

Lemon American 15

Orange American 14

Raisins

London Layers, 3 cr.

London Layers, 4 cr.

Cluster, 5 crown 2 25

Loose Muscatels, 2 cr.

Loose Muscatels, 3 cr. 7

Loose Muscatels, 4 cr. 8

L. M. Seeded 1 lb. 8 1/2 @ 9

California Prunes

100-125 25lb. boxes @ 4

90-100 25lb. boxes @ 4 1/2

80-90 25lb. boxes @ 5 1/2

70-80 25lb. boxes @ 6

60-70 25lb. boxes @ 7

50-60 25lb. boxes @ 7

40-50 25lb. boxes @ 8

30-40 25lb. boxes @ 8 1/2

1/2c less in 50lb. cases

FARINACEOUS GOODS

Beans

Dried Lima 6 1/2

Med. Hld. Pk'd. 2 75

Brown Holland

Farina

24 1 lb. packages 1 50

Bulk, per 100 lbs. 3 50

Hominy

Flake, 50 lb. sack 1 00

Pearl, 100 lb. sack 2 45

Pearl, 200 lb. sack 4 80

Macaroni and Vermicelli

Domestic, 10 lb. box 60

Imported, 25 lb. box 2 50

Pearl Barley

Common 3 00

Chester 3 00

Empire 3 65

Peas

Green, Wisconsin, bu. 2 50

Green, Scotch, bu. 2 70

Split, lb. 04

Sago

East India

German, sack 5

German, broken pkg.

Tapoca

Flake, 110 lb. sacks 6

Pearl, 130 lb. sacks 6

Pearl, 24 lb. pkgs. 7 1/2

FLAVORING EXTRACTS

Foote & Jenks

Coleman Brand

Lemon

No. 2 Terpeness 75

No. 3 Terpeness 1 75

No. 8 Terpeness 3 00

Vanilla

No. 2 High Class 1 20

No. 4 High Class 2 00

No. 8 High Class 4 00

Jaxon Brand

Vanilla

2 oz. Full Measure 2 10

4 oz. Full Measure 4 00

8 oz. Full Measure 8 00

Lemon

2 oz. Full Measure 1 25

4 oz. Full Measure 2 40

8 oz. Full Measure 4 50

Jennings D. C. Brand.

Terpeness Ext. Lemon

Doz.

No. 2 Panel 75

No. 4 Panel 1 50

No. 6 Panel 2 00

Taper Panel 3 50

2 oz. Full Measure 1 50

4 oz. Full Measure 1 25

8 oz. Full Measure 2 00

Jennings D. C. Brand

Extract Vanilla

Doz.

No. 2 Panel 1 25

No. 4 Panel 2 00

No. 6 Panel 3 50

Taper Panel 2 00

1 oz. Full Measure 90

2 oz. Full Measure 1 80

4 oz. Full Measure 3 50

No. 2 Assorted Flavors 1 00

GRAIN BAGS

Amoskeag, 100 in bale 19

Amoskeag, less than bl 19 1/2

GRAIN AND FLOUR

Wheat

New No. 1 White 90

New No. 2 Red 90

Winter Wheat Flour

Local Brands

Patents 5 50

Second Patents 5 25

Straight 5 06

Second Straight 4 75

Clear 4 00

Flour in barrels, 25c per barrel additional.

Worden Grocer Co.'s Brand

Quaker, paper 4 80

Quaker, cloth 4 60

Wykes & Co.

Eclipse 4 80

Kansas Hard Wheat Flour

Fanchon, 1/2 cloth 5 70

Judson Grocer Co.

Grand Rapids Grain & Milling Co. Brands.

