

## Two Early Pictures of Lincoln

Here are two early pictures of Lincoln in action that show him in miniature greatness and in which he involves the same simple principles which he later applied in a large way—the simultaneous working of the head and heart, and which embody his greatness.

This is the first one:

The spring term of court was in session in the log court house of Tazewell county, Illinois. The rough benches and standing room were filled by men in coon-skin caps and buck-skin breeches; many of them held squirrel rifles between their knees and had powder horns strung over their shoulders. Contrasted with these was the judge in ill-fitting broadcloth and the lawyers in blue jeans.

The suit of Case vs. Snow Brothers was called.

Abraham Lincoln for the plaintiff.

Snow Brothers, both minors, according to testimony, had purchased from Case, an aged and beloved man in the community, a "prairie team"—two or three yoke of oxen and a plow—giving their joint note for \$200, but which they refused to pay when due.

Snow Brothers did not deny the note, but plead through counsel that they were not of age at the time the contract and conveyance were executed.

All this was acknowledged by Lincoln with his peculiar phrase: "Yes, gentlemen, I reckon that's so."

The minor act was read and its validity admitted.

Old man Case moved uneasily in his seat. "What!" he thought, "am I who placed confidence in these boys, to be wronged by them, and my lawyer sit by in silence?"

Just then Lincoln got up slowly, and in his strange half-erect attitude and in a clear quiet voice began:

"Gentlemen of the Jury, are you willing to allow these boys to begin life with this shame and disgrace on their character? If you are, I am not."

Then rising to his full height, and looking at the defendants with the compassion of a brother, his long right arm extended to the opposing counsel, he continued: "These poor innocent boys would have never attempted this low villainy had it not been for the advice of these lawyers. These are the men who belittle their profession and show, noble as it is, how it can be prostituted. But you, gentlemen of the jury, have it in your power to set these boys right before the world."

He plead for the young men only; he did not once mention the name of his client.

The jury did not leave their seats—the boys were willing to pay the notes.

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Here is the other early picture of Lincoln, showing him in his ever simple and sound philosophy and wonderful qualities of the heart:

He is in the law office of Lincoln & Herndon at Springfield. It is a back room, rather dark, overlooking some low roofs and a

trash-ridden back yard. There is an odor in the room of dry papers and rotting leather on the binding of the law books, blended with the smell of coffee, wet sugar and a musty cellar from the grocery below. The bare floor is covered with sand from the muddy boots of many farmers, and Lincoln himself is seated in a hickory split bottom chair, his long legs entwined around each other, before a cherry desk, writing this letter to his half-brother:

"Dear Johnston: Your request for eighty dollars I do not think it best to comply with now. At the various times when I have helped you a little you have said to me, 'We can get along very well now,' but in a very short time I find you in the same difficulty again. Now this can only happen by some defect in your conduct. What that defect is, I think I know. You are not lazy, and still you are an idler. I doubt whether, since I saw you, you have done a good whole day's work in any one day. You do not very much dislike to work, and still you do not work much, merely because it does not seem to you that you could get much for it. This habit of uselessly wasting time is the whole difficulty; and it is vastly important to you, and still more so to your children, that you should break the habit. It is more important to them, because they have longer to live and can keep out of an idle habit before they are in it easier than they can get out after they are in.

"You are in need of some ready money, and what I propose is that you shall go to work 'tooth, and nail' for somebody who will give you money for it. Let father and your boys take charge of things at home, prepare for a crop, and make the crop, and you go to work for the best money wages, or in discharge of any debt you owe, that you can get and secure you a fair reward for your labor. I now promise you that for every dollar you will, between this and the first of next May, get for your own labor, either in money or as your own indebtedness, I will then give you one other dollar. By this, if you hire yourself at ten dollars a month, from me you will get ten more, making twenty dollars a month for your work. In this I do not mean you shall go off to St. Louis or the lead mines or the gold mines in California, but I mean for you to go at it for the best wages you can get close to home in Coles county. Now if you will do this, you will soon be out of debt, and, what is better, you will have a habit that will keep you from getting in debt again. But if I should now clear you out, next year you would be just as deep in as ever. You say you would give your place in heaven for \$70 or \$80. Then you value your place in heaven very cheap, for I am sure you can, with the offer I make, get the seventy or eighty dollars for four or five months' work.

"You say, if I will furnish you the money, you will deed me the land, and if you don't pay the money back you will deliver possession. Nonsense! If you can't now live with the land, how will you then live without it? You have always been kind to me, and I do not mean to be unkind to you. On the contrary, if you will but follow my advice, you will find it worth more than eight times eighty dollars to you."



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# MICHIGAN TRADESMAN

Twenty-Sixth Year

GRAND RAPIDS, WEDNESDAY, APRIL 14, 1909

Number 1334

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## UNFORTUNATE PLANNING.

During the second week in June the fourth annual Merchants' Week, under the auspices of the Wholesale Dealers' Committee of the Grand Rapids Board of Trade, will be conducted in Grand Rapids. Surely four consecutive years of such public spirited hospitality entitles the business interests of Grand Rapids to the credit of having not only taken a splendid initiative, but out of this beginning created a high grade permanent institution. And that such a record belongs specifically to Grand Rapids is evidenced by the fact that her Merchants' Week methods have been copied by business communities here and there and that these methods have come to be known as "The Grand Rapids Plan."

For this reason it is extremely unfortunate that the wholesale dealers of Milwaukee are arranging to make a trade extension trip into Western Michigan during the Merchants' Week period in Grand Rapids.

It is almost inconceivable that our across-the-lake neighbors have deliberately planned to thus interfere with the programme of Grand Rapids by invading trade territory that is at least debatable, and so, assuming that the situation is the result of accident, it is but reasonable to express the conviction that the trade extension trip will be postponed to a more opportune time.

Grand Rapids has made all of her arrangements, contracts are practically closed and preparations are under way. It will be impossible to change her dates except at considerable loss and great disappointment. Western Michigan merchants, including those of Grand Rapids, do not desire to appear inhospitable or indifferent to the coming of visitors from any quarter. One and all they are proud of their home towns and their individual enterprises and would have

great pleasure in entertaining business men from Milwaukee and in showing them what they have to show. On the other hand, they count on the Merchants' Week at Grand Rapids; they know by repeated experiences what they may expect and, having already arranged to participate in the festivities, they do not like to have their plans disturbed.

If the Milwaukee merchants find that it is not practical for them to postpone their trip, it would seem that they might readily reverse the order of their tour, so that, instead of being in Grand Rapids when her wholesalers are entertaining 2,000 or more visitors, they can be with us three or four days previous to that occasion. And if they will do that they will find that their Grand Rapids competitors will give them a reception and a banquet "all wool and a yard wide, warranted not to crock or shrink."

## A FAMILY OF CRIMINALS.

According to press reports the Charles Bidwell who voluntarily accepts the term of imprisonment at Joliet imposed by the Illinois courts upon his father, Benson Bidwell—the father who has been in prison since last September being fatally ill—is "nearly 60 years old."

In 1857 Benson Bidwell and his family occupied quite a small frame dwelling house situated on Ionia street, which stood upon the second lot north of the city's present detention hospital at the corner of Crescent avenue and Ionia street. There were three sons, the elder Bidwell owning and operating a fruit and candy store on the west side of Canal street two or three doors south of the Fifth National Bank.

At that time Charles Bidwell had as his intimate playmates a boy named Calvin (better known as "Cab") Stone, who is now 63 years old, and another boy, "Lute" Lockwood, who, if he is still alive, is 63 years old. And these boys, playing among the dip-net fish stands just below the dam, fell into the water. It was in the spring, the river was at a high stage and the water was cold. "Cab" Stone and "Lute" Lockwood could swim and quickly reached places of safety. Bidwell could not swim, a fact known to or realized by Stone, for he at once pushed out in a canoe and succeeded in rescuing Bidwell—probably saved his life.

There is no certain means of knowing that Bidwell is to-day at least 62 years old, but it is a fact that the fishermen who witnessed the rescue noted above poked a lot of fun at him—"a great big boy who did not know how to swim and letting a little chap like 'Cab' Stone help him out of the water." At that time

Charles Bidwell was a quiet, not especially sociable boy, who had many "chores" assigned to him by his father and who gave no sign whatever that he or other members of his family would gain the unenviable notoriety which has been their portion.

## THE NATIONAL GAME.

Of course there are men who never in their lives have witnessed a game of professional or league base ball, just as there are other men who never in their lives have listened to a sympathetic artistic rendition upon a great pipe organ of a Bach Fugue.

Thus it happens that the aesthetic nature fails utterly to comprehend why it is that at least 95 per cent. of the total of humanity prefer to listen to a waltz, composed by almost anybody, and even although it is played on an automatic piano, to being bored by the patriarch and founder of German music.

So, also, does it occur that your dyed-in-the-wool base ball fan finds it impossible to account for the fact that at least 5 per cent. of the total of humanity can not participate in the invigorating, inspiring and enthusiastic athletics of the diamond and the bleachers.

Meanwhile the great metropolitan daily papers go on paying higher salaries to their sporting editors than are received by their musical critics, and tenfold greater expense accounts for telegraph tolls and traveling expenses on account of the sporting pages than are permitted for their musical columns.

And in this undoubted fact the 5 per cent. who have never seen a real game of base ball find great comfort. It places them, no matter what may be their reason for ignoring the greatest out-of-doors game known, upon the high mental plane and no questions asked.

The ball season for 1909 began on Monday and from the present time until late in the fall, in spite of the tariff discussion, in spite of business dullness or financial stress, in spite of where August or September wheat may go and no matter what Col. Roosevelt may say or do, the bulletin board base ball announcements will be watched and waited for by the multitudes and the "infields" and the "outfields" will remain safe upon their pedestals of popularity.

## A HAPPY COINCIDENCE.

Vice-President James S. Sherman will be a more widely known and better understood citizen of the United States very shortly if he develops a habit along lines which he illustrated at Utica, N. Y., last Monday evening.

The occasion was the annual banquet of the Chamber of Commerce of that city and Vice-President Sher-

man spoke to the sentiment: "Our Country." In his address the gentleman recounted the elements of strength possessed by the United States, both in its material development and moral force. Showing that the growth of the United States has been so enormous that it can no longer be demonstrated by exhibits of comparison with any other leading country in the world, nor even with any group of other countries, he found it necessary to compare it with all the rest of the world.

"Having but 5 per cent. of the population of the earth," he said, "and possessing but 7 per cent. of the area of the earth, the United States still equals in an industrial sense one-half of the remainder of mankind. We have twice as much life insurance as the rest of the world and one-half as much money on deposit in our savings banks as all the rest of the world. Our expenditure for education is two-thirds as much as is spent by all the rest of the world.

"One-third of all the revenue collected by governments is ours, while our debt is but one-thirtieth of the debt of the world. We have enrolled in our schools about 20,000,000 of students, 17,000,000 being in our public schools alone, for which we pay annually two hundred millions of dollars, or more than is spent for educational purposes by the greatest five countries of Europe, including Great Britain."

By a singular coincidence, while Vice-President Sherman was setting forth facts so reassuring as to our country's development, there was being read at Carnegie Hall, New York, on the same evening, an eightieth birthday anniversary message "To the American People" from the venerable founder of the Salvation Army, Gen. William Booth. And this message began, "Oh, America, how vast is your opportunity for making a lasting mark for good on the entire human race. Endowed with measureless material resources, enjoying the unbounded confidence of your own people, favored with the concentrated light of earth and Heaven, possessed of an influence covering like a shadow all the world beside, what a power you must be destined to become."

Then, with the eloquence of an all absorbing faith, the General appeals to America as a unit to lead the rest of the world "to the practice of righteousness, purity, honor, kindness and simplicity; to self sacrificing service of mankind."

If we would do the right and just thing for its own sake we would save ourselves the trouble of kicking after the laws are passed that compel us to.





### More Varieties of Stores Pay Tribute To Easter.

Strolling down the street during pre-Easter week one can not but be struck with the fact that so many varieties of stores that formerly paid no attention whatever to the observance of this impressive church festival now are lavish in the decoration of their windows in commemoration of the day and seem to vie with each other to produce the most striking effect.

It is easy for the confectionery places to have candy Easter eggs in abundance, but now the proprietors of these sweet-goods establishments go a great deal farther in getting up something to border on the unusual:

Hens' nests are made of strings of candy made into shape while the stuff is yet warm. These nests, although generally tinted to carry out a color scheme in the ornamentation of the window, are made of wholesome material and may be eaten without fear of more deleterious results than usually follow indulgence in condiments. These nests are shown in many different sizes, ranging from tiny affairs to be sold for gifts to little bits of children up to as large as a half bushel measure, or even larger. There are motherly candy or papier mache hens to set on these nests, with candy, papier mache or cotton chickens peeping out from wings of love and protection. Of course, when the biggest candy nests are used the hen must represent a breed that develops into extra proportions at maturity, otherwise there is an appearance of incongruity.

The candy store owner who makes any pretensions to ordinary rules of sanitation excludes every possible speck of dust from his windows by having erected, between them and the store proper tight wooden or glass partitions, giving the inference to customers regular and transient that anything that is sold from the windows is just as free from microbe contamination from dust as are the confections inside the floor cases and their neighbors, the glass-enclosed cases against the wall.

The cautious storekeeper really has to exercise this vigilance in self-defense, as the person who has due regard for his digestive apparatus will not purchase candy that stands in open trays on the counter where it is inviting lodgment of every microbe that floats unchained.

Small candy baskets as well as the nests are used as containers for small plain or speckled Easter eggs and the whole outfit is eaten greedily by the little—as well as the older—cacks. These baskets are compos-

ed mostly of wholesome red and white striped ropes flavored with peppermint. The spotted eggs are bought more freely by the children than the plain; I suppose because they think they look more like the real birds'-eggs. The average child feels as disappointed if he is not presented at Easter with a little candy basket heaped with candy eggs as he does at Christmas at the nonarrival of a striped candy cane; he somehow holds the impression that he is cheated, abused, and he resents the omission.

Jewelry stores show much more interest in Easter than was formerly the case. Now it is a rare thing not to see something in these shops suggestive of the day.

One of this class of establishments delighted the eyes of pedestrians with such a pretty arrangement of imitation peach blossoms surrounding the dainty jewelry spread out on white velvet.

### Not a Success.

The other day I met a farmer whom I had encountered two years before, and who told me that he was preparing to take in summer boarders and would have an attraction over other farmers for miles around. I tried to find out what it was, but he was mum. Recalling the incident at this meeting, I asked how his attraction had worked.

"Say, I was a blamed fool!" he blurted out in reply.

"The thing didn't take, then?"

"Take! Why, man, it emptied my house as fast as I could fill it! There wasn't a guest remained more than two nights."

"But what was the trouble?"

"Why, I dammed up a creek and made a frogpond of it, and I went to the trouble of catching a hundred frogs and putting them in."

"But what for?"

"So that the frogs would sing my boarders to sleep nights. I thought it was the cutest darned trick in the business."

"And the frogs didn't sing?"

"Sing? They sung to beat the band. Never heard such singing in all my born days. You could hear it a mile. Lord, but how those frogs did tune 'er up!"

"Then where was the failure?" I asked.

"In the boarders, sir. Not a blasted one of them that struck my place had an ear for music!"

We seldom fire the wrong man at the right time—and yet some are under the impression that there is no sentiment in business.

### EARNINGS AND EXPENSES.

#### Annual Report of Officers of G. R. & I. Railroad.

Aside from the big figures showing gross and net earnings, operating expenses, fixed charges and surplus the annual report of the Grand Rapids & Indiana Railroad contains much that is interesting. A total of 3,652,786 tons of freight were handled over the system last year. Of this total 384,269 or 10.52 were agricultural products, with fruits and vegetables leading with 152,872 tons, and then grain, 112,219 tons; hay, 40,871 tons and cotton at the bottom of the list at 518 tons, and tobacco next to the bottom at 2,178 tons. Products of animals represented 61,391 tons or 1.68 per cent. of the total, and of this live stock was 25,575 tons, and leather and hides 19,507 tons. Products of mines represented 1,243,037 or 34.3 per cent. of the total and 948,489 tons of this was coal or coke and 214,192 tons stone sand and like articles. Products of forests represented 1,149,920 tons or 31.48 per cent., and this is nearly evenly divided between lumber and other articles. Manufactured goods represented 660,474 tons or 18.08 per cent. and the largest items are cement, brick and lime, 127,909 tons; iron, 55,268 tons; household goods and furniture, 35,630; castings and machinery, 32,291 and petroleum, 28,229 tons. Merchandise and miscellaneous items made 153,695 tons or 4.21 per cent.

There was a heavy shrinkage as compared with 1907 in fruit and vegetables, hay, bituminous coal, coke and ores, lumber and other forest products, and the only item in manufactured goods that showed increase was agricultural implements. The total shrinkage was 946,584 tons, or at 30 tons to the car about 31,553 carloads. The heaviest shrinkage was in forest products, 439,559 tons or 14,652 carloads, and their manufactured goods, 228,770 tons or 7,626 carloads. These figures speak eloquently of the depression which was upon Michigan forests and factories last year.

In the operation of the road a total of \$3,482,478.61 was expended, which was \$687,924.31 less than in 1907. It may be interesting to know where all this money went. Here are some of the items:

Fuel .....	\$388,705.20
Station employees .....	317,614.27
Yard men .....	87,759.68
Road engine men .....	196,947.28
Road train men .....	233,891.78
Taxes .....	248,984.42
Removal of sand, snow and ice .....	24,302.00
Stationery and printing ..	53,548.12
Lubricants .....	10,649.29
Water .....	17,275.95
Crossing, flag and gate men .....	30,294.94
Loss and damage to freight ..	26,163.54
Injuries to persons .....	28,641.24
Damage to stock .....	1,390.99
Clearing wrecks .....	6,350.34
Law expenses .....	14,370.19
Pensions .....	5,994.11
Superintendence .....	165,230.33
Repairs to locomotives ..	195,424.56
Repairs to passenger cars ..	48,290.28
Repairs to freight cars ..	213,941.38

Depreciation rolling stock ..	130,375.25
General officers' salaries and expenses .....	34,794.16
Clerks and attendants ....	75,069.95
Dispatching trains .....	40,911.81

There are many other items, but those given are the largest and most striking. It may be noticeable that a large proportion of the \$3,482,478.61 expended went to labor. The train dispatchers, engineers, train hands, yard and station employes alone drew \$907,419.76, and superintending them cost \$165,230.33 more. To operate the road cost nearly \$10,000 a day right through the year, Sunday holidays and all.

Other interesting figures in the report are that the total number of passengers carried was 2,495,814, an increase of 155,339 as compared with the previous year; the average earnings per passenger per mile was 1.85 cents, compared with 2.08 cents in 1907; the average number of passengers per train was 59, and the average earnings per passenger train mile was 127.4 cents and the average expense 97.3 cents.

The rolling stock includes 91 locomotives, 101 passenger cars with a total capacity of 3,656 passengers, 3,287 freight cars with a total capacity of 124,900 tons, and 218 miscellaneous equipment, snow plows, derricks, tool cars, etc. Of the equipment 73.6 per cent. are in good working order, 20.9 per cent. need repairs and 5.5 per cent. are in the shops. To operate a locomotive 100 miles costs an average of \$20.01, and this expense is divided, repairs \$5.77, fuel \$11.78, lubricant 33 cents and engine house expense \$2.13. The engine and train hands come extra. For track renewals 202 tons of steel rail and 125,195 ties were used.

The average earning per passenger per mile in '96 was 2.20 cents, and since then there has been a steady decline to 2.06 cents in '06, 2.08 cents in '07 and 1.85 cents in '08. The expense in '96 was 2.33 cents, showing a loss of 0.13 cents on each passenger carried. In '07 the profit was 0.05 cents and in subsequent years it varied, reaching high marks of 0.27 in '02 and 1.11 in '07. What the net results were in '08 is not given. The average freight earning per ton per mile in '96 was 0.87 cents and only once since then has it reached 0.68 cents, and in '08 0.73 cents. The number of passengers carried in '96 was 1,162,899 and in '08 it was 2,495,814, or more than double. The freight traffic in the same period increased from 2,027,194 to 3,652,786 tons, with the high water mark in '07, when the total was 4,599,370. The profit on the freight per ton per mile was 0.11 cents.

The gross earnings of the road in '07 with 586.40 miles of road were \$2,542,086.88 and the net earnings \$655,779.59, and last year with 591.57 miles the gross were \$4,355,344.96 and the net \$872,866.35.

The company pensions its aged employes and the books show a total of 37 on the roll to whom last year \$5,645.35 was paid.

No man is well occupied who is too busy to sympathize.



**THE CENTRAL CITY.****Some Features of Which It Is Very Proud.**

Jackson, April 13—Jackson, the acknowledged Mecca of the traveling salesmen among all the inland cities of Michigan, has a population of about 35,000. Is located in the second tier of counties north of the Ohio and Indiana boundaries, about midway between Lake Michigan and Lake Erie. The height above Lake Erie is about 350 feet, making it between 900 and 1,000 feet above the ocean.

No other city in the State is as well located or as completely equipped from all points of the compass with railroad facilities as Jackson. The roads diverge in nine directions, enabling the traveler to go and come, north, east, south and west, at his pleasure. Jackson is very near to a direct line from the foot of Lake Huron to the south end of Lake Michigan.

It has about equal facilities for reaching the forest districts of eastern and western shores of the northern part of the peninsula, and is better located than any other city of the State for reaching the timber districts of western Ohio and eastern Indiana, as well as those of Kentucky and Tennessee.

With five suburban lines in operation, viz.: Jackson, Battle Creek & Kalamazoo; Detroit, Ypsilanti, Ann Arbor & Jackson; Vandercook Lake; Wolf Lake; and Jackson, Mason & Lansing lines—two of these, viz: the Jackson, Battle Creek & Kalamazoo

and Jackson, Mason & Lansing, being equipped with the third-rail system—give Jackson unequalled, and certainly not excelled, advantages in getting package freight into and out of the city, not to mention the enormous amount of summer travel to lake resorts and between local points.

An abundant supply of pure artesian water, supplied by deep wells, and a most effective system of water works, makes for beautiful lawns, clean streets and an efficient fire department, thereby insuring not only artistic and attractive homes, but an unusually healthful city in which to live.

Among the manufacturers who have recognized and availed themselves of the unusual advantages of Jackson's location, we may mention automobiles, buggies, corsets, cigars, skirts, underwear, cement working machinery, stoves, mill machinery, brass foundries, wire fence, metal stamping, small agricultural tools, boiler and engine works, gasoline engines, nickel and electro-plating, springs and axels, paper mill, brick and tile works, reinforced concrete pipe, M. C. car shops, and many others, aggregating over one hundred.

In the manufacturing line Jackson has the largest number of women employes of any city in Michigan. Its shipping facilities, as noted under the railroad and electric line headings, are unexcelled.

Within the corporate limits of the city are a score or more of church edifices, with able pastors and large and prosperous congregations.

The schools—both buildings and management—are second to none in any state, and the graduates from our high school are admitted to the State University without further examinations. The new Y. M. C. A. building, the Y. W. C. A. and the massive Carnegie Library, as well as the new Free Kindergarten building, are all objects of pride and interest to every Jackson citizen and visitor.

Jackson is the home of a number of the most progressive and active women's clubs, whose efforts toward the betterment of all concerned are and always have been productive of good results.

Our fraternal societies—Masons, Elks, Knights of Pythias, Odd Fellows, Odd Fellows' State Home, and many others are active and efficient, and the Masonic and Elks' Temples are monuments to their zeal and enterprise, which are not only ornaments to the city, but are finely furnished club houses for their members.

Jackson is blessed with a most thoroughly equipped, and well managed City Hospital, also sanitoriums where the unfortunate can be and are cared for by up-to-date methods and skilled nurses.

No city of the United States, large or small, has a better equipped or more active and efficient fire department—indeed, it is known far and wide as one of the very best.

The city is well policed and well lighted and its sidewalks are modern and extensive.

The sewer system is of the best and being constantly extended. Street

car service extends to all main parts of the city, reaching all factories and several adjacent lakes. The number of paved streets is being enlarged each year, and the general welfare of the city is ever before the city fathers, who are, in turn, closely watched over by the ever-present independent American voter. The high and healthy location, and the ease with which they can reach all parts of the state, as well as portions of Ohio and Indiana, explain why Jackson is the home of over five hundred commercial traveling men and the headquarters of most of the State agencies for the sale of agricultural machinery. Jackson Council, No. 57 U. C. T.

**A Natural Mistake.**

A teacher in a Pennsylvania primary school instructed her pupils one "composition day" that they might each write her a letter making excuse for not inviting her to an imaginary birthday party.

The following effort of one little girl was decided to be the best:

"My dear Miss Alice: It becomes my duty to apologize for not inviting you to my birthday party last week. I had fully intended to do so, but—as I always do in everything—I postponed it till the last minute. When I at last started and reached your gate, I saw the doctor's carriage standing there, and thinking some one was ill, I did not think it best to go in. What was my mortification and consternation to learn the next day that the doctor was courting your sister!"

# To Get and Hold Trade

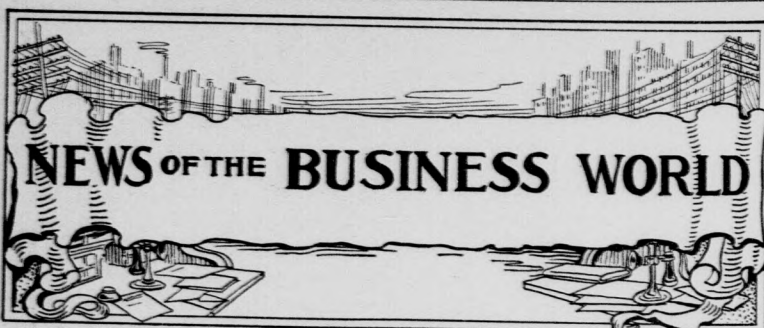
Sell your customers absolutely reliable goods. Don't run the risk of losing their good will by offering an article of doubtful quality or one which may injure health.

When you sell Royal Baking Powder you are sure of always pleasing your customers. Every housewife knows that Royal is absolutely pure and dependable. It is the only baking powder made from Royal Grape cream of tartar. You are warranted in guaranteeing it in every respect the most reliable, effective and wholesome of all the baking powders. On the other hand, you take chances when you sell cheap baking powders made from alum or phosphate of lime. They are unhealthful and fail to give satisfaction.

Royal never fails to give satisfaction and pays the grocer a greater profit, pound for pound, than any other baking powder he sells.

To insure a steady sale and a satisfied trade, be sure to carry a full stock of Royal Baking Powder.





### Movements of Merchants.

Worth—A grocery store has been opened by F. Bressette.

Tustin—Roy C. Smith has opened a fruit and confectionery store.

Hancock—G. A. Larson has sold his drug stock to John W. Cooper.

Mason—Otis & Beaumont succeed Hoag & Son in the bakery business.

Gaylord—E. Chaplin is succeeded in the bakery business by Frank Jones.

Gladwin—Friedly Bros., cigar manufacturers at Sunfield, will conduct a factory here.

Holland—L. Altman, formerly of Chicago, has purchased the stock of the French Cloak & Suit Co.

Iron River—A branch store will be opened at this place by the Delta Hardware Co., of Escanaba.

East Leroy—The hardware stock of Jones & Latta has been purchased by George Stringham, of Battle Creek.

Benton Harbor—The capital stock of the Campbell-Naylor Garment Co. has been increased from \$5,000 to \$25,000.

Walkerville—Grant Chaney, formerly of Toledo, Ohio, will soon engage in the furniture and undertaking business.

Hillsdale—The capital stock of the H. P. Mead Co., furniture and crockery dealer, has been increased from \$8,000 to \$12,000.

Hillsdale—The Manheimer Co., which deals in clothing, groceries and shoes, has changed its name to the George J. Cline Co.

Manton—A. (Mrs. W. W.) Wilson has sold her grocery and confectionery stock to Charles Gurnsey, who will continue the business.

Pine Run—L. N. Peer is succeeded in the grocery business by C. S. Griswold. The former has opened a shoe and repair shop at Birch Run.

Traverse City—Fred J. Courtrade has sold his grocery stock to Fred J. Umlor, who will continue the business. Mr. Umlor was formerly of Grawn.

Mt. Pleasant—S. D. Emery, of Owosso, has rented a store here in which to conduct the poultry and egg business next fall, which will be managed by Walter Emery.

Bay City—The MacDonald Grain & Bean Co. has been incorporated with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed, \$1,000 being paid in in cash.

Coral—Wm. J. Woodall, formerly of Howard City, and for the past three years with the drug firm of W. R. Gibbs & Co., of Three Rivers, has purchased the drug stock of W. D. Day.

Escanaba—A corporation has been

formed under the style of the Schram Hide House, which has an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Lansing—The L. D. Whitney Co. has been incorporated to engage in the jewelry business with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Ludington—The grocery stock in the store formerly conducted by Mrs. M. Pulver has been purchased by Fred A. Swanson. The business will be conducted under the style of Fred A. Swanson & Co.

Pinckney—An interest has been purchased by Mrs. Emma Burgess in the grocery firm of Swarthout & Placeway. The business will be carried on in the future under the style of E. Burgess & Co.

Stanton—The Stanton Lumber & Fuel Co. has merged its business into a stock company under the same style with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property.

Big Rapids—Max Preys has purchased the stock of drugs and other goods of his father, C. Preys, and will remove the same to Barryton. Mrs. Clara Peterson will remove her stock of groceries to the store thus made vacant about May 1.

Detroit—A corporation has been formed under the style of Grimshaw & Stevens to deal in men's clothing and furnishings, with an authorized capital stock of \$3,000 common, and \$3,000 preferred, of which \$4,740 has been subscribed and paid in in cash.

Battle Creek—The hardware business formerly conducted under the style of C. F. Bock & Son has been merged into a stock company under the name of the Bock-Walker Co., which has an authorized capital stock of \$25,000, all of which has been subscribed and paid in in property.

Cadillac—O. J. Legg, who has been employed in the grocery department of J. M. Donnelly's store, and A. E. Seafuse, who has been identified with the grocery department of the same establishment, have succeeded the Cadillac Confectionery Co. in business at 210 South Mitchell street.

Detroit—The A. F. Maidment Co., which conducted the dry goods business, has merged same into a stock company under the style of the Thorne-Maidment Co. The authorized capital stock of the company is \$10,000, of which \$6,300 has been subscribed, \$260 being paid in in cash and \$6,040 in property.

Flint—Close & Hascall have sold their grocery stock at 405 Detroit

street to Herron & Petrie, who propose to add dry goods, men's furnishings and shoes to the line already carried. The senior partner in the new firm, Neil Herron, has been in business at Pellston for several years and at present is conducting general stores at three different points in Northern Michigan. He has associated with him in the local venture Alton Petrie, a well known young business man of Pierson.

### Manufacturing Matters.

Detroit—The Monarch Foundry Co. has increased its capital stock from \$15,000 to \$25,000.

Kalamazoo—The Kalamazoo Carburer Co. has increased its capital stock from \$7,500 to \$25,000.

Marshall—The Guy L. Sintz Co., which manufactures gas engines, has increased its capital stock from \$10,000 to \$15,000.

Pontiac—The Auto Top & Trimming Co. has increased its capital stock from \$20,000 to \$33,000 and changed its name to the Auto Painting & Trimming Co.

Houghton—Messrs. Weber and Blumberg have opened their new sausage factory, the business to be conducted under the style of the Lake Superior Sausage Co.

Ypsilanti—A company has been formed under the style of the J. B. Colvan Co., which will manufacture silk underwear. It is hoped that operations may begin about May 1.

Blanchard—The Blanchard Butter Co. has been incorporated to conduct a manufacturing business with an authorized capital stock of \$4,000, all of which has been subscribed, \$2,000 being paid in in cash.

Birch Run—The Birch Run Cheese Company has been incorporated to conduct a manufacturing business, with an authorized capital stock of \$1,800, all of which has been subscribed and paid in in cash.

Kalamazoo—The Inventors' Manufacturing Co. has been reorganized under the name of the Williams Manufacturing Co., which will manufacture dinner pails. Robert Domann, of Pontiac, is the superintendent.

Traverse City—The Mack Cultivation Co. has been incorporated to manufacture farm implements and machinery, with an authorized capital stock of \$15,000, of which \$12,500 has been subscribed, \$1,500 being paid in in cash.

Detroit—The American Chair Co. has been incorporated to manufacture dental chairs and other furniture and fixtures and tools and appliances, with an authorized capital stock of \$20,000, all of which has been subscribed, \$2,500 being paid in in cash.

Detroit—A corporation has been formed under the style of the Automatic Door Hanger Co. to conduct a manufacturing business, with an authorized capital stock of \$10,000, of which \$7,010 has been subscribed, \$260 being paid in in cash and \$1,000 in property.

Alma—The Alma Board of Trade has been successful in securing for this city the factory owned and operated by W. B. McCauley, of Merrill, Mich. The factory has been run-

ning for the past year and manufactures the brand of overalls known as the "King Bee."

Traverse City—A corporation has been formed under the style of the Cookerette Co., which will make cookerettes, fireless cookers and novelties, with an authorized capital stock of \$75,000 common and \$25,000 preferred, of which \$83,000 has been subscribed, \$5,000 being paid in in cash and \$78,000 in property.

Muskegon—A proposition to reorganize the Miller Saw Trimmer Co., of Milwaukee, Wis., and bring it to Muskegon was presented to the Chamber of Commerce here Saturday by two representatives of the company, Frank Petrie, of Madison, Wis., and R. H. Greene, of Milwaukee. The proposition involves the investment of considerable local capital in the company. The Chamber of Commerce was asked what it could do, but no definite action was taken, the directors leaving the matter in statue quo until a later meeting.

### Local Option Will Help Cigar Trade.

Battle Creek, April 13—Owing to the fact that the recent prohibitory vote of Calhoun county threatens to dispossess some of the workmen in certain lines of trade of their past vocation, steps are on foot to counteract any such ill-situation.

Of all the crafts in the city, aside from those directly engaged in the manufacture and sale of wine, beer and liquors, the cigarmakers will be most severely hurt, according to prevalent rumor, and because of this, local grocers have begun an active "trade at home" campaign which has as its intent the desire to keep Battle Creek workmen busy.

George A. Southerton, proprietor of the Monument Square grocery, one of the best known and most active grocers of the city, took the initiative and started out with a petition asking the various grocers of the town to agree to handle only those brands which are manufactured in Battle Creek. Through his effort most of the down-town grocers subscribed to the agreement, and while all who were available have not been seen, current sentiment indicates that instead of the cigar trade of the town being hurt by the recent local option vote it will, on the other hand, be vastly helped.

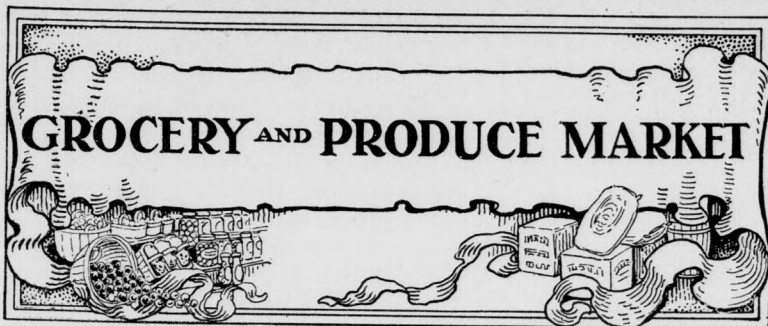
### Be a Stayer.

The man who chooses wisely his place in life, and who is a "stayer," regardless of small worries, and perhaps smaller pay, wins out—not merely because he is a "stayer," but because being a "stayer" means that he gets all the benefits falling due on account of legitimate growth and developments; instead of the fellow who follows him, if he isn't a "stayer." Be a stayer. W. T. Goffe.

L. A. Franklin, who has conducted the vehicle and farm implement business at 1254 South Division street for the past twelve years, is succeeded in business there by Kemmeler & Buskirk.

The shortest cut to Heaven is lifting some one out of Hell.





### The Produce Market.

Apples—Hood River fruit is still held at \$2.75@3. New York fruit is getting scarce, but is still moving on the following basis: Spys, \$6@6.50; Baldwins, \$5.50; Greenings, \$5.75@6.

Asparagus—\$3.25 per 2 doz. box for California.

Bananas—\$1.25 for small bunches, \$1.75 for Jumbos and \$2 for Extra Jumbos.

Beets—\$1.50 per bbl.

Butter—There has been some increase in the make of fresh butter, with a consequent disposition on the part of holders of fancy storage to reduce their stock. There is a good seasonable demand and the market is healthy at the decline. The present season, however, is very uncertain, and on account of the varying weather conditions it is not always easy to tell what will happen. The receipts of fresh butter are showing fine quality. Stocks of storage butter are a little heavier than a year ago, and if no radical condition appears the market will likely remain settled for about four weeks. Fancy creamery is held at 27c for tubs and 27½c for prints; dairy grades command 24@25c for No. 1 and 15@16c for packing stock.

Cabbage—\$3.75 per crate for Texas.

Carrots—\$1.50 per bbl.

Celery—California, 75c per bunch; Florida, \$2.75 per crate.

Cocoanuts—\$3.25 per bag of 100.

Cranberries—\$15 per bbl. for Bell and Bugle from Wisconsin.

Cucumbers—\$1.50 per doz. for hot house stock from Illinois.

Eggs—Local dealers pay 17@18c f. o. b. shipping point and sell case count at 18@19c. There has been an active demand for eggs and the receipts have cleaned up every day. The market is ruling from 15@20 per cent. above a year ago, and there is every reason to believe that a lower range of values will be reached soon.

Grape Fruit—Florida stock commands \$3 for 36s and 46s and \$3.75 for the smaller sizes. California stock fetches \$3.25 for all sizes.

Green Peppers—\$3 per 6 basket crate.

Honey—14c per lb. for white clover and 12c for dark.

Lemons—Steady and unchanged on the basis of \$2.50 for Messinas and \$2.75 for Californias.

Lettuce—Leaf, 10c per lb.; Florida head, \$2 per large hamper.

Onions—\$1 per bu. for red stock or yellow. Texas Bermudas have declined to \$1.85 per crate.

Oranges—The market is without particular change, choice Navels moving freely at \$2.75@3.25 per box.

Parsley—35c per doz. bunches.

Pieplant—10c per lb. for hot house.

Pineapples—Cuban stock commands \$3 per box for 42s, \$3.50 for 36s and \$3.75 for 30s, 24s, 18s and 16s.

Potatoes—The market has sustained a sharp advance and is strong at the advance. Local dealers now hold at \$1@1.10.

Poultry—Paying prices: Fowls, 11½@12½c for live and 13½@14½c for dressed; springs, 12½@13½c for live and 14½@15½c for dressed; ducks, 9@10c for live and 11@12c for dressed; geese, 11c for live and 14c for dressed; turkeys, 13@14c for live and 17@18c for dressed. Poultry maintains a high range and receipts are not equal to current demands.

Radishes—25c per doz. bunches.

Sweet Potatoes—\$4.50 per bbl. for kiln dried Jerseys and \$1.65 per hamper.

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

Tomatoes—Florida, \$2.50 per 6 basket crate.

### The Grocery Market.

Sugar—There has been no change in refined and none is anticipated soon. The raw market is exceptionally strong and has been gradually working higher. It is still about 20 points under the European market, and this, together with the fact that the market on both raws and refined is about 40 points under prices last year at this time, forms the foundation for the belief that material advances will be made in a short time.

Tea—Spot prices for Japans hold firm and show no signs of easing up. While the duty talk stimulated sales in large lines, the shortage holds all prices firm, with no immediate prospect of any relief. Constant enquiries are being made by jobbers for lines of which they have sold short, with considerable difficulty in getting their wants supplied, even at advanced prices. A fair business is reported in Congous and Formosas. Ceylon advices are to be the effect that the quality of high country tea shows a distinct falling off and that selections are inferior, Russia and America being strong competitors for good liquoring Orange Pekoes. Private wire from London quotes the market unchanged. Latest cable reports the market as resuming normal conditions with very little speculative buying.

Coffee—Prices of Rio and Santos grades are unchanged. The consumptive demand is fair. Mild grades are steady and unchanged. Java and Mocha are unchanged and steady.

Canned Goods—The market on tomatoes has advanced 2½c per dozen this week, with prospects of further advances as the consuming demand increases. A rather weak tone prevails in corn. This situation can not be accounted for, as the demand is good while stocks are none too large. Peas are about steady. Asparagus continues steady. California peaches and apricots are not moving very freely and the market holds about steady. Gallon apples are gradually advancing, the consumptive demand having shown considerable improvement during the last two weeks, green apples being practically off the market. Strawberries and raspberries continue firm. Singapore pineapple shows an advance, due to the duty that was placed on this commodity. There is practically no new feature in the salmon situation. The better grades are holding strong, while pinks are somewhat easy. No change in prices is looked for before the new pack. Sardines are holding firm at the recent advance.

Dried Fruits—Apricots are unchanged on the ruling steady basis; demand light. Raisins are unimproved and in very light demand. Currants are in fair demand at unchanged prices. Citron, dates and figs unchanged and quiet. The prune situation is about unchanged. Sales of old fruit are still large at about unchanged prices. New prunes are selling in a small way. Peaches are unchanged on spot, but somewhat firmer on the coast. The demand is fair.

Rice—At this time last year Japan rice was 1c higher than it is at the present time, and jobbers were compelled to buy foreign rice because of the shortage in domestic stock. While there is sufficient stock left, consumption has increased so much that it is likely to be cleaned up in the next two or three months and prices will probably advance to last year's basis.

Syrups and Molasses—Compound syrup is in fair seasonable demand at unchanged prices. Sugar syrup is unchanged and in excellent demand. Molasses is very dull, and prices show no change.

Cheese—The market will likely continue strong as now until new cheese gets in, which will be about the middle of May. Under grades are selling at relatively lower prices and meet with ready sale.

Fish—Cod, hake and haddock are in the usual small seasonable demand at unchanged prices. Domestic sardines are unchanged in price and very dull, as the trade were filled up at the recent declines. Imported sardines are unchanged and steady to firm, demand fair. Salmon is healthy and steady in price, demand fair. Mackerel is in a very unsatisfactory condition. The demand is very light with prices low and weak.

Provisions—Everything in smoked meats is firm and stocks are light everywhere. There will likely be a slow trade during the coming week, as is characteristic after the busy Easter season; prices will probably be maintained owing to the short supply. Both pure and compound lard

are firm and unchanged. Barrel pork, canned meats and dried beef are selling fairly well at unchanged prices.

### Death of Frederick Immen.

Individuality was one of the strongest features of the very strong character of the late Frederick Immen, who, after forty years or more of identification with the business interests of Grand Rapids, passed away in the city of Washington on the morning of Friday, April 9. Preliminary funeral services were held in Washington on the following Saturday, which were attended by Senator Smith, Congressman Diekema, Col. E. S. Pierce, Ex-Judge M. C. Burch and other gentlemen from Western Michigan. The final obsequies were held in Grand Rapids this afternoon and were attended by many of the leading citizens and their wives.

Mr. Immen was a man of large executive ability and indomitable will and wisdom in the conduct of his business and as the pioneer merchant in this city in the exclusive handling of carpets very soon established a business that was successful and important as a new factor in the general merchandising of the city.

As a business man Mr. Immen was one who believed it to be a duty, almost sacred, to inform himself as to the conduct of municipal affairs, holding that every citizen should know as to what is being done in the way of municipal improvement and relative to the management of municipal offices. His character was unassailable morally and in a business sense, and while, like all men who possess an individuality of their own, he was not pronouncedly of a social temperament, he was a man of wide information and one who, making intimate friendships rarely, was loyal to those who won his confidence and esteem to the last degree.

### Lansing Grocers Hot After Hucksters.

Lansing, April 13—An organized effort will be made by the members of the Lansing Retail Grocers and Butchers' Association to drive out hucksters who are peddling goods about the city without a license. At the last meeting it was stated that at present there are a number of hucksters who go about the streets delivering meats and vegetables at a very low price and no record could be found to show that they have paid a license this year.

One of the members stated that a number of the hucksters who were doing business did not even reside in this county, and Lansing grocers are rather incensed over this intrusion on their rights.

A revised list of the delinquents was submitted by the grocers and, as soon as the butchers prepare their new list, every dealer in the city will be supplied with one, and those who have not been prompt in paying will be obliged to settle their past accounts or pay cash in the future.

D. Glenn was elected Secretary in the place of O. H. Bailey, who tendered his resignation.



## MINERAL FOOD

## Not New in Fact But a New Method of Supplying It.

Written for the Tradesman.

A recent issue of the Tradesman makes mention of minerals as food, and gives just enough information in regard thereto to arouse interest in the matter.

Mineral food! Does it mean a new source of food supply? Will laboratories manufacture food directly from minerals? Will this method reduce the cost of food? Will it supersede or only supplement agriculture? Will such food come into general use, or will this method be a reserve source to be drawn upon in certain exigencies as failure of crops or supplying districts far remote from agricultural sections?

Is this a new discovery which will result in benefit to people generally, or is it simply of interest to the student, the scientific investigator and the collector of curios in the field of scientific research? Is this one of the announcements of some so-called wonderful discovery which it is claimed will revolutionize present methods and be a great boon to mankind, which arouses great expectations, only to be soon forgotten? What is claimed for it? What is there new about it?

It is generally known, believed or accepted as true that minerals are required in the building of the human body. It is known that certain plants contain mineral substances. These minerals are held in solution in the juices of fruit and vegetables. They are drawn from the soil or compounded from earth, air and water by the wonderful processes of nature. Ordinary foods do or should contain all the mineral substances needed by the body.

It is a common error to think of metals whenever minerals are mentioned. All metals, such as gold, silver, copper, iron, zinc, tin and lead, are minerals; but all minerals are not metals. For instance, coal, lime, salt, stone and others are minerals but not metals.

The idea of minerals for food suggests a heavy diet, a solid meal, indigestibility and an impracticable theory. It reminds one of the asking for bread and being given a stone. It is quite a contrast to the education which has been in progress for a dozen years on account of the introduction of so-called predigested foods. The tendency has been toward lighter, more easily digested foods, more fruit and cereals and less meats, not only for invalids and children but for robust and hard-working people. And now the opposite extreme is presented to us: The bill of fare in the future is to be lime, iron, potash, soda, magnesia and silica—six ingredients—in phosphate, sulphate, chloride or carbonate preparations; a total of twelve foods.

Time only can reveal whether this method of supplying food will ever become general. Some may regard this as simply an interesting fact—a demonstration of what science can or has accomplished. Others claim that it is of untold value and of pres-

ent practical application. In fact, a new school of medicine has arisen in which practitioners depend largely upon mineral food for the curing of disease.

The founder of this new system of healing, called biochemistry, is Dr. Schuessler, of Oldenburg, Germany. Among its most ardent advocates in this country are Drs. Geo. W. Carey and J. B. Chapman, of Yakima, Washington. From their writings may be obtained a comprehensive understanding of the principles of the system and the benefits to be derived therefrom.

Some of the truths upon which this system is based have long been known and generally accepted, while others have been more recently demonstrated after long and patient research by the most noted men of science. And now it is declared that for the first time in the history of the world the art of healing is based upon science; upon eternal principles of law and truth—not upon guesswork or experiment.

The chemical composition of nearly every fluid and tissue in the human body is known. The food and drink taken into the stomach and the air breathed supply the blood with all the materials necessary for forming every tissue and fluid and for carrying forward every process. The organic constituents of the blood are sugar, fats and albuminous substances. The inorganic constituents are water and certain minerals called cell-salts. Of a living human being 70 per cent. is water, 25 per cent. organic matter and 5 per cent. cell-salts, or inorganic minerals.

The cell-salts are the vital portion of the body, the workers, the builders; the water and organic substances are inert matter used by the salts in building the cells of the body. There are twelve cell-salts, the common names of which are: fluoride of lime, phosphate of lime, gypsum, or plaster of Paris, phosphate of iron, chloride of potash, phosphate of potash, sulphate of potash, phosphate of magnesia, chloride of sodium, or common salt, phosphate of soda, sulphate of soda, or Glauber's salt, and silica, pure flint, or quartz.

Disease is declared to be the absence of health, and is caused by a deficiency in one or more of the cell-salts—the mineral foods. As a shadow is the absence of light and can only be removed by admitting or supplying light, so disease is not a thing taken into the system but a lack of something, and can not be driven out but must be replaced or overcome by supplying the thing needed. A symptom of disease—a pain—is a call for food. Supply the food required and the disease leaves, just as hunger leaves when proper nourishment is taken.

Mineral food is of first importance in the treatment of disease. In health the appetite is a safe guide, and its normal gratification with a sufficient variety of ordinary foods will supply all needs—will furnish the blood with all the material needed to maintain an equilibrium of the constituent elements. A proper diet of

the ordinary forms of food may be all that is needed to effect a cure of some diseases. In others the system is unable to appropriate from common food the necessary constituents. The needed food is too crude or it is combined with others which are not needed and the system is too weak to handle the amount of food necessary to extract the needed ingredient.

Right here is where the mineral food is claimed to be of untold value. It does not tax the digestive organs. It is the genuine predigested food. It can be given separately from other foods or ingredients except that sugar of milk is usually the medium in which it is administered. Given in minute doses it is absorbed directly from the mouth into the blood, if not swallowed.

By trituration the minerals are divided and subdivide until they are small enough to be assimilated by the body. How minute are the mineral particles in ordinary food may be illustrated by the fact that one quart of milk contains only one-six-millionth part of a grain of iron, and every drop of milk contains numerous particles of iron.

Certain plants and herbs are used as medicine because they contain one or more of these mineral foods in unusual degree. But many times the mineral food is too crude to be efficient or it is combined with deadly poisons which must be eliminated before it is safe to administer as medicine. The ill effects of certain medicines sometimes last for years or the remainder of a lifetime after a disease is cured. Why? Because the poison was not eliminated—was not separated from the mineral food which contained the healing properties.

Mineral food is, in fact, the only predigested food, as evidenced by the fact that it can never be changed. It remains the same if subjected to the various digestive fluids. These inorganic salts, called cell-salts, are the workers. Each has its distinctive work to perform in building and repairing the tissues. Iron is the carrier of oxygen. Without it no oxygen could be taken into the system and a person would soon die. When there is too much moisture in the air we breathe we feel depressed because we do not obtain enough oxygen. Another salt is the worker which sets about to remove the surplus water.

The physician diagnoses disease not alone by the symptoms—for various diseases exhibit similar symptoms—but by analysis of the blood and fluids of the body, thus discovering what constituents are in insufficient proportion.

One of the most difficult problems which often confront the physician is to find a food which the weak patient can digest—can assimilate, so as to keep up the strength. The biochemist offers mineral food as a perfect solution for this condition.

In former times ignorant people believed diseases were caused by wicked spirits, by witchcraft, by evil spells, and it was sought to cure them by charms, incantations and magi. In later times it was believ-

ed that disease was caused by poisons and that certain other poisons would kill the poison of the disease. Others held that the poisonous medicine had an affinity for the poison of the disease and that when the two poisons united the system rejected—threw off—both together. The biochemist holds that no poison ever helped to cure disease; that an opiate paralyzes the nerves and renders the patient insensible to pain, but does not cure the disease; that the only cure for disease is food, proper food in right proportion, in requisite details; and that the easiest and simplest way to administer such food is in mineral form.

E. E. Whitney.

## Movements of Working Gideons.

Detroit, April 13—The Griswold House hotel meeting was led last Sunday evening by Chas. M. Smith. His subject, Prayer, was taken from the 12th chapter of Acts. Peter was in prison and the disciples were in an upper room praying. Peter was in chains, with a strong guard and apparently no chance or hope of escape, bound with two chains, between two soldiers, in a Roman prison, and guarded by sixteen soldiers, keepers before the door guarding the prison. Every caution was taken by an angry king and people. At the darkest moment, when Peter, exhausted from cruel treatment in a dark damp cell, had fallen asleep, the united prayers were being heard and a heavenly light shone in the dark dismal cell and God's angel smote Peter on the side, and he awoke. The chains fell and he was directed to gird himself and put on his sandals, every obstacle removed, the iron gates opened. As soon as the angel had led him out of prison and in a place where he could care for himself the angel departed. God will do nothing for us that we can do for ourselves. Years ago at a revival the evangelist and workers selected the most depraved, and with constant and united prayers brought in one by one those deepest in sin until hundreds were changed from darkness to light. After giving other illustrations of prayers being answered, the meeting was changed to a song and testimony service. Several of the hotel guests were prepared for solos. Miss Evo and Mr. Webb were present and sang. Some expressed the thought that prayer did not change God's purpose, but that it did change us and did get us in condition to receive the many blessings God in his love was desirous to give us. Prayer puts us in a condition of mind to help answer our own prayers. God will always cause to be done the things for us for our good which we can not do ourselves. "If ye abide in me, and my words abide in you, ye can ask what ye will, and it shall be done." About twenty were present, and many in the hall and writing room listened to the service, which was of unusual interest on account of cultured singers, with strong sweet voices.

Aaron B. Gates.



## WALKING EPIDEMIC.

## Indications It Will Spread Throughout the State.

Written for the Tradesman.

"Walking is bully," as Former President Roosevelt would say; possibly he has said it. Anyhow he practices what he preaches and, accompanied by his wife, this sturdy pair start off afoot to church, a matter of four miles or so, and nothing thought of it. The long "hikes" of President Roosevelt through the streets of Washington and far out into the environs, through storm and snow and sleet, are familiar to residents of the Capital City.

John Burroughs, Thoreau, and other well-known lovers of God's great world out-of-doors, have written delightfully of the benefits that accrue from walking and to read what these men say of this simplest of methods of exercise, without catching somewhat of their enthusiasm, would surely go to show that there is something the matter with us. Burroughs says that to lose one's taste for apples is an ominous sign, but to lose one's zest for walking is equally ominous, showing that one is very close to, if indeed he has not already arrived at, the "sere and yellow leaf" stage of life.

It seems that here are some details to look after even in this simple exercise. The walker must be temperate, not attempting to go too fast or too far. Neither is a lagging, drowsy, nonchalant gait advisable. Physicians say that if one walks too slowly the blood is more sluggish in the legs and does not eliminate the waste matter in the system. The rate should be reasonably snappy, and just a short jaunt every morning, the doctors say, would drive out of existence about five-sixths of the pale faces of to-day, while an eight-mile walk daily would put vigor into the race and would leave its stamp of rugged health on posterity.

The man or woman who takes daily jaunts in the fresh air is not likely to die of the Great White Plague. Chest forward, head up, chin in, shoulders back, full, long breaths through nose, comfortable shoes, easy clothing, mind free of worry and care—that's the way to win health in a walk.

Ability to walk twenty-five miles a day in the woods, carrying thirty pounds of luggage, will be included in the work of eighty forestry students of the Pennsylvania State College of Agriculture this spring, as a way of testing their "staying qualities" as walkers and one of the qualifications for the profession they have chosen. The head of the school says: "It is my prime idea to hold endurance walking tests in the hope that the men who are physically unfit for the work can be weeded out. We don't want scrawny weaklings taking care of our forests; we need strong, sturdy men who will be able to endure hardship, and I believe the walking tests will prove to us which students measure up to the standard."

The walking epidemic has reached Michigan and clubs of young busi-

ness men have been formed at Jackson, Lansing and other places, with indications that the movement will spread throughout the State. Grand Rapids has a number of business men who indulge in daily saunters, this luxury that is not appreciated because it may be had so cheaply and so easily. If you chance to be at the head of Monroe street some morning about bank-opening time and see Charles W. Garfield headed down the street at his usual brisk pace, with red blood in his cheeks and his whole physical and mental self freshly toned and tuned by exercise in the open, you are safe in saying that he has walked in from his Burton avenue home, a distance of three miles. Then there is C. L. Harvey, who knows the delights of jaunts about the city—exploring expeditions, he calls them. Grand Rapids is not a large town, but how few of our people know the city thoroughly. Why not get better acquainted with the city? The man who is blessed with a good pair of legs should thank God for them and use them.

Almond Griffen.

**"The Truth Shall Make You Free."**

Evansville, Ind., April 9—The following little editorial, which appeared in your April 7 issue, is worth more to me than many pages of other things I have read in trade journals, "May the courage, may the insight, may the deep confidence in truth and in the search for it which made our fathers in the faith strong, come to us. New questions meet us in our own day, new forms of thought. May we have the old courageous and magnanimous spirit, the manly faith of those willing to do, to dare, if need be to die for truth."

There is enough thought running through the above to keep a man busy all the days of his life; and if he has love in his heart for truth he will not live one day without knowing the value of the new questions which come up in his daily life.

If we could only make up our minds to be willing to die for the truth, as we see it, we would soon learn that, instead of dying, we would live much better. It is our fear that is killing us every day. We live and die for no other reason than that we have failed to be truthful to ourselves.

Let us try to live forever. We can if we will but try. What's the use in living here and now if we can not live always?

We are living and thinking of other people. Why not think more of ourselves. We see people come and go, but know very little about them and much less about ourselves.

Our fathers taught us the truth that we could live forever, but somehow we have not learned how this can be done.

Trust yourself. Never be a prisoner. Make your thinking spontaneous. Don't drink the mixture of thought suggested to you from without, but hold on to the truth as it comes to you from within.

New thoughts pick us up and carry us into new worlds, but we soon climb over the fence and run away. We are afraid of the new world. We

say, "this world is good enough for me."

Truth was here long before you and I were born and it is going to stay here forever and if we live in it we, too, can stay.

What am I? If I am flesh and blood only, then I am not much of a man, for every living thing has blood in it.

The power that makes me what I am is the power of thought. If I live with truthful thoughts, then I can live forever. It is the lying thoughts which are going to die and fade away.

"The truth shall make you free." I wonder what "free" means in this quotation? To me it means life, everlasting life, here and now.

Turn to the poem on the front cover of the last issue entitled "If I had the time," and read it over again carefully. Yes, if we would only take the time to get face to face with ourselves, and learn more about our soul, which is nothing else but our thoughts, we would soon find Nature's force which would nerve us by thoughts sublime.

Edward Miller, Jr.

**Many Foods Often "Hand Colored."**

Mischief runs mad in many foods. Maraschino cherries, as Prof. E. H. S. Bailey of the University of Kansas, testifies are sometimes first bleached and then dyed with coal tar colors, like a piece of dress goods, any color to suit the prevailing style. Tomato catsup has to bear the burden of sometimes containing much of the refuse, peelings, and inferior fruit of the cannery, preserved by benzoate of soda and brought up to the brilliant hue required by the lavish use of aniline dyes.

Since lemons happen to be yellow manufacturers of lemon extract make a weak alcoholic solution of oil of lemon and color it yellow with a coal tar dye so that it might appeal to the eye of the purchaser.

Bleached flour and its popularity, Prof. Bailey traces to the time when a cheaper bread was made from rye flour or from badly milled wheat flour. The dark flour indicated that the housewife could not afford a lighter grade of flour. The beauty of the white loaf with its rich brown crust and fine even texture doubtless was appealing also. The fact that starch was a comparatively cheap food and that the portion which made the flour yellow was an expensive food, and that the bread made from the dark flour had a more delicate flavor was lost sight of in the desire to have a white loaf.

But nowadays it is the baker who tries to fulfill the demand for a white loaf. He wishes a cheap white bread. Ergo, bleached flour. This flour is usually bleached by chemicals, just as a straw hat is bleached by sulphur fumes, and sheeting by chloride of lime. When it is bleached by electricity both nitric and nitrous acid fumes as well as oxides of nitrogen are developed. All these have a powerful antiseptic action and actually retard digestion for a longer or shorter time.

The natural color of fruit is developed by growth in air and sunshine. We are content with the ruddy glow of the apple, the blushes of the peach, and the rich scarlet of the strawberry, and ask no artificial coloring to improve them. "When these fruits are preserved or extracts or juices are put upon the market are we not entitled to the natural product without falsification or adornment?" queries Prof. Bailey.

If in the process of preserving the color is not all retained better let it go. The flavor does not suffer for loss of color. With ice cream, jams, jellies, preserves, gelatin preparations, canned fruits, vegetables, extracts, and all foods that have heretofore been colored the safest position is to demand that they appear on the market without the so-called improvement by the art of the color manufacturer, no matter how skillful he be. The manufacturer prepares what he believes the consumer wishes to have.

**Proper Position For Sleep.**

The French doctors claim to have discovered that the proper position in which to sleep is to have the head to the north and the feet pointing south. Any other position, such as east and west, is contrary to the laws of Nature. Persons whose heads are placed east and west, therefore, lie in the wrong position at night, and instead of getting rest and comfort they only wear themselves out in sleep. It was by measure what they call the "neuropsychological currents" in man that the two savants came to this conclusion. When awake, they further state, another position, namely, east or west, is best for any prolonged activity. Owners of factories and offices where a large number of persons are regularly employed would, they add, find it to their advantage to have their establishments facing east or west. More work can be got out of a man in this position with much less fatigue. If literary men want to write a good composition they should sit at their desks facing the east. How simple, after all, it will be hereafter to write better than Homer or Shakespeare, or to paint a masterpiece which would fill Michael Angelo with envy!

**Knows His People.**

A passenger agent in a Wyoming town tells of an Indian who was on the point of boarding a train there for his reservation when he discovered that his ticket was missing.

"Search yourself again," suggested the agent, to whom Lo had confided in the matter. "Perhaps it's in some pocket you've overlooked."

Accordingly the red man went through his pockets a second time, without, however, disclosing anything more than a pint bottle of whiskey.

"Looks like you've been touched," said the agent. "One of your Indian friends you've just left must have taken the ticket."

"Ugh!" grunted the red man. "Indian steal whiskey first. White man got it!"





DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
**TRADESMAN COMPANY**  
Corner Ionia and Louis Streets.  
Grand Rapids, Mich.

**Subscription Price.**  
Two dollars per year, payable in advance.  
Five dollars for three years, payable in advance.  
Canadian subscriptions, \$3.04 per year, payable in advance.  
No subscription accepted unless accompanied by a signed order and the price of the first year's subscription.  
Without specific instructions to the contrary all subscriptions are continued according to order. Orders to discontinue must be accompanied by payment to date.  
Sample copies, 5 cents each.  
Extra copies of current issues, 5 cents of issues a month or more old, 10 cents of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

Wednesday, April 14, 1909

### TARIFF TINKERING.

It is too much to hope that members of Congress in any considerable number will ever learn to take a wider view of the question of tariff schedules than the boundaries of their various districts. Apparently they would rather make a "record" for home consumption, of standing by some home interest, real or imaginary, than to accomplish some real benefit.

A lot of men who have made "records" of voting for something they didn't get, and knew they couldn't get, might have got something if they had voted for results and not records. It is an insult to the intelligence of any constituency to believe it will be dense enough not to see this point. If the average constituency could be made to see the facts exactly as they are, the mortality in next year's contest for return tickets to Washington would be something to stagger politicians.

This is the inevitable incident of tariff revision under the present system. It is half log-rolling and half confidence-game. The whole business ought to be taken out of the hands of Congress and turned over to a tariff commission of big, able, broad-minded men, freed from local narrowness and prejudices and interests, who would make a tariff for the country and keep it adjusted to the needs of the country as a whole. The tariff commission offers the only plan for getting the business on a business basis. If as an incident to the present revision a tariff commission could be provided for, all else could well be forgiven of shortcomings in the measure that is to be passed.

### UNREAL AND REAL FAME.

There was a time when in a political sense the name of the late Senator Zachariah Chandler, of Michigan, was a power all over the land. And yet so able a writer as Henry Barrett Chamberlain, in an interesting review of the Extra Sessions of the United States Congress, published in the Record-Herald last Sunday, says that Senator Chandler was from Massachusetts.

All of which goes to show how

hopeless it is for a man to place great store upon the fame he enjoys temporarily as an ordinary leader in National politics. It would be impossible for such an error to occur in reference to the career of Dr. James B. Angell or as to the life of Thomas A. Edison. After all, it matters little what state a man may hail from if he is truly pronounced as one who bestows benefits and is clearly of value to the universal general welfare. Then he becomes an international figure, a cosmopolitan in well doing and his efforts are well worth the while.

Very few men achieve such distinction; but, on the other hand, there are millions of men who, unknown beyond the limited horizon of their lives, are entitled to and receive the homage and affection of their neighbors and whose memories are handed down and revered for generations because they were kind hearted, thoughtful of others and generous in their bestowal of permanent values upon those generations. For example, the names of John Ball and Delos A. Blodgett, of Grand Rapids, are permanently enshrined in the affectionate respect of the generations to come, and Charles W. Garfield, still among us, is building up a record which will be more lasting than granite or bronze.

There are yet two opportunities for the citizen so inclined and able to carry out his desires to erect like monuments. One of these rare openings embodies the erection, equipment and endowment of a manual training school, and the other comprehends the erection of an adequate building planned and conducted so that it would be a convenient, ample and appropriate social center—a headquarters for intellectual and physical advancement and a place where all citizens might enjoy its privileges at a cost that will be nominal.

### WAIT AND SEE.

"You may put it down as an inevitable fact, one that can not be altered, that the prices of great commercial staples are very promptly reflected upon each detail of every phase of industry and merchandising," said Jacob Banfield, a prominent Pittsburg manufacturer.

Jacob is, doubtless, sincere in his statement and probably it is based upon long experience and continued, careful observation; but has anyone discovered any pronounced reflection on wages of the steady increase in the cost of living during the past eight or ten years? And does not the question of wages embody one phase of every form of industry and merchandising?

Government reports show that during the decade ending with 1897 the cost of living—that is, for clothing, shelter, food, fuel and light—increased a trifle over 33½ per cent., while wages increased less than 10 per cent.

Charles Schwab says that "iron is a pauper," and then he goes on to show that before the iron industries can recover their activity they must submit to a reduction of wages.

The Chicago wheat gamblers, led by J. A. Patten, pocket a million dollar winning on wheat and then assert that this grain is certain to go four points higher at least.

America's great meat packers, fearful that the tariff will be taken off from hides, are busy wiring their representatives in American cattle raising districts to stop buying except they can shade prices at least 10 per cent.

Meanwhile, the gentlemen of the United States Senate, obeying the crack of Senator Aldrich's whip, get busy in whichever direction that gentleman may dictate and the Combined Interests smile contentedly as they whisper: "Wait for the final outcome. Then you'll see what we have a right to expect."

### PROPRIETORSHIP MISUSED.

Self conceit is a somewhat common and always reliable cause for failure in the business of merchandising, a trifle more trustworthy, perhaps, when the merchant is a retailer than when a jobbing trade is undertaken.

The most frequent demonstrations of the truth of this theory are furnished by young men whose fathers or other well-intentioned helpers "set them up in business," as goes the saying.

Altogether too many youngsters, even although they may have acquired a fairly good knowledge of some lines of merchandise, are apt to assume when they become proprietors, employers of help, the possessors of a line of credit, that they must maintain a profound air of dignity and aloofness from the details and drudgery common to their business. As a rule this attitude is the result of pure self conceit.

They are afraid that the people with whom they do business will not discern the fact that they are proprietors and not of the common herd, and so reveal foolish and injurious examples of business failures.

It is not necessary, perhaps, for a jobber to tie himself up habitually to a specific job in the counting room or to assume to himself a salesman's position; he need not do frequent stunts in the stock department nor break his neck and skin his knuckles in the shipping department; but to avoid doing any of these things for the sole reason that the work is beneath his station is ridiculous. The retail dealer who rebels under all circumstances against filling a delivery order, or helping to unpack a lot of just received merchandise, or, if the occasion arises, permits his store to become untidy, simply because of pride, is equally silly.

Reduced to its last analysis, such behavior on the part of a merchant is self conceit, pure and simple. It embodies no hint of the quality of high minded pride and it is just a grade below what may be called excusable vanity. Moreover, it is a practice which very readily becomes a fixed habit so aggravating that in time it is certain to produce a menace to the success of any business.

### RESENT BEING IMITATED.

Because of unscrupulous operators the word "scheme" has become a poor one to use in designating almost any business plan of operation. Correct as a term in rhetoric, it is unfortunately a synonym for that other perfectly correct word, "plot;" and as the world is full of individuals who are averse to great mental or physical effort and are constantly and sometimes most cunningly contriving, planning and plotting to get something for nothing, there has come to be an accepted definition of the word "scheme" not advantageous to those who use it. The get-rich-quick plans, the three-card men and the great variety of other frauds and swindlers having devices for separating money from rightful owners are all of them best known as schemes and schemers, and when, in referring to a proposition to which his attention has been brought, an investor declares: "It's nothing but a scheme," he has said the last word in evidence of his disapproval.

A man may conceive a plan, advocate a project, approve a purpose, evolve a contrivance, and so on, and yet while he may be entirely honest in each effort he is, at the same time, merely scheming, and the instant one becomes known as a schemer he is looked upon with suspicion.

Surely our mother tongue is rich enough in specific terms—say, vagabond, swindler, knave, or reprobate, for a specific term to protect a word so wholesome and so expressive as is "scheme" from the taint of slang application. And by the same token there are hundreds of other equally cleanly and direct terms in the English language which are habitually dragged into the slime of slang by men and women who have had every advantage of education and the most desirable opportunities for the development of high grade culture. With college graduates of both sexes habitually demoralizing our language in such fashion, it is not strange that high grade members of the various rascally guilds, such as bank robbers, highwaymen, confidence operators, counterfeiters, forgers and even pickpockets and sneak thieves, are striving diligently and sincerely to retain their respective identities by the abandonment of the use of slang.

If we would all insist on not taking something for nothing as we do in getting it, we would more than make the difference in the value of service to each other.

Few things are more foolish than praying for a high task while neglecting a lowly one.

People who blame Providence for their crops are usually reticent as to their sowing.

The best argument against the devil is the one that eats into the profits of his business.

The Golden Rule is the best antidote for the rule of gold.

Virtue never needs to demonstrate itself by vociferation.



**THE BACKYARD PROBLEM.**

If the almanac is at all to be trusted the time has come in country as well as in town to be picking up the dooryard. Decency as well as self-respect insists that the front gate and the plot immediately behind it shall be carefully attended to and already the leaves of last fall have been raked up, and not only is "the green grass growing all round, all round," but the early flowers have pushed aside the brown turf and are holding up to the spring sunshine their dainty cups. The aggressive troops of the Lily family have already unsheathed their swords and are standing as so many sentinels over the cradles of tulips and hyacinths where the eyes of the baby sleepers are beginning to open and to show the dainty coloring they are receiving from sky and sun. The frontyard is the public reception room of the house behind the gate and that like the parlor must be so taken care of as to impress the eye of the stranger with the family's claims for recognition among the cultured and the well-to-do.

It is the backyard, however, that is now finding its way into popular favor, and while once the idea prevailed that it was the receiving place of everything wanted nowhere else, the real reason for its being the general catch-all was the often-repeated statement that it made no difference how things looked out there, because only the members of the family would ever see and know of it. Hence the ash barrel and the tin can; the swill-pail and the rubbish, generally, and last of all and worst of all the breedingplace of the diseases that threaten not only the family but the neighborhood.

If the town is entertaining the idea that the country has now and then a bit of dooryard that needs looking after, it may be well enough to suggest that that is exactly what the country is doing. Away back there where the years were not so abundant as they are now, a stretch of territory many times larger than several city lots spread its undulating surface from the front door to the not very near turnpike. The elms had covered it with a season's growth of leaves, the orchard near at hand had contributed its generous offering and long after the March winds had failed to do the job that a certain farm boy had hoped it would do, there was a peremptory "Go to the woods for a load of white birch bushes for brooms." Then there were strenuous times for the birch broom and the boy behind it and then it was that the southern slope from front door to the highway took on a shadow of springtime green which the dead grass of the preceding fall tried in vain to hide.

They who have been there know that the outdoor spring-cleaning did not end with the frontyard. "Last the worst of all the game," and from backdoor to the far-off pigpen it was litter and back alley over again, only intensified now, as seen through the vista of years; but, looked at now through that self-same vista, what a

picture it is and how fondly the memory dwells upon it.