Wizard, assorted 4 40

Graham 4 40

Buckwheat 5 75

6	7	8	9	10	11
Spring Wheat Flour Koy Baker's Brand Golden Horn, family 5 80 Golden Horn, baker's 5 70 Duluth Imperial 6 26 Judson Grocer Co's Brand Ceresota, 1/8s 6 80 Ceresota, 1/2s 6 70 Ceresota, 3/4s 6 60 Lemon & Wheeler's Brand Wingold, 1/8s 6 20 Wingold, 1/4s 6 10 Wingold, 1/2s 6 00 Worden Grocer Co's Brand Laurel, 1/8s cloth 6 10 Laurel, 1/4s cloth 6 00 Laurel, 1/2s cloth 5 90 Laurel, 3/4s cloth 5 90	50 lb. tins...advance 1/4 20 lb. pails...advance 1/4 Smoked Meats Hams, 12 lb. average 13 Hams, 14 lb. average 13 Hams, 16 lb. average 13 Hams, 18 lb. average 13 Skinned Hams 14 1/2 Ham, dried beef sets 21 California Hams 8 1/2 Picnic Boiled Hams 14 Boiled Hams 22 Berlin Ham, pressed 9 Minced Ham 9 Bacon 12 1/2 @ 16 10 lb. pails...advance 7/8 5 lb. pails...advance 1 8 lb. pails...advance 1 Sausages Bologna 7 Frankfort 9 Pork 9 Veal 9 Tongue 7 Headcheese 7 Beef Extra Mess 15 00 Boneless 15 00 Rump, new 15 50 Pig's Feet 1/4 bbls. 1 00 1/2 bbls. 1 80 3/4 bbls. 3 80 1 bbl. 8 00 Tripe Kits, 15 lbs. 80 1/4 bbls. 40 lbs. 1 60 1/2 bbls. 80 lbs. 3 00 Casings Hogs, per lb. 30 Beef, rounds, set 25 Beef, middles, set 70 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, 1/4s 45 Potted ham, 1/2s 45 Potted ham, 3/4s 45 Deviled ham, 1/4s 45 Deviled ham, 1/2s 45 Deviled ham, 3/4s 45 Potted tongue, 1/4s 45 Potted tongue, 1/2s 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 Packed 60 lbs. in box Arm and Hammer 3 10 Deland's 3 00 Dwight's Cow 3 15 L. P. 3 00 Wyandotte, 100 3/4s 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100 lbs. cs. 1 00 Lump, bbls. 80 Lump, 145 lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 25 60 5 lb. sacks 2 15 28 10 1/2 lb. sacks 2 00 56 lb. sacks 32 28 lb. sacks 17 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks 24 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks 7 1/2 @ 10 1/2 Pollock @ 5 Halibut 13 Holland Herring 13 Pollock @ 4 White Hp. bbls. 7 50 @ 9 00 White Hp. 1/2 bbls. 4 00 @ 5 00 White Hoop mchs. @ 75 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 90 Scaled 13 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 15 00 Mess, 40 lbs. 6 20 Mess, 10 lbs. 1 65 Mess, 8 lbs. 1 35 No. 1, 100 lbs. 14 00 No. 1, 40 lbs. 5 80 No. 1, 10 lbs. 1 65 No. 1, 8 lbs. 1 35 Whitefish No. 1, No. 2 Fam 100 lbs. 9 75 3 50 50 lbs. 5 25 1 90	10 lbs. 1 12 55 8 lbs. 92 48 SEEDS Anise 10 Canary, Smyrna 4 1/2 Caraway 10 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 10 Poppy 3 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 Soz. 2 80 Lusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 50 White Russian 3 50 Dome, oval bars 3 50 Satinet, oval 2 15 Snowberry, 100 cakes 4 00 Proctor & Gamble Co. Lenox 3 25 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 2 50 Lautz Bros. & Co. Acme, 70 bars 3 60 Acme, 35 bars 4 00 Acme, 25 bars 4 00 Acme, 100 cakes 3 50 Big Master, 70 bars 2 90 Marselles, 100 cakes 5 80 Marselles, 100 cakes 5c 4 00 Marselles, 100 ck toil. 4 00 Marselles, 1/2x3 toilet 2 10 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large 4 50 Gold Dust, 100-5c 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Seapine 4 10 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 1/4 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 28 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 46 Cassia, Saigon, in rolls. 53 Cloves, Amboyna 22 Cloves, Zanzibar 16 Mace 58 Nutmegs, 75-80 35 Nutmegs, 105-120 25 Nutmegs, 115-20 25 Pepper, Singapore, blk. 15 Pepper, Singp. white. 17 Pepper, shot 17 Pure Ground in Bulk Allspice 18 Cassia, Batavia 28 Cassia, Saigon 28 Cloves, Zanzibar 24 Ginger, African 15 Ginger, Cochinchina 18 Ginger, Jamaica 25 Mace 65 Mustard 17 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Corn Kingsford, 40 lbs. 7 1/4 Muzzy, 20 lbs. 5 1/4 Muzzy, 40 lbs. 5 Gloss Kingsford Silver Gloss, 40 lbs. 7 1/4 Silver Gloss, 16 lbs. 6 1/4 Silver Gloss, 12 lbs. 8 1/4 Muzzy 48 lb. packages 5 16 lb. packages 4 1/2 50 lb. packages 6 12 lb. boxes 4 SYRUPS Corn Barrels 32 20 lb. cans 1/2 dz. in cs. 2 00 10 lb. cans 1/2 dz. in cs. 1 95 5 lb. cans 2 dz. in cs. 2 05 2 1/2 lb. cans 2 dz. in cs. 2 00	Pure Cane Fair 16 Good 20 Choice 25 TEA Japan 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 Falo 35 Hiawatha 41 Kyle 35 Battle 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 69 Boot Jack 86 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Nibs 30 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Myrtle Navy 43 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails 40 16 Cream 58 Corn Cake, 2 1/2 oz. 26 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 20 Cotton, 4 ply 20 Jute, 2 ply 14 Hemp, 6 ply 14 Flax, medium N 24 Wool, 1 lb. bails 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 50 Splint, medium 3 00 Splint, small 2 75 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 25 Willow, Clothes, small 6 25	Bradley Butter Boxes 2lb. size, 24 in case 72 3lb. size, 16 in case 68 5lb. size, 12 in case 63 10lb. size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 45 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Clothes Pins Round head, 5 gross bx 55 Round head, cartons 70 Egg Crates and Fillers Humpty Dumpty, 12 doz. 20 No. 1 complete 25 No. 2 complete 25 Case No. 2 fillers 15 sets 1 35 Case, mediums, 12 sets 1 15 Faucets Cork lined, 8 in. 80 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Egg spring 90 Belphse patent spring 95 No. 1 common 85 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 25 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 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't 13 Wax Butter, full count 20 Wax Butter, rolls 10 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 1 15 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 15 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo 20 Whitefish, No. 1 12 1/2 Trout 12 Halibut 9 1/2 Herring 7 Bluefish 16 Live Lobster 25 Boiled Lobster 25 Cod 10 Haddock 8 Pickered 13 Pike 9 Perch 8 1/2 Smoked, White 12 1/2 Chinook Salmon 16 Mackerel 16 Finnan Haddie 12 1/2 Roe Shad 12 Shad Roe, each 9 Speckled Bass 9 HIDES AND PELTS 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 Lamb's 25 @ 50 Shearlings 10 @ 30 Fallow No. 1 @ 5 No. 2 @ 4 Unwashed, med. @ 17 Unwashed, fine @ 13 CONFECTIONS Stick Candy Pails Standard 8 Standard H H 8 Standard Twist 8 1/2 Jumbo, 32 lb. 8 Extra H H 10 Boston Cream 12 Big stick, 30 lb. case 8 1/2 Mixed Candy Grocers 7 Competition 7 1/2 Special 8 1/2 Conserve 8 Royal 8 1/2 Ribbon 10 Broken 8 1/2 Cut Loaf 9 1/2 Leader 9 Kindergarten 10 1/2 Bon Ton Cream 10 French Cream 10 Star 11 Hand Made Cream 17 Premio Cream mixed 14 Paris Cream Bon Bons 11 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 13 Fudge Squares 13 Peanut Squares 13 Sugared Peanuts 13 Salted Peanuts 13 Starlight Kisses 13 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 13 Auto Bubbles 13 Fancy-In 5lb. Boxes Old Fashioned Molasses Kisses 10lb. bx 1 30 Orange Jellies 50 Lemon Sours 50 Old Fashioned Horehound drops 60 Peppermint Drops 60 Champion Choc. Drops 70 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and Dark No. 12 1 10 Bitter Sweets, as'td 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops 30 Lozenges, plain 60 Lozenges, printed 65 Imperial 60 Mottos 65 Cream Bar 60 G. M. Peanut Bar 60 Hand Made Cr'ms 80 @ 90 Cream Wafers 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown 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 45 Almonds, California sft. shell 12 @ 13 Brazilis 12 @ 13 Filberts 13 Cal. No. 1 18 Walnuts, soft shell 18 Walnuts, Marbot 14 Table nuts, fancy 13 @ 16 Pecans, Med. 12 Pecans, ex. large 13 Pecans, Jumbos 14 Hickory Nuts per bu. Ohio new 12 Cocoanuts 12 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 7 1/2 @ 8 Pecan Halves 45 Walnut Halves 32 @ 35 Filbert Meats 27 Alicante Almonds 42 Jordan Almonds 47 Peanuts Fancy H. P. Suns 6 1/2 @ 7 1/2 Roasted 8 @ 8 1/2 Choice, H. P. Jumbo 8 1/2