Only a few feet from that back door, where a Virginia creeper had climbed and sprawled all over a rude framework which the woods had furnished, an apple tree raised its wide-spreading umbrella of leaves and red-streaked blossoms—the blooms getting the better of the leaves, for May was then the house-keeper—and spilled upon the air the incense, dripping from the dainty flower-cups. A rustic seat, made to sit on and so comfortable, stood at the foot of the tree, its back against the bole, while a carpet of mid-spring green, dotted with thickly interwoven dandelions covered the level floor, reaching to the butternut-shaded grindstone, the corn crib and the pigpen. It was not a place to shun when the spring cleaning—that backyard—was over nor is it a picture to look back upon with regret when memory locates not far from the rustic seat a mother's work-basket, with her saintly face bent above the high-piled task, where every stitch was laden with a blessing and a prayer.

That backyard, crowded with fadeless memories, has its replica in more than one home lot to-day. There is one even now unfolding its unpretending beauty in Grand Rapids, and fortunate are the owners of it and equally fortunate are the people who live in that beauty-radiating center. There are trees there which the fingers of April are decorating with buds. Clustering shrubs are already screening the fence behind them with their green-growing wands. The crocuses with lifted cups are catching the blessings that comes to them from sun and sky. The daffodils, as it has been said before, have already donned their golden shields and the tulips, the hyacinths and the jonquils are guarding with their green sabers the cradles of their waking flower babies. A rich green carpet, its border fastened down with blossoms, covers the level floor and the chairs and benches are stretching out their ever welcoming arms to the members of the fortunate household and to their frequently coming guests.

It is the happy solution of the often perplexing backyard problem and it is not, as so many are ready to believe, a fickle fad that has been hit upon to satisfy a flitting fancy with the hope of doing something to forward the efforts now so strenuously undertaken against disease. It is the staunch old truth, "Cleanliness is next to godliness," that is asserting itself, and it is not to its discredit that it acknowledges as its birthright the New England home, the birch brush-broom, the unwilling wielder of it, the farm dooryard and the duty-loving mother who then, as now, in looking well to the ways of her household included the backyard and made it, as it ought to be, one of the many places of the earth "touched by the Jordan!"

Many who are proud of their flow of ideas forget that a half empty bottle flows more readily than a full one.

**COMMERCIALISM ALL RIGHT.**

"Commercialism" is declared to be the curse, the bane of the present age.

What is commercialism? It is commonly defined to be a prevailing, almost universal, greed and grasping after material wealth. It is held by not a few that everybody is ready and willing to sell honor, honesty and truth for pecuniary gain. Every person is charged with holding himself at a price, and if some have not sold themselves it is because their price was above the market rates.

This is the expression either of those who have sold themselves and wish to draw down all their fellows, or this disreputable doctrine is maintained by constitutional pessimists who always see the gloomy side of life, the shadows of human character, the blackest spots in life.

Professor J. J. Stevenson, of New York University, writing in the Popular Science Monthly, says:

"Every unprejudiced observer sees that affairs are sadly out of joint and he longs for some mighty surgeon to adjust them, but he sees no ray of hope, no cure for human woes in these jeremiads, he recognizes only the old waiting, the old discord, with here and there a new note to catch the ear of passersby. It is as old as the race itself. Doubtless poor old Adam thought sadly of his bachelor days, untried by any Eve of speculative temperament. The Prisse papyrus, written during the twelfth dynasty and copied from one of the fifth, carries us back to at least 2,500 B. C.; its aged author grieved over the degeneracy of his times and longed for those better days of the past. More than 1,500 years afterwards the author of Ecclesiastes, pessimist himself, rebuked querulous men who asked why older days had been better than these; Greek and Roman literature is full of laments and the poets sang wearily of a golden age, long past and past forever. Our own Washington had little hope for his country as he considered the decadence of public and private honor, the selfish anxiety for advancement and the corruption prevailing everywhere toward the close of the eighteenth century. Yet that was our age of gold, when corporations were unknown, when railroads had not been conceived, when petroleum had not soaked the land with its slime and Wall street had not come to crush the people's energies.

"Commercialism is the superabounding cause of all troubles; a vague something is this commercialism, eluding definition, but evidently including all that is evil. It is the spirit of business. To denounce commercialism is the duty of every 'high thinker,' the defender of business men can rarely obtain fair hearing. If in modest position, he is liable to be treated with mingled pity and contempt; if in responsible position, he is likely to learn that he is biased by self-interest; if a college officer, he is cast out of court at once as a hireling, because at some time or other a business man has done something for the college. 'The high thinkers' can be described only by

Job's reply to his similarly self-sufficient and equally ill-informed friends—'No doubt but ye are the people and wisdom shall die with you.'"

Commerce is the life blood of human progress. If the various peoples and nations did not trade each with the others, there would be financial and social stagnation. The mercantile adventurer goes first and opens the way for the missionary. The trader was received and spared because he brought some material thing which the people wanted, while the missionary, preaching a divine gospel of peace, was slaughtered. But for the commercial intercourse of nations we would not know what was going on in the other countries of the world.

When Julius Caesar was planning the invasion and conquest of Gaul (France), the country beyond the Alps was so little known that in order to gain information he sent for all the foreign traders, the commercial travelers in Rome, who were the only persons who had penetrated into the coveted country, and from whom alone he could get any particulars as to the people, the features of the country and its products, and thus these traveling traders, these adventurous merchants, were the most useful persons in the country to the great Caesar.

It has been a common boast that the merchants of a country are known for their honor, their probity and liberality. The merchant princes of ancient Venice always held the models of honor.

There would be no outcry against commercialism to-day but for the fact that a few men, by means not always honest, usually, by securing possession of Nature's treasures hidden in the earth, have developed them and have acquired enormous wealth, using it, in not a few cases, to oppress all in their power and to extinguish competition. Of course, it is in the power of such men to buy up all public officials who are for sale, and to use for selfish purposes the advantages so gained.

But these are the few, not the many, and it is their prominence that hides from view the great numbers whose standard of honor, truth, virtue, morality and self-sacrificing patriotism are as great and as devoted as ever has been the case in all human history. When a venerable prophet of Israel lamented that the people had all gone astray after strange gods, he was divinely informed that there were still 7,000 men among the very people of whom he despaired that had never bowed the knee to Baal.

Men to-day are just as brave and honest and true as ever they were, and women are as pure and trustworthy and devoted to duty as ever they were, and there always will be such.

Because some blessings are promised to the poor many try to earn them by being poor kind of people.

The touch of tears is often the closest cement of hearts.



## TARIFF ON LUMBER.

## Why It Is Necessary To Protect American Labor.

Grand Rapids, April 12—One of your subscribers was very much surprised after reading your good advice, "Banish the Knocking," on the first page of your April 7 edition, to run across on the last page the worst kind of a knock against the lumber tariff. He really believes one is just as injurious as the other—the first against the city only, the latter to our State and country.

The writer supposed that the Saturday Evening Post was the only weekly that felt it necessary to use two-thirds of its editorial columns about every week blackguarding the tariff, when it is safe to say that 75 per cent. of its readers feel that such treatment is unfair to them.

As to the "Expert Opinion on the Lumber Tariff," in reply to "What Will Be the Effect Upon the Lumber Business in Case the Tariff Is Taken Off from Lumber?" the answer given as "Expert Opinion" is like most free trade arguments—thoughtless and careless. The expert says: "It would not have any effect to speak of," and then eats his own words by saying, "except, possibly, upon the lumber interests along the Pacific coast. With no tariff on lumber, it might be possible for British Columbia people to ship cargoes into Oregon and California and cause a decline in the profits for manufacturers in those States." He then goes on making an argument that it is strange the editor of the Tradesman would have the nerve to print when he states, "This would be more than offset by the market for lumber in Saskatchewan and Alberta districts of British America."

The time was when a few thoughtless persons believed that if you were good to your neighbor your neighbor would be good to you, but in these days when every important nation, after having witnessed the tremendous strides made by the United States under protective tariff laws, has become even greater protectionists than we are, it is no argument at all to suppose that Canada would continue to admit American lumber free when they began to have competition from America.

The gentleman must have known that in arguing for free lumber he was putting the labor of Hindoos, Japanese and Chinese, which class furnishes the bulk of the labor for the mills of British Columbia, in competition with the mills of the United States, which are largely manned by Americans.

Another thing he forgot was that not only is British Columbia a lumber manufacturing country, but that the Ottawa district of Canada is a great lumber producing section and the freights from there to New York, Pennsylvania and the New England States are lower than they are from Michigan, Wisconsin and Minnesota.

Is it fair to lumber manufacturers of the United States who have invested their money in mills furnishing employment to American labor, who spend every dollar they make in

building up this country, who pay taxes on this large investment, to have to compete with Canadian manufacturers who do not pay one cent towards the taxes of this country.

If for no other reason, why is not the tariff a fair proposition, which is simply taxing the people who live in other countries for doing business in our market? The Tradesman is carrying on an aggressive war against the fly-by-night concerns which come into Grand Rapids and the argument it makes is exactly the tariff argument above—that the merchants who live in Grand Rapids who pay taxes in Grand Rapids, who pay for the schools, churches and other advantages the city possesses, are, and should be, entitled to the trade of the citizens of Grand Rapids, and that outsiders who pay no taxes and have little or no investment should not be allowed to come here and compete with our home merchants. If that is true of a city, why not of the State and of the United States?

The Tradesman is also carrying on an aggressive war against the catalogue houses on the same theory—that if a merchant in a small town pays rent and taxes, does his share toward making the town what it is, keeping his stock ample for the town in which it is kept, it is unfair to subject him to the competition of catalogue houses from the big cities who do nothing towards keeping up the expenses of the vicinity in which they do business.

What protectionists want is that other merchants wanting to do business in our market should be compelled to pay a tax in the shape of a tariff proportionate to the labor cut off by that competition. It is a shame, and the writer blushes for the weakness of the protectionists who, in place of standing up like men and making an argument for the principle, have allowed themselves to read free trade harangues until some of them have become so weak-kneed that they are afraid, even of their hides.

C. C. Follmer.

## Character Grows.

Many people seem to forget that character grows; that it is not something to put on, ready made, with womanhood or manhood; but day by day, here a little and there a little, grows with the growth and strengthens with the strength until good, or bad, it becomes almost a coat of mail. Look at a man of business—prompt, reliable, conscientious, yet clear-headed and energetic. When do you suppose he developed all these admirable qualities? When he was a boy? Let us see the way in which a boy gets up in the morning, works, plays, studies, and we will tell you just what kind of man he will make. The boy who neglects his duties, be they ever so small, and then excuses himself by saying, "I didn't think," will never be a reliable man. And the boy who finds pleasure in the suffering of weaker things will never be a noble, generous, kindly man—a gentleman.

To use a great truth for wholly selfish ends may be to make a great lie out of it.

## ONZO J. BISSELL.

## Side Light On a Somewhat Remarkable Career.

Written for the Tradesman.

Among the disciples of Galen, in the practice of his profession, many years ago, old time residents remember Onzo J. Bissell. Soon after acquiring citizenship in Grand Rapids, he built and occupied the brick house on the northeast corner of Island and Lagrave streets, owned and recently demolished by Mayor Ellis. Dr. Bissell had passed middle age when he opened an office in the Fremont block on Monroe street, but was active and keen and soon acquired a lively interest in public affairs. He was a member of the Park Congregational church, and enjoyed considerable popularity among the members of that special sect. A Republican in politics, with high ideals, he longed for power to give force to his purposes. He repeatedly sought the nomination of his party for the office of mayor, but the methods employed were worse than useless in those days, when delegates carried their hands behind their backs. Dr. Bissell was a very wise man in his own conceit, but in time the self-praise, which he poured out to any who would listen, created much aversion to his pretensions. Late in the seventies, when that prince of practical jokers, Nathan Church, located in Grand Rapids, Dr. Bissell became acquainted with him and revealed his ambition to occupy the mayoral chair. Recognizing in the aspirant a subject for amusement, Mr. Church summoned those choice spirits, Stewart Ives, I. M. Weston, Willard Kingsley and "Dick" Abbott, to meet the doctor and plan a campaign for his nomination. The conference was held in the private editorial rooms of Mr. Church, in the office of the Grand Rapids Times, and when the subject had been discussed in all seriousness, Mr. Kingsley remarked that the doctor would be called upon to deliver many speeches pending the holding of the caucuses, and suggested that the conference be favored with a sample of his oratory. Without urging, the doctor took the floor and delivered an address. Extending his long, bony arms upward, shaking his grey crown head, mopping his long white whiskers, to emphasize his points he furnished an amusing spectacle. The doctor discussed municipal problems and the evils in the administration of city affairs he would strive to correct. A discussion of the address followed in which Kingsley, Ives, and Weston offered suggestions, to most of which the doctor listened with impatience. "Dick" Abbott, a lover of athletics, expressed the fear that the doctor would be unable to undergo the physical strain of a campaign, but the doctor declared himself to be as strong and as agile as he had been sixty years earlier in his career. Just to satisfy the doubting Abbott he kicked a hat from the hand of Stewart Ives, the latter standing on a chair. Then the doctor indulged in hand-springs and gymnastic feats of surprising inter-

est. Church agreed to present the doctor's name to the public through the columns of his newspaper, the Times, and during several weeks preceding the holding of the caucuses, the claims of Dr. Bissell, supported by the queerest arguments imaginable in a political campaign, were published by Mr. Church. Nightly conferences of the candidate and his supporters were held, when, to satisfy the distrustful Abbott and the exacting Kingsley, the doctor kicked and talked high. The politicians were amused, the ward heelers disgusted, and when the caucuses had been held, the doctor was unable to find a name on the list of delegates chosen favorable to his candidacy. Church and his friends had enjoyed the pompous, contentious candidate, but when, a few years later, the doctor died, many remembered only his kindly heart and generous deeds.

Arthur S. White.

## You Must Have a Bargain Department.

If not now—then soon.

No matter how big your store, no matter how high your aims, no matter how exclusive you may hope to be, you must sooner or later have a bargain department.

When you consider that the average income of more than 90 per cent. of the men in the United States is less than eleven dollars per week—

When you have turned the thought over carefully that in your own town the average man must clothe and feed himself and family on an average weekly income of eleven dollars—

When you have considered that the shopping of the average woman must be done at a limit, with the amount of each expenditure fixed, no matter how great her desire and appreciation may be—

When you consider the fact that more than 60 per cent. of the retail business is done in amounts of less than one dollar—

Then you have found the reasons why a bargain department must soon be a part of your store—and why this department should be especially featured.

And your bargain department must have—

First. A space set aside—either in the basement or other convenient place—for the display of popular priced goods.

Second. All popular priced goods centered here—not scattered throughout the general stock where they would fail in centralizing and emphasizing the fact that your store catered to the masses as well as the classes.

Third. All goods priced in plain figures.

You must have a bargain department. You will have one soon—for you won't permit yourself to fall behind the procession.—Butler Bros. Drummer.

The business man or working man who gets all he can and gives as little as possible in return is passing—he is going where the long flowing whiskers twineth.



## SECRET OF SUCCESS.

## It Is Readiness For the Opportunity When It Comes.

The grand old sculptor and philosopher, Lysippus, personified opportunity in marble. In his artistic soul he represented it as a vigorous boy, handsome of form, with flowing hair through which the winds played as on strings of an Aeolian zither, the forehead high and broad, showing strength of intellect, the cheeks glowing with the inspiration of thought, the feet winged, standing on a sphere as if ready for flight above the world.

It was a figure of power and majesty in miniature, giving indication, however, of what the perfection of maturity might attain and could attain in the after years.

But the flowing locks, through which the winds played, only depended above the clear cut marble forehead—behind, on the back part of the head, the hirsute growth was yet incipient.

This was symbolical of the old poetical conception of opportunity, long antedating Lysippus. The evolution of the old ideal had it a figure with luxuriant hair in front, but entirely bald behind, so that no one could seize it after it had passed. Therefore the saying originated, "Opportunity has hair in front, but is bald behind."

Man to a great extent is governed by opportunity. Estimate however we may the power of the individual and his personal achievements of success, there is an element in the product of his life we can not wholly eliminate. In a resume of the whole we can not overlook circumstances.

There is an indefinable something called fate which plays a part in every human life. It appears under many guises. Some know it as luck, some as fortune, others as chance.

It takes such a hold on some that they become fatalists and resign themselves to what they regard as the inevitable. The Arabic word for fate is "kismet," and the Arabs believe kismet governs all and that the individual has nothing to do with shaping his own destiny.

Though fate and luck may enter into every character more or less, man is a being of free will and a creature of reason and intelligence, endowed with the power to shape his own destiny, despite the opposition he may receive in his onward march.

Providence does not seek to trip us in the race of life. It gives us every assistance if we but accept its help. Heaven sends opportunity to all, but the trouble is too many are unprepared to receive the visitor and so it passes their door.

Once ignored it seldom pays a return visit. He who would receive its gifts must be prepared and watching for its arrival. On such it showers favors with unstinted hand.

Opportunity never scatters seeds on barren ground; it chooses a prolific soil where they will fructify and produce a goodly harvest.

History is replete with the stories of men who were ready, waiting, watching every moment for oppor-

tunity to come and who had made themselves fit for its visit.

Would Alexander ever have conquered Persia had he not been ready for the fray? He never could have been content to rest in gray, old Macedonia; he had to be up and doing, preparing himself for the decisive moment to arrive. Opportunity found Caesar ready to cross the Rubicon. Napoleon never would have scaled the Alps without preparation.

Not alone in military fields have we examples of victors ready for action when their time arrived. Throughout literature, science, and art we find countless thousands who gained their end and ambition by equipping themselves with the necessary requisites opportunity demands.

Ole Bull was born in obscure circumstances, but he made the best use of his time. He did not neglect the passing hours, but utilized them to perfect himself at the violin until he became a master of the instrument. Opportunity came his way one fine morning in the guise of the celebrated diva, Malibran.

The famous prima donna happened to pass the window of the young performer and hear the strains which he evoked. She was thrilled with their melody and inquired the name of the artist. She spoke about him in glowing praise to her many friends. It so happened that one night this queen of song failed to keep her engagement. The audience was in waiting and the manager was in despair. Suddenly he remembered the youth of whom the diva had spoken so highly. He hurriedly sent for Ole Bull. The young violinist appeared and electrified his hearers. From that hour he was famous.

Had Ole Bull not been prepared opportunity would have passed his door and he never would have been heard of in the musical world. Years of hard, unrelenting toil lay behind his success.

They say opportunity knocks at the door. That must be places where the doors have knockers. In America it is pushing the electric button, but, alas! many a young fellow is too deaf to hear the summons, too lazy to rise to admit his visitor, or too ignorant to benefit by the call. The American youth of a past generation were keenly alive to the visits of opportunity.

George W. Childs, the Philadelphia multi-millionaire and philanthropist, was working for \$2 a week at the age of 12; after paying his board and lodging he had only 50 cents left, but he did not grumble, for young as he was, he realized that he was getting a chance, so he embraced it and began to prepare himself for better things. He tried to make his employer feel that he was more useful than the former expected him to be. Every spare moment he could snatch he spent in study and at night attended the auction sales to learn the value of books and pick up all the knowledge that could be of use to him in the trade.

When at length he was enabled to take a little office in the Public Ledger building he only felt that he had

made the very first step in the ascent of his career. "Some day I will own the Ledger myself," he whispered to his inner consciousness and he hugged the idea until the time came when he not only owned but controlled and managed it. His wonderful and eminently useful life as well as successful career point a moral which the young American of to-day would do well to take to heart.

Childs was thorough and sincere in his every act. When he said a thing he meant it; when he put his hands to the plow he resolved not to drop the handles until he would furrow the stubble. He laid his foundation good and strong, and the result was that the edifice he erected thereon was solid and enduring. When opportunity came his way he did not turn his back, but advanced with a welcoming smile and clasped it to his breast.

James A. Garfield was a hired chore boy in the house of a western farmer. He had to sit up late of nights polishing the family boots and shoes. On occasions his presence would not be agreeable to the young woman of the house when entertaining company.

"Hired servants should keep their places," she would say as she would direct withering glances at the poor youth. In bitterness of soul he one night retorted: "Ah! I'll hire servants myself yet." He did—in the White House. Garfield was waiting for opportunity to come along and he was quite ready when it did come.

You can not keep a good man down in the long run. If opportunity does not come his way, he knows he has a dwelling worthy to receive it, so he sets out to search and never gives up until he finds it. The road may be rough, he may be tripped at every corner, but each fall makes him more impervious, hardens him to overcome the dangers and push ahead until he reaches the objective point of his desire.

Employers tell us that the trouble with most men is that they are not prepared for the opportunities which arise in connection with the business in which they are engaged or wish to engage. This emphasizes the fact that the secret of success is readiness for the opportunity when it comes. In most cases opportunity does not come, and the result altogether de-

pends upon the individual. If ready it unlocks its treasures; if not it passes onward to some other.

Madison C. Peters.

## Put Up Jobs on the Hens.

It is claimed that some of the poultry raisers of the good state of Iowa have struck a new plan of fooling the hens. It has been noticed for a long time that the hen gets busy at daylight. Her joyous cackle of pride over the birth of a new egg is always heard just a little after sun up. An Iowa man concluded that he would try an experiment. He put electric lights in his hen house and about two o'clock in the morning turns on the lights. The hens wake up under the impression that it is daylight and get busy. They lay their regular quota of eggs after which the smooth farmer turns off the lights and the hens go back to bed. Then when the real daylight comes they get up and lay more eggs. In this way the farmer is getting a double supply of eggs, but there is talk of having him arrested on the charge of obtaining eggs under false pretenses. When the hens lay two eggs per day the size of each egg is not so great as the size of the single egg the hen used to lay, but as eggs sell by the dozen and not by weight that makes no difference to the farmer. The hens, however, are getting to look worried. They can't understand this thing of two nights following each other so close, and it is feared that some of them are getting onto the method of the farmer. When they really do catch on there will be a strike among those hens.

## All Kinds.

"Football!" growled the angry father, "Ugh!"

"But surely," said his friend, "your son won high honors in football at his college?"

"He did," assented the father.

"First he was a quarter back—"

"Yes."

"Then a halfback—"

"Yes."

"Then a fullback—"

"Yes."

"And now—what is he now?"

"Now," roared the father, "he is a hunchback!"

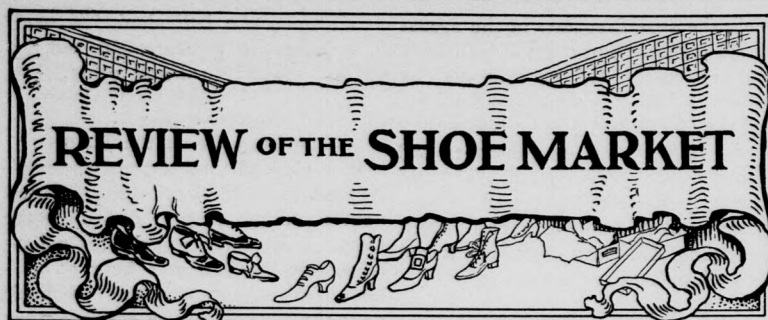
The soldier of the cross need not be a cross soldier.

**WORDEN GROCER COMPANY**

**The Prompt Shippers**

**Grand Rapids, Mich.**





### The Doings of S. P. Carton—Traveling Man.

S. P. Carton, the advance agent of fine shoes, stepped off the train and the porter handed down his grip. I mean his hotel grip. His Must bag he calls it—the little cluster of comforts which he must have and clings to always.

The sample cases, which he checks, may go astray, but the little bag with the night shirt is always with him, and the "hotel trunk" gets around occasionally and anyway for the Sunday town, although, sad as it may be to relate, the Sunday towns are often reserved for the long jumps and the sleeper and the dining car are the whole of it.

Now for a good many years S. P. Carton has been averse to carrying a grip of any sort unless everybody else was busy or absent. But when he stepped on the platform at Salvation Junction it was either grab the grip or allow the dainty little russet colored thing to be set down on the damp, dirty and otherwise disagreeable depot platform. For Salvation Junction is, in the language of Polly of the Circus, a "Dump," and there was nobody in sight to help the traveler on his way.

A lone baggageman who was also operator, ticket agent, switchman and freight handler, if any freight ever comes to Salvation Junction, was removing Mr. Carton's sample cases from the baggage car. The "hotel trunk" had been checked through to the Sunday town and Mr. Carton's linen had been forwarded to his favorite laundryman to be ready for his coming. Speaking of linen, which is a good way from the shoe business, by the way, Carton was and is one of the sort of traveling gentlemen who are very particular about their linen. Once when he sent his week's output all nicely folded up and wrapped to a strange laundry the proprietor opened it and howled out, "Another kicker, sent his laundry back 'cause it ain't done well enough. Now I ask any of you fellows to look at that lot and say if you ever saw better work turned out." And that was what Carton terms his soiled linen, so that you can get something of an idea of what sort of a man he is when it comes to being particular.

Grabbing his tiny make-up bag he strode into the box of a station. Sitting down he dug into the bag for a letter. That is another peculiarity of Carton, he hates to carry letters and such stuff in the breast pocket of his coat, because such truck does spoil the smooth fit of the garment. He dug into the satchel and found the letter he was looking for. Then he

read it through twice, but once will do for us:

"S. P. Carton,  
"Marytown.

"Dear Carton—Willet Granulate, of the grocery firm of C. Rackers & Co., gave me a tip at the Club last night. He says that a new general store is being started at the new boom town of Modicum by a man named Raven. Says he placed an enormous order for their line of goods and paid spot cash in advance. Now, of course, we don't carry a general line, but there are a lot of our specials which if you could get him to order in big lots would make the account worth while—the first time anyway. I know you don't handle this off the R. R. business much, but this seems such a good opportunity for a plump order that I venture to suggest it, in that you will have to go right through Salvation Junction on your way West. The new town is about nine miles from the Junction, but I presume there is a stage running over there.

"Yours,

"B. B. Bebee,"  
"Secretary."

Carton folded up the letter and took off his reading glasses. He glanced out of the window. There wasn't a house in sight, not a horse nor vehicle in sight, hardly a tree, just two diverging lines of muddy road leading between stretches of unfenced fields, until they disappeared over a ridge. Beyond the tracks on the other side of the station he could see only scrub woods. All was wet, swampy, muddy, miserable. The operator came into the station. "How can I get to Modicum?" asked Carton.

"Dunno," replied the railroad man. "The town is ten miles across country, but it's all of fifteen around by the road. Fifteen of the worst miles I ever traveled. Sometimes a wagon comes over here for freight for the general store, but it was here only yesterday and won't come again this week."

"Is there any place around here where I can get a horse and rig?"

"No, sir. Back in the scrub where I board the man has a barn and keeps a sort of a horse, but not enough of a horse to do that jaunt."

"When can I get a train out?"

"One hour, east, by the Claw-Hammer, that's the little branch that crosses here, the H. & A. M. and you can get west on the main line in an hour and fifteen minutes on number 3. She's right on time, too."

"No. 3 for mine," remarked Carton as he settled down and lighted a cigar under the "No Smoking" sign,

after supplying the operator with a weed.

The Claw-Hammer train with its two cars drew in promptly and one passenger got off, who seemed relieved when he found that he was in time for the main line train west. The two passengers sat in the little box of a station and waited, exchanging comments on the weather. After they had boarded the train and were comfortably smoking in the proper compartment the conversation became more personal. "I'm from Boston myself," remarked Carton.

"I lived in Boston once, but I have been in Baltimore a good share of the time for the past ten years."

"How would you like to live at Salvation Junction?" questioned Carton, smiling.

"Deliver me," answered the stranger, "although it may not be so bad in the summer as it looks now."

"I'm in the shoe line myself," said Carton, "and I stopped over here thinking I'd drive over to a new town called Modicum where some misguid-

ed man is putting in a new store and see if I couldn't inflict our line on him."

"Why didn't you go?"

"Well, I'll tell you: I'm loyal to the firm all right, but when it came to fifteen miles through the mud—it's too little like visiting the jobbing trade exclusively, for me."

"I know Modicum some. It's quite a boom town."

"Do you know this man Raven that I was going to see?"

"Raven—Raven—is he a small, dark complexioned fellow with a squint?"

"Blessed if I know. All I know is that he is starting a general store and for awhile to-day was just twelve miles, as the crow flies, from the best

**MAYER Honorbilt**  
Shoes are Popular

## Sporting Boots and Waders

The celebrated "Gold Seal" brand

**Goodyear Rubber Co.**

W. W. Wallis, Manager

Milwaukee, Wis.

## Elkskin Outing Shoes

have become as staple as any footwear made. They are comfortable and durable and in demand from early spring until late fall.

From now on you will want a full line of sizes at all times. We have them in **black, tan and olive**, with leather heel or with Catspaw Never-slip Rubber heel. We especially recommend the rubber heel. We also have them in bellows tongue especially adapted for farmers' use. Send us your orders. We know our shoes will satisfy.



**Hirth-Krause Co.**

Grand Rapids, Mich.

Makers of Rouge Rex Shoes for  
Men and Boys



line of special shoes that ever got west of the Catskill Mountains. They say he's doing quite a trade."

"I'm quite sure that I know the man you mean. I don't blame you for not taking that drive to see a country retailer."

"Not me," said Carton. "His name may be Raven, but when I thought of going through that, I just added a letter for me and made it Craven and let it go. Tell me about the man."

"Well, I can tell you what I know: He started as a rich man's son and was put through college at the highest price. He learned as little as he could and was graduated. Just about the time he got through his father died and all of his big business fell to this cigarette smoking, drinking, card playing sport, who didn't know a practical thing except that he was a good judge of bull pups."

"I know the sort. Glad I didn't go to see him. I'd have despised him."

"Sure you would. Everybody did. He let the business go to the demnition bow-wows while he spent everything that came in, in all of the wrong ways he had learned at college, and when he woke up he and his mother had about a thousand dollars in money and a too-good house."

"The son of a gun!"

"That's what everybody said. Even then he didn't know enough to quit after he had run through the thousand, so he mortgaged the house and tried the stock market, but right for a day or two and after that—you know the rest."

"Why didn't he go to work?"

"Work! That sort? Well, just as they were about to foreclose the mortgage he woke up and rushed to a wholesale leather man, who used to be a friend of his father, and asked in his jauntiest way if he wouldn't take up the mortgage until he could get on his feet. He ran up against a hard business proposition in the friend of his father and the old fellow didn't loosen a little bit. The youngster let out on him and talked nasty about how he'd show him—he'd buy him and sell him—snapped his fingers in the old man's face and—"

"The miserable puppy!"

"Wasn't he?"

"How'd the old man take it?"

"Calm. Waited for the snip to get through and then told him that when he was ready to be of some use in the world to come around and he'd give him a little good advice."

"Oh, but the boy was mad, went out and got gloriously drunk, cut up a policeman a little and woke up in the jug with two teeth gone and real trouble on his hands. Those days in jail were great for him. He began to see himself without a mirror and the third day after he was remanded, before his mother knew where he was, the old leather man came in."

"Young Raven was mellow and the old man didn't lay up anything. He talked to the fellow as though he wanted to help him and, by a miracle, young Raven seemed to see a light. 'Now,' says the old man, 'I'll tell you what I'll do. That house of yours is too good for you to try to keep."

It won't sell for a cent more than the mortgage, but I'll take the property, hold it for you and when I can sell it to any advantage you may have the profit, if there is any, when I think you're fit to have it. Your mother and my wife are old chums and she shall come and live with us. I know a place in a little country store where you can go and work for your board and a little salary and learn business and when you find yourself I'll be ready to give you some more advice."

"Did he do it?"

"By jove! He did. Something opened his eyes, the old friend got him out of the police scrape and for three years the youngster buckled down to work in a country store as though he had been born to it. It came mighty hard, but the whelp stuck it out and a couple of years ago the old man called him in for a conference, placed \$5,000 to his credit and told him about this opportunity at Modicum. It was an opportunity and things have been coming his way nicely. It is, as you say, a horrible place to live in, but you never saw such a happy fellow as that young Raven is in your life. He's doing well. Has a fine trade and some of the business ability which his father used to possess seems to be coming back to the man."

"Good for him. I wish I had driven over to see the man."

"I wish that you had. He would have appreciated it."

Carton sat and smoked, musing for quite awhile. "Where do you get off?" he queried.

"At Reefer. I have some business there over night."

"What hotel do you stop at? I don't know the town."

"The American House."

"So shall I. And, now, say, Mr. Raven, I'm going to have my samples taken up there first thing in the morning and if you'll give me just a little time I'll show you the very best line of goods that you can put into your store at Modicum. All of our line won't do, but I've got a bunch of things that will suit your trade to a T."

The stranger looked around amazed. "How did you know that my name was Raven?" he queried, smiling.

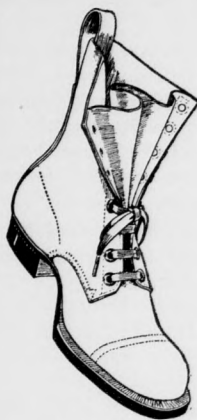
"Why am I the highest salaried traveling man in our house," retorted S. P. Carton, traveling man, as he grasped the other's hand and wrung it. "Besides, I sowed a little of the wild grain myself once, and I know the right sort of a man when I meet him."—Ike N. Fitem in Boot and Shoe Recorder.

#### Loving Remembrance.

When the scaffold collapsed, Feeney, the bricklayer, went down with it and didn't recover consciousness until he arrived at the hospital. His wife had hurried to his bedside.

"Afther ye come to yer sinses, darlin'," she said caressingly, "who did ye long to see most?"

Feeney clinched his fists as he replied fiercely: "The mut that built the schaffold!"



A High Cut  
H. B. HARD PAN  
Carried in Stock

## Concentrate Your Fire

Napoleon massed his artillery—sometimes as many as a hundred guns in a bunch—and directed their fire on the enemy's lines. Under such a driving rain of iron no troops could stand. Concentration won his battles. It's concentration that wins the business battle, too.

Put your energy into selling fewer strong, favorably known shoe lines like

### H. B. HARD PANS For Men and Boys

*"Half price because twice the wear."*

You will make large profits.

There are a lot of other reasons why the H B Hard Pan line should appeal to you. It's everlasting service and every day satisfaction are what your trade want.

Some reliable dealer in your town will get this line. A post card will bring it your way. Let us have it.

Herold-Bertsch Shoe Co.

Makers of the Original  
H. B. Hard Pans

Grand Rapids, Mich.



## High Cuts are a Specialty of Ours



We make many kinds and styles ranging from fine high grade hunting shoes down to the rough and ready inexpensive article worn by the man behind the plow, each of which is made to look right, fit right and wear right under the extra hard usage such SHOES have to stand.

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



## NEW YORK MARKET.

## Special Features of the Grocery and Produce Trade.

## Special Correspondence.

New York, April 9.—While Good Friday is not officially recognized as a holiday, its observance seems to be more and more pronounced from year to year, and thus the list of resting days is gaining in length. Saturday is a half-holiday, and it is fair to assume that during a year at present there are thirty days less work done than twenty-five years ago. This necessitates more "hustle" for eleven months, but with the labor-saving apparatus the amount of actual business transacted is as great as formerly.

Well, while the week has been a broken one there has yet been time enough to take care of all orders. Coffee has been one of the quietest things on the list and nobody would acknowledge the crime of selling any at all. Nor do buyers seem to be much interested, apparently waiting for something to turn up. At the close Rio No. 7 is quoted at 8½@8¼c. In store and afloat there are 3,874,079 bags, against 3,734,234 bags at the same time last year. Little interest is shown in mild grades and the market remains practically without change.

Sugar in seeming sympathy with its cup companion, coffee, has had a very quiet time, the only item of interest to be gathered consisting of the information that independent refiners would establish quotations on

a level with the "octopi." This is about 4.85c.

Teas seem hardly as well sustained as a week ago, but no large sales have been made. Country dealers seem to be pretty well stocked up with Ceylons and Indians and holders of good sized stocks here are hoping for a turn for the better.

Rice is firm and the demand perhaps all that ought to be expected, and that is not much. Quotations are fairly firm and without change in any respect. Letters from the South tell of continued activity and well-sustained rates.

Spices show an exception to the general dullness and the market can be called active. While trading has not been large in an invoice way there have been many small orders from all sections and the total must be a very respectable amount. Prices are well held all around, although no particular advance is to be noted over those prevailing a week ago.

The buying movement in canned goods is light and prices show little, if any, inclination to advance. Tomatoes seem to be moving fairly well with retailers and in due time this must cause orders from jobbers. Packers are not willing to part with stock at the prevailing quotation of 67½c, although they do not hold the goods if a sale is likely to be lost. But they balk at 65c. Nothing in futures is talked of, although certain brands have been spoken of at 70c. Peas that are cheap seem to be in request—say goods at about 65c. Some little business is also done in goods

worth \$1, but the really desirable grades are neglected. Red salmon is well sustained and pink is weaker.

The butter market is not very active, but quotations, especially for top grades, are well held. Creamery specials, 28@28½c; extras, 27@27½c; Western imitation creamery, firsts, 20c; Western factory, 18½@19c.

Cheese, 16@17c for New York State full cream. Supplies are moderate and the demand is quite satisfactory.

Eggs are on the last lap of the Easter demand and next week may see a tumble. At the moment fresh gathered are worth 21@21½c for fancy and 20½c for firsts.

## Revised Proverbs.

Discretion is the better part of generosity.

An ounce of tact is worth a ton of excuses.

The biggest house sometimes has the largest mortgage.

It takes more than a pretty face to make a pretty home.

If wishes were horses what plugs our friends would ride on!

Popularity makes a good trimming but a mighty poor wardrobe.

Christianity often gets credit for virtue which is really due to a change of weather.

Envy the dumb man! He is the only one of us who never openeth his mouth to utter folly.

Poverty may be borne with fortitude by any one except the woman whose face is her fortune.

Society may be divided into three

classes: Those who do not own automobiles; those who do own automobiles; and those who accomplish the same result by pouring gasoline on a kitchen fire.

A rolling stone may gather no moss, but a rolling snowball certainly seems to be fairly good at collecting things. Therefore find out whether you are a stone or a snowball before you begin to roll.

John L. Kendall.

## He's Skin Doctor.

A young man who described himself as a medical student was before Magistrate O'Reilly in the Manhattan Avenue Court, Brooklyn, charged with abandonment by his wife.

"What does your husband do for a living?" asked the Court.

"He has a lot of instruments," was the reply, "and with one of them he makes injections in the skin."

"Then he is a skin doctor."

"You can bet your life he's a skin doctor," agreed the aggrieved wife readily. "He skinned me and he skinned my father. Dad loaned him a hundred dollars, to which he has bidden a fond farewell, and he hocked some of my jewelry. Is he a skin doctor? Surest thing you know!"

## An Eye For Business.

"There goes my physician; did you notice how closely he looked at me? I don't like to have him do that!"

"Why not?"

"Because next week he'll send me a bill for two dollars!"



## They Can't Budge It

Kellogg's Toasted Corn Flakes is here to stay. Quality is the rock on which its success is founded and none of the imitators can budge it because none of them has approached it in quality. You may be able to buy the imitation brands cheaper than Kellogg's, but isn't it good merchandising to stick to the popular brand which yields a good profit and sells quickly? Kellogg's doesn't stick to your shelves; it's on again—off again—

you've made a good profit and a quick profit; you're pleased and your customers are pleased.

### A Square Deal For Every Grocer

The square deal policy under which Kellogg's is marked is winning the dealers of the country, as its delicious flavor has won the customers.

It is sold on equal terms to all retailers—no direct sales to the big fellow—no free deals—no premiums—just good quality—fair sales methods—generous advertising. Isn't it good business to stick to the cereal marketed in this way—and the one that has the demand?

*W. K. Kellogg*

TOASTED CORN FLAKE CO., Battle Creek, Mich.



## THE ETERNAL CLIMB.

## How Kennicott Lost His Chance of Promotion.

Three things Kennicott had with which to start the eternal climb of life, and these three were among the best that a man may have. Faith in himself he had and ambition and determination. He knew, for he had some experience, that he happened to be one of those to whom the ability to do and do well has been given as a birthright, and that practice was all he needed to achieve the perfection that wins. With this gift came its twin, ambition; and both were ruled and driven by a sullen power which smolders deep down in the breasts of men and makes them fight and rise and fight again.

The determination to win! The story of it was in the cut of Kennicott's jaw, the set of his lips, the quiet, steady evenness of his grayish eyes. And so he came to seek employment at Going's, for he knew that there as in no other office in the world was there doom for a man to grow to the limit of his powers; in Going's he could win success in great, capital letters, and in those days Kennicott would listen to nothing else.

"I have had three years of varied experience," said he to the office manager in making application. "I began in a department store, which I left because they wouldn't let me be anything but a machine. From there I went to a railroad office. I spent a year there. At the end of the year I was fired because I twice had asked for a promised advance. For the last fifteen months I have been with a sewing machine house, in the sales department. I didn't like it. So I came here. I have the best recommendations from all of these people, although there isn't one that doesn't dislike me personally. I want a chance. You'd better give it to me."

The manager looked him over sardonically and then he read Kennicott's letters.

"I guess I had, sure enough," said he quietly. "You ought to have a chance here; and I know we want a chance at your kind of man—a chance to break you in and make you worth your salt."

"Good," said Kennicott. "I thank you, both for the chance and for your hint. If I don't make good—"

"Never mind," said the manager. "We know what to do then."

Kennicott bowed; he saw the brand of the man whom he was under and he was glad.

The manager, with a smile in one corner of his mouth, sauntered over to the private office of Going. Going and he were old friends and epicures in the matter of new men.

"Here's a new kind," said the manager, tossing over Kennicott's application. "He begins by telling everything that the regular type tries so hard to hide, and he's actually glad because he knows he'll have to make good in a hurry, or get out. He is composed mainly of ambition, with just enough conceit to make him show his hand before he's asked. He knows that he can do good work, and tells you straight to your face

that he knows. Oh, he's quite a character, this fellow. What would you do with him?"

The old man grunted, his excuse for a short laugh.

"Do to him, you mean, don't you?" said he. "The taint of the age is strong in the blood of this man. For the sake of himself and the good of the pay roll put him somewhere where the work will drag hard and tame him down. The colt with a lot of steam in his heels makes a fine work horse, but you've got to break him right first."

"Right," said the manager. "I will put our man on the eternal and slow moving job of keeping the cost ledger."

When he told Kennicott in the morning he intimated that the keeping of the cost ledger was one job in all the office which could and would be intrusted only to the care of a responsible and trustworthy man. It was important work. Some men didn't seem to think so. These men didn't last long. Kennicott drew his conclusions and went to work.

"A chance," said he to himself, "a chance is all that any man needs. No matter where he is put or what he does, he can make his impression if he's got the right stuff in him."

Other men have said the same thing many times. Kennicott did more than say it; he proceeded to live up to the saying. This, too, men have done, but Kennicott didn't know it, or if he knew it he didn't care, and he went on with his desperate resolve in just the way a man like Kennicott would be expected to do.

The keeping of the cost ledger was about as mechanical a performance as was to be found in the whole establishment. Certain slips came daily to Kennicott's desk. These he took and copied with care and precision into the interminable pages that made up the set of books under his supervision. In the evening he made up a set of copies in code and wired them to the branch houses. Then he put his books in the vault and went home. Not much chance to show ability in such a place, it would seem, but Kennicott went at it savagely. First of all, he perfected himself in the work. Second, he made a sign and tacked it up where it was ever before his eyes:

"Don't make any errors."

Third, he thought up innovations and went to the manager and suggested their adoption. A few of them met with a favorable reception; the majority of them were turned down. Which does not matter, for in either case they served their purpose—that of keeping Kennicott in the eye of the powers that be. There were 200 others, more or less, like him in the office, and even to attract unfavorable attention was something of a feat. The heads might not like the idea of Kennicott attempting to revolutionize a system that had been running along comfortably for nobody knew how many years, but they couldn't help noticing that a man named Kennicott was on the payroll and trying to push himself along.

"What's the matter with him?" they said. "Why can't he be satisfied with things as they are put before him?"

Then they asked: "Who is he, anyhow?" So Kennicott became known.

One of his suggestions had to do with the calculation of the costs. Formerly each separate department had figured its own costs, checking them by its own men and sending them in to Kennicott, leaving that enterprising young man entirely in ignorance of the correctness or lack of it in the figures that he sent out. Had he been a good, common, ordinary garden variety of cog in the wheel he would have been content to sit down and enter them without worrying his head about them. The errors, when they were made, fell on the heads of the various departments, leaving Kennicott unscathed; but he wasn't content. "Why," he asked, "shouldn't the man who had charge of the costs have charge of them the whole way?"

The heads looked at him, scratched their heads and said, "Why not, indeed?"

"Because he'd have another man to help him," said some one.

"Two," said Kennicott promptly. "And the three of us, by getting the unfinished figures from each department and figuring them up here would save the office five times our salaries in keeping things straight."

The heads thought again. The proposition was too simple to be mistaken.

"You're right," said they. And in a year they made Kennicott's job over into a department of three with Kennicott at the head. Whereat Kennicott took himself to one side and jubilated.

"I said I could do it and I did," was the burden of his song. "I had a chance, just a chance, and I made a showing. The rest will come the same way."

"That man Kennicott has ability to burn," said the manager, talking to old man Going after the promotion had been won. "He shocked me. I thought him salted away for good in that corner, and here he pops up and actually forces me to boost him up. There is a good horse in the making there."

"Sure," said Going. "Now, keep him from breaking his head against the wall, and things like that, and you'll probably get something out of him. Two years from now he ought to be ripe. Forget him for the time being."

Ambition, determination and ability. Kennicott had all of them as we have seen, along with the boundless faith in himself. What can stop such a man? Tradition, taken from the biographies of successful men, says: "Nothing."

Kennicott in the bottom of his hard, little soul answered likewise. Nothing could stop him, nothing could hinder him from climbing to the top. He had proved his case from the beginning, and with this proof his confidence, his ambition, determination and even his ability grew in every way. He knew now; he had the proof. Before, after all, he had faith. But now he knew.

That cost department proved a model in its way. It did the work it had been created to do in a way that proved Kennicott's contention that that was the way it ought to be done. He worked himself and his men without mercy. The branch houses took notice and wrote nice words into their reports. The words came to Kennicott and he grew more confident, but not the least more conceited. He was remarkable in that way, too, was Kennicott.

Not even the swelled head loomed up as a possible obstacle to his success. Nothing loomed up. The way was clear. Kennicott, he of the determined eye, was sure to win.

Two years went past. Kennicott still was at the head of the cost department. The department was the same as in the beginning; Kennicott's salary and importance to the firm were the same. Kennicott was growling. He knew that he deserved promotion and that he had been slighted. He wasn't going to let anybody slight him. He should have been promoted long ago. The house hadn't even made a definite promise. So Kennicott growled and pondered morbidly over his prospects or, rather, apparent lack of them. Six months later he quit. He had another offer and to another office he went, to begin the climb over again, the climb that was to land him at the top.

A few days after he had gone the office manager and Going were talking together.

"By the way," said Going casually, "how is that man Kennicott turning out—the wonder, you know?"

"He's left us," said the manager.

"Huh! Didn't you have him slated for promotion? Look it up."

The manager looked. Then he laughed—a little.

"This is a funny thing," he said, "in another month I would have made Kennicott head of the commission department—a boost that would have meant the world to him."

Old Going smoked in silence for several precious seconds.

"Ain't it funny," he said at last, "how a good work horse may be spoiled by the absence of a little patience?"

And when you come to think of it, it is. Allan Wilson.

## HADN'T CHARGED ENOUGH.

Admiral Philip C. Cooper, chief of the Asiatic station, complained in a recent letter of the extortion of innkeepers in out-of-the-way parts of the globe.

"In Montevideo once," he wrote, "I asked for my bill, after having slept over night at a certain hotel, and as soon as the document was handed to me I took out my purse to settle it. I did not bother to verify the various items. What would have been the use?"

"But my readiness to pay amazed the landlord. He thought a moment, and he said, uneasily:

"Will you let me have another look at that bill, sir? I think I have omitted something."

The nearest duty is the highest.



## TALK YOURSELF.

## One Way of Getting Rid of Gab Pests.

Jones lives eight miles out from his downtown office and uses one of the elevated lines into the loop district. Ordinarily he spends about thirty minutes, morning and evening, in getting to and from his work. This half hour Jones prepares to spend reading a morning paper coming down and an afternoon paper going back home.

But to Jones' infinite disgust there are half a dozen or more fellows using his line who have a sort of easy speaking acquaintance with him and who for the most part are not interested particularly in the news.

The result is that about four times a week one or another of these fellows spies Jones somewhere in the smoker, buried in his paper, and, banking on his general good nature, not one of them hesitate to romp over, clap him suddenly on the shoulder and brace him for a gab-fest, which simply nauseated Jones, even while he smiles hypocritical good nature.

This has been going on for years. All this time Jones has made it a point to avoid any possible acquaintance in his section of the town. Several times he has broken away, hot foot, to avoid a possible introduction on a station platform, framing the excuse as he ran that he had forgotten something at home and must recover it. But when one of his antipathies has collared him in a car Jones has been submitting meekly.

Some time ago, however, Jones began to study out a campaign of self-defense. His study of these pestilential bipeds had shown him that nothing in common existed between him and them. There was no possible subject of mutual interest. He wouldn't have cared if the last one of them had been transported to the remotest island in the Philippine group. He never had given one of them reason to think he cared to see him. As he sized them up they found themselves scheduled for twenty or thirty minutes' ride in the same car and couldn't bear the lonesomeness of the trip when a soft mark was disclosed.

It was observable, too, that these fellows, having nothing particular to say, began saying something anyhow the moment Jones took advantage of a silence and reverted to his paper. They'd break in with something audible, whether it had the slightest trace of intelligence in it.

From this Jones finally figured that unless they had some secret design to keep him from his paper they were breaking in on his seclusion merely that they might hear the sound of their own voices. It wasn't likely that they belonged to a secret anti-newspaper reading club; it was far more likely that the sound of their own voices was the impelling motive. On this basis Jones began to work.

He had a pretty good idea at what particular stations he might look for these individuals to get on a train and he kept his eyes open for them.

The moment he spied one of them settling in a seat without discovering him, Jones would bounce up and cross over, plumping himself down beside the pest, doing the jovial slapping act himself, and launching out into the inanest line of talk that he could frame up.

This first experiment in its first stage delighted Jones with its promise. He thought he saw instantly in the face of the man a certain surprised resentment. He hadn't expected Jones to make that advance; that was his own prerogative. Jones laughed boisterously and earnestly at this shade of annoyance and began talking. He hadn't anything to say, but he said so much in the next five miles, and so rapidly and inanely that this particular aversion didn't emit five half sentences until Jones left him at a loop station.

Luck brought the same fellow into the car that same night, and promptly Jones nailed him for another five or six miles of mumness, while Jones clattered like a gramophone. The fellow distinctly was groggy when he got up to leave the car a full station short of the one at which he usually left a train.

It was three months ago that Jones began his campaign of education. At the present time there's not one of these half dozen former inflictions who at sight of Jones doesn't duck for life—anywhere to escape. Several times Jones has followed one of them from the smoker to the last car in the train, nailing him all the harder because of the attempted flight. So effective has the campaign been that the other morning Jones caught the eye of one of them as the fellow was entering the car at a station, with the result that the fellow backed from the car platform to wait for another train.

To the unthinking it is remarkable how figures pile up in the course of a year's statistical analysis of this Jones case. Jones feels that he must read his paper, morning and evening, in order to be in touch with his work. If he can't read it in his car, going and coming, he must read it at home or in his office. That half hour in the train, morning and evening, is just enough time for the task.

There are about 306 round trips a year for Jones, making 306 hours a year which Jones utilizes in his business. The fact that Jones can spend this time reading his paper makes the distance at which he lives from the office tolerable. If the round trip should be taken up every day by the gaseous gabblings of uninteresting casual acquaintances, Jones would be compelled to waste just thirty-eight working days a year in submitting to the imposition. At a first glance it might be thought that Jones, in stampeding his tormentors, put himself to a good deal of trouble and misinterpretation. But five weeks are worth saving, aren't they, especially when you are out \$30 for the car fare?

Jones isn't the only victim in Chicago. If you're one of them, the recipe is submitted here for the taking.

Irwin Ellis.

## Short Sayings of Great Men.

Have confidence in yourself; get the idea into your cranium that you can do as well as your competitor, and then prove it.—Albright.

Before we can bring happiness to others we must be happy ourselves; nor will happiness abide with us unless we confer it on others.—Maeterlinck.

As jewels are treasured in the casket, to be brought forth on great occasions, so should we preserve the remembrance of our joys and keep them for seasons when special consolations are wanted to cheer the soul.—James Kirkpatrick.

The man who is worthy of being a leader of men will never complain of the stupidity of his helpers, of the ingratitude of mankind nor of the inappreciation of the public. These things are all a part of the great game of life, and to meet them and not go down before them in discouragement and defeat is the final proof of power.—Elbert Hubbard.

The great nations of antiquity, of the middle ages, and of modern times were and are great in each several case, not only because of the collective achievements of each people as a whole, but because of the sum of the achievements of the men of special eminence; and this whether they excelled in war craft or state craft, as roadmakers or cathedral builders, as men of letters, men of art or men of science. The field of effort is almost limitless, and pre-eminent success in any part of it should be especially prized by the nation to which the man achieving the success belongs.—Theodore Roosevelt.

Begin the morning by saying to thyself, I shall meet this day with the busybody, the ungrateful, arrogant, deceitful, envious, unsocial. All these things happen to them by reason of their ignorance of what is good and evil. But I who have seen the nature of the good, that it is beautiful, and of the bad, that it is ugly, can neither be injured by any of them—for no one can fix on me what is ugly—nor can I be angry with my neighbor, nor hate him. We are made for co-operation. To act against one another, then, is contrary to nature; and it is acting against one another to be vexed and turn away.—Aurelius.

There are men whose vocabulary does not exceed a few hundred words; they know not the meaning of the others because they have not the thoughts that the others express. Shall these Toms, Dicks and Harrys of the slums and cornfields set up their meager acquirements as metes and bounds beyond which a writer shall not go? Let them stay upon their reservations. There are poets enough, great poets, too, whom they can partly understand; that is, they can understand the simple language, the rhymes, the meter—everything but the meaning. There are orders

of poetry, as there are orders of architecture. Because a Grecian temple is beautiful shall there be no Gothic cathedrals? By the way, it is not without significance that Gothic architecture was first so called in derision, the Goths having no architecture.—Ambrose Bierce.

There was an idea in the olden time—and it is not yet dead—that whoever was educated ought not to work—that he should use his head and not his hands. Graduates were ashamed to be found engaged in manual labor, in ploughing fields, in sowing or in gathering grain. To this manly kind of independence they preferred the garret and the precarious existence of an unappreciated poet, borrowing their money from their friends, and their ideas from the dead. The educated regarded the useful as degrading—they were willing to stain their souls to keep their hands white. The object of all education should be to increase the usefulness of man—usefulness to himself and others. Every human being should be taught that his first duty is to take care of himself, and that to be self-respecting he must be self-supporting. To live on the labor of others, either by force which enslaves, or by cunning which robs, or by borrowing or begging, is wholly dishonorable. Every man should be taught some useful art. His hands should be educated as well as his head. He should be taught to deal with things as they are—with life as it is. This would give a feeling of independence, which is the firmest foundation of honor, of character. Every man knowing that he is useful, admires himself. Robert G. Ingersoll.

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## JUST TAKING PAINS.

## The Brief History of a Fat Pay Envelope.

Written for the Tradesman.

Baxter left a customer standing by the counter, standing there reading from a list of provisions being transferred from the slip to the order book. The customer looked annoyed, but stood waiting.

It was in the middle of the forenoon, but the cashier had the payroll made up and Baxter had seen her slipping the envelopes into the basket on her desk. That is why he left the customer waiting with his memorandum in his hand. He wanted to get his pay envelope. He was anxious to see if the boss had raised his salary. He had boosted Titus the previous week, and Titus was a new man. Baxter thought he was worth a lot more to the store than Titus.

Baxter took the little envelope from the basket, grinned at the cashier, made as if to toss it over to her, and walked off. On the way back to the customer he glanced at the figures on the envelope. Twelve dollars! He had been drawing twelve dollars a week for a long time. It seemed an age since he had had a cent for amusements after paying his bills. He shoved the envelope into his pocket and sullenly took up the pencil and the order book. His attention was not on what he was doing as he wrote down the orders.

"Two pounds butter," said the customer.

Baxter looked dully over the customer's shoulder cut into the street.

"Beg pardon!" he said.

"Two pounds dairy butter," repeated the other.

"Did you say cooking?"

"Dairy."

"Oh! And what else?"

"Two soup."

"What kind of soap?"

"I didn't say soap. I said soup—s-o-u-p!"

"Beg pardon! What else?"

"Two P. G."

"We've only got sliced ham and bacon. Which?"

"I didn't say anything about p-i-g. I said P. G. Do you know what P. G. is? Well, it is soap—not soup, but s-o-a-p!"

"I thought you said p-i-g."

"Well, I didn't. Two quarts of beans."

"Prunes?"

"No, no! Beans. Why don't you come out of it?"

"Oh, I gutss I'm able to take notice," said the clerk, sourly. "What else do you want?"

"Nothing. Send the stuff up c. o. d. Goes to 234 Steward avenue."

"What's the name."

"Darragh."

"Carrell?"

"No, Darragh! C. O. Darragh. C. O. D. See?"

"Yes, you said to send it c. o. d. What's the initials?"

"C. O. D."

"Yes, I understand that, but what's your name?"

"Darragh, Charles O. Darragh. C. O. D."

"Oh, O'Darragh. Stuart street!"

"Steward avenue!" howled the customer, "and not O. O. Darragh, either. What's the matter with you?"

"What did you say the number was?"

The customer took a card from his pocket, wrote thereon his name and address in full and tossed it over to the clerk, who was now feeling along the outside of his right vest pocket to see if the pay envelope was there all right. It was there, so he stepped up to the next customer and stood waiting. The customer was thinking of something he wanted, and yet not thinking of it. He knew he wanted something, or, rather, that his wife had told him to buy something, and he couldn't think what it was.

Baxter waited a moment and then walked out to where the boss was standing by the door, untying his white apron as he walked. He was getting more angry every moment about that lean pay envelope. Besides, he knew where he could get another job in a store nearer home.

"Here," he said to the boss, "I'm going to quit."

"What's up?" asked the boss.

"You don't use me right."

"Well, go on out of the store, and don't raise a row here in business hours."

"You've raised everybody's wages but mine," persisted Baxter.

"For the past month," said the boss, "you've done more harm than good in this store, and yet you're the brightest clerk on the job. If you're going on in this way, I'm glad to see you leave. If you'll take a brace, I'll be glad to have you stay."

"I guess I've been earning my little old twelve," mumbled Baxter.

"Look here," said the boss. "Either go on out or go to work. No, I'll tell you what you do. Just sit down there by the cashier, as if you were figuring over slips with her, and watch Titus wait on customers. When you get his methods worked into your system you'll be worth more money to me."

"Any time Titus can teach me anything about this store!"

"He can teach you how to take pains," said the boss. "He can teach you how to keep waiting customers good natured. He can teach you tact. He can teach you how to send a customer out of the place feeling that his patronage is appreciated. He can show you how to make every man, woman and child that comes in here feel that they are the whole thing."

"Lots of people don't like these too slick clerks," suggested Baxter.

"Sit down there and see Titus take pains," commanded the boss, and Baxter sat down.

A man with a basket on his arm was standing by the counter. He had been there a long time and was becoming impatient, as his looks showed. Titus was busy with a lady he couldn't leave, but he had to walk past where the man stood to get something the lady wanted. As he came up to the waiting man he stopped a moment and smiled into his face.

"Pretty busy to-day," he said, "but I'll be up to you in about a minute."

The annoyed look left the man's face and he waited with the air of one having all the time there was. Baxter noted the effect of Titus' move and began to think. Then he saw Titus take a book and a pencil to set down an order. He noted that Titus didn't keep on writing with absorbed interest in the letters he was making when the customer was talking.

When the buyer was telling what he wanted Titus looked him in the eyes with due attention, writing only after the customer had finished speaking. He observed that Titus did not have to ask the buyer to repeat. Still, he took no extra time at the order book. Not half the time that he, himself, had taken in asking customers to repeat orders and addresses. Presently Titus had to go out to the door to get some fruit for the lady he was waiting on.

When he got to the door he saw that a lady with two children hanging to her was trying to open the door with hands already occupied. He swung the door open, stood aside for the lady to pass in, and patted the children on the head.

"We're very busy here to-day," he said, "but I'll be back here directly."

The lady's tired face looked relieved at this small attention, and she would have waited an hour. When Titus had filled the basket he was loading up for a customer he brought a smooth strip of wrapping paper and covered it, taking pains to make it look neat and tasty. Baxter began to see what the boss meant by taking pains. He was ashamed to think that a new clerk should be able to show him what courtesy meant in a place of business. He put on his apron and walked back to the boss.

"I understand," he said. "You won't tell Titus, or the rest?"

"Sure not," replied the boss. "Now do you see what produces a fat pay envelope? I aim to give value received and no more. You get me good customers, you help me to keep good customers, and I'll pay you handsomely. You slouch about the store as if buyers were nuisances, and I'll charge you for the floor space you occupy."

"I must have known all the time," said Baxter.

"You did, but you were indifferent. Just remember this, whether you are running a grocery store or the government of a nation. There is one thing that always counts. One thing that makes one man better than another. That is taking pains. Just taking pains! Don't forget that."

Baxter is still in that store, and has the fattest pay envelope going.

Alfred B. Tozer.

## King Victor as a Boss.

King Victor of Italy is one of the most energetic and hard working men in the world. He has a special mania for punctuality as some of his clerks once found out to their cost. When the King first came to the throne he got up one morning and went to his offices to find that not a single clerk was in evidence. He waited until half past 9, when one sleepy person strolled in. "How many are employed here?" asked the King. "Twenty," was the reply. "And at what hour are you supposed to start work?" "Eight, sire."

"Humph," remarked the King. "It is evident there are too many of you."

In a few days several indolent gentlemen received a shock by a request for their resignations.

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## THE DOCTOR DETECTIVE.

## An Incident of Early Days in Muskegon.

Written for the Tradesman.

Old Doctor Pizon entered the kitchen where Mrs. Granger was at work. She was dusting flour from her check gingham apron as he stood in the open doorway, a half smile, half frown on his red face.

"Busy as usual, I see, Mis' Granger," clucked the old doctor. "I hope I don't intrude?"

"Not in the least. Go right in here, I'll come presently."

The speaker ushered her caller into the neat sitting room, the floor of which was covered with a rag carpet, its furnishings consisting of half a dozen stiff-backed, splint-bottomed chairs, a single wooden rocker, the seat of which was heavily cushioned, and a small pine table and whatnot in the far corner. There were a few cheap pictures on the walls, but Doctor Pizon did not notice these as he seated himself, removing his hat. He mopped his face with a richly tinted silk handkerchief.

"Where's Millicent?" he asked the moment Mrs. Granger entered.

"She went to school this morning. I'm not expecting her back before night. Didn't you meet her?" The masculine face of the lumberman's wife lighted up with enquiry as she spoke.

"No," he said, "I came by the river road. Where is Delbert?"

"Delbert Wardlow?"

"Why, yes, the youngster who thinks so much of your daughter, you know. I've seen 'em together so many times. I think it would pay to watch 'em, Mis' Granger."

"How you talk, you absurd man," cried the woman. "Everybody likes our Milly; she has hosts of friends; nobody can help liking her. She's the most popular child in Bluffland, Dr. Pizon, although I say it who shouldn't. You know she carried off the prize as the best dressed, best looking girl at the dance last fall. I tell you I have a right to feel proud of such a daughter."

"If she only were your daughter, Mis' Granger," admitted the man, "you might well feel proud. But you know she's no blood relation of yours, which makes what I am here to tell you all the harder to bear. I have a duty to perform which, as a friend of the family, I dare not forego." The speaker drew down his face to a solemn line and glared rather confusedly at the whatnot in the corner.

"Now, Doctor, what's got into you? You are the only one who knows about the girl. Millicent imagines we are her parents. She was only a toddler when we took her. If any meddling busybody has dared whisper to her—"

"Now, Madam," protested the doctor, as the keen eyes of the woman flashed fire, "I ain't guilty; nevertheless she knows."

"She does, eh?"

The woman bit her lip with her strong white teeth until the two hairs on the black mole at the corner stood out like spikes.

"She does, and that's why she may prove fractious. I saw them last night out by the woodshed talking very earnestly, and—well, I suspected something and did not go away until I heard it all. It may have been wrong, but it's sure to redound to the girl's good in the end. He isn't a fair mate for a daughter of the Grangers. I says this to myself as I came along this morning. I tried hard to convince myself not to meddle, but my conscience kept pricking me until I had to come right over. They have planned to run away to-night and get married! There you have it and I feel better now it's out."

The little fat doctor fumbled with his soft hat, creasing and crushing it between his fingers. Mrs. Granger tossed her graying head and laughed contemptuously. She was skeptical and he feared his news would not avail to prevent a catastrophe.

"I see you don't believe my tale, Mis' Granger," he ventured.

"Well, why should I?" and her chin went up another notch, while the two hairs on the mole curled like angry snakes. "Millicent is nothing but a child—only 14! The idea that she should think of marriage! You aren't a friend of mine, Doc. Pizon, to insinuate such a monstrous thing. Then there's Delbert, a boy scarcely of jackets. He wouldn't dare mention marriage to my Millicent!"

The woman sprang up and crossed the room with an angry flirt of her heavy gown. "You jes' go home, Doc. Pizon, and mind your own affairs!"

She rushed from the room, leaving her visitor crushed and helpless in his chair. After a minute of humbled solitude he lifted his head and muttered: "That's the way with these women. It's blamed lucky for Millicent that she's not this woman's child. Everybody's afraid of old Mis' Granger, who bosses everything around this ranch. I feel sorry for Dan Granger. He's been henpecked so long he darsent say his soul is his own, poor fellow! But the girl—she's too winsome to fall a prey to these men sharks. I admit that Delbert is a naturally good boy, but he ain't no way fitted to make a girl like Millicent happy. I'll prevent the elopement if the mother doesn't."

The well meaning doctor got to his feet and walked out. He did not see the madam again, but plodded slowly homeward along the bluff road. It was the afternoon recess and the boys and girls of the little settlement school were out, shouting and playing before the crude board schoolhouse.

The good doctor hesitated a moment, halting to view the animated scene. "Be sure and come to-night, Delbert." The man in the road started and stepped nearer to a clump of cedars, from behind the shelter of which sounded the voice:

"I'll be on hand, never fear, little girl. Nobody suspects? You are sure on that point?"

"How could they? I haven't told a living soul."

"Of course you haven't; but there's that Doctor Pizon now. He is like his name, snooping when least you

suspect it. It would be like him to tell your mother or your dad."

"Well, but he doesn't know a thing. Besides, if he did, he would keep our secret. He knows how bad I am used at home; it would delight him to have me cut stick and run. We can trust him; old Doc. Pizon is a dear!"

"To-night at 12, girlie, remember."

"I'll be ready, never fear."

The doctor walked on, cutting the weeds that lined the way with his cane. "The silly-pated young ones," he muttered. "They must be saved from themselves, and it develops upon me to do the saving. Maybe Mis' Granger will thank me in the end if she is too blind to see just now."

The night was dark, not a star visible, as a man crept beneath the window of the Granger homestead—Millicent's window—and gave out a low whistle, the signal agreed upon by the elopers. A ladder had been lifted against the house. An eager heart heard the low whistle, a pair of small hands shoved the sash gently upward.

Although it was fully an hour before the time agreed upon for the flitting, Millicent had been ready and eagerly waiting for several minutes. She crept down the ladder and into the arms of the waiting man.

"Hurry, Delbert," whispered the girl, kissing him on the cheek. "I hear someone moving; Ma will catch us yet!"

With a low chuckle the man lifted Millicent in his arms and started to move off. A light flashed from the

kitchen window. The man darted toward it, pushed open the low door and deposited his startled and shrinking burden in a chair at the side of a tall, fierce-eyed woman, who had just this moment entered the room with a lamp held aloft in her bony hand.

"I've fetched her, Mis' Granger," said Doctor Pizon in a jubilant outflow. "It's now up to you to keep her caged until the man who meant to steal her clears out."

"So this is the way you treat your mother!" and Mrs. Granger laid a heavy hand on the arm of the shrinking girl. "Oh, you can squall all you please, it won't do a mite of good. Go out, Doc., and nab that young villain of a Delbert—he shall go to the penitentiary for this!"

It seems that Mrs. Granger had taken heed of the old doctor's warning after all. His words had haunted her, preventing sleep. She dressed hurriedly and came downstairs in time to learn the whole story. Millicent concealed nothing. She had meant to run away with and marry Delbert and not return home until the parental blessing was forthcoming.

"You two silly children!" ejaculated Mrs. Granger.

When Doctor Pizon walked on his homeward way he encountered a young fellow in the dark who was sneaking from the vicinity of the lumberman's home. Having discovered the true state of affairs the young man was anxious to escape.

The next day Delbert disappeared



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and was seen no more around the home of his heart's idol. Millicent seemed repentant, and the mother was quite mollified. Doctor Pizon, however, cautioned her to be on the lookout for more trouble. Delbert came back after a week's absence and went to work at his old job. Nothing was said by him about that little episode so neatly frustrated.

Mrs. Granger, however, could "take no comfort" under the circumstances and hid with her daughter to other fields.

"I'll break up this foolishness if I have to take a switch to the girl," was her outspoken comment to her husband.

"Very good," agreed the elderly lumberman. "Millicent hasn't had any society here; naturally she liked to talk with the hired men. Delbert is quite intelligent for a laborer—but, of course, we expect something better of our child."

"Well, if we didn't I'd be ready to jump into the Muskegon and drown myself," said the woman. "I have brought up Millicent to be a lady and she sha'n't spoil it all by marrying a common hodag."

"Love and maturity crop out early in the pine woods. Out among people in a civilized community it would be different," argued the mother.

She returned to her old home in Illinois, not far from Chicago. Millicent was given to understand that she might never return to the rude life of the pine woods.

"I don't care if I never do," was the girl's comment. She seemed content with her new surroundings, and Mrs. Granger was happy once more. Bluffland and its rough life were soon forgotten. For two years the mother and daughter sojourned in the new field and then a strong desire to see her husband and the woods once more took possession of the woman.

Dan Granger had sent an occasional letter. From one his wife learned that Delbert had settled with his boss, bidden the boys good-by and gone away—"to California," he said, "to seek his fortune among the gold fields."

This was gratifying news to the severe matron of 50, who feared that the boy might make his way to Illinois and again force his attentions upon Millicent. Nothing of the kind happened, however, and after the lapse of a double twelve-month Mrs. Granger returned with her daughter to Bluffland.

The lumberman greeted mother and daughter with cordiality and the old people sat long into the night, talking of many things which their long separation naturally suggested. Millicent, receiving her mother's good-night kiss, went early to bed, pleading a headache.

"Poor child, how tired you must be after the long wagon ride."

"Yes, ma, I am tired," said the girl.

"Millicent has improved wonderfully since she left the woods," declared the father. "She certainly is a beautiful young lady now. I imagine she would smile at the idea of even

speaking with such as that Delbert Wardlow."

"That she would," assented the madam. "There's another chap looking after our Millicent, a rich young real estate man from Chicago. He has my permission to call when he comes across the lake."

"He is rich, you say?"

"Rich as a Jew. What's more, he likes our girl."

"And Millicent?"

"Thinks him awfully nice, so there'll be clear sailing hereafter. That Wardlow chap hasn't been here in a long time, you tell me?"

"Not in over a year. He may be dead for aught I know."

As said, the old people talked for a long time. Since there was no rush of business to call them up, the lumberman and his wife slept until a late hour the next morning. The hired girl had breakfast waiting when Mrs. Granger appeared. Her first enquiry was for Millicent.