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 1/2 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 .6 @ 9 1/2
Hindquarters .8 @ 12
Loins .9 @ 14
Rounds .7 @ 8 1/2
Chucks .6 @ 7 1/2
Plates .5 @ 5 1/2
Livers .6 @ 6

Pork

Loins .@ 13
Dressed .@ 9
Boston Butts .@ 11
Shoulders .@ 9
Leaf Lard .@ 12 1/2
Trimmings .@ 8 1/2

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

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 16
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 96
No. 19, each 100ft. long 2 19

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids,
Lee, Cady & 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

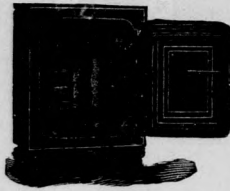
Poles

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

Fair Shoes at Fair Prices not only Fair Week but every week during in the year.

At present we happen to have some special values in shoes that we are offering at

Job Prices

and therefore it will pay you to call on us personally during Fair Week and inspect our lines.

Children's Shoes
Boys' and Girls' School Shoes
Work Shoes for Men
Welt Shoes for Men
Fine Shoes for Women
House Slippers, and
Warm Shoes for Winter

We carry everything in the shoe line

Leave your bundles and packages at our office, 16-18 South Ionia street, near the Union Depot.

Hirth-Krause Co.

Grand Rapids, Mich.

Makers of Shoes and
Jobbers of Rubbers

Made by

Use
Tradesman
Coupon
Books

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.

Farm for sale adjoining and in corporation of thriving Northern village on railroad, 72 to 180 acres, house, barn, orchard, meadow, timber, etc. Night exchange for drug or general stock. Address No. 16, care Tradesman. 16

Good live salesman to sell campaign goods, fobs, etc.; 100 per cent. profit; sell at sight; send \$1 for samples to the manufacturer. Dan I. Murray, 3 Maiden Lane, New York, N. Y. 15

Merry Widow handkerchiefs. A joke and lots of fun with your friends. Sample by mail, 25 cents. J. F. Giede, 2516 Superior St., Chicago, Ill. 14

Wanted—Drug stock in Michigan town. \$1200 down, balance on time. Address No. 12, care Tradesman. 12

For Sale—Building in Hartford, Mich., 24x40, two stories, steel roof, stone foundation, one-half acre on sidetrack. C. L. Northrup, Hartford, Mich. 11

For Sale—Clean stock of hardware, invoicing thirty-five hundred to four thousand dollars, in growing Southern Michigan city of five thousand. Heating and plumbing a feature. Address L. O. Miller, care Michigan Tradesman. 5

\$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.