"I didn't let on to call her," said the girl, "'cause she was so beat out last night; thought she'd want to sleep late."

"You did quite right, Malindy," said the madam. "Poor child, she needs all the rest she can get. She isn't as robust as some of you woods girls. You know, Milly has been in high society since she went away."

"Well, I want to know!"

"And she'll have to be waited on like a lady should be, Malindy."

"Yes, ma'am."

An hour after breakfast Mrs. Granger went softly up to her daughter's room and rapped gently on the door. No answer was vouchsafed.

The woman pushed the door open and entered. She saw no one. The window was up and through the opening poured a bar of yellow June sunshine. Mrs. Granger went forward and peered outside. She started back suddenly, grasping the back of a chair for support. She had seen, leaning against the house, a ladder. There had been a flitting at night—Millicent had slipped away the very first night of her return! A strange giddiness interfered with the woman's vision; she sank, breathing hardly, to the unused bed. It would be difficult to describe the feelings of that mother just then. Someone was approaching the house whistling. White and limp as a dishrag Mrs. Granger descended the stairs. On the porch she met Doctor Pizon, who advanced grinning.

Mrs. Granger sank heavily to a porch chair as the rotund little doctor halted at the step and placed a letter in her hand. The two hairs on the mole at the corner of the madam's mouth were twitching and curling as they ever did when their owner was excited.

"It's too late to interfere now," mumbled the doctor. "I met 'em going in Squire Field's democrat wagon. Says I to myself, 'If the youngsters think so much of one another what's the use? Let 'em marry if they want to.'"

"You insufferable old scoundrel!" "Well, well, madam," protested the doctor.

"I do believe you helped 'em off, Doc. Pizon. I'll make you smart for this, you old heathen!"

"Never mind blowin', Mis' Granger," retorted the doctor, a trifle cut by her invective. "Read the letter, that may explain all."

Her thoughts being thus deflected, the angry madam tore open the letter and read it with glittering eyes:

"Dear Ma—We will be married at Martin's shanty by a justice. Now don't have a fit. We couldn't live without each other no more than could you and pa. If you don't want us to come home we won't. I shall go out to the river bank in the morning. If the Muskegon is running upstream I'll not return; if, however, it still pursues its normal course look for Dell and me home to dinner. Millicent."

"The huzzy! I'll never forgive them, never in the world."

White and trembling, quite broken in spirit, the madam ascended to her room and fell limply on the bed. Doctor Pizon walked away laughing suspiciously. Some time later a rattle of wheels aroused Mrs. Granger. She got up, brushed her gray hairs back of her ears and went to the window. She saw a light wagon approaching with two young people on the back seat, a man forward driving. Slowly Mrs. Granger descended the stairs. She stood drawn up in proud austerity awaiting the miscreants.

Millicent dashed at her mother with a cry of delight, nearly crushing her with the hug of her strong white arms.

"And now, Ma, speak to your son; he isn't to blame one bit for running off with your daughter. I planned it all, declaring I wouldn't marry at all if he didn't fall in with my plans. It was better than a formal wedding, with lots of fuss and feathers. And Dell thinks so, too; I know he does. Speak to your mother, Hubby dear."

"It is quite true, Mrs. Granger—a little pleasantry of Milly's. Of course I fell in with it, for I am ready to do anything to please one I love."

"Mercy me!" exclaimed the madam, recoiling from Millicent's arms, "you, Mr. Armstrong!"

"Why, yes, of course. Who else should it be, Mrs. Granger?" said the Chicago gentleman, with an amused yet curious smile.

"I thought—but no matter. Come in, dear children, and we'll see what Malindy's got for dinner."

J. M. Merrill.

#### Not For Him.

Mrs. Knicker—Will you have an early English breakfast-room in your new house?

Mrs. Newrich—No; I asked Hiram that, and he said he wasn't going to get up till ten o'clock nowadays?

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### HAVING A PARTNER.

#### There Must Be One Master Mind in Business.

Written for the Tradesman.

There was once a man who invented a new style of window dressing. He talked about it to all his friends, and to some who were not his friends. But he never carried the thing out. Never patented the devices which were the bone and body of the thing. There are a good many men who do this same thing. They invent, and plan, and figure things out until some other fellow gets the start of them and reaps the rewards.

This man I am telling you about went to New York, after he had been discussing his window-dressing plans for a year, and there, on Broadway, was a window draped like his windows were going to be draped if he ever got around to it. He turned to the man at his side and complained.

"Some one has stolen my window scheme," he said. "It is too bad to lose such an idea as that, isn't it?"

"The man who made up that display," said the friend, "probably never heard of you or your ideas. Ideas travel along the viewless currents of the air and enter the minds of men at different points on the earth's surface. It is the man who first puts them into execution that gets the credit and the money. Don't you ever think that ideas confine themselves to one small brain. They usually have to travel a long way before they find some one that will take them in."

The man who had invented the window display which another man had used looked at the arrangement behind the plate glass and smiled.

"Well," he said, "no one will ever get rich off that scheme. It doesn't look half as well as I imagined it would. In fact, it's rotten."

"Sour grapes," observed the other. "Perhaps you will admit that this is one of the ideas that went hunting about for some one to take it in?"

"Not on your life," replied the other. "I am now in a position to prove to you that the man who put this up stole it from me. Listen: In the first place, no one but a fool would ever think of such a scheme. Again, it is well known that no two fools ever think alike. There you are!"

The procrastinating inventor might have gone farther and said that no two business men ever think alike in the handling of a business. Of course partners get along together year after year, but there is always a feeling in one of the breasts that the concern would be more prosperous if he could have his own way. Men get tied to each other and put up with all sorts of things rather than break partnership. One gives a little here, the other concedes a point there, and they run along with a sort of a patched up ship of commerce that would be much better and more profitable if either one of the owners could go ahead in his own way.

There must be a master mind at the head of any concern. There must be a head to run things, to plan and carry out the campaigns of the house. If you are the master mind

of your firm, you will get kicked out if you don't show good results. If you are the fifth wheel in the firm, you are willing to lie quiet as long as your partner is making money for you. Perhaps you might make more for the firm if you had your hand on the lever. You will always think so, at all events. But you take things easy as long as you get a fair profit. It is only when you are going on the rocks that you snatch at the helm or jump off and let the other man go as smash as he wants to.

Now, there was the firm of Johnson & Bent, dry goods merchants. Johnson had the more money invested, for he had saved more as a clerk. He would walk home on a wet night to save a street car ticket. He would walk fifty feet to light a piece of paper at a flame to save a match. He would keep the heat in the store turned half on mornings until customers began to come in. I the advertised he used the smallest and cheapest spaces. The only thing he wanted plenty of was profit. He turned sick at thought of cutting prices. He would miss a \$40 sale if a small reduction had to be made. He was the limit in economy, and his friends called him a sane, conservative business man, which he was, all right, all right. Anyway, he was conservative.

Bent was a different sort of a proposition. He wanted to keep the stock turning whether he made a profit or not. He wanted to advertise and get buyers into the habit of calling on Johnson & Bent when they wanted anything. He wanted the store talked about. It used to grind Johnson to the bone to see him go rolling home in a cab on wet nights. One day when trade was bad, Bent leaned an elbow on the top of Johnson's desk and observed:

"Let us do something to bring people into the store, old man. I feel like Robinson Crusoe on his wave-lapped island."

"You can't get 'em any too soon to suit me," said Johnson. "We are losing money every hour."

"I've got a scheme," said Bent.

"You usually have," said Johnson, with a shiver, for he feared that Bent wanted to spend some money.

"What I want to do," said Bent, "is to buy a lot of stuff in small quantities that we can sell at cost. This will draw and keep a wide range of stock moving. It will bring people here, and they will buy things which we do not sell at cost."

"We must stick to our percentage of profit," said Johnson. "Any one can give goods away. The thing is to sell them and get a profit."

"Well," argued Bent, "I am in favor of trying it. We won't have to increase our expenses any, and we'll surely sell something there's a profit on. Suppose we put in a lot of stuff to sell at cost, another lot to sell at 10 per cent. profit, another to sell at 25 per cent. profit, and still another that we can make 40 per cent. on. We can keep track of all the lines and see whether it pays or not."

"I don't believe in it," said Johnson.

"Look here," continued Bent. "If a woman comes down town with \$5

and comes here for something we are selling at cost, isn't it probable that, if she is shown proper attention, she will spend a part of her money for other things? What you aim to do is to get her \$5 in a lump, for something big, but I don't see how you can do it if you don't get her into the store."

Now, this reasoning of Bent's was all right, but Johnson couldn't see it in that light. He sat right in front of the cash box all day and argued with Bent, which was of small use, for Bent was just as obstinate as he was.

"We are now carrying a \$20,000 stock," Johnson said, "and precedent shows that we can turn it over twice a year at an average of 40 per cent. profit. It costs about 20 per cent. for operating expenses, which is too much, and that leaves a fair profit. If you are greedy for more money, cut down your advertising bills, and put up the prices on some of the lines."

"Both of your propositions," replied Bent, "would result in cutting down sales, and then there would be no turning the stock over twice a year. The way to make money is to fix it so you can handle a lot of it. Then, if you've got ordinary sense, some of it will stick to your fingers."

"I'm not in business to feed the printers," growled Johnson, "nor yet to bring stock here for our customers just for the fun of bringing it in."

"If I had the money," said Bent, "I'd buy you out."

"Go and get it," replied Johnson. "You fellows who know all about how

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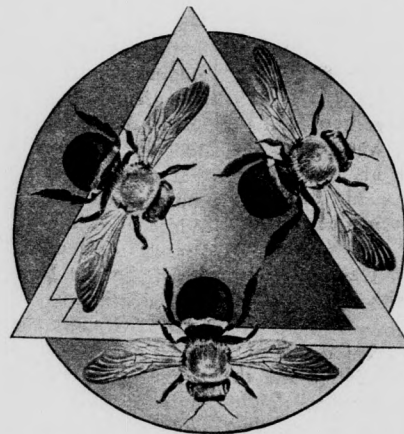
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to make money never have any. Perhaps you can borrow!"

Johnson spoke with sarcasm, not dreaming that Bent could assemble \$15,000 to buy him out with, but Bent had a wealthy relative with money loose at the time, and he laid the \$15,000 down before Johnson and drew a long, long sigh of relief as that sane and conservative merchant walked out of the store to negotiate for another right across the street.

Bent made his departments, then. He sold quite a lot of notions upon which he made nothing at all. He sold more for 5 per cent. He sold still more for 10 per cent. He rarely went above 25 per cent. He advertised continually and with good judgment. He brought people to his store. That was the main thing. He got acquainted with more people during the next year than he had ever known were in the city.

He found that the people who came to buy the goods upon which he made no profit were not all pikers. They were people who believed that the other merchants were asking too much for notions. Some of them felt grateful to Bent for confirming their suspicions. These gave his store the preference in buying other goods—goods which paid as high as 40 per cent. profit. When he sold an article for 25 cents that other merchants asked 40 for he never advertised or stated that he sold at cost. He told his customers that a quarter was all the thing was worth. That gave them a good idea of his honesty, also of the grasping nature of the other merchants.

Johnson is still in business. He has a single store where Bent is run-

ning three floors with a 75 foot frontage. He sticks to his level percentage of profit and has not reformed in the matter of printer's ink. He is the sort of a man who never should have had Bent for a partner. Bent never should have tied up with Johnson. There was no master mind in the firm. If they had remained in partnership until now they would both have been poor. Johnson's way of getting money would not have brought in enough, and Bent's notion of spending money would have kept them at the bottom of the cash box all the time.

No two business men ever think alike. If you can be the boss it is all right to have a partner, but if you are the under dog you'll always believe that you could have had a private car and a yacht on the blue sea if you could have had your own way. If you have to join fortunes with some one in order to get started in business, agree as to the conduct of the business before you do so, and then let the master mind, whichever one it is, have its own way. Half measure never won a race, or even a dog fight.

Alfred B. Tozer.

#### Nile Dams Are Saving Egypt.

Damming the Nile is a fulfilling hope of Egypt. The Esneh dam, recently opened, has been built for the purpose of storing the flood waters and providing perennial irrigation to a tract of land containing 250,000 acres, in which at present only one crop of cereals can be grown. When irrigated the land will be capable of growing a second or summer and more profitable crop of sugar or cotton.

The Nile is one of the largest rivers in the world, measuring more than 3,000 miles from mouth to source. Owing to the fact that it has no tributaries for the last 1,500 miles of its course, and the great amount of evaporation under the tropical heat of the sun, it presents the peculiar phenomenon that the quantity of water flowing down the river decreases as the lower length of its course is reached.

In floods it carries in suspension soil derived principally from the volcanic plateau in Abyssinia and the swampy regions of the White Nile. The quantity of material thus transported from the middle of Africa and Abyssinia has been estimated at 62,000,000 tons a year, raising the level of the cultivated land in Egypt at the rate of  $3\frac{1}{2}$  inches in a century, and to a depth which in some places extends to 30 feet.

The Nile, being fed from lands having wet and dry seasons, has a regular rise and fall, the water through Egypt being at its lowest in June and reaching its maximum in October. The reading of the milometer at Rodah is watched with the greatest interest, as the prosperity of the country depends on the height of the flood water. The discharge of the flood water is greater than needed at high floods and deficient in low floods and in summer, so a system of dams at different parts of the river has been carried out for storing and regulating the supply.

These dams are leading factors in the evolution of Egypt since it has come under British control, and on them the agriculture of Egypt largely depends for its existence.

The principal crops grown along the Nile are wheat, sugar, cotton, rice, maize, and other smaller vegetation. Where the supply of water is sufficient two crops of cotton can be obtained in one year. The cultivation of cotton is rapidly extending, the value of this crop alone being nearly as great as the whole revenue of the country. Less than thirty years ago Egypt was on the verge of financial ruin. Now the peasants are prosperous and contented, the revenue shows a surplus, and the yield of the crops has increased enormously.

#### Not the Yellow Kind.

William Allen White is wedded to Emporia, Kan., and the newspaper editorial desk which he there adorns. But about twice a year, Mr. White, out of a hard sense of duty, wrenches up stakes and comes East.

"Why, Mr. White," exclaimed one woman whom he met at luncheon, "aren't you a little stouter than when I saw you last?"

"Probably," said White, "quite probably. I usually am."

That same afternoon Mr. White sat in a box at a matinee and looked out over the audience with no small degree of interest. "It's much darker than the last time I was here," he murmured.

"Darker?" repeated his host.

"Yes. How fashions in hair change. Now, only a few years ago this would have been like looking over a box of lemons."

#### A Cave.

Cholly—The dentist told me I had a large cavity that needs filling.

Ethel—Did he recommend any special course of study?

**Tradesman Company**  
**Engravers**  
 PRINTERS AND PUBLISHERS.  
 GRAND RAPIDS, MICH.

W & P  
 TELEPHONE NO. 5095





### Causes of Success and Failure in the Hardware Business.

It is a well-known fact that the oftener the stock is turned over the more profitable is the business, and profits accrue very rapidly. Let us suppose an investment in stock of \$100, and that the margin of profit would be 20 per cent. on cost. If turned over five times during ten years, that \$100 would produce \$148.83 of gross profits. If ten times during ten years, \$510.16. If twenty times during ten years, \$3,733.60, and if turned over forty times during ten years, or every three months, \$146,870.74.

You at once see the productive difference of each different case which perhaps no one of you at first sight realize. This principle laid down, I believe the interest of the retailer is to limit his business or stock on hand to the goods that are most salable and carry a very small quantity of goods of which the demand is slight. Applying the same principle in fixing the selling price, it can be seen that it is a better paying proposition to sell on a margin of 10 per cent. goods that can be turned over once a month, rather than sell twice a year goods at 50 per cent. profit.

Good buying is not merely securing lowest prices. I believe the merchant who secures a fair price in a short time, so that he has plenty of time to devote to the selling of his goods and the superintendence of his store, is a better buyer than the merchant who gets the extra 2½ or 5 per cent., but in doing that uses so much of his time that the sales department is neglected.

Numerous are the merchants who neglect the watching of investments in every line, yet of all means of producing net profits there is nothing so important as watching everywhere your investment. Your sales go up and down with the number of items you offer for sale, not with increase or decrease in the quantities you own of the various items. To own a six weeks' supply when a two weeks' supply would carry you safely you have needlessly tied up as much of your capital as is represented by the excess of four weeks' supply. On that excess you lose not only the interest in itself and the cost of the storage, but also the loss of the profit you could have earned on other goods which might have been purchased with that amount.

Is it reasonable to complain about low prices? If they are too low they should be promptly put up. It is better to refuse orders than to take them at unprofitable prices. Let the other fellow have them. When a

tradesman is doing everything possible to buy economically and work systematically, he can be fairly well assured that work which is unprofitable to him will not do his competitor much good. Volume of trade is not important unless it has profit-making quality. Better a small turnover on a profitable basis than big returns which are swallowed by wages and other expenses.

A fair profit-yielding price is not a thing that one needs to apologize for. The man who is always stating a reason for selling at the low cost by his action proclaims himself either knave or fool. We know men who have played the "slaughtered prices" game for years. There is no stability in their business. Their trade is casual. A buyer rarely returns. Their word can not be relied on. It is different with the man who makes no secret that he is in business for profit. Even although we sometimes can not pay his prices, we are compelled to respect him for his frankness. We can trust him when he does alter prices to clear slow-moving stock.

In discussing prices it is well to remember that there is plenty of room for difference of opinion as to what constitutes a fair profit. A person of sound judgment who knows the requirements of his district, and is able to anticipate and gauge its requirements, may make more profit at 30 per cent. than another man at 50 per cent. He knows there will be demand for particular goods at each season of the year. He has them in stock. He does not wait until the demand is in full swing before he orders. He meets it as soon as it arises, gets his goods off quickly and finishes with bare shelves. His competitor has to refuse orders he knows are wanted, and finishes the season with stock in hand that has to be sacrificed or carried over until next season.

Running business is not an eight-hour job. The business man must be continually alert. Many a one owes more to the schemes elaborated in the quiet evening than to the work done with the hands in the shop. In thought he repeats the day's transactions, checks his work and his men's work; calculates, perchance, the profit he has made on sales; discovers where mistakes have been made, and then anticipates the morrow's tasks; plans the work for the men, takes mental stock of his surroundings, endeavors to foresee the probable effect of current events and market conditions on the trade of the future. This can not be done so well in working hours, when the

busy man is constantly in demand to deal with details.

To lack of capital is attributed over 50 per cent. of the total number of failures. I believe this is much over the reality, for many prefer to attribute to lack of capital the cause of failure rather than attribute it to their own administration. I have studied and had occasion to investigate many failures and I have found cases where in the first years of business with no capital a merchant had succeeded in making a capital of \$3,000, \$5,000 or \$8,000. He thought he was rich and began to pay less attention to business, became a little more extravagant in personal expenses, above all gave less attention to customers, leaving it to his clerks to look after their wants. This departure has the most fatal effect on the staff, for the moment the owner of a business lacks energy, stability and punctuality the whole of the staff follow suit. Hence capital is wiped out and the man fails and attributes to lack of capital his lack of energy and ability.

Inexperience and incompetence count for a very large share of business failures. I believe no jobber nor manufacturer should grant credit to a man in business who is incompe-



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See that they  
Have the "Sun-Beam" label  
"They are made to wear"

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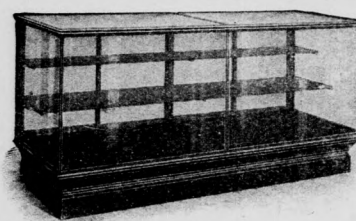
Where you know all about the business, the management, the officers

**HAS REAL ADVANTAGES**

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NO SOOT SMOKE DIRT  
OR  
ASHES

QUICK CLEAN SAFE  
AND SIMPLE.

**FOSTER, STEVENS & CO.**

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Exclusive Agents for Michigan. Write for Catalog.



tent, and this is one of the easiest things to find out.

To succeed in business it will be necessary that your mind be constantly engrossed with correct business principles and that your cravings be followed by years of unrelenting labor. Great ideas may suddenly crop up in your brain and open up wide vistas, but experience teaches that no durable success is attained where tenacity and self-control are lacking.

Then, again, as we are following the same highway, let us profit by one another's experience. Let us rise above that miserable spirit of jealousy and suspicion towards our brethren. Instead of criticising, running down and slandering even our competitors, let us say to ourselves that we are in a position to imitate them, that competition is open to all. True, there will be only one at the head of the list, but it remains, nevertheless, for us to labor steadily and to do our very best to get there, so that if we fail in our efforts it will be no fault of ours.

A casual observation of what is going on, especially in large cities, will suffice to convince us that the main cause of most failures is to be found in the peculiarities of those who fail rather than in the conditions against which they had to contend. Study the methods of those who succeed, and you will find that they are taking to their work with no faint heart, that they are not carried away by the pleasures of society, outdoor sports, and the theater or similar amusements.

I do not mean that one should refrain from all such pastimes, but they should occupy only a secondary place in his mind and occupation, for no one can hope to get along in the world without concentrating all his energies towards the attainment of the object he has in view. In this respect the same rules apply as regards business and the trades.

Before starting in any business one should make himself acquainted with all its details, with the various uses of all the goods offered for sale, as well as with their value. Do not be afraid to accumulate too much information, but work on earnestly and steadily, picking up all available data as you go along and finding out where the various wares can be procured to the best advantage.

In my opinion to feel that one has done his whole duty should be sufficient inducement to act as aforesaid. The sense of duty brings along with it steady habits and punctuality. Never fail to keep an engagement, for punctuality is the mainstay of business success.

Now, what shall I say of perseverance? Many persons of ordinary ability, and without any other assistance than their knowledge of business conditions in their particular trade, owe to their perseverance, their punctuality and their economy achievements far exceeding their hopes. It follows that we should never feel discouraged, but resolutely face all difficulties and use them as stepping stones towards the desired goal, for what seems unattainable to-

day may be easy of accomplishment to-morrow.

Cultivate uprightness and honesty, which are indispensable to success. Always keep your word. Never make a statement without being positive that it is true, and should you find out afterwards that you were mistaken, do not hesitate to acknowledge your error. By doing so, you will retain the confidence not only of your customers, but that of your jobbers as well.

All I have said may be summed up in one word, "character." Economy is another indispensable quality, for, as you are all aware, extravagance is the most frequent cause of failure. I refer to that kind of extravagance developed by meetings and junketings with friends, which keep one away from his work and desk. This truth is so generally admitted that it seems useless to insist upon it. I challenge contradiction when I say that business is not pastime, but a means of acquiring a fortune, or at least a competency, and that a merchant's aim should be to reap great profits from his trade, not only for the benefit of himself and family, but for the benefit of his employees as well.

A branch of work to which, as a rule, merchants do not give enough attention is book-keeping. If you only realized the variety of information and data which may be obtained from a proper system of accounting, even as regards a small retailer, you would not think of practicing that false economy of which so many are guilty. What could be more useful than to realize the amount of one's sales or purchases, of one's stock, assets and liabilities? At any rate, you acknowledge that if you had only once a month all these data you would be better posted as to the real condition of affairs and in a better position to rush matters to a satisfactory culmination, for book-keeping is the key to success.

Emerson says: "No one can cheat you out of ultimate success but yourself." F. C. Lariviere.

#### Pricing of Goods in a Hardware Store.

The proper pricing of goods is so necessary that it needs no apology or argument. It is done, however, in many instances in a slipshod manner that does not reflect credit upon merchants, and is often not as progressive as the general condition of the establishments would seem to warrant.

We have seen, in some otherwise splendid stores, clerks having to take down slovenly looking books or lists which strongly reminded one of a poorly kept scrap book or list of little value; and, furthermore, took a good deal of valuable time of customer and clerk trying to find the proper price.

I say valuable time, for while the time of any merchant or clerk is valuable, the time of the customer is valuable indeed, as you can well understand that when the customer is not looking at goods but has to wait while you or your clerk is trying to

find something apparently unfamiliar, his thoughts are probably something like this, "That man does not know the price and does not know where to find it and I am going to get stuck."

Anything that will lead a customer to such a conclusion is not conducive to increased business, which is the goal toward which we are all striving.

I maintain that even if the store is so small that only one clerk is needed to attend to the business, the pricing should be done at the office—that is, the proprietor should have the new or corrected prices in his office price book, and the store price list or lists should be corrected from that. Too generally the price is made on the box, or on the article, and no attention is paid to correcting the office price book.

No one, even the storekeeper with one clerk, can afford to spend time running about the store to gather up prices scattered about on shelves or goods, as with such a haphazard way of doing things there can be no regularity, and customers soon find out this fact, and will prefer to do their trading where there are more system and attention paid to this important matter. Where they find there is close attention paid to this work and the lists present a clean and attractive appearance it shows on its face that the matter is looked after closely and therefore the prices must be right.

We think, therefore, first, we should aim for the best result with the least amount of work.

Second, we wish to find the most expeditious and exact way of pricing and finding the price.

Third, we wish to find some way of duplicating these price lists with the least amount of time and energy.

Some time ago we gave this matter a good deal of attention and with the assistance of some of our friends, the jobbers and others, we were able to find a loose leaf price list which seemed of suitable size, and after a rough draft of the pages had been

made, these were given to the stenographer, who made duplicates. As many copies can be made as are necessary, and one page is inserted in the store list, which is hung on brackets and which is protected on both sides by celluloid face.

Of course, only one side of the sheet is used, but as we have a number of duplicates this is not an item to be considered. We can therefore make as many price lists for salesmen as may be needed, and we are sure that they are all alike, so that if corrections have to be made, they are made so that all the lists are exactly alike.

Even if the store is too small to have a typewriter, or the duplicating machines, this plan may be adopted by using the carbon sheet and a hard pencil or stylus; but, of course, it would be necessary to hold the sheets firmly. This is done by pins or screws inserted in the perforations wherever they occur. When we have done this we have taken two boards having a brass screw inserted from the back, and, after the sheets were in, putting on the nuts which hold them firmly in place. It is necessary to have two boards, so as to use both sides of the sheet.

D. Fletcher Barker.

#### 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.

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Valves, Fittings, Pulleys  
Hangers, Belting, Hose, Etc.  
Grand Rapids, Mich.



## We Pay the Highest Prices

For Citizens Telephone, Bank and other good local stocks, also are in a position to secure Loans on Real Estate or

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## PURE OIL

**OLIENE** The highest grade PENNSYLVANIA oil of unequalled excellence. It will not blacken the chimneys, and saves thereby an endless amount of labor. It never crusts the wicks, nor emits unpleasant odors, but on the contrary is comparatively

Smokeless and Odorless

Grand Rapids Oil Company

Michigan Branch of the Independent Refining Co., Ltd., Oil City, Pa.



## FRIENDSHIP IN BUSINESS.

## To What Extent Is Such a Condition Possible?

Written for the Tradesman.

"Mr. Benson, how is it," queried the drummer who sat by the stove in the cross-roads store waiting the return of his driver, who had driven to a shop near by to get a shoe set, "Tom tells me there's no such thing as friendship in business?"

"Tom—"

"Tom Tanner, the old birch-wielder. He was once in the store business himself and got sat down on heavily because of his childlike trust in the men from whom he bought goods."

"Oh, Tom!" with a light laugh. "He has had experience in all lines it seems and is never so happy as when telling about them. Seriously, however, there is something in what he told you: friendship ends at the wholesaler's counter."

"Do you believe that, Benson?"

"Absolutely."

Drummer Frankland smoothed his chin with his open hand and smiled thoughtfully.

"I am not of your opinion," he said finally, getting up and going to look out of the window. Seeing nothing of his charioteer he settled himself once more, accepting the cigar proffered by the storekeeper.

"Now I am not going to spiel a long story, Mr. Benson, but I shall make a plain statement of facts which I think proves the contrary to your theory."

"I shall be glad to hear it."

"Alice Hammond was a remarkably plain looking little widow at the time that she went out of the store of Stevens Brothers, and with a few hundred she had saved from her clerk's wages set up in business for herself. She had few friends because of the fact that she was regarded by her associate clerks as something of a freak. Despite this fact, however, she managed to sell a lot of goods and had stood for several years behind a dry goods counter."

"The widow went into a small, one-story building, which everybody said had been hoodooed, and set up shop—a small dry goods and ladies' furnishing house. Across the street from her was the dry goods and millinery establishment of Mrs. Eddystone, who set the fashion in all new styles, and was well patronized by the public, the feminine portion in particular."

"The Eddystone woman smilingly confided to her friends that 'poor Mrs. Hammond wouldn't last a twelvemonth. She can't do business here—why, I have all the best custom. She's a freak anyhow, and will be laughed out of town.' Such did not prove to be the case, however. The new woman merchant proved a very attractive drawing card. She advertised modestly yet continuously, was nice to everybody, and going to the city once each week bought things for her customers out of her own pocket without a cent of profit to herself."

"It was this accommodating spirit that won. However, she had been

less than a year in business when a disastrous fire visited the village and Mrs. Hammond was one of the victims. Not a cent of insurance did the little widow carry. But she happened to have a few hundred banked on the day before the fire, which might serve as a nucleus for another stock of goods."

"Her rival across the street escaped the fire—"

"And of course came to the rescue by an offer of assistance," said Benson. "Such a thing might happen of course, but that is not what I mean—"

"Of course not, nor is it what I meant either," broke in the drummer with a half frown at the interruption. "The rival across the street offered her sympathy, nothing more, nor did Mrs. Hammond crave anything more from the other. There could be no denying the fact that Mrs. Eddystone was elated rather than otherwise over her neighbor's misfortune, the fact being that the little freak storekeeper had cut deeply into the older tradeswoman's custom. There was certainly no friendship in business so far as the Eddystone woman was concerned."

"Stevens Brothers offered sympathy, which was of course natural under the circumstances."

"But no offer came from them indicating a desire to help in a financial way?"

"Oh, no. Merchants are seldom as generous as newspaper publishers under like circumstances," said the drummer.

"I have noticed the identical thing myself," said Benson.

"There isn't the fraternal feeling among merchants that permeates the newspaper fraternity. Somehow the business of news-getting cements friendships that no adversity can squelch. But to my story:

"After taking an account of stock, so to speak, Mrs. Hammond, nothing daunted, hired the only vacant store in town, then set out to make good in her own way. The hiring of the store surprised Mrs. Eddystone. 'She can't possibly do business,' declared that lady. 'Why, I happen to know that she hasn't five hundred dollars to her name. Everybody knows she's a freak, and this latest move is one of the most freakish she ever made. Poor little silly, she'll lose even what small funds she has got. If she was not quite daft she would leave her little wad in the bank and go out to service. As for being a merchant—faugh!' and she laughed sarcastically."

"This Eddystone person was a heartless creature," said Benson.

"No more so than many others," returned the drummer. "As a rule women are less tolerant than their brothers. However, the little widow asked no advice from her rival but placed her trust wholly in men. She repaired to the city, called on the head of the firm with which she had done business for the brief time she had operated her store, and to him stated her case."

"And he surely turned her down?"

"He surely did not. He did talk

with the little woman in a fatherly way, giving her all sorts of good advice, after which he asked her to go through his establishment and select a new stock of goods, informing her of his faith in her ability to make good. That was the happiest moment of the little widow's business life. She had demonstrated that there is such a thing as friendship in business."

"Truly, truly?" gasped the grocer. "Now, in my case it was different. I, being a mere man, was sat down on. Your merchant in distress being a pretty young widow makes the difference."

"The fact being that my widow was neither young nor pretty takes the wind out of your argument, Benson," chuckled the drummer.

"And thus endeth the narrative?"

"Not quite. Mrs. Hammond resumed business in a finer store building, stocked to the ceiling. She added to her line a stock of millinery of latest design, installing a fashionable hat artist from the city. She became, in fact, an out and out rival of the Eddystone."

"Good enough! I hope she made that creature suffer in a financial way. She deserved it."

"And she got all she deserved. The little widow continued on her course of business success; she was always smilingly accommodating to even the humblest customer. Her smile was as broad and meaning to the poor hod carrier's spouse as it was to the richest lady customer. It

## "Figger" It Out Yourself

You make a sale which amounts to	\$1.00
You pay the wholesaler for the goods	.75
You have left a balance or gross profit of	\$.25
You pay for Clerk Hire, Rent, Light, Heat, Delivery Service, Insurance	.15
You have left a balance or "Net Profit" of	.10

Then if, by your present method, you have the expense and errors of book-keeping, forgotten charges, disputes and bad accounts to contend with, you lose another one, two or three cents on the dollar; it must come out of the so called net profit of 10 cents; and what have you left? In the example we give here, it is plain to be seen that the real net profit is only 7% or 8%. What is it, in your own business? Take a pencil and paper and figure it out yourself. All merchants have some leaks, some more than others. We guarantee that the American Account Register and System will stop these leaks and save you money. That is why we are continually asking you to install our System.

### AS TO THE COST

Our registers are made in over 300 different sizes and styles and if you will drop us a post-card stating the number of customers' accounts you desire to accommodate we will gladly furnish you with prices, on size you would need, and also give full explanation of the system. The American really costs you nothing as it will pay for itself in a few months of use. Not only will the American pay for itself in a short time, in money saved, but it will be a source of profit, a money maker for you through its advertising feature.

Let us tell YOU more about it.  
Just drop a postal today to

THE AMERICAN  
CASE AND REGISTER CO.

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Grand Rapids, Mich.

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### Present Prices

Flour at the present time is too expensive to a customer to allow for any mishaps.

You can't afford to sell flour that isn't strictly up to the standard and you can't afford to sell flour that isn't guaranteed.

The housewife will pay the price but she wants the goods, and the only way to satisfy her is to sell her good flour.

No woman complains about not receiving sufficient value when she buys "Voigt's Crescent" flour, because good bread and good pastry are worth paying for, and no one knows it better than the housewife who prepares the foods.

VOIGT MILLING CO.  
Grand Rapids, Mich.

CRESCENT



was here that she easily bested her rival, since Mrs. Eddystone catered to the elite of the village and country and had been known to snub some of the poorer class.

"All this happened years ago. The little widow is now one of the most prosperous business women in the State. She is also well known for her works of charity."

"And the Eddystone? What became of her?" asked Benson.

"I called in at the palatial store of Madam Hammond on this trip," returned the drummer. "One of the first persons I saw was Mrs. Eddystone in the millinery department. I learned from the Madam that her rival had long since failed in business and that she had been in Mrs. Hammond's employ for several months."

"A just retribution. And the little widow? Is she Mrs. Hammond still? It seems to me she might marry."

"Oh, she's had offers enough, but she prefers her present state of independence. She is a fine woman and a successful one."

The drummer sprang up to go, while Benson walked whistling to his desk.

Old Timer.

#### Tickling the Customer's Vanity.

One of the boys down in Georgia is a most diplomatic salesman. Whenever possible he shows articles of two or more prices. If the prospective purchaser is inclined to be pennyurious he shows a suspicious willingness to sell the cheap article in preference to the high priced one. The average penny-pincher customer becomes suspicious that the cheap article yields too much profit and thereupon purchases the better grade to protect himself. When serving the ignorant or conceited our Georgia druggist has the knack of tickling the vanity of these customers and making them believe that even the best is hardly good enough for them. The result is that such people also purchase high priced goods and are so satisfied with themselves that they laud the druggist to their friends. And yet, he is an independent and affably dignified man. He is a strictly one price man and seems never to urge a purchaser to take any certain article.

The danger of the one talent man to-day is not that he will bury it but that he will do nothing but brag of it.

#### Relation Between Employer and Employee.

This subject appeals to me as a practical one, and one which in our business experience we often have to solve. In the larger retail stores the selling end of the business is left chiefly with the clerks and therefore the success of the business depends largely upon them.

How to get most out of the employees is the problem that confronts us. It seems to me that the employer and employee form one large family working in a common cause, the employer being the directing head. No business can succeed as it should unless the employees take an interest in the business, put their shoulder to the wheel and work together in perfect harmony for the advancement of the firm.

During the years I spent as traveling salesman I found many cases where this lack of harmony was fatal to the business. A jealousy among the clerks, a lack of respect for the employer, an indifferent interest in the business—these are all serious handicaps in any business. I believe we don't take our employees enough into our confidence; we are indifferent to their opinion; we are quick to blame them when something goes wrong, but slow to praise when praise is due them. Nothing helps a clerk so much as to receive praise when he has made a good sale or brought a new customer to the store. We are all human and appreciate worthy praise.

I talk over with my clerks the advisability of adding new goods to stock and the general policy of the business. Some dealers may think they can not learn anything from a clerk, but this is not so. I have in mind one of the largest wholesale houses of the country, one whose business system is as nearly perfect as brains can make it, and this firm place boxes throughout the house and agree to reward any employee who drops a suggestion into the box which proves of value to the firm. One suggestion from the elevator boy was put in practice and proved most valuable.

Our employees must be made to feel that they are a part of the firm and that the advancement of the firm will mean their advancement. Poor clerks are dear at any price. I claim that

a clerk who can not keep busy all the time is not looking for work, and a good clerk can nearly earn his salary by selling goods the customer does not call for.

I believe it a good plan to encourage clerks to read trade papers. They can be as much benefited as the dealer by this class of reading.

We should be frank with our clerks. Correct them at once if they do something wrong. Praise them promptly for the good things they do. I believe merchants make a mistake by not teaching their clerks what they see they should know—that which they themselves know. You will often find a store where only a part of the force can sell to advantage any article in the store.

How many clerks know how to sell a stove? This was brought to my mind quite forcibly several years ago when a customer came in to buy a gas stove—a range. The clerk who waited on him knew so little about the stove he was trying to sell that the customer left in disgust. He told me afterwards that the experience probably cost me several hundred dollars' worth of his business, as he got started trading with my competitor when he had intended to give me the business. We all spend more or less money each year advertising our business, but our greatest advertisement is a complete stock of goods and a bunch of congenial clerks who are working in perfect harmony with their employer.

A clerk's spare time should be spent in arranging and cleaning the stock.

Clerks should start toward a customer the moment one enters the store. The customer should not have to hunt up a clerk.

Clerks should not smoke during business hours. It is offensive to most ladies and some men.

As I remarked once before, a good clerk can very nearly earn his salary by selling goods the customer does not call for. M. C. Hale.

#### Exorbitant.

Bridegroom—How much, parson?  
Clergyman—Whatever she's worth to you.

Bridegroom—I say, what do you take me for—an Astor-feller?

It is more economical to conceive the truth than to have it pounded into us by experience.

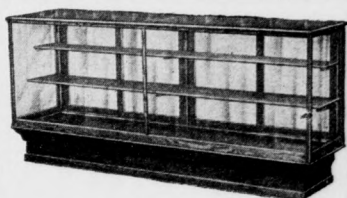
#### Tows Boats With Area of City Block.

Ferryboats' troubles are many on Lake Michigan during the ice season. Across this large lake ferryboats carrying trains operate throughout the year. In the winter the boats are sometimes held up by the thick ice and vessels have to be sent off to their aid. Between Frankfort and Manistique the distance is ninety miles. This particular ferry service points the moral to the English, who have looked askance at the thought of carrying trains over the channel, where the weather conditions are far less severe.

Some of the inland towboats reach huge proportions. The largest ever built to ply the western rivers tows coal on the Ohio and Mississippi rivers. It is made almost exclusively of steel and is twice as powerful as the next largest boat. The coal towing capacity of this peculiarly constructed steamer when in barges holding 12,000 bushels each would cover an area equal to a city block.

The fact that the river boats are still built on the same lines as those of fifty years ago is not due to the lack of invention on the part of the builders, but they are retained on account of the peculiarities of the streams on which they are used. Exhaustive tests have proved that the old original type of construction with the stern wheel is far better than any of the other types.

Following your appetites is turning your back on your ambitions.



**Wilmarth**  
THE CASE WITH A CONSCIENCE

When your cases bear the above mark you have a good case—a dependable one. Would you like to know more about this kind? Write

WILMARTH SHOW CASE CO.

936 Jefferson Ave.  
GRAND RAPIDS, MICH.



## We Can Sell Cheaper Because We Sell Twice As Much

Our goods are FRESHER because we only hold them one-half as long. We are talking about BRAZIL SHRED COCOANUT in 5c packages. If this is not the best for grocers to push, our business wouldn't be twice as big as the others. Not only is it cheaper, it is better because, besides being FRESHER, it is made under the most sanitary conditions by workmen thoroughly familiar with the most modern methods. Pays you 40 per cent. profit.

THE FRANKLIN BAKER CO.

Philadelphia, Pa.



**THE SALARIED WORKER.****He Should Study Some Good Side Line.**

"By George, I'd like to have \$2,000 together again!" exclaimed a middle aged acquaintance of mine the other day.

"What would you do with it?" I asked.

"Well, I'd let go this job in about five minutes," was his ultimatum, entering no further into particulars as to what he would do, having the \$2,000 together.

Which, as far as I could determine, indicated to me only that the possession of this \$2,000 in cash would accomplish no more than cause this man at once to resign a position which was paying him at least \$2,000 a year. In his present position I had reason to know that for years he had been living on a scale of at least \$2,000 a year and saving nothing. If—possessing this \$2,000 in cash—it should prompt him to quit work on a mere venture, this \$2,000 would promise no more than one year's existence in idleness, after which the worker would find himself penniless and with no fixed salaried position by which to maintain himself and his small family.

That inevitable question which at once sprang into my mind was: Was it not possible that these years of living up to his income had left this man in a better position than if he had been saving an average of 10 per cent. yearly of his earnings?

All of us have heard at one time or

another just such characteristic remarks of the typical wage earner, made more or less blindly. He has worked so long at a mere living wage that possession of a lump sum of \$2,000 appears to him a small fortune. The man may have been an employe always, working in some special line that is inseparable from the business of a corporation in which he can hope only for an employe's position.

His attainments in his special line would be virtually worthless in any business he might open for himself. No small employer of men could consider paying him such a salary as the large corporation is paying him. Out of employment of this one corporation he would be forced to enter the employment of another corporation, provided he could find the opening.

Yet with the idea of \$2,000 cash in his pockets, he would be willing in a moment to break connections with this employer and go in search of something which would take him out of the rut and grind of an employe's work!

To me the situation suggests far more the necessity for a young man's considering in his years of employment what he best can do with a little reserve capital than even the studied plans for getting that desired capital together. In the case of the middle aged man I have quoted, if he should have some concrete idea of investing \$2,000 in something of which he has full knowledge of its working success, it is not at all improbable

that he could find some one to-morrow who would loan him this working capital of \$2,000.

On a good business investment a burden of 6 per cent. per annum for the use of capital is not prohibitive, while to the average loaner of money an interest rate of 6 per cent. is attractive enough to call for his assuming some little risk, owing to the character of the person and his knowledge of his proposed venture.

The trouble with the average man on salary is that he is a mere cog in a complicated machine. He knows only his cog's duty in that mechanism and becomes content with his cog action. Accordingly as his salary has been sufficient to his reasonable needs and ideas of small luxuries, he is likely to become indifferent to progress. He neglects study of any kind and year after year, losing more of his initiative, he is less and less equipped for taking an assertive step in betterment of his condition.

As a man grows older the wish for greater independence is natural. If in his cog's work that routine becomes a mere fixed, automatic something which leaves to him a wider latitude for expenditure of thought, based in ripened experience of the world, he finds himself in the position of having outgrown his work. He is doing something which is beneath his capabilities. He may have to confess to nothing toward a wider life of activities; that it is virtually a subconscious realization that he has become narrow and hidebound.

But however the thought presses

home, it will be none the pleasanter realization. Looking about him, he faces the discovery that he has not been making wise provision for a condition of mind which he might have anticipated if only he had stopped to think. The net result is that he feels he has grown old without accomplishing all he might have done in the years that have gone forever by him.

Again, he may discover that while he has been in this lethargy in the fields of opportunity that once were open to him on the basis of common sense experimentation, a high degree of technical knowledge and skill for the work has come to be necessary. The adventurers into these fields no longer may take the long chances of "cut and fry" methods. They at once are in competition with men who have substituted studied certainty for chance methods. Through systematic reasoning these modern competitors whom he may expect to meet in such a business have been moving surely and effectively toward certain results which he may hope to accomplish largely through experimentation and good fortune.

At once there is profound discouragement in the prospect.

Suppose some willing adventurer of the type undertakes to find some one who will back him in his enterprise with the necessary money. This person appealed to will be prompted first to ask the adventurer what he knows of the business in which he would embark. At this point the man seeking the business opportunity may ex-

"THEIR QUALITY SHOWS"

# "Williams" Sweet Pickles

IN AIR-TIGHT GLASS-TOP BOTTLES

Would not be mistaken by anyone for the goods of low quality. They LOOK GOOD, that makes people try them; they ARE GOOD, that makes people keep on buying them. They are the kind of goods that will bring business to you and hold it because they please.

Prepared with our own grain vinegar, best spices and granulated sugar.

**Guaranteed To Conform With  
Federal Pure Food Law**

but PURITY, in our pickles, is backed up by quality. You can find lots of goods that are "safe to sell"—but you want "Williams" Pickles because they are also "sure to satisfy."

**The Williams Brothers Company**

Picklers and Preservers

DETROIT

MICHIGAN



pect a catalogue of questionings which makes the average civil service examination easy. If he shall fail to convince his capitalist that he knows more than the man of whom he would borrow money his chances are poor, indeed.

Twenty-five years ago the employe on a farm was assured of a place if he had a reputation only of being an industrious, active worker. If his reputation was for early rising and late working in all possible weathers, he needed no further recommendation. To-day, under modern farming conditions, mere willingness to work may be almost inconsequential when compared with the knowledge of how to work scientifically.

The agricultural colleges and experiment stations have overturned completely some of the former fixed principles of farming. Analyses of the chemical contents of soils may be far more valuable to the farm owner than three months of the most industrious of crop cultivation. Ability to return cheaply to a soil some one or more of these lacking chemicals may be worth more to an employing landlord than a summer of the hardest manual service.

This situation on the farm is characteristic of the changing nature of so many of the commercial and industrial opportunities of the day. It suggests to the young man who in a salaried position will look a little forward to his changing condition of mind that pursuit of knowledge in some likely side line of mature effort that shall appeal to him probably is the wisest course he can take.

John A. Howland.

#### Some of the Uses of Tears.

Tears flow under two very different emotional conditions—great sorrow and great joy. How is it that emotions so diverse are manifested by the same outward expression?

To answer this question we must recall the fact that there is, on either side of the neck, a great artery called the carotid. Near the larynx this artery parts and forms two branches. One of these branches carries the blood to the brain, the other to the face and to the scalp. These two systems intercommunicate by means of the ophthalmic artery at the back of the eye. The ophthalmic artery is a ramified channel between the internal and external carotids.

Dr. Waynbaum, a French physician, has recently advanced the "vascular theory," as it is known, which demands a reconsideration of the simple facts of the construction of the human neck and head as related to the brain. "The immoderate laugh," he says, "is, from a physiological point of view, nothing but an effort." When we laugh immoderately we force into action nearly the same muscles that work when we make an effort to lift a heavy weight, and we use all these muscles in very nearly the same way. In both cases we begin by contracting the muscles which form the glottis, we lower the diaphragm, and immobilize the muscles whose play works the thoracic cage. The harder we laugh the more muscles we use. Darwin says that

during the act of the "crazy" laughter the whole body is thrown backward and shaken. Such a laugh may go so far as to resemble convulsions; in some cases the respiration is arrested.

During a fit of violent laughter the laughter's face turns black, the lips are livid and the veins of the forehead swell as the effect of the intense congestion of the brain. The man or the woman who laughs immoderately ought to remember that hard laughing distends the delicate channels of the brain with overheated blood, and that the cerebral congestion, the apoplexy that always threatens when the laughter is immoderate, can not fail to be aggravated by the contraction of the muscles.

When the muscles contract they compress the internal carotid vein. The blood rushes from the carotid toward the face; it finds that it can not use the external carotid; it can not go to the face, and it can not stand still; therefore, it rushes to the brain. The brain is already congested and gorged with the venous blood halted by the arrest of the breathing. Naturally the brain gives way under the push of the blood rushing in on it from the arteries. Knowing all this, it is difficult to laugh at the man seized with laughter. His condition is dangerous; he stands close to apoplexy. Apoplexy would be the result of all violent laughter were it not for the ophthalmic artery. By the ophthalmic artery, the canal between the internal and external carotids, the blood rushing toward the brain is turned into the canal between the eyes and crowds the conjunctives and the lachrymal glands. The conjunctives and the lachrymal glands react against the rush of blood by means of an abundant secretion of tears. To speak better, the lachrymal glands transform the flood of blood into tears, the composition of which is exactly the same as that of the liquid part of the blood. Tears act on the congested brain just as a leech would act; and they may be called the best of all leeches, since they do their work at the expense of the blood on its way to cause apoplexy. So one point is made: tears are of incontestable utility in laughter.

They are very useful in sorrow; but in this state they act on the brain differently. In grief tears drain the blood destined for the brain, and by doing so increase the anemia of the nerve centers, creating a mental stupor—a species of psychic indolence, or indifference, which is a little like anesthesia of the brain. The brain is so dulled that the mourner's mind is dulled to its grief. He may not know that his mind is dull; the acuteness of his sorrow is so great that he knows nothing else, but the anesthetic is at work, the anemic brain feels less, the grief appears less sharp, less unendurable.

In a word, tears—the "white leech"—accomplish the drainage of the blood, and the anemia which is the result is a natural defense against the dangers of extreme grief. So we may say that tears are a natural

anesthetic. The mourner drowns his grief in tears as the drinker drowns his trouble in alcohol.

The grimaces caused by weeping are nearly all the result of the contraction of the muscles which act, either in one way or another, on the lachrymal glands and the ophthalmic artery. It is precisely the same as in the case of the muscles of the eyelids, the muscles which lower the corners of the mouth, etc. All those muscles exercise a compressive action on the lachrymal glands, and therefore they compress the ramifications of the ophthalmic artery, whose blood is part of the blood destined for the brain.

This is a very suggestive anatomical fact. Things seem to have been arranged with a view to facilitating the secretion of tears and realizing, or bringing about, anesthesia of the brain whenever it is useful, if not necessary, by the action of "the white leech"—tears.

We can prove the facts here stated by a rapid glance at mourners. We hear it said often, "Oh! if I could only weep!" Grown people know that tears bring relief. Children could not live without tears. Their nervous system is so highly organized that tears are a veritable safety-valve. Without that escape the fragile brain would burst. The floods of tears which rush from the eyes of children at the least psychical attack, either of regret, grief, or fear, are the best anesthetic, the most necessary and most soothing balm for the wounds of feeble souls, the best protector

against the moral shocks of which children are the victims. Knowing this, it is difficult to look on in silence when the child is forced by ignorant parents to check his tears.

We are a part of all we have met.

## 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.

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GRAND RAPIDS, MICH.

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Steam and Water Heating  
Iron Pipe  
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## Holland Rusk

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has become immensely popular with consumers everywhere.

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

Large package retails 10 cents.

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





**LOWNEY'S**  
**COCOA and**  
**CHOCOLATE**

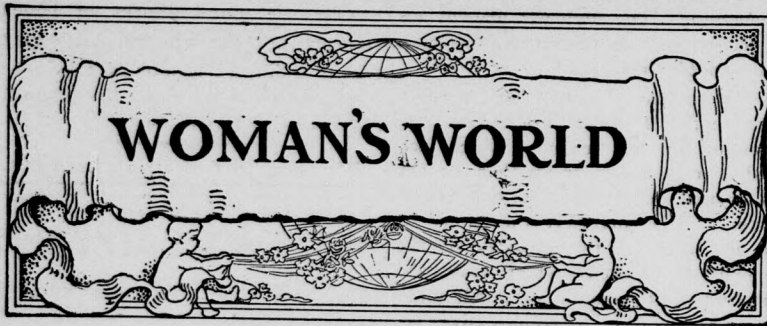
For Drinking and Baking



These superfine goods bring the customer back for more and pay a fair profit to the dealer too

**The Walter M. Lowney Company**  
BOSTON





### A Subject For Women To Study.

Written for the Tradesman.

To know how to make money is one gift; to know how to save it is another; to know what to do with it after it is made and saved is still another and a rarer gift than either of the other two. The combination of all three in any marked degree of development in the same individual is very unusual; when we find it, we find a Rockefeller or a Harriman, a man with a natural genius for accumulating a fortune, one who does it with a delight and relish akin to that with which the artist paints his picture or the poet sings his song. Such men do not seem to have to make any effort to acquire a knowledge of financiering; they are like the cowboy with the bicycle, he didn't learn how to ride, he just rode.

If the dreams of our socialist brethren should ever come true, and a state be established in which every man would work, not for his own advancement, but for the good of all other men, then all matters relating to the management of money, the care and investment of accumulated wealth, in short, the whole business end of things, could be turned over at once into the hands of the few who have strong natural capability in that line.

But this Utopian state of affairs has not yet come about, and at present every man must, to some extent at least, manage his own affairs. It often happens that a woman has no husband, nor any male friend or relative who can assume this burden for her, and so she herself must take the responsibility of caring for whatever of wealth she has, be the amount large or small. Perhaps she must also manage whatever property belongs to her children.

I especially commend to women the study of investments. It is even more necessary for women to direct their attention to such matters than it is for men to do so, because a man, unless he shuts himself up in a monastery, or some institution of higher learning, must, of necessity, absorb a great deal relating to money and property without much conscious effort. A woman is not so likely to do this, and, besides, the loss of money or the injudicious investment of it is apt to leave a woman in sorer straits than it does a man.

Does some one protest that women are studying too many subjects already, that if a conscientious blue-stocking discovers that she has fifteen or twenty minutes a day of unoccupied time she rushes around and finds some sort of a quarter-hour reading circle and goes in for it, when she

might better sit in a rocking chair and fold her hands?

That the self-imposed burden of study under which many bright and capable women are laboring is already too heavy there is no denying. But I say, "Drop out some of the less essential things and find a place for the study of practical financiering."

And does some one else protest that it would be a pity to give up the subjects which take the mind all over the world, and to other worlds, the big, broad subjects, and put in their stead a sordid little course on stocks, bonds, mortgages, deeds, banks and all that pertains to filthy lucre?

I reply: "If you are short of money, how much can be realized out of the ordinary student's knowledge of Roman history or Russian literature? If you happen to have a few hundred dollars and want to know what to do with it, how much will a knowledge of Australian politics help you out? If you put your money in the wrong place and lose it, will the fact that you are well up on the Incas of Peru console you for your losses resulting from ignorance of a few little simple things about business that you ought to have known all about? If you are 'broke' can you get five dollars for your knowledge of the Renaissance period of Italian art?"

Not that knowledge and culture are not better and higher than money; but we are living in a commercial age, a time in which money is very powerful, and inasmuch as it is the common currency of power it is a necessity.

In this country every effort is made to save women the misery and humiliation of poverty and to make them independent in matters of property. The daughters usually share the paternal estate equally with the sons, and husbands everywhere are toiling away to keep up the premiums on heavy life insurance policies and to make other provision for the welfare of their families.

But what does it avail that father or husband has put in the best years of his life accumulating a little "pile" for the daughter or the wife if, when it goes into her hands, she will speedily become the victim of the reckless speculator, the smooth-tongued promoter or the dishonest banker?

Women are proverbially penny wise and pound foolish. Members of the sex are by no means rare who put a vast amount of brain work upon the expenditure of a pitiful nickel, but who will simply "go it blind" when investing their entire fortunes.

To some women all that relates to

business is extremely distasteful. They never know and they never want to know. While, of course, women in general are now taking a much more active part in business than they ever have done before, there is still a very widespread feeling that a childlike ignorance in regard to money matters is very charming in a woman, and that she can not acquire a knowledge of such things without bruising the exquisite bloom of her femininity.

However this may be, Fate furnishes to the clinging vine type of woman no special armor against "the slings and arrows of outrageous fortune," and life presents few sadder spectacles than such a one when she arrives at a state of penury.

The idea that every girl should fit herself for some profession, or learn some handicraft by which she can earn her living, has taken firm hold both upon the girls themselves and upon their parents. It is argued that while the girl will probably marry, this knowledge may come very good to her in case she should lose her husband or he should prove incompetent and she should have to rely upon her own resources.

Sometimes this plan works all right and then again it does not. The woman who has young children to care for and who has not been earning any money for a number of years will very likely find herself out of touch with the work she learned to do, and be so situated that she can not at once take it up again.

But the woman who has even a



Every sack carries with it the certainty of a satisfied customer.

**Symons Bros. & Co.**

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Saginaw, Mich.



THE SYRUP OF PURITY AND WHOLESOMENESS

There's a good profit for you in Karo—

There's satisfaction for every customer in Karo.

It is good down to the final drop. Unequalled for table use and cooking—fine for griddle cakes—dandy for candy.

# Karo

on your shelves is as good as gold itself—doesn't tie up your money any length of time, for the steady demand, induced by its quality and by our persistent, widespread advertising keeps it moving.

Develop the Karo end of your business—it will pay you handsomely.

Your jobber will tell you all about it.

**CORN PRODUCTS REFINING CO. NEW YORK.**



little property and knows how to manage it to advantage is pretty sure to "light on her feet" and to get along until she can find her way into remunerative work.

Not much of value in regard to property and investments can be gathered from books. It must be learned at first hand. Then let all women, not only the students and intellectual women but their domestic sisters as well, make it a point to seize every opportunity to learn all they can in regard to common business transactions.

If a piece of property is bought there is a chance to gain an insight into titles and the recording of legal papers. If a house is to be built look up the subject of lien laws and fix it firmly in the mind that a building can be held for labor and material furnished, a fact of which many women are in total ignorance. The woman who once learns this will not, if she is putting up a building let some dishonest contractor walk off with her money, while she is left to settle with masons and carpenters.

If there is money to be invested, turn the attention to stocks, bonds and mortgages and learn their relative safety and desirability.

To obtain a fair working knowledge of ordinary business transactions requires no extraordinary mental acumen. Things which look blind and mysterious to the uninitiated are made clear and familiar by a little experience.

A little effort along these lines will save many a woman from losses which would place her in a position of cringing dependence upon those she would be unwilling to burden.

The man of wealth expects to take great risks and is not sorely disappointed if every project does not turn out successfully. But a woman with only a few thousand dollars can not afford to make a single injudicious investment. If, by alluring promises of large profits, she is induced to forsake the path of safety, there is sure to come the result so graphically recorded of the defrauded Esau, "After the red pottage the exceeding bitter cry." Quillo.

#### He Had Plenty of Time to Joke.

In the old days when brown sugar was invariably shipped in hogsheads, the packages were not only heavy, but they were so cumbersome that skids were necessary, usually, in unloading them from the platform wagons to a sidewalk which was 18 or 20 inches below the level of the wagon bed.

And one day the late P. J. G. Hodenpyl was passing a store before which a truck had been backed up by a new teamster who had never before handled a hogshead of sugar and the merchant to whom the sugar was being delivered was new to the business. Accordingly, the merchant and the teamster having "cut and hauled" the hogshead to the rear end of the platform were vigorously discussing how, in the absence of a skidway, the great bulk could be let down to the walk 15 or 18 inches below.

"If that thing busts," said the mer-

chant, "I'll make you pay whatever the damage may be."

"If you say drop it, I'll drop it and won't pay no damage," retorted the amateur teamster.

"The sugar's mine and you've got to deliver it to me," was the merchant's next comment.

"I'm ready to deliver it an' if you make me wait much longer, I'll charge for extra time," the teamster replied, and for a few seconds a fist-cuff exhibit seemed imminent.

Meanwhile Mr. Hodenpyl had been a silent and amused spectator. To relieve the situation he quietly observed: "I'll unlad that hogshead, if you will permit me to do so, and stand for any damage."

Both the merchant and the teamster looked at the butter-in—who was not a large or a muscular man—in amazed doubt, impressed that he was making fun of them. Mr. Hodenpyl continued: "May I show you how?"

"And you'll pay all damages?" prompted the merchant.

"Yes, gladly," said Mr. Hodenpyl, and the merchant consented. Thereupon Mr. Hodenpyl asked the merchant to step into the store a minute and both of them disappeared, leaving the teamster impatient and wondering.

Presently the merchant reappeared carrying an empty tea chest gingerly with Mr. Hodenpyl following and seemingly very anxious. Under directions elaborately and most seriously given by Mr. Hodenpyl the merchant placed the tea chest on the sidewalk just under the edge of the wagon platform. Then Mr. Hodenpyl squinted this way and that, tapped each corner of the chest, delicately moving it fractions of an inch in various directions and placing a tiny chip under one corner.

Then, as though seized with a new

idea, he asked: "How much is that tea chest worth?"

"Never mind the chest," responded the merchant, "but look out for that sugar."

Then, with further elaborate squintings Mr. Hodenpyl mounted the wagon platform and made a move as though he were going to perform an act of presto-change.

Just then the late James Lyman and Ransom C. Luce happened along and, both being merchants, and well acquainted with Mr. Hodenpyl, they stopped and with an amused smile were about to make a remark, when with a wink at them Mr. Hodenpyl said, "Mr. Lyman, you're a surveyor. Will you please look at that tea chest and tell me if its meridian line shows any magnetic deflection?"

Mr. Lyman, a large man and habitually dignified in manner, grasped the situation instantly and, taking his watch from his pocket, scanned the chest vertically and pronounced it plumb.

"Lemme help you," said "Ranse" Luce, as he jumped to Mr. Hodenpyl's side and then, before the teamster or the merchant realized that they were being "jollied," the hogshead rolled from the wagon to the chest and, crushing it, settled easily and safely to the sidewalk.

"Is that all there is to it?" asked the merchant, faintly appreciating that he had been made the vehicle of a joke.

"That's about all," replied Mr. Hodenpyl, at which "Ranse" Luce put in, "Step down to Mr. Lyman's store and he'll let you talk to his parrot. That parrot knows a lot more about storekeeping than some men."

As Messrs Hodenpyl, Lyman and Luce walked off together the amateur merchant and the amateur teamster were vigorously applying epithets each to the other.



**LAUNCH LIGHTS  
STEERING WHEELS  
BELLS, WHISTLES**

and a full line of  
**BOAT SUPPLIES**

11 and 9 Pearl St.  
Grand Rapids, Michigan

Mention this paper

**Sawyer's**  
CRYSTAL  
See that Top  **Blue.**



For the  
Laundry.

**DOUBLE  
STRENGTH.**

Sold in  
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Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice  
as far as other  
Blues.

**Sawyer Crystal Blue Co.**  
88 Broad Street,  
BOSTON - MASS.

# You have had calls for HAND SAPOLIO

**If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.**

**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.**



### Dorothy Dix Talks About Women and Clothes.

At Eastertide lovely woman's thoughts are turned to heaven and clothes. Nor is this mixture as incongruous as it would appear. Nothing else makes you feel so grateful to the Giver of All Good as to hit on a dressmaker who understands the lines in your figure, while the mere possession of a hat that sets all the other women rubbering is more uplifting than the stanchest religious principles.

Women have always forgiven Eve the apple-eating incident, because except for that we never should have had the diversion of dress, nor known the delights of shopping. Through our first mother came sin into the world, but there also came fashion, and most of us are inclined to feel that when she devised the first fig leaf polonaise she made ample atonement for her indiscretion. What life would be without the fun and folly of changing styles, the excitement of getting new clothes, and the wreckless extravagance of having old ones made over, one shudders to contemplate. "Thank heaven," exclaimed a Frenchwoman, who had experienced every vicissitude of family affliction, "thank heaven, there is always one consolation left, no matter what happens—there is always la toilette!"

One of the things for which men criticise a woman is her habit of judging another woman by her clothes, but women know what they are doing when they form their opinion of a woman's manners and morals, her birth and breeding and social aspirations from the cut of her gown and the way she pins on her hat. Ninety-nine times out of a hundred the only single expression of individuality that a woman ever displays she gives in her clothes. She gets her politics from her husband; her religion from her preacher, and her general views on life from the social set to which she belongs; but her clothes are her very own, and they express her taste, her knowledge and her ambition, whether they be calico or panne velvet. She may be so conventional that nothing on earth would induce her to vary a hair's breadth from the prescribed lines set for women to follow, so far as her conduct is concerned, but she will get a hat or a dress that is not like every other woman's or she will die in the attempt.

Nor is that all. Her clothes do not only indicate a woman's character; they make it, and so subtle is the bond between a woman and her costume that the mere changing of her gown is enough to change her mood. When one has a great sorrow, for instance, one instinctively feels like shrouding one's self in black. On the other hand, let some great happiness come to her, and a woman's first impulse is to put on something light and bright and gay and full of crisp frills and ruffles.

There is, indeed, a gospel of clothes, whose ethical significance all women recognize, and certain costumes stand as a visible expression

of definite physical and mental attitudes. Thus the tailor-made costume represents woman in her hours of action and self-reliance. Put a well-built, severely-plain, tailor-made gown on the most invertebrate woman in existence and she instinctively braces up. She assumes a brisk, business-like air. No woman does the clinging, limp, weepy, dishrag act in a tailor-made. Nor does she loll. Like the immortal Mrs. Wilfer, in Dickens' story, she would be incapable of such a thing. Of course, part of this is due to fear of making her skirt bag at the knees, but most of it is due to her feeling that she must live up to her costume. It has given her a moral brace and a fortune awaits the nerve specialist who has sense enough to prescribe tailor-made frocks instead of dope to his flip-floppy, hypochondriacal feminine patients.

But if the tailor-made stands for incorruptible self-respect and independence, the wrapper represents total demoralization. In its idealized estate of the lace and ribbon-trimmed tea gown, it typifies our moods of blatant sentimentality, when we give away to the temptation of talking gossip that we are ashamed of later on, of eating chocolate creams that make us fat and of confiding things about ourselves, simply because it was dusk and we felt soft and yielding, that we would give worlds to recall the next morning.

In its worst form, when it appears at breakfast in connection with curl papers, the wrapper unadorned is a lamentable exhibition of love and charm in their death throes. It is woman with the veneer rubbed off. It is woman when she no longer cares to please either physically or mentally, and so potent is the spell of the wrapper that I do not believe that there is a wife in the world, who looks back over her own conduct, and recalls the nasty things she has said to her husband—the rude, vulgar, unladylike squabbles and quarrels—who can not recall that she always had on her wrapper and was looking her worst when she did it. Under the baneful influence of a Mother Hubbard we all do and say things that we would be simply incapable of in the refinement of an evening gown.

Such being the soothing and sanctifying influence of good clothes on the feminine temperament, it has always seemed to me that a man should encourage his wife in dress, instead of berating her for her love of it. More than that, a young man who is thinking of picking out a wife can find no other such guide to a girl's character as the way in which she dresses. She is simply wig-wagging information to him about herself with every fluttering ribbon and yard of lace about her, and if he has not enough knowledge to read the signals he ought to get his mother or sister to interpret for him.

The most important thing for him to notice about her clothes is neatness. If her skirts are frazzled out around the bottom and hike up in the front and down in the back, if her belt and waist fail to make con-

nections, and she has a general air of having her garments pitchforked at her across the room, she will make a slovenly housekeeper, who will waste her husband's money and generally mismanage things. Very likely she will be a warm-hearted and sympathetic companion, intelligent and agreeable, but the man who wants things done on time and does not like to wait for his dinner will do well to pass her up as a wife. On the contrary the woman who is

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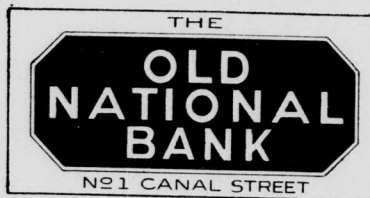
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always neat and trim in her appearance, and especially the woman who can wear a shirtwaist without looking as if she had on a pillow slip, is to be commended to the man who is seeking a wife who will be a competent housekeeper and a general good manager. In this respect the shirtwaist is peculiarly commended to men as a test of character. It takes firmness, strength of purpose, indifference to suffering and decision of character to anchor a shirtwaist down so it will stay, and the woman who can do this properly will always get there. She won't be sympathetic, and she will expect her husband to walk a straight line, but she will know her business every time.

The woman who wears health waists and hygienic clothes and heelless shoes is a dangerous risk, for she will be a woman of fads who will run off with every new craze that comes her way. Her husband may count on having to eat breakfast food and cereal coffee, and she will expect him to run off after all the half-baked religions and long-haired prophets that she is following.

The girl who dresses beyond her means is also to be avoided unless the man has plenty of money. She has more vanity than heart, and will inevitably keep her husband's nose to the grindstone as long as he lives. Then there is the girl who wears a flower hat with a rainy-day skirt. She has no sense of humor or appropriateness. She is the kind of a girl whose fancy and heart always run away with her judgment. She is as good as gold, affectionate, sentimental and easily touched. As a wife she can only be recommended with reserve, as she is invariably addicted to the bargain counter habit and the auction vice, and as a mother she will be so much absorbed in philanthropies that she won't have much time for her children.

But, however, when a man finds a woman who really knows how to dress; who can make a slave of fashion instead of its making a slave of her; who knows how to dress so as to bring out her good points and soften her bad ones; who prefers clean plain things to dirty fancy ones, and who knows how to wear her things as they should be worn, he may marry her fearlessly. She will make a wife who will have good taste, tact and judgment, for if "the apparel doth oft proclaim the man," it always does the woman, and by her clothes shall you know her.

Dorothy Dix.

#### When Diplomacy Failed.

Mistress—Bridget, it always seems to me that the crankiest mistresses get the best cooks.

Cook—Ah, go on wid yer blarney!

#### Why Not?

"Say, pa!"

"What is it?"

"Can a Plymouth Rock hen join the Daughters of the Revolution?"

A noisy machine is like a man who grumbles at his work—both are nearing the junk pile.

#### COME HOME TO ROOST.

##### One of the Disagreeable Features of Knocking.

When he comes into the car he seems to bring with him an atmosphere of importance which pushes the ordinary air out through the ventilators, leaving the gasping passengers to breathe a sort of ozonated essence of himself. At least that's the way it was several months ago. The personal atmosphere isn't quite so oppressive and all-pervading just now as it was—and there's a whole volume of applied common sense in the reason why.

Incidentally he's a lot pleasanter seatmate now than he used to be when his personality and his opinions were so suffocatingly persistent. Carmate is a better term than seatmate for the thing he used to be to his fellow suburbanites, for conversation was smothered throughout the whole coach when he took his seat and began to issue vocal bulletins on how his particular part of the world was going to the bow wows.

Perhaps in order to appear pessimistic he occasionally varied his programme by proclaiming the superior excellence of various and sundry things intimately associated with himself. He could warm up to a white heat of cheerfulness when it came to publishing the peculiar virtues of his own things. But it was when he came to a question of individual judgment on the serious affairs of men that he really arose to the occasion. He was as handy with the minus sign as a burglar with a jimmy; after he had subtracted from those beings who helped him inhabit the earth all possible suspicion of logic, learning and fair intention the inference was almost unavoidable that these virtues were conspicuously represented in himself; and he didn't avoid the inference—he didn't even shy at it. The process of elimination was his favorite pastime, and after he had made it clear to his commuter audience that there was not a man within the sound of his voice who possessed the business sagacity or the worldly wisdom of a blind kitten, he proceeded to draw a vocal diagram of the real thinking machine, taking the financial and industrial world apart to see what made it go.

His chief delight, however, seemed to be as a depresser of undue local pride. He told everybody connected with his city just where they got off! The only sop of consolation which he left them was the fact that the illuminating arc light of his own bright intellect and example redeemed the black depths of their darkness.

But all this was before something happened!

One morning a keen, quiet young man spoke to the seatmate of the man of judgment and asked:

"Have you made up your mind about those bonds yet? They're a good buy and they're moving off first rate."

"Yes; I've about decided to take them. Anyhow, I'll call you up after luncheon and tell you positively."

"All right, you'll be in good company. Four neighbors, men on your own street, have already bought"—and with this the young man, who didn't need any daytime sleep, slipped into the second seat ahead and trained his quiet batteries on another likely prospect.

"Huh!" began the man of judgment. "I suppose he's trying to peddle out that issue of bonds for our local improvements?"