Hotel and Furniture For Sale—No other in city; doing a fine business; 16 sleeping rooms; furnace heat; gasoline light. Death of wife cause for selling. G. W. Phettaplace, Central City, Iowa. 4

Fore Rent—Fine large new cement block store building in town of 400, in grape belt. Will be ready for occupancy about Sept. 5. Macabee hall on second floor. Building directly opposite hotel. Busiest corner in town. Excellent location for drug store, none in town. Ample room to run drug store on one side and general store on other. Rent \$150 per year. Address B. E. Wheeler, Mattawan, Mich. 7

For Sale—Nice clean stock of groceries in Duluth, Minn. Excellent location; splendid business. Reason for selling, ill health. Address Harry Christian, 2303 Superior St., Duluth, Minn. 6

Wanted—Stock of dry goods in exchange for improved farm. Address No. 3, care Michigan Tradesman. 3

For Sale—A first class meat market in town of 1,400. The shop is an up-to-date one with good double Butcher Boy cooler, gasoline engine, tools and fixtures, good slaughter house, horses and wagons. Reason for selling, ill health. Address No. 2, care Michigan Tradesman. 2

For Sale—Clean stock of general merchandise, doing a good strictly cash business in rapidly growing Michigan town of about 900 population. Inventories about \$9,000. Will take unimproved farm or productive city property worth five to six thousand and balance in cash. Address Good Business, care Tradesman. 1

For Sale—\$5,000 stock general merchandise, located in Genesee county. Sales this last year, \$14,000. Stock in fine condition. Easy terms. Address Box 23, Swartz Creek, Mich. 999

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 510, Neillsville, Wis. 989

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

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

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, \$65,000. Address W. H. Lembke, Box 972, Vancouver, B. C. 991

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—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st, will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

For Sale—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—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. Welke, Dallas, Texas. 966

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

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—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—One 200 book McCaskey account register, cheap. Address No. 548, care Michigan Tradesman. 548

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.

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

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

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.

Position Wanted—Hardware and implement salesman, 10 years' experience. Temperate. References furnished from former employers. Address No. 17, care Tradesman. 17

Want Ads. continued on next page.

CHattel Mortgage Sale.

Default having been made in the conditions of certain Trust Chattel Mortgage made and executed by Meade Bros., of the city of Grand Rapids, county of Kent, state of Michigan, to Heber A. Knott, Trustee, of the city of Grand Rapids, Kent county, Michigan, dated the 22nd day of January, A. D. 1908, and filed in the office of the City Clerk of the City of Grand Rapids, in said county,

Notice is, therefore, hereby given that, by virtue of the power of sale contained in said mortgage and of the law in such case made and provided, there will be sold at public auction, or vendue, to the highest bidder, on Friday, the 11th day of September, A. D. 1908, at 11 o'clock in the forenoon of said day, at the front door of the store occupied by said Meade Bros., known as No. 136 Canal street, in the city of Grand Rapids, county of Kent, state of Michigan, the property covered by, and described in, said mortgage, or so much thereof as may be necessary to satisfy the amount due, including the principal and interest, and the costs of such foreclosure sale, as provided for in said mortgage.

The property covered by, and described in said mortgage, and to be sold as aforesaid, is described as follows, to-wit:

All of said mortgagors' stock of merchandise, consisting of ladies' and gentlemen's clothing and furnishings, hats, caps, shoes and rubbers, together with furniture and fixtures, and all book accounts, contracts and other evidences of indebtedness of every name and nature.

Dated at Grand Rapids, Michigan, September 1st, 1908.

Heber A. Knott,
Mortgagee.

Peter Doran,
Att'y for Mortgagee.

Office Stationery

Letter, Note and Bill Heads
Statements, Envelopes, Counter Bills

Tradesman Company
Grand Rapids

TRY A WANT AD.

When your luck is running crosswise
And the world is looking blue
And misfortune has its finger
Pointing right direct to you,
When the cards are stacked against you,
Each deal running to the bad,
For what ails you then, my children,
Try a little good want ad.

If the cow is cross and cranky
And will not give down her milk,
If the hired girl is saucy
When she should be "fine as silk,"
If the hens remark of laying
That it is a foolish fad
And no longer their main business,
Try a little good want ad.

If you can not find a fortune,
If you can not find a cook,
If you can not find a lover
Like the hero in a book,
If you can not find a partner,
Do not worry and be sad,
Ere you give up quite discouraged,
Try a little good want ad.

It's a great three-ply elixir,
One of which the poet sings.
Good for all the ills financial
And for several other things:
Good for catching dimes and dollars,
Suckers, husbands, stocks and shad,
When you feel the lack of something,
Try a little good want ad.