"Yes," responded the man at his side. "He's selling the issue which our city recently voted. They look to me like a very good investment. The return is a trifle better than ordinary and the security can hardly be questioned, I think. Besides, they are the bonds of our own city. When I know that men like Collins and Brooks and Schmidt and Casey have bought quite a block, I don't think I can make much of a mistake in taking a few myself."

"Oh, you don't?" laughed the man of judgment. "Well, I can't see it that way. I happen to know that those men have about as many dead ones in their cats-and-dogs collection as any men running around loose and handling their own money. And what security—what real security—is there behind the issue, anyway? Just show me. Local improvements! You know what that City Council of ours is—bunch of grafters! Just let me tell you \* \* \* " And he told the whole carful a few things which he didn't know.

The man with whom the young bond salesman was laboring didn't

buy and that afternoon the other man telephoned that he would "call it off." Day after day the man of judgment plied his hammer and pounded the bonds until the car was called "the blacksmith shop."

But one day there was a great silence; the blacksmith shop was still and the voice of the knocker was no longer heard in the land!

"What's come over the fellow who was always pounding the city bonds?" enquired a suburbanite of the young bond salesman.

"Nothing much," was the quiet answer; "only his father recently died and the only heir woke up to find that the bulk of the inheritance left to him was in those same city bonds!"

Knocking is fine exercise—but first find out that you're not pounding your own patrimony—for knocks sometimes come home to roost!

Forrest Crissey.

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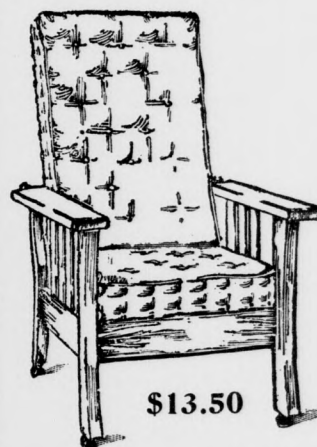
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## MORE EXACTING THAN MEN.

### Demands of Women in Soda Fountain Service.

Women customers are critical and exacting, but if they are pleased they become loyal patrons of the store and liberal purchasers of soda fountain products.

When a woman approaches a soda fountain she gathers in every detail in a comprehensive survey. That which appeals to her first of all is the appearance of absolute cleanliness. Much as she admires rich fittings and brilliant illumination she mentally demands the assurance that what she is about to eat or drink is wholesome and likely to be served in an appetizing manner.

Although she may not be able to analyze it all out even to herself, she is instantly repelled by dusty fountain caps, fly-specked signs, syrupy fountain ledges and sloppy or even moist counters.

The soda dispenser with a soiled towel thrown over his shoulder or with one in evidence elsewhere is a sure pusher of trade, only he pushes it right out of the door. The woman customer sees the floor behind the counter, and if it is wet and sodden, if rusty containers are in sight, if small doors open to reveal moldy, unsanitary interiors, or if her soda is served in a cloudy glass she is most unfavorably impressed.

Spotless, well-groomed attendants, immaculately cared-for apparatus, wholesome, sanitary surroundings are a guarantee of the things which are not seen. They are the most powerful silent salesmen which can be assembled to lure the nimble sixpences from willing pockets. They are not only trade getters, but they are trade keepers as well.

There are three points of service, however, upon which a woman customer is most particular, and strange to say, although these points call for no outlay of money, it is a singular fact how often they are overlooked at first-class fountains. A woman young or old is quickly prejudiced against a fountain where these points of service are ignored and she generally goes elsewhere, seldom to return.

The first point has to do with the spoon which is served in her soda. That may seem a small item, but remember it is taken directly into the mouth. The spoon should be bright with no unsightly, worn, black edges. Plating is not expensive, and if well done will last a long time. It should not be necessary to say, the spoon should be clean, but it is surprising how often one is served with sticky-handled spoons. The mere thought that the spoon was not washed after use by the last customer is not appetizing to say the least, neither is the other possible explanation, that the dispenser's hands were not clean.

Proprietors of fountains should insist on this simple detail being properly attended to, and sharply call to account the dispenser who is careless in this particular. Many a time a soda is left untasted or only partly

taken, because the longing for it has been changed to positive distaste, and this regardless of the quality of the soda served.

No one will patronize a dining room where soiled knives and forks are handed out just as used by the last customer. It is a satisfaction to see the waiter deftly wipe every article with a snowy napkin. It assures one of other precautions for the germ-proofness. Frequently a dish containing water is just in sight, and the spoons are plunged into this half way up the handle, and grabbed out when the next customer comes. The water grows thick as the day advances. The handles are guiltless of water. No wonder such fountains are not popular. A sign reading:

"Spoons sterilized after every customer" will bring dollars every week. It is a simple matter, where there are a hot soda apparatus and plenty of hot water always at hand. In one store there was provided a dish containing soap powder and boiling water into which the spoons were dropped. A few moments later they were changed to a deep vessel of hot borax water, and later into a vessel of plain hot water, where they stood until wanted. The handles were not immersed in this last dish. Three sets of spoons were kept in use, and by the time they were wanted they were clean and cool. Other methods may be better. Any method is good which insures absolute cleanliness.

The second point on which a woman is particular is that the outside of the glass or dish in which her order is served shall be dry. The thrifty soul of the woman customer rebels against having a three-dollar pair of gloves ruined by the sloppy exterior of a five-cent soda. If she is gloveless, she finds it equally unpleasant to continue her shopping with hands which feel like sticky fly-paper.

Neither does this same woman customer enjoy being met with a cold stare when she politely requests that the outside of her holder be wiped dry, and the rapid swish of a none too clean towel which possibly touches the liquid contents. Whether the customer has on an expensive gown or a simple one, she does not care to have the front spotted with the drippings of either a syrupy or an acid character. Insist that the outside of holders be dry and smoothly clean if you would please on this second point.

The third point which offends the woman customer is a dirty floor about a soda counter. It is a fact that women have come to rely very largely on soda fountain drinks, ices and sundaes for nourishment and refreshment when walking or shopping. They will patronize a fountain three to one where they can sit down and feel assured that they will not ruin their skirts by contact with dirty, wet floors.

This may be a difficult matter to regulate, especially in wet weather, but heavy mats at the doors and frequent wiping up will do much to lessen the evil. It is seldom that a customer will deliberately make this task

more difficult, and such an occasional case is far more than overbalanced by the appreciation of the discrimination. A fashionably gowned woman entered a drug store some years ago, and on request of her escort she was served with a vanilla soda with plain cream. The surface foam was displeasing to this person and she deliberately removed it with her spoon and threw it upon the spotless tile floor, far enough away, of course, to clear her own skirts. The proprietor stood near. The color mounted slowly to his temples, but without a word he went quickly to the rear of the store and brought forward a mop and cleaned up the liquid pools.

The woman's face in turn became crimson, and her escort's countenance was a study. After they departed other customers, who had seen the act of rudeness, were not slow to express their opinions. One declared his conviction that she was extremely selfish in her home life, and another volunteered the information that as her parents could neither read nor write maybe she did not know any better. The proprietor could but smile at the indignation expressed. The woman in time became the wife of the man who was her escort that day, and the change that the years wrought in the appearance of both was called to the proprietor's attention by one of those onlookers almost ten years after the occurrence. Fortunately such instances are rare.

A woman appreciates quality of fountain service quite as much as quality of goods, and where both are combined the fountain is a winner. No matter where such a fountain may be located there will be a beaten path to its doors by a public to which it pays to cater.

And that is not all: There is untold satisfaction in doing anything

just the very best that it can be done—a most pleasing satisfaction. Success for the soda fountain means better service and better quality of products than others give.

Emma Gary Wallace.

### A Safe Prediction.

Senator Spooner once told this story in a case in court, to show how, with a good motive, one might still do a lot of harm. He said that two aged Scotch ministers sat talking one day over their churchwarden pipes. "Last Sawbath," said the younger of the two old men, "only three folk cam' to my kirk and, since it was an awfu' cauld snawy, stormy mornin', I juist took them over to the manse, read a chapter, gied them a prayer and then, to ward off the rheumatics, a guid stiff glass of the best whisky." The other minister smiled. "Aweel," he said, "ye will hae a fine congregation, my brither, the next stormy day."

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## THE BOILED SHIRT.

## It Is Not Always a Passport To Success.

That old "invasion of the boiled shirt," which economists so long have deplored in the attitude of the American young man in the choice of his life work, had seemed to be counteracted with the recent interest of the young man in the field of technology.

But from the observation of the teacher in the technical institutes, it appears that the "boiled shirt" ideal suddenly has cropped up in that one particular field with as much insistence as it ever has shown in making the boy a dry goods salesman instead of a locomotive engineer.

"Look on this picture," said a professor in a school of technology, holding out to me a colored plate advertising a correspondence school and showing in the center of a group a smooth, well dressed figure of a man in white collar, tie, immaculate derby hat and trousers creased to knife edge. On either side of the dressed figure were men in overalls holding oil cans, sledges and other implements of the workingmen. The inference was that the central figure in the boiled shirt was the directing head of the grouped men in caps and soiled jumpers.

"But what is the truth of this picture?" my friend pursued. "As a matter of fact, this young fellow in the good clothes to-day is drawing a salary of \$1,000 to \$1,500 a year and he is holding on to that job with clinched fingers. On each side of him are men who are getting \$6 a day and overtime for anything above an eight hour day!"

That point which my friend out of his experience lays emphasis upon is this old invasion of the boiled shirt into a field of training which makes the boiled shirt ideal especially intolerable.

Several years ago this friend was in charge of a graduating class of young men which had shown exceptional average talent and capability. There was sharp demand for such men in the work of construction and positions had been tendered the school graduates. But almost to a man they declined to enter this active field of construction.

"Every one of them virtually decided against the jumpers in favor of the boiled shirt. They wanted to be consulting engineers," said my friend. "I jumped all over them, but it accomplished nothing. I showed them instances in which some of the biggest establishments in Chicago had been dismissing consulting engineers until hardly one of them was left. They wanted white shirts and creased trousers and rather than take good positions as construction men they went out to look for jobs that would allow of the biled shirt.

"And the result? Most of them to-day are employed as draftsmen in establishments which pay them only the barest living wages. The average draftsman, pursuing his white shirt ideal, is as little considered as is the counter salesman in the average dry goods store. He is making concession of salary in order to wear

good clothes which his salary hardly affords him money to pay for.

"There is no position in the field of technology to-day which has as little promise as that will-o'-the-wisp, 'consulting engineer.' A few years ago, when engineering was far more on an experimental basis, the need of the consulting engineer who had knowledge and judgment and initiative necessarily was urgent. But in these years the conditions have been changing. Standard methods have been evolved from past consultations of engineers who have attained best results. There are fewer and fewer opportunities every year for this man who is bent upon becoming a consultant in engineering

"On the other hand, methods of craft of the constructor are more than ever in demand. The builder wants somebody to build, not some one to tell him how to build. He needs the educated man in the jumpers and cap, not the fellow in the creased trousers and the colored tie. Creased trousers in the ensemble of an organization are the badge of the non-producer; the cap and jumper mark the producer—the man who is making dividends for the organization."

This professor friend of mine is too close to facts and conditions for one to attempt controversy unless he is prepared with keenness of observation and facts even more stubborn in backing him up. Both day and night schools are under the observation of my friend, and as between the two his keenest pleasure is found in the night classes. Why? For the reason that there he is dealing with the practical, adult young man, who knows what he wants. Already he is in pursuit of this goal which he has marked out for himself. He is asking ways and means to the end.

"You must 'show' this man," insists the professor. "The moment he feels that he isn't getting value received he is going to cease coming. He is not sent to night school by a parent with money who points this out as a means to a boiled shirt. One way or another he has settled the white shirt question for himself. Whether it be shirt or jumper, he's going after something better, and he wants a satisfactory showing that the school has ways and means to it.

"Discipline has its necessary part in the day school, but in the night classes the word isn't in the curriculum. On one occasion two years ago a young fellow somehow got into my class by some sort of accident. He is described by the one colloquial word, 'fresh.' He was fresh the first night, and still fresher on the second. About the third night two earnest young fellows who were seated near the fellow came up to me quietly and asked if I had noticed the actions of the fellow. I told them I had. 'We'll fix him for you if you like,' said one of them. And they fixed him; he didn't return after they had lined him up for a verbal dressing down.

In this particular night school there is no such thing as a text book. There is no practical, practicable use

for such a thing. Most of the students have to cut into their sleep hours to attend at all. Their days are taken up with the work of the day, and they have no time for text perusal.

"It has been remarked that the graduate of the European technical schools has a hard time in this country—and so he does. They are theoretical men, universally. They have studied to pass their examinations based upon the text book. They can not compete with the graduate of the American school, which has carried laboratory work right along with theory.

"Several years ago a young fellow came over here, well equipped in theory in his particular field. He came to me, and, liking the fellow, I tried to help him. The best I could do, however, was a job for him in an establishment where he got \$15 a week. He had something in him, however, and his employers saw it. They hooked him up with another young fellow who knew the practical side of things, and the two worked together in team formation. It was an entirely satisfactory arrangement. The foreigner finally was promoted a step. Still with a practical partner in his wake, he was promoted again and again. And to-day he is general manager of the plant.

"But virtually he got the position through shedding his boiled shirt." Hollis W. Field.

Most men have charity enough to cover their own sins.

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Grand Rapids, Michigan



## A MODEL EXAMPLE.

## Reminiscence of Four Notable Residents of Poughkeepsie.

Written for the Tradesman.

Forty odd years ago the city of Poughkeepsie possessed four men of especial interest: First, Prof. Samuel F. B. Morse, the inventor of the Morse telegraphic alphabet or cypher; next, Mathew Vassar, a broad brained, liberal minded brewer who built and endowed Vassar College; then, the tall, dark complexioned, long haired, buccaneer-like auctioneer widely known by his nom de plume of "Josh Billings," and, finally, H. G. Eastman, of Business College fame.

And the odd thing connected with this fame was the fact that a majority of the strangers who visited Poughkeepsie were more anxious to see and shake hands with "Josh Billings" (Henry W. Shaw) than they were to meet Prof. Morse—a peculiarity which irritated the humorist greatly. On the other hand, H. G. Eastman, a very pretentious and very successful business man who was an entire decade ahead of his time as a band-wagon sort of advertiser, was in an almost continuous condition of annoyance because the quiet, wealthy and unassuming brewer was a much greater object of interest than himself.

Mr. Shaw, with his keen sense of the ridiculous, realized the absurdity of making any sort of comparison between himself and the venerable and eminent inventor of the telegraph and meeting Mr. Eastman on the street one day said: "Henry, you and I are two different kinds of — fools."

"How so, Josh?" asked Mr. Eastman.

"For consenting to live and pose in the home town of two men who are so pre-eminently our betters," said Shaw.

It is said that from that day and ever afterward Eastman refused to recognize or speak to Shaw.

Prof. Morse, hearing of the incident and being a warm friend of "Josh Billings," sent an invitation to the humorist to come to his home a mile or two down the river from the city for luncheon upon a certain day, and at the appointed time Shaw very gladly put in his appearance. Much to his surprise he found Mathew Vassar there also—Mr. Vassar being a man who was credited with being extremely diffident and not at all sociable.

After luncheon Prof. Morse escorted his guests from the residence around through the orchard and meadows of his riverside home, entertaining them with superior skill by his reminiscences and story telling and at the same time showing a miniature telegraph circuit he had installed, with stations at the house and at the stables. Never once did he refer to his own fame, which was international, or to the local notoriety bestowed upon his companions.

Mr. Shaw, chockful of admiration for and loyalty to the white haired scientist, artist and philosopher, finally, unable to restrain his enthusi-

asm, said: "Doctor Morse, I'd be perfectly happy to die this instant if I could leave behind me the honorable record which is yours."

"Henry," said Prof. Morse, reaching up to place his hand on Shaw's shoulder, "don't die here, the game wouldn't be worth the candle. And besides the world needs your wretched spelling as an awful example and your humor as a stimulant."

Shaw protested, Mathew Vassar laughed heartily and Prof. Morse shook his head, smiling meanwhile.

"I'm a mere mountebank and we do not enjoy being laughed at," said Shaw.

"No, Henry," said the professor, "you're a philosopher and a man; a combination which has no superior."

And so the trio grew unrestrained and cordial so that after the return to the house Prof. Morse demonstrated his knowledge of the then popular "Josh Billings" by quoting liberally from his writings. Finally he quoted, "The time to set the hen is when the hen is red-dy."

"Now, there's Eastman," broke in Mr. Vassar, "he doesn't know it, but he set his hen when the hen was ready."

Then Mr. Vassar told how Shaw's homely proverb had impressed him as an example of Mr. Eastman's wisdom, and added that it was the Josh Billingsism and Mr. Eastman's application thereof which, after long study and consideration, had caused him to decide upon building and creating what is now known as Vassar College.

"Thank you, Mathew," said Josh. "I will convey your compliment to Eastman."

"No, you won't, Henry," said Prof. Morse, "because, you know, 'Where ignorance is bliss 'tis folly to be wise.'"

"Vell, enyhow," said Mathew Vassar, "Eastman vas en excident, en you don't, Henry."

And so long as he lived Prof. Morse never tired of quoting Mathew Vassar's bit of wisdom as a model example. Charles H. Seymour.

## Hints on Window Dressing.

A window on a busy corner seldom attracts much attention as the passers-by always have their eye on the corner, they are about to turn and often miss the corner window.

A window should not be too large as it will take too much goods to make a display. In decorating a window with flags, ribbons, pictures, etc., always begin at the top and work down before any of the goods are placed in the window.

In placing goods for sale in a window always begin by putting the goods in the center of the window and then work out. Windows to sell goods should have a slight slant to them. Always note down the results of each window display. Small ten-cent articles are always good sellers when placed in a window. Lastly remember, it's not always the pretty window which sells goods.

No man wastes more time than the one who has no time to spare for his friends.

## Large Yarn Mills at Eaton Rapids.

Eaton Rapids, April 12—Noticing in your publication an article on knitted goods in your city and the absence of yarn mills, I beg leave to call your attention to the fact that this little city has a yarn mill with a capacity of supplying double the amount used in Grand Rapids—and then some.

The Horner Bros.' yarn mills occupy some fifteen buildings and run twenty-four hours a day, five and one-half days a week, fifty-two weeks a year, with an output of some half a million dollars. With the new buildings recently completed, the capacity will be increased to a round million dollars.

I write this that you may know that there is in Michigan at least

one mill producing yarn in large quantities and of any desired goods. Should some kindred industry using this product desire a first-class location where land is cheap, taxes are low (that is assessment very low), living expenses very reasonable, transportation facilities good (two roads), this city can offer inducements.

G. E. LaFever.

No honest man can be as honest as a clever rascal seems.

## Becker, Mayer &amp; Co.

Chicago

LITTLE FELLOWS'

AND

YOUNG MEN'S CLOTHES

## Hohner Harmonicas

Exactly What You need for a Lucrative Side Line  
50% Profit Without Any Effort

## THE PROPOSITION

THE accompanying illustration conveys the excellent offering we have to offer the trade. It consists of 12 staple HOHNER Harmonicas, in all keys, securely held to the card by means of fine metal clamps. The Harmonicas can at all times be replaced; hence the indefinite use of the stand.

The stand, on which appears a beautiful lithographic design in four colors and gold, is indeed a work of art and is substantially made. This proposition returns 50 per cent. cash profit to the merchant, besides being put in possession of a handsome display card.



No. 225. Height 21 1/4 in., Width 16 1/4 in.  
Ask Your Jobber

## The Different Styles

No. 225. Consists of one new Hohner display card, with a dozen Harmonicas, to retail at twenty-five cents each. The Harmonicas are made up of three different styles, with an assortment of keys in each display.

No. 235. Consists of one new Hohner display card, with a dozen Harmonicas, to retail at thirty-five cents each. The Harmonicas are made up of the five best selling styles in the Hohner line, and there is an assortment of keys on each card.

No. 250. Consists of one new Hohner display card, with a dozen Harmonicas, to retail at fifty cents each. The Harmonicas are made up of five different styles, which are selected from the best sellers. In each assortment there will be found all the different keys required.

Write for  
Beautifully Illustrated  
Catalogue

M. HOHNER

473 Broadway  
New York City

## You Will Find It

in our muslin underwear department:

Good lace trimmed corset covers, \$1.25 per dozen. Other lace and embroidery trimmed corset covers, \$2.25 to \$4.50 per dozen.

Gowns, \$4.50 to \$18.00 per dozen.

Skirts, \$4.25 to \$16.50 per dozen.

Drawers, 85 cents to \$4.50 per dozen.

Send in your orders for a few sample dozens.



P. Steketee &amp; Sons

Wholesale Dry Goods

Grand Rapids, Mich.



## THE DAY OF MIRTH.

## It Ultimately Sinks in the Darkness of Despair.

Thomas Hughes, that sincere friend of young men, writes: "Of all accepted maxims there is none that, take it all in all, is more thoroughly abominable than the common one that a young man must sow his wild oats. Look at it on which side you will and you can not make anything but a devil's maxim out of it."

The botanical definition for wild oats is, "a species of oats remarkable for the length of time the grain will lie in the soil and retain its vegetative powers. Where it abounds naturally it is an inveterate weed."

The only thing to do with wild oats is to put them carefully in the hottest part of the fire and get them burned to dust, every one of them. If you sow wild oats, no matter in what ground, up they will come with long, tough roots, luxuriant leaves and stalks, and, as sure as there is a sun in heaven, a crop will follow which turns one's heart cold to think of.

There is a popular delusion that after a little while those who have sown wild oats will settle down to steady habits and that they are more likely to make better men for having sown wild oats. The prevalence of these notions has ruined thousands of young men, and fast living is to-day hindering more men's success than all other causes combined.

There is a witchery about sin. One night in a place of evil concourse may so pollute the imagination as to throw down all the barriers of years. One throw at the gambling table, one bet on a race, may so excite the craving for this mania of speculation that it may be followed by the frenzy and suffering of years of gambling.

The first step in the fast life may startle the man, then it becomes pleasing, then easy, then delightful, then frequent, then habitual, then confirmed; then the man is importunate, then obstinate and then is lost. There is a deep and awful mystery in the downward progress of the man who becomes a slave to his passions.

There are scores of men who would give all they have to begin life over again. There was a time when they never intended to be vicious, but step by step they lowered themselves; shame, truth and self-respect died. The lower elements of their nature were freely indulged, then became exacting, then domineering and then uncontrollable. Were the sum of all the pain harvested that comes from the sowing of wild oats it would rend heaven with its outcry and make the cheeks of darkness pale.

There is nothing you need to cultivate so much as self-control. Carlyle says: "The king is the man who can." Farewell to the hopes of a young man when he flings the reins of passion loose on its neck."

Thousands of men would cut off their right hand to be free from the results of impurity. "The memory of their deadly sin is ever before them; ghostly dreams disturb their rest; fear haunts them every hour. For them the furies have taken their seats

upon the midnight pillow; hope begins to dwindle; love becomes dim, even God seems far away and the poor victim of the siren of sin begins to realize here and now the burning prison of a corrupt life."

They cry with despair: "My sins have taken such hold on me that I am not able to look up; my heart faileth me."

The American Minister at St. Petersburg was summoned one morning to save a dissolute, reckless American youth by the name of Poe from the penalties incurred in a drunken debauch. By the Minister's aid young Poe returned to the United States.

Not long after this the author of the best story and poem competed for in the Baltimore Visitor was sent for, and behold! the youth who had taken both prizes was the same dissolute, penniless, orphaned youth who had been arrested in St. Petersburg—pale, ragged, sockless, with his threadbare but well brushed coat buttoned to the chin to conceal his shirtlessness. He took fresh courage and resolution, and for a while showed that he was superior to the appetite which was dragging him down, but alas! that fatal bottle.

Edgar Allan Poe, one of the most brilliantly gifted men of letters America ever produced, died friendless and alone in the streets of Baltimore before he was 38. "The Raven" which he saw on the bust above his chamber door was delirium tremens—

"Only this and nothing more."

Oh, what a fearful price to pay for those few days of sensual delight. And this issue is sure to come. It may not always be immediate. There may be a period of gratification and delight in transgression long continued, when the eye is not tired of seeing nor the appetite glutted with indulgence. But sooner or later "the glare of enjoyment is shut out by returning clouds of conscious distress, and the day of mirth sinks in the darkness of despair."

Madison C. Peters.

## Money Now Measure of Success.

Changing times and condition always have been a topic upon which the representatives of another age have found basis for pessimistic arguments. It has been the office of the young man to challenge these observations as the outgrowth of senility. His point in argument has been that these older men, out of harmony with the times, merely are voicing their own intolerance of a pace in civilization which they themselves no longer may keep up.

To-day one does not need to search far to find the man who, looking out upon the future of the present day young man, reads for him a restricted opportunity in making his man's way in the world. This pessimist, too, is not old, measured by years. He is not yet a "black number" in the active part that may be expected of him in the world's work. He may be a father with sons yet in the grammar grades at school. It may be in behalf of these growing boys that he is seeking light for directing them in lines of occupational work in

which he may hope to see them make good.

When this father, in the early '40s, discovers new and subtle obstacles which he feels he reasonably may expect as handicaps to his growing boys, it seems scarcely a point of view to be laughed away as fogysm. It is out of his duties to his children that he has been impelled to look forward for them and if finding unusual conditions menacing their chances for success, his findings must be accorded sane consideration from those who might find his logic more easily combated by scouting criticism. That the judgment of the father be such in pessimism at least must be reckoned with as a social condition against which the young man most interested will be called upon to put up the additional force of struggle.

Talking with a wise man of middle age the other day he called my attention to the manner in which farm owners in the great corn belt of Illinois were taxing that rich soil to its limit, regardless of future posterity. He charged that millions of acres of this land virtually had been deserted by the farm owners. Themselves still active men of middle age, they had retired to the nearby towns and cities, taking their growing families with them into urban life. By renting out the farms and squeezing soil and tenant farmer, these land owners managed to live in retirement without work. The tenant's rent was half the crop, delivered after harvest to the nearest point of shipping.

Such a rental my critic declared

exorbitant. The tenant farmer in order to live was forced to squeeze the soil, regardless of the future, and the farm owner, in order to live off the farm, was compelled to put up with the wastefulness of the process.

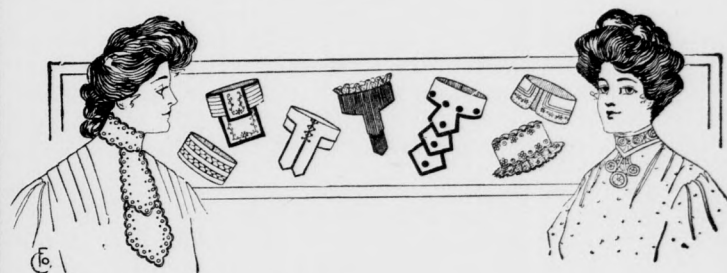
Back of the whole movement one may trace the cause to the growing disposition of the young man to get away from his responsibilities as a producer and contributor to the social life of his country. That once lauded "dignity of labor" never was less at a social premium than it is now. To have independent ease and means, regardless of how they were acquired, has become an all impelling ambition.

That individual young man who is most interested in present conditions is the man who must have most to say in their solution. There is little doubt that necessity exists for a turning back to the old and higher appreciation of manly life and effort in the world. It is not enough for the young man to decide, or have decided for him, what his life work is to be; he should be able to answer clearly and honestly to himself, why he accepts this work and why he refuses that.

For always it will be doubted of wisdom if a calling to a work which promises sloven ease as its reward, possibly can compensate for the young man's spurning that opportunity which promises him instead his widest field of expression as a world's worker.

John A. Howland.

No amount of good advice ever made a bad egg fresh.



## Japots

Are the leading sellers in ladies' ties. Stocks and bows are also in big demand. We are showing a good variety of each to retail at 10 to 25 cents. We also have the embroidered collars that are ready sellers at 15 cents, 2 for 25, as well as a good assortment of other up-to-date items in this line. Ask our salesmen. \* \* \*

GRAND RAPIDS DRY GOODS CO.

Wholesale Dry Goods

Grand Rapids, Mich.





#### Use of Molasses For Milch Cows.

We may talk about always having good hay as much as we like; there will be times when some hay of inferior grade must be fed or sold off for some other person to feed. We came to such a time in January this year. Six of the cows were fresh, or had been since September, one was to freshen, and nine were strippers, having reached different degrees in the process of getting ready to freshen in the spring. The rest of the stock, about ten in number, were either dry or were young animals from six months to two years old.

Mixed hay of that fine, early-cut sort that cattle like so well had been their rough feed, and they were all doing well. A new mow must be commenced for feeding, and there the hay was rather coarse, the latest cut; and, while not poor hay, it would not be relished by the cows as the other kind had been. Former experiences of the kind had taught us that we might expect a falling off of ten per cent. in the milk production when changing to the second mow of hay. Could this loss be avoided by any process we might adopt?

Some of my neighbors had fed considerable Porto Rico molasses to their cows, but I have always believed it unprofitable, especially at its cost, fifteen to twenty cents a gallon, according to the grade and place of purchase. Some remarkable stories have been told about its beneficial effects. The claim that the cows are particularly fond of it, and will eat almost anything that has molasses on it, finally induced me to purchase a barrel. The old cow's liking for feeds has a deal to do with the returns she makes her owner.

Since it takes time for cows to get used to new feeds, and as I did not think of the molasses until almost ready to commence the new mow of hay, I presume I would not have succeeded so well with the feeds but for one circumstance: A hundred or two of the old, choice hay was saved out. The cows were fed with the coarse hay, the molasses applied, and at night a very light sprinkling of the good hay was added. One hardly knew whether to regard it as pathetic or amusing, the way the cows looked at us when the coarse hay was put in, not deigning to take a mouthful, but watching us wherever we went while foddering and sprinkling on the molasses. The latter operation was something new, and the cows started back and looked surprised. Not until the fine hay had been sprinkled on did the animals commence to eat. Then they took right hold, no matter

how light the sprinkling of fine hay, and kept on until they had eaten their fill.

To our surprise, there was scarcely any shrinkage in the milk flow. It was but a few days until the fine hay had all been fed, but by that time the cows had become so much accustomed to the other hay and the molasses that they would eat almost as readily as at any time. It was a coaxing process, and our experience teaches a little more strongly the old lesson that the cow's preference and notions should be considered as much as the arithmetic of a balanced ration.

Now the question comes up, How much had the molasses to do with our success in feeding, and how much had the other factors to do with it? I am satisfied that molasses should not receive the whole credit, nor even a major percentage of it, but I believe it has helped. In the first place, the cows did not care anything about the molasses, because they had never been fed any of it before. They ate the poorer hay because of the better hay on top. They got a taste of the molasses and liked it. Finally they ate the coarse hay and molasses because they had become accustomed to it, also because they liked the taste of the molasses. There is one other item that, in my opinion, has had much to do with the milk flow having kept up better than common, when we were obliged to change to coarser fodder. While we always try to maintain a good protein ration, we have been more fortunate in that respect this year than is usual with us. With the exception in eight is wheat bran, which analyzes of a little corn meal (one pound in eight) all of our grain feeds are relatively high in protein. One pound in eight is what bran, which analyses probably about 15 per cent., but the rest of the feed, that is three-fourths of it, ranges from 25 to 40 per cent. guaranteed protein, with an average of something like 33 per cent., or fully 27 per cent. of the entire grain ration, and for the most part the feeds are such that the protein is ranked as rather high in digestibility.

This may seem almost like arguing on both sides of the molasses question, and, in fact, this is just what I started out to do. That molasses may have its place in the dairy feeds I would hardly question. Whether the good effects recognized by my neighbors were due to the real feeding value of the molasses I would question. None of them had ensilage, and I think none were fed linseed oil meal. Therefore, I reason that the loosen-

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Our First Car of

## TEXAS BERMUDA ONIONS

Is nice. Try them. They are reasonable.

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Wholesale Fruits and Produce

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## C. D. CRITTENDEN CO.

41-43 S. Market St.

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Wholesalers of Butter, Eggs, Cheese and Specialties

## EGGS

I will now make you an offer for all you can ship. I am also in the market for

**BUTTER, POULTRY, VEAL AND HOGS**

I can furnish you new and second hand egg cases and fillers at factory prices.

**F. E. STROUP, 7 North Ionia St., Grand Rapids, Mich.**

## Egg Cases and Egg Case Fillers

Excelsior, Cement Coated Nails, Extra Flats and extra parts for Cases, always on hand.

We would be pleased to receive your inquiries and believe we can please you in prices as well as quality.

Can make prompt shipments.

## L. J. SMITH & CO.

EATON RAPIDS, MICH.

## BUTTER AND EGGS

are what we want and will pay top prices for. Drop us a card or call 2052, either phone, and find out.

We want shipments of potatoes, onions, beans, pork and veal.

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

Mfrs. Process Butter

10 So. Ionia St.

Grand Rapids, Mich.

## We Want Eggs

We have a good outlet for all the eggs you can ship us. We pay the highest market price.

**Burns Creamery Co.**

Grand Rapids, Mich.



ing influence of the molasses was its chief benefit in their cases. In my own experience, the cows had been fed with a fair quantity of oil meal, and I doubt if I got much benefit, of the kind noted, when feeding our own herd. We lessened the oil meal, while feeding molasses; still the digestion of the cows continued in as good condition as formerly. I am of the opinion that we got the roughage eaten better than without the molasses, but I shall not use it except when conditions similar to those described seem to demand its employment.

The quantity fed seemed to be too small to amount to so much as the above remarks would indicate. Six quarts, in three feeds, mixed with nearly three pailfuls of water, was the largest quantity fed in a day. This was given to 24 cows, and the cost was about one cent each. Later the quantity was made somewhat less, as the hay improved in quality, and results proved as satisfactory. We selected a very good quality of molasses, but its real feeding value I do not know any further than that indicated above. We give some credit to the molasses, and a good deal to our grain ration.—H. H. Lyon in Country Gentleman.

#### Two Easter Windows That Attracted Interest.

Written for the Tradesman.

Some of the Easter efforts in window dressing were marvels of intricate endeavor; they actually made the observer tired in contemplating the work that they represented.

There were other Easter exhibits, however, that were so to be noted for simplicity that they remained pleasingly in the mind for days after the eye had passed them.

I recall one specimen of the latter description:

The store belongs to a small but enterprising stationer. Most of the candy containers had the top of the box depicting something commemorative of the day in question—rabbits, eggs or Easter lilies. These cartons were arranged in a semi-circle. Each had a rather broad white satin ribbon tied around the middle, to which was attached, invisibly, somewhere in the knot, a streamer of white baby ribbon, and all of these streamers radiated to a common center, and that common center was—what do you think?—a large white (stuffed) goose's neck, where they were crossed in the back and brought around in front, where a nice fluffy bow ornamented his gooseship!

A grocer's window that got its maximum of attention was kneedeep with eggs lying in an immense nest of excelsior—it took in all of the window space—in the middle of which contentedly sat a big white goose, also stuffed; he would nevermore waddle around the back doorway with his quack, quack, quack. The top layer of "henfruit" was arranged in concentric circles of white and brown, the brown eggs beginning and ending the circles. In the goose's mouth was a loop of yellow

ribbon just the shade of his bill, which announced:

I'm  
The Goose  
That Laid the Golden Eggs  
I  
Didn't  
Lay These Eggs  
But  
The Grocer Says  
They're All Nice and Fresh

I never heard of a law against a covered delivery wagon having a banner on each side of it, and neither had this proprietor of the grocery where calmly sat this "goose that laid the golden eggs," so he placarded the entire sides of all his delivery wagons with the following:

Look  
In Blank's Grocery Window  
For  
The Goose  
That Laid the Golden Eggs

These delivery wagon banners were made of deep canary yellow and lettered in white.

This idea was original with the grocer who carried it out.

"The goose that laid the golden eggs" became quite a byword the latter part of last week and the first of this, as every man or woman who bought any eggs from that store quite naturally mentioned at home the egg exhibit that was making itself talked so much about.

H. S.

#### Mate the Tea of Paraguay.

Mate is "Paraguay tea," but it comes chiefly from Brazil and in huge quantities. When white men came to these parts of South America the Indians were found to be drinking mate and the Jesuits soon discovered the excellent properties of the plant and forthwith adopted the native custom of using it.