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

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

Wanted—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

ROBBING A STORE.

How Trade Picked Up at Martha's Bazaar.

Written for the Tradesman.

There are a good many ways of robbing a store. If one insists on doing so wicked a thing, he may secure employment and steal from the cash register when the boss is not looking, he may lug away goods by way of the back door, or he may acquire a cambric mask and a jimmy and prowl in at night.

Cheerful Chester preferred the latter method. He also robbed banks and express offices, but stores were his specialty, for the reason that no merchant will follow a man as relentlessly as will a corporation. Cheerful didn't like to have more than one offense against law threatening him at a time.

The night he broke into Martha's, Cheerful was in a sentimental mood. He might have jimmied his way into the shoe store on the corner, but he chose Martha's for the reason that he could get through his job early and take a car out to Evandale and spend an hour with his Sunday girl. Besides, there was usually a night policeman hanging about the shoe store, it being next door to a saloon.

When Cheerful got into the store that night he saw that it wasn't much. Martha's was not a large establishment. Martha was an old maid who didn't care for the rush of modern commercial life. She sold magazines, newspapers, fruit, cigars, ice cream soda, perfumery, stationery, and such like. She took her meals at a little restaurant across the street and lodged in a room of low ceiling over the store.

Cheerful came in through the door opening from an alley, and did not find it necessary to bring out his dark lantern, for there was an electric light nearby, and the front part of the long room was as light as at midday. There were tables for ice cream customers in the back half of the place, and a screen shut them off from the big window through which came the light from the street. The burglar crouched behind this screen and listened.

There were no noises except the slow ticking of a little alarm clock and the multitudinous rattles of the street. Cheerful waited behind the screen a moment and then crept out to the cash register, which stood on a ledge back of the cigar counter. On the way he filled his pockets with cigars and extracted a bottle of fine perfume from a little cabinet back of the tutti-frutti case. He had a way of his own of opening cash registers so there would be no alarm, and he opened this one silently and peeked inside. Then he turned suddenly about and looked out to the street. What he saw was not reassuring.

Martha, her wrinkled face set in hard lines and as white as her hair, stood between the cash register and the street window, a ferocious-looking revolver in her trembling hand.

Cheerful was not much afraid of the swaying weapon. He knew that he might make a quick spring and

strike the woman to the floor or make his escape by the alley door. He knew that even in her calmer moments a woman is not expert with a gun. However, he couldn't find it in his heart to attack the aged woman. He settled back on the counter in front of the open drawer and waited. The light was on his face, and he knew that she was studying it, probably for the purpose of future identification.

"Well?"

Martha's shaking hand was fully as steady as her voice.

"What are you doing here?" she added, in a moment.

"I'm out on a little collecting tour," replied Cheerful.

"Oh," said the woman. "I see."

"I hoped you wouldn't," said Cheerful.

Martha sighed.

"Do you think you ought to rob a woman?" she questioned.

"Now that you put it in that way," said Cheerful, "I don't think I ought."

"Then go away," said Martha.

Cheerful glanced thoughtfully at the broad back of a policeman who stood by the curb not twenty feet off.

"You'll call in the fatty as soon as my back is turned," he said, tentatively.

"No," said Martha, "I won't. I'm not in the detective business, and, besides, I can't bear to see my name in the newspapers."

"They would make rather a touse of it," replied the burglar. "Lonely woman defeats a desperate burglar, and all that. I can see the headlines this moment. And your picture! The reporters would never rest until they secured that."

"Don't you think you'd better be going?" asked the woman. "I'm not used to such doings, and I shall be all upset to-morrow."

"I'm sorry," said Cheerful. "I might call a physician as I pass up the street."

"No," said Martha. "Much obliged, I'm sure."

By this time the revolver was pointing downward, and the woman was not standing as sturdily as at first. Cheerful realized that he might jump forward and strike her senseless with a blow, but he turned toward the alley door instead.

Barrie declares that the life of every man is a diary in which he means to write one story, and writes another; and his humblest hour is when he compares the volume as it is with what he vowed to make it. Anyway, this was true of Cheerful. He had set out to be a lawyer, and had turned out a burglar. His early training came back to him as he turned toward the alley—and freedom.

"It's rotten," he said, "my coming here to rob you. I didn't know."

"It isn't coming here," said Martha. "It's the fact that you meditated robbery. A great, strong man like you! You ought to be ashamed of yourself!"

"I am," said Cheerful. "More ashamed than I have time to tell you.

The policeman is waiting outside, you see, and I suspect that he is watching this place."

He threw open his coat and felt in his pockets.

"What are you doing now?"

Martha was trembling more than ever. Suppose he was searching for a weapon of some kind.

"I took some of your cigars," said Cheerful, "before I knew. I'm going to pay you for them."

"That sounds honorable," said Martha. "I don't believe you are a burglar after all. Those long ones are ten cents each, three for a quarter. Place the money on the counter. I can't get to the cash register just now."

"I took twenty," said Cheerful. "Here's a two dollar bill. Never mind the change."

The policeman came up to the window and looked in through the plate glass.

The burglar turned toward the alley door again.

"Where are you going when you leave here?" asked the woman.

"I'm going out to Evandale to see my sweetheart," said Cheerful.

"Poor girl!" said Martha.

"You needn't pity her," replied Cheerful. "She won't marry me."

"That's better," said the woman. "What did you take out of that cabinet?"

"Oh, yes, I forgot," replied the burglar. "I took a bottle of perfume. I was to bring her one to-night. She gave me the money for it. She won't accept presents, you know."

"That must be a nice girl," said Martha.

"She's got the lilies backed off the soil," said Cheerful. "How much shall I pay you for the perfume?"

"That kind is one dollar," said Martha.

"All right," said Cheerful. "I'll leave this silver dollar on the showcase. Don't you think that fatty out there is paying too much attention to this store? I'm sure he saw the flash of the gun barrel when you threatened me with it."

"Perhaps he did," admitted Martha.

Inded he had. In response to a low whistle a second policeman crossed the street and stood for a moment talking with the first one. Then he left him and hastened toward the cross street.

"He's going around to the alley door," said the burglar. "I don't see that he's such a ninny, after all. I'll have to scrap now to get out of here."

"You sha'n't muss up my store," declared Martha. "I scrubbed that floor on my hands and knees yesterday. I won't have it all scratched up."

Cheerful drew a gun and stepped behind a portiere.

"You put up that pistol," said Martha, "and don't look so creepy. I'm going to have you move some boxes for me. Come out in front while I switch on the lights."

Cheerful stood for a moment with his mouth half open in wonder. Then the soft footfalls of a man sounded through the alley door.

"Now!" said Martha, flooding the place with light. "There, move that big packing case out in front. I've got to ship things in it to-morrow."

The burglar pushed the case along the floor and Martha opened the front door.

"What's going on here?" asked the policeman. "I thought I saw a man prowling about in the store."

The other officer of the law came in through the back door.

"Good evening, officer," said Aunt Martha. "I wish you'd report the lights in this district. I've got a man in here helping me do some packing, and we've worked in the dark until just now."

The officer stepped up to Cheerful and pulled his coat open.

"My partner saw him at the cigar case and the cash register before you came down," he said. "See! His pockets are full of cigars. Come along, me hearty."

"Wait!" cried Martha. "He paid me for everything he got here. You may go now, my man," she added, turning to Cheerful. "And you may give that sweetheart of yours my regards. Tell her I've had quite a good trade to-night!"

Martha does not know to this day how she ever came to let the burglar get off, but Cheerful has a notion why it came about. Anyway, he took away from the store a deep respect for the sentimental old woman.

Alfred B. Tozer.

Increasing Use of Water for Power.

Uncle Sam uses 4,500,000 horse power of water and has 10,000,000 horse power available. France has 4,500,000, of which 800,000 is utilized, the French Alps bringing the figure to this height. Italy has an equal amount available, but has utilized only 300,000. In that country falls of 10,000 horse power are abundant. In Switzerland 300,000 horse power are in use. The available horse power in Germany is 700,000, 100,000 horse power being in use. In Norway 900,000 horse power has been estimated, and in Sweden 760,000, a large part of which in both countries has been developed. Russia heads the list of available power with an estimated 11,000,000 horse power that could be taken out of the Russian rivers. Only 85,000 horse power has been developed. Great Britain and Spain come last with only 70,000 horse power utilized in either country. It is said that Japan has available water power of 1,000,000 horse power, but has developed only 7 per cent.

No man is undone as long as he has a work to do.

BUSINESS CHANCES.

Do you want to sell your store, business or real estate? I bring buyer and seller together. No matter where located, if you want to buy, sell or exchange at any price, address Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill.

18

All Kinds of Cut Flowers in Season

Wholesale and Retail

ELI CROSS

25 Monroe Street, Grand Rapids

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

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.

P. Steketee & Sons

Come to Michigan's Best Fair September 14 to 18. Make our store your headquarters and inspect our lines of Fall Dry Goods and Gents' Furnishings.

P. STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

We close Saturdays at 1 o'clock.



THE NEW IOWA CREAM SEPARATOR

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

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

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

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

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

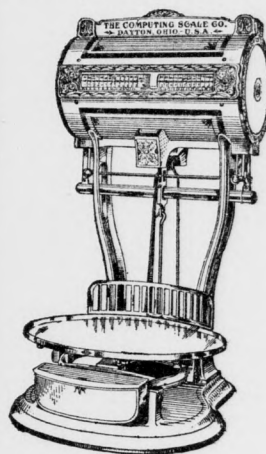
Why not sell it to them-THE NEW IOWA?

Write for our large illustrated and descriptive catalog or ask to have our representative call on you and demonstrate the merits of the easiest selling cream separator you ever saw.

IOWA DAIRY SEPARATOR CO.,

132 Bridge St., WATERLOO, IOWA

MECHANICAL PRECISION



The new low platform
Dayton Scale

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 wilfully 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.
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

Visitors to Grand Rapids During the Fair

Do not leave the city until you visit

KLINGMAN'S

The "World's Largest Furniture Store"

14 acres of beautiful furniture, including the product of the great factories of Grand Rapids, which have made this city famous the world over as the "Furniture City."

You are equally welcome as a visitor or buyer.

Free souvenir postals all the week.

Klingman's Sample Furniture Co.

Opposite the "Morton House"

Ionian-Fountain-Division

PAW-NEE OATS



Is not an "Indian Meal," but thousands of Americans make breakfast of it and consider that it

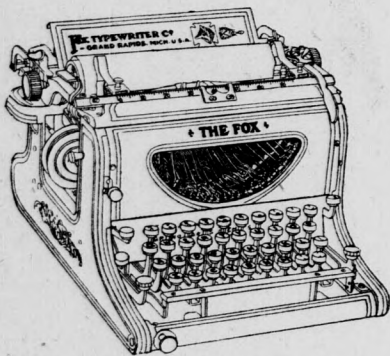
Gives the Right Start

for the day's work. Get it into your store and see how it gives you the right start, too. It is the finest grade of rolled White Oats that can be sold at popular prices. We let you make an average profit of 25 per cent. and make your own price to the consumer.

You can't start selling it too soon.



The H-O Company



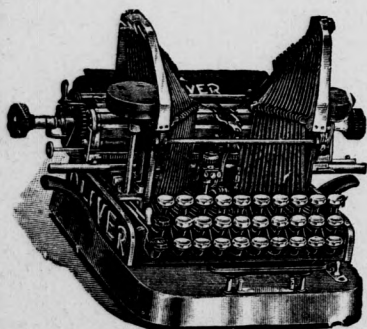
It Is Just Possible a Second-Hand Typewriter Would Do

We have them in large numbers—all kinds

We get them in part payment for new Fox Visible Typewriters and then we fix them up here in our factory and sell them at low prices.

We have Remingtons, Smith-Premiers, Olivers, Underwoods and some especially good bargains in some second-hand Fox "regular" models.

If you have only a small amount of correspondence it is quite possible that one of these machines would answer every purpose.



Just write us that you are willing to give the typewriter question some consideration and then see what we do. Write to-day.

FOX TYPEWRITER CO.

GRAND RAPIDS, MICHIGAN