The mate grows to be ten to twenty feet high; its natural habitat is on the plateaus 1,500 feet or more above the sea, and chiefly in Malto Grosso, Parana, and Paraguay. It is now extensively grown on plantations.

Advocates of the use of mate as a drink in place of tea and coffee have gone far in attributing to this herb medicinal, nutritive and stimulating qualities which would seem to make mate an absolute essential to health and happiness. Mate drinking is much on the increase and those who indulge in it are practically unanimous in stating that mate is superior to tea in not producing insomnia or nervousness.

One of the largest mate factories is in Curityba, the capital of the state of Parana. This factory exported last year 3,000,000 kilograms of mate, while all the factories of Parana exported 30,000,000 kilograms during the same period.

The leaves and small stems are brought to the factory in burlap or rawhide bags, and after being thoroughly dried in ovens are passed through a screening process which separates the stems and leaves, ac-

cording to their size. The coarsest stems are used for fuel; the less coarse are sold for the cheaper grades of mate. The leaves are then carefully sorted, according to their quality, and are next run through crushing machines. The best mate is in the form of a fine olive green powder.

Mate tea is prepared much like ordinary tea. It may be taken in a cup, although the native way is to leave the powder in the water and to suck up the tea through a tube provided at the lower end with a fine strainer. The taste of mate to the novice is not unlike that of a weak solution of hot turpentine. Most of the Brazilian mate goes to the Argentine republic, but some is exported to France.

#### Generous to a Fault.

Tramp—Could you spare me five cents, lady?

Mrs. Kindheart—Certainly, my good man, if you will be kind enough to cash a check for me.

#### Want Carrots and Parsnips

M. O. BAKER & CO.  
Toledo, - - - Ohio

#### Dandelion Vegetable Butter Color

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

#### Custom Tanning

Deer skins and all kinds of hides and skins tanned with hair and fur on or off.

H. DAHM & CO.,

Care E. S. Kiefer's Tannery.

Phone Cit. 5746 Grand Rapids, Mich

#### Buckwheat

Just what the name indicates. We furnish the pure, strong buckwheat flavor. We manufacture buckwheat by the old fashioned stone method, thus retaining all the buckwheat taste. Insist on getting Wizard Buckwheat Flour. Send us your buckwheat grain; we pay highest market price.

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.

Grand Rapids, Michigan

A. D. Wood

Geo. H. Reifsnider

#### A. D. Wood & Co. BUTTER AND EGGS Wholesale and Retail

321 Greenwich Street New York City 471 9th Avenue

References—Aetna National Bank, Chelsea Exchange Bank

We can give you good service Ship us your butter and eggs

#### SEEDS

We carry a full line and can fill orders promptly and satisfactorily. Our seeds have behind them a record of continued success. "Ask for Trade price list."

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.  
OTTAWA AND LOUIS STREETS

#### Clover — Timothy

All kinds Field Seeds. Orders filled promptly

#### Moseley Bros.

Wholesale Dealers and Shippers Beans, Seeds and Potatoes  
Office and Warehouse Second Ave. and Railroad

Both Phones 1217

Grand Rapids, Mich.

W. C. Rea

A. J. Witzig

#### REA & WITZIG

#### PRODUCE COMMISSION

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

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

#### REFERENCES

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

Established 1873



**WORLD'S MOULDING FORCE.****Commerce the Second Step in Material Progress.**

Commerce is the second step in material progress. First comes production and then exchange. Without exchange production loses much of its value. Those who produce need commerce and commerce can not exist without production first.

Commerce is a great molding force in the world. You can scarcely estimate its importance, and yet commerce is dependent. In fact, the more complex society becomes the more interdependent we are. We sometimes speak of people being independently rich. We do not mean that; we mean that they are dependently rich, for the richer they are the more dependent they are. Not only is commerce dependent upon the farmers, who in their fields convert God's bounty into a nation's wealth, but commerce is dependent also upon those humble toilers who in the factory and on the train are moving the wheels of our industrial progress. When we gather to enjoy bounties that are spread for us we are much like the people on the upper decks of a ship which moves peacefully along through the waters because down in the hold in the dark are men with bodies bare and hands soiled with dirt, keeping the fires burning while the ship keeps on. The manufacturer is as dependent upon the men whom he employs as they are dependent upon him for employment. The clerks in the stores who run back and forth, who carry merchandise and keep the accounts, are as necessary a part of commerce as those who preside and direct.

The great lesson that we must learn is that society can not dispense with any element that is engaged in production. We must learn the great truth, that we are linked together by indissoluble bonds, bonds which we would not sever if we could, bonds which we could not sever if we would. And we must learn that progress must not be measured by the progress of a few, but by the advancement of the mass. I deem it not inappropriate to remind you, as I desire to be reminded, that we must work together if we work at all.

Upon what basis can we work? There is but one, and that is a basis that measures justly each individual share of the joint product.

Every man who by his brain or muscle contributes to the sum total of this nation's wealth must have a part of that wealth as his reward. He may be a captain of industry; he may be a general in command. But there must be a relation between the pay of the general and the pay of the enlisted man, for the general needs the soldier as much as the soldier needs the general.

To my mind, the world's great problem to-day is not to correctly solve the questions about which my distinguished friends and I dispute. These are surface indications of a larger problem. Go into different lands and you will find people speaking different languages; you will find differences in address; you will find

differences in tradition; you will find differences in religion, and you will find differences in government. But there is one problem that is universal. You encounter it everywhere; it has no latitude, it has no longitude. That problem is the adjustment of the rewards of society; and upon the settlement of that problem aright depends the future of mankind.

Is there a measure of rewards? I believe there is. What is that measure? It is the divine measure; it is the law that God stamped upon the world and impressed upon man; it is the law by which society must be governed, if governed aright; and this law is that every citizen shall draw from society a reward proportionate to the service that he renders to society.

In proportion as we approximate to the right solution of that problem will we place progress upon a sure and a permanent foundation.

I think it is well that we gather at times from all parts of this Union, for better acquaintance makes us better friends. It is well that we meet occasionally as representatives of different parties, for the more we know of each other the more are we convinced that, whatever our differences may be, our impulses are the same, and that patriotism is stronger in all of us than the partisanship that separates us. It would also be well if we could more frequently mingle together as the representatives of different occupations, of different work, of different elements of our industrial population, for I am satisfied that if the people could meet each other face to face; that if the people could know each other, heart knowing heart, an impetus would be given to a larger brotherhood, and that instead of being actuated by that short-sighted selfishness that leads one to try to lift himself upon the prostrate form of another, we would learn that the broadest unselfishness, the most far-sighted interest, is embraced in the commandment: "Thou shalt love thy neighbor as thyself."

William J. Bryan.

**Good Teeth as a Business Asset.**

It is probable that you never thought of clean comfortable teeth in perfect working order as a business asset, and yet there are few organs of the body that contribute so much to the general welfare of the man as his teeth if they are in perfect order and fit to do the work that the Creator designed them for.

It is a fact that has been demonstrated by the leading dentists of this country and Europe that an unsanitary mouth filled with decaying roots and teeth or even teeth that are not kept perfectly clean is a source of infection for the throat, lungs, stomach and, in fact, the entire organism.

It has been demonstrated that mouth infection makes you nervous, ruins your digestion, gives you sore throat, tonsillitis, dyspepsia and the train of ills that follow a disordered condition of the alimentary tract.

It is very necessary to establish the

habit, for it is a habit, of caring for the teeth very early in life. The nurse or mother should clean the baby's little teeth until he is able to use the tiny brushes that are now made for the little people. After they are able to brush their teeth it should be impressed upon their minds that if the teeth are kept clean they will be comfortable and that the second teeth will be fine. The most difficult time of all for children to clean their teeth seems to be between the ages of 5 and 15. Then it is a constant struggle unless they are under the care of a skillful, tactful dentist who has their confidence. I have found that my boys and girls keep their teeth clean to please me and I tell them that if they will brush their teeth before they wash their face every morning and just before they hop into bed at night they will never forget it, and that in my opinion is the best way of forming the habit.

If children neglect their teeth what shall we say of the men and women who do not even brush their teeth? I am glad that there are not many people in this country who are so thoughtless and heedless of their duties to themselves and their regard for others.

It is unthinkable that a scientific salesman should be so careless as to neglect his personal appearance in this regard. Can you imagine the impression that would be created in the mind of a man whom you were addressing and trying to interest if your teeth were dirty and so uncared for that they attracted attention? You know that that salesman would fail, and yet I am frequently interviewed by men who are so careless in this regard that I am repelled by the evident uncleanness of their mouths and the odor of a breath reeking with tobacco and liquor.

Every up-to-the-minute salesman will want to know all that he can know about this subject of teeth just as he will want to know every other thing that will add to his efficiency as a salesman, therefore I call your attention to the modern method of oral prophylaxis which is adding so much to the cleanliness, personal appearance, self respect and efficiency of the people who get this service.

I often hear people complain that their fathers and mothers had good teeth but that their teeth are very poor and a source of constant pain and expense. They do not realize that with the advance of civilization and the departure from the natural ways of living mankind has acquired many disorders that tend to shorten life and make his sojourn here uncomfortable. Modern medical science has done much to interpret the laws of health under the new regime and has shown the way to right living in many directions.

Few people have thought, or have had it presented to them that there are from twenty to thirty square inches of surface presented in the average adult set of teeth, and that these surfaces are in a medium which is ideal for the culture of micro-organisms.

Do you realize that if your teeth

are not scrupulously clean as are those of the animals, for example your dog, that you have a source of infection in your mouth that is undermining your health? That with every mouthful of food you take you are poisoning yourself?

The idea is new to you, doubtless. If you want proof take your mirror and look at the remote crevices in your teeth and see the detritus and debris that are accumulated there. Then take a piece of dental floss and pass it between your teeth and then pass it under your nose where you can get the odor of decomposition and fermentation. Now you will realize that it is necessary to have your teeth clean and to keep them clean.

In every community there are conscientious dentists who practice this new and advanced system of cleaning teeth. It is needless to say that a dentist who will care for you conscientiously in this regard will see that your teeth are properly filled so that you may get the maximum of efficiency from them.

If you will keep your teeth clean, exercise right, breathe right and think right you will have the satisfaction of knowing that you are physically right and it is only up to you to go on and up to your goal of true success;—"The attainment and preservation of a legitimate ideal."

Jerome W. Egbert.

**Things Have Improved.**

First Physician—Our profession has made great advances.

Second Physician—Sure; I can remember when we didn't perform an operation unless it was absolutely necessary.

**WHIPS AT A BIG DISCOUNT**

Some styles to drop, some change, just a button. Best raw hide grades 6 ft., regular close price at 25% off.

GRAHAM ROYS, Agt., Grand Rapids, Mich.  
**STEIMER & MOORE WHIP CO., MFGRS.**  
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We have the price.

We have the sort.

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**YOU** Should send us your name immediately to be placed on our list for Xmas catalogue of post cards and booklets.

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

Manufactured only by

**The American Computing Co.**

701-705 Indiana Ave. Indianapolis, Ind.





TRUE CIVIC BEAUTY.

Men Whose Lives Are as Deathless as Deity.

Kalamazoo, April 12—A city with an ideal tends to become an ideal city. As citizens we need ideals to work for. The seers never fully realize their visions, the dreamers never actualize their dreams, but we must have them and honor them because they lead us up and beyond ourselves. "Where there is no vision the people perish." Plato dreamed of an ideal city and an ideal republic in which justice should be established by an aristocracy of character. John saw "that great city, the holy Jerusalem, descending out of heaven from God." Augustine dreamed of a Civitate Dei—a city of God on earth. Thomas More saw "Utopia" and William Morris gave the world "News from Nowhere." In his ideal city "beauty was a daily quest and art waited on toil, converting drudgery into joy, work-time into play-time. Here the simplicities of culture supplanted the vulgar greed of wealth, so that there was time to cultivate the arts and refinement to appreciate them."

In still more recent times Edward Bellamy dreamed of a social righteousness in "Looking Backward." All these dreams are in the interest of progress. A fine illustration of the value of an ideal is that German village, Ober-Ammergau, where for 270 years the gentle folk have celebrated every ten years the passion play. Its children in infancy dream and prattle their hopes that some day they may have a part in the holy pageant. It has developed a remarkable people. We need ideals in every city—ideals of cleanliness, beauty, industry, learning and leisure. We need more factories and mills, more parks and playgrounds, better care of the helpless and more protection from disease, and, above all, higher ideals of manhood and womanhood. With better people all conditions will improve.

The finest products of our city should not be from mills and factories, but from our homes and our schools. The quality of our merchandise means much—the quality of our manhood much more. It is well to look after ashes and decayed vegetables. It is more important to see that there is nothing rotten in the political heart of Denmark. Let it never be said in our city: "Tis money that makes the mayor go." Let the whiteness of our manufactured paper be far excelled by the crystalline character of our youth. Let our stoves take high polish, but may our real culture excel it.

Publish abroad the tenderness of our celery, but be it known more widely that in this city men and women are so tender hearted that no dumb beast nor helpless child can suffer wrong. The splendor of our regalia challenges the world, but let us make sure that we have it on men, not mannikins.

'Tis well to praise the durability of our buggies; 'tis sad if we can not demonstrate the perseverance of our saints. Let us make sure that we are producing brains more bril-

liant than any product of dynamo or gas plant. They say we make the finest playing cards in the world. Let us compel people to say we always give a square deal. Publish abroad the measure of our water power and electric power, but tell all the world that above all we prize the power of an endless life. It is said no better caskets are made elsewhere in the world, but publish more widely that we make men and women here that no casket can hold—men who live so sanely and joyfully that they never die—whose life is as deathless as deity.

Joseph McCarthy.

Let Them Know You're On Deck.

When John Danforth—call him that, for this big business man objects to publicity—when John Danforth started in he was a plain, garden variety of clerk in P. D. Armour's office. That was a good many years ago.

He plugged at his job for about a year, getting more restless all the time because he didn't seem to be getting anywhere. Working early and late, studying over the business, going out of his way to shove himself ahead, didn't seem to do him any good. His \$12 per didn't grow at all, and he kept right on clerking the same clerical work every day.

Suddenly one day he startled the office by appearing in one of the black-and-yellow "flashers" that were the rage among the sports of the day. The office force gasped. "Wait," they said, "until Mr. Armour comes in." For P. D. was a stickler for plainness and simplicity; no "flashers" for him.

Sure enough, before Armour got his coat off he spotted that brilliant suit adding sums in the middle of the first rows of desks. "Send that fellow to me," he commanded; and "the force" looked pityingly as the "flasher" strode over to the chief's desk.

"What do you mean by coming down to work in that rig?" roared the packer king. "Why, you're making yourself as conspicuous as a zebra in a team of draft horses; you're attracting the attention of everybody in the place."

Instead of wilting and stammering an apologetic promise of sartorial rectitude in the future, Danforth came back at him with all the nerve he had. "That's just what I'm wearing this 'flasher' for, Mr. Armour," he said. "I've been plugging away here for months and nobody's noticed me. So I decided that if I couldn't attract attention any other way, I'd make myself conspicuous by my clothes, and then maybe somebody would give me a chance to make good at something better than a mere clerk. This 'flasher' has served its purpose if you give me that chance."

A month later when the increase of business created a new job "higher up," the "clerk of the flasher" was put in to fill it.

The story's as true as its moral, if you want to prove either of them. But proving the moral will do you more good.

Daniel Refland.

BUYING JOBS

As Described at a Meeting of Michigan Farmers.

Written for the Tradesman.

At a recent session of a Michigan organization of farmers, in an address upon "The Business Outlook," a gentleman who belongs to one of the so-called polite professions said: "It is an old time truism that the farmer rules the world. And so, as we watch the development of good roads, the construction of electric railways, the operation of the telephones and of the free mail delivery service, the continuously increasing use of machinery on the farm, we are forced to the conviction that the farmer, this undoubted ruler of the world, is faring about as well as any individual in any other class in the world."

"How do you make it out?" came in a doubtful tone from the audience.

Thereupon the speaker referred to the fact that but few farmers were now operating farms that are covered by mortgages; he cited the fact that farm buildings are to-day superior to those of any previous period. "Your live stock is better and fetches better prices than ever before; now-a-days farmers send their boys and girls to the Agricultural College or to the University of Michigan; farmers to-day have public utilities and individual resources they never before possessed. And look at the present price of wheat!" he concluded impressively.

When the gentleman had ended his address a middle aged, matronly looking woman asked to be heard and being invited to the platform told in a quiet modest way how, when she and her good husband were married, eighteen years before, her husband was a skilled mechanic and was earning three dollars a day in the factory where he learned his trade, while she was a school teacher at forty dollars a month.

"We bought a little place in the city for \$1,800 cash and began house-keeping. Of course I stopped teaching. And we prospered for two or three years, when there came a cut in my husband's wages. Two and three years later came other reductions of wages until our income was just a trifle over \$700 a year. Then, too, we had three children depending upon us. With taxes and repairs to meet we had just about \$650 a year to cover the cost of living, doctors' bills and 6 per cent. interest on our real estate investment."

Then she referred to the fact that on an investment of \$116,000 the company for which her husband worked publicly announced each year a net profit ranging from 18 to 25 per cent. "How much beside they did not announce," she added with a smile.

Next, alluding to the fact that her husband and herself were both farm bred and strong and healthy, she told how they decided to "buy a job for both of us." They sold their city home for \$2,000 and with this and a small bank balance they owned they bought a farm of eighty acres and be-

gan farming. A hired man was necessary. The farm and farm stock and implements represented an investment of \$3,600, "and it is, as you all know, a good farm with good buildings. And we have shown that we did not forget how to 'farm it' and have not been lazy; and we have, during the past fifteen years, made many improvements, do not owe a dollar to anyone, are giving our children a good education, two having been graduated from the high school and the third will be within a year."

Waiting for the applause to subside the lady presently continued: "Our place is assessed at \$3,500, and we can sell it for more than that, but do not wish to sell." After the laughter had ended she told how their neighbors looked upon them as prosperous and how, like all their neighbors, they were still industrious, thrifty, strong, well and contented. "We love our farm and our neighbors and our whole township, but let me tell you of a comparison my husband and I have figured out and are ready to swear to:

"Allowing \$75 a month for the wages of my husband and myself, \$20 a month as the wages of our elder son, and estimating the value of our home, live stock, implements and all at \$10,000, we have averaged the past three years, besides our wages, a net profit of 5½ per cent. per year on our investment. And we feel that we have done very well indeed. In addition to this, instead of spending about \$500 per year for food, fuel and clothing, as we were forced to do in the city, we have spent less than \$300 a year and lived better, dressed better and have innumerable benefits otherwise. But the point of this story is that although we are among the 'rulers of the world' our friend has told us about, we have never been able to win the 15 to 25 per cent. net annual profit on our investment that the average merchant or manufacturer demands upon his investment."

Mary Tracy.

A Tailor.

Snickers—Her father will look with favor on my suit.

Kicker—How do you know?

Snickers—He made it.

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

**All Kinds of Cut Flowers in Season** Wholesale and Retail

ELI CROSS

25 Monroe Street Grand Rapids





### How a Salesman Got Started Toward Success.

During the bicycle craze when a factory was starting every day, when everyone who could ride regularly, or at least owned a wheel, a large bicycle tire firm found it necessary to add more salesmen. Experienced men of character were hard to obtain and it was necessary to put out some good promising, inexperienced men. Among them was a young man who, owing to a similarity of names, was employed by mail at a distant city in place of his father. It was an error that should not have occurred, but in the rush and stress of a large business such things happen.

Samples, instructions and prices were duly received and the young man who had a little previous business experience, hurried to get on the road, for he had a fear of losing the position before he had a chance to make good and for two good reasons—one, he realized the mistake from the general tone of the letters of instruction on the part of the firm in identifying him as his father who was known to them, and the other, he could not ride a wheel. It was necessary that he start at once and get committed so that he would not back out of his own volition or owing to the firm learning the facts mentioned.

Possibly one who has never taken a position that he has no reason to feel he could fill, other than that broad conviction that he could do what any other average man could do, can appreciate his feelings.

While he surmised that it took no great amount of technical education to sell tires, relying on his common sense, an open mind, energy and perseverance, nevertheless until he was on the train to his first town he was very nervous and he had to use every ounce of his courage to keep to his determination to make good as a tire salesman.

The doubts about the position he would be in if it were found he could not even ride a wheel; the questions that would be asked that he could not answer even after learning the catalogue and instructions by heart, added to the thoughts of the possible advantages his competitors had which he must overcome, kept him awake the entire night.

When he reached the first town on his schedule, he could hardly prevail upon himself to get off the train. His signature on the hotel register was so shaky that the clerk remarked, "Too much big city, my boy?" implying plainly that as he came from the commercial center that he had been "hitting it up," and no doubt he,

without sleep, looked the part.

In no mood for breakfast he walked the main street from end to end, looked over the outside of the cycleries and stores handling bicycles as a side line, and his instructions in mind, made a careful note of the names of the dealers, the make of wheel they handled, the tire advertisements they displayed.

Then the love of the work entering gradually in his mind, he stopped at a bright appearing cigar store and asked questions regarding the dealers, the wheel they sold, the boys who rode, what they liked, and, among other things, found there was to be a "bicycle run" to a park nearby in the afternoon.

This upset him again, as instinctively he knew he would be invited. His instructions made it necessary to attend events of this nature whenever he had time, and his expense account provided for the emergencies, and the dealers would guess that.

Back to the hotel he went and, being young, his appetite drove him to a late breakfast.

That over, he realized that he could leave town as no one knew him or his business and undoubtedly the next town would not have a wheelman's celebration. But the detailed report due the manufacturers from each town, even if no orders resulted, the route sheet with the town at the top of the list, his letter to the office of yesterday, saying he was leaving, couldn't be denied.

There being no alternative, he took his catalogue and samples, bought some cigars, for somehow, they always filled in a pause, and started to see the dealer nearest the hotel.

On reaching that dealer's store he decided suddenly to go to the farthest one. Reaching there and seeing a crowd of wheelmen lounging around the place, he again decided to change his plan and start on the largest dealer, who was back about two squares.

Quick decisions are necessary to a new salesman when he is looking for a favorable place to start and he realizes instinctively there is no such thing.

On reaching the largest dealer's store he went in really before he realized the step, and, lucky for his courage, no one was in front. The sound of voices, however, indicated the presence of the dealer in the shop directly to the rear.

The moment's respite saved him, for he caught sight of a pair of a leading competitor's tires recently removed, showing worn out treads but

good looking sides and rim surface, indicating trouble and possible complaint.

Quickly his mind formulated a plan, and on the dealer's approaching he casually remarked, "You seem to have trouble with the V—s down here." The dealer answered quickly and gave a decided opinion. The discussion of relative merit led to his brand. The dealer said he had heard it was good and that he had thought of getting some—no doubt thinking he was interested as a purchaser—maybe not. Anyway, the opening had been made, the introduction followed, after further talk an agent secured an order and—the almost forgotten invitation to the "run."

To gain time cigars were passed and he was introduced to the usual crowd that instinctively find a traveling salesman in a local shop. The dealer was prevailed on to excuse him while he reported on the rest of the trade. He only sold one, as an agent, but had to tell about the rest in case of change or future plan.

While doing this he thought hard and fast. He couldn't ride and to go on a bicycle run, no matter how short, meant ride, or—worse than loss of order, or a good agent, poor report—the loss of caste as one of the fraternity of salesmen in the bicycle and accessory business, as the story would travel and in a manner that would make impossible his success.

Then the idea of getting out on the noon train took possession of him, but it looked weak, an awful transparent excuse. Still he decided it might be all in the way it was done.

So back he went to the dealer's store—the thought it was his customer gave him courage.

To his surprise the excuse of necessity of making time, having left the city late on schedule, etc., stuck, and promising the dealer a good time when next they met to square the play to himself, he got the 11:40 and landed in the next town at 2 p. m.—a time of all times when a lull seems to pervade most stores during the summer months.

He did not realize just what this meant to him in this instance, so he hurried to size up the town, the cycleries, made independent enquiry and went in a rush to the best prospect, broached the subject rather crudely, but fortunately for him the dealer and his partner were leisurely doing some old repairs and did not fight back.

A small sale was made, agency forms signed and everything finished at 4:30 p. m.

The heat of the day being over, one of the proprietors asked his opinion on roads, cycle path projects, racing, all of which he got around after a fashion under a severe nervous tension.

It was with a feeling of relief that he heard the dealer propose that he select a wheel and take a ride out the river road, but only for a moment.

Then came the test of courage, he had to learn to ride sometime. He had heard it said that by a beginner keeping his head and pedaling hard he could get along fine. He had some

months before tried a few times to ride a friend's wheel and gone about 20 feet without falling, which proved the principle. It was a case of try with the alternative of admitting he could not ride.

He was desperate by now and the strain was almost too great to last, he decided it was better to have it over with somehow. With the dealer's help he selected a wheel, trying to be matter-of-fact and talking at random, his plan, hurriedly devised, being to get to the door, make an excuse of going next door for—

Well, it depended on the neighboring store—he didn't care—just leading the wheel a short distance, then getting it after his customer had gone back into the store and sneaking around the edge of town as it were and learning to ride at any cost.

Nothing easy like that! Once outside it dawned on him that this was not the main street; in fact, was part of the river road which turned off about a hundred yards away. All in sight were homes, a blacksmith shop and a big farm implement store.

Before he could think of some other excuse he observed the walk in front of the cyclery was about two feet from the street level. It came to him like a flash—you can set the wheel on the street, mount easy without criticism off the sidewalk, get set, pedal hard, make the turn safely and then—?

His courage returned, he was leading a forlorn hope, but—there was hope around the turn.

He made the remark that he wished the wheel had his tires—it sounded good to him, but his voice must have been weak, for he got no answer from his customer. Balancing himself as he thought right, mapping a course for a wide turn, he asked his customer the time, and as the customer turned to look at the store clock, he started.

He may have wobbled, he may have shut his eyes, but when he hit the ground and, coming up out of the dust, looked around, he was well past the turn at the side of the river road.

At 8 o'clock that evening he brought back the wheel and he had worked hard. A complete change of clothes at the hotel, the story of an accident when coasting and the knowledge that he could ride and get on or off a wheel with a full knowledge and feeling of what he was doing and that he could practice from then on with the same excuse that he could muster for occasion until he improved gave him courage to keep on with the work—and two orders the first day showed he could sell.

I suppose it is needless to add he held the job, got several raises, did some racing, ran a racing team, all until the factory sold out and he took up other lines, successfully—and with some adventures as comes to all "Knights of the Grip."—Geo. H. Eberhard in Business Philosopher.

Conceit is a weed that grows best in a barren soil.



**WHEN SILENCE IS GOLDEN.**

There is much in knowing when and how to talk; more in knowing when to keep still. We must tell our people what we have for sale; but it is not necessary to tell them the whole story—when and how we make sales. If the richest man in town makes a purchase, we naturally feel a little inclined to let people know about it. This may be all right. If he has got the best that there is going by the bargain, he will not object. But if for some reason he is practicing a bit of the economy which enabled him to build up his fortune, possibly he will not care to have the story repeated. Always think twice before you repeat the business of your patrons, even if it is partly your own.

Again, the little eccentricities of some customers may make a delightful bit of entertainment for some one outside. But don't do it. A bit of humor lightens the business load every time; but when it comes at the expense of the feelings of some one else, there is a reaction which overbalances this. Not only should the business man scorn to repeat anything reflecting on a customer, but he should discountenance any inclination of others to ridicule while in his establishment. There is a way of doing this without giving offense. Simply rise above the smile that cuts and you will silence others, even if you do not banish the inclination for fun.

And when tempted to speak harshly, think twice. You may again find silence golden in the most literal sense. For he who would hold public patronage must hold his tongue, whether spurred by anger, curiosity, ridicule or even the milder propensity for discussing business which, though it seems your own, is a partnership with another.

**THE OLD ACCOUNT.**

In spite of the motto, "Don't run in debt," or of a professed adherence strictly to a cash business, there are few who do not sometimes feel themselves almost under the necessity of giving credit. The coal merchant finds it difficult to turn the head of the family away in the midst of a blizzard when he affirms that the last coal is in the stove; and the groceryman can not always refuse a sack of flour, even if he does question the credit. Again there are frequent instances where the account is perfectly good, yet through some circumstance a little time is asked. To refuse means to lose a good patron. To grant the request may bring with the payment when finally made a good will that is equivalent to many times the interest on the money.

Yet there are book accounts which prove eventually not worth the paper upon which they are written; and in proportion to the dealer's ability to keep these at a minimum depends not a little of his success in business. The man who burns up semi-occasionally several hundred dollars' worth of bad accounts and notes is the one who usually goes down. The science of collecting must go with the credit system every time.

Said one who had recently had a little experience of an unpleasant sort, "The longer an account runs, the more likely there will be trouble when the pressing point comes." Of course, it may be said that the harder the money comes the more will be the delay in paying it over. Yet there is much in the point that one can wait too long; be too patient. Wait patiently a reasonable time; then try to get it, even though a little at a time. If you let it run until the verge of outlawing there is more hard feeling than when payment is insisted upon within a reasonable time.

**WHICH DOOR?**

The story of the man bound to creed who finally found that the doors of the various denominations all led into Heaven is a reminder of the struggles in commercial life to attain success.

He who attempts to enter the Halls of Success through wealth may find that the doors at first swing easily, but somehow there is a general misfit in surroundings. Sooner or later the hinges creak and become rusty, steps leading upward totter, and even retreat through the course of entrance is cut off. The victim finds himself going down, with neither means nor ability to save himself.

He who enters through self-help finds it always necessary to push on the door. At first it is sure to swing hard, but as he gradually acquires more muscle with practice, friction is lessened. The passages through which self-help leads are furnished in keeping with the one who enters, always improving a little as his ability grows. The slope is upward. It may be a gradual incline; it may be by steps of varying magnitude. If he comes to a sudden downward pitch he is braced for it and not thrown headlong, but cheerfully accepts the change as a part of life, presses on and trusts for better things.

There are numerous other doors, as integrity, economy and opportunity, which open directly upon an easier path to the temple aimed for; some of them may seem to open against you. But, whether you push or pull, remember that only through doors where it requires an effort to gain entrance is there anything really worth seeking and that alternate pushing and pulling as occasion requires will eventually win for you an honored place.

**THE NEW BROOM.**

While some have definite ideas regarding the choice of a broom, with many "a broom is a broom," and use and abuse, so far as it is concerned, seem to be synonymous terms. The difference between a 25 cent and a 40 cent article may not be distinguished, yet when the attention is called to it that there is a very decided superiority of the one over the other. Some may object to the added weight of the highest priced one, yet the increased wear which it affords more than doubly compensates for the added cost. It is but one of the many typical illustrations of the old adage that the best is the cheapest, greater efficiency being added to durability.

Keeping it hung up when not in use is another important item.

Do not keep it as a trade secret that the green colored brooms are usually the best. If your patron does not know this, tell him. Having made a good selection, not one in twenty knows how to take care of a broom. Some will have it quickly worn down until it is aptly termed "an old shoe," others with equal service obtained will by frequent changing serve to keep the edge smooth and even until completely worn out.

Not every one knows that the material is rendered tougher and at the same time more flexible by dipping the broom in warm suds when new, shaking all the water off before commencing to sweep. A repetition of this bath occasionally helps to preserve the brush in good condition. Tell the purchaser also about the plan of making a bag of canton flannel, nap side out, to be slipped over the broom, fastened with a draw string, and used in brushing down walls and sweeping polished floors. Make it a point in selling this as well as any other article to tell all helpful points.

**Reason Why the Soul of Man Is Immortal.**

Evansville, Ind., April 11—I feel as if I wanted to talk to you, so here I go: The soul is immortal. The reason why is because it is perpetual. The soul is uncreative. The soul was never created. All things that have been created must collapse. The soul is intelligence and pure science. The soul is eternal truth and justice and its brightness lives in every mind, it matters not how cloudy it may seem to us. The soul is free and has wings to fly anywhere it wishes. The soul is the intellectual part of human nature. It is wisdom within itself. It is that which Jesus called "Your Father within." Christ said, "Seek ye first the Kingdom of God." Then He said, "The Kingdom of God is within you." "It is not ye that speaketh, it is your Father within."

If you and I can find our Father within our soul, our own perpetual intelligence, we will become wise, happy and successful.

To find all this we must become as little children. We will have to "give up our father, our mother, our sister and our brother." Remember Christ said we had to give these up. What did He mean? He meant their ideas only. He knew if we would give up all of our old ideas and listen to the soul within that we would receive the new from the perpetual intelligence.

The reason why we are having so much trouble all over the world is that most every one is soulless. If we would only obey it would be different.

Let us keep ourselves clean and healthful. The soul never makes any mistakes and it always tells us what to do, but we are not clean and healthy mentally.

We can never be too careful with the force that runs through our minds; yet no man can see the soul face to face and live. Edward Miller, Jr.

**An Innocent Victim.**

"Speaking of spring," said the druggist as he rested for a moment from overhauling his soda fountain. "I bought out a drug store in a town in Vermont a few years ago. I was a stranger to the town and its ordinances. Along about the middle of May I began overhauling the soda fountain, as I am doing now."

"But that couldn't have had anything to do with the town ordinances," replied the party addressed.

"You wait a minute. I noticed that customers who came in looked at me in a queer way, but I did not give much attention until a constable came in and informed me that I was under arrest."

"But what for? What had I done?"

"Overhauled my old soda fountain."

"But hadn't you a right to do that?"

"But it was only the middle of May, you see."

"But what had that to do with it?"

"Why, it spoiled the sleighing. Yes, sir, it invited summer to come and summer came, and the snow and the sleighing disappeared fully two months before the usual time."

"And you—you—?"

"Oh, I paid the \$15 fine and promised never to do so again, but between you and me that had a good deal to do with my selling out and leaving the State."

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

Buffalo, April 14—Creamery fresh, 24@27c; dairy, fresh, 18@23c; poor to common, 14@18c.

Eggs—Strictly fresh, 20@20½c.

Live Poultry—Fowls, 16@16½c; ducks, 16@17c; geese, 13c; old cox, 11@12c; springs, 16@16½c; turkeys, 15@20c.

Dressed Poultry—Fowls, 15@17c; springs, 17@18c; old cox, 12@12½c; turkeys, 18@20c.

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

Potatoes—95c@\$1.00 per bu.

Rea & Witzig.

**Dreaming of Sweets.**

Geraldine—I had a sweet dream last night.

Gerald—That so?

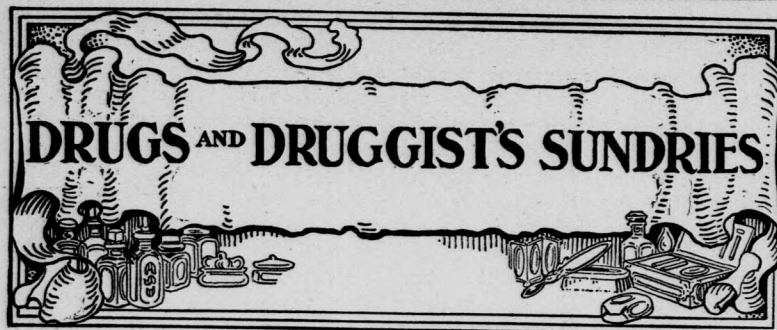
Geraldine—Yes, I dreamed that you brought me a box of candy.

## A Question in Addition and Multiplication

Add one big airy room to courteous service, then multiply by three excellent meals, and the answer is

**Hotel Livingston**  
Grand Rapids





## DRUGS AND DRUGGIST'S SUNDRIES

**Michigan Board of Pharmacy.**  
President—W. E. Collins, Owosso.  
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### Some Approved Methods of Attracting Trade.

A carpet of moss, a small pine tree at either side, and two live rabbits feeding on cabbage leaves caused many people to stop and have a look at the window of a Boston druggist last Easter.

A druggist's Easter candy window is as follows: The floor was covered with white cheese-cloth, puffed, while curtains of the same material, edged with ball fringe, were looped back in the background. In the center of the window was a big cross of Easter lilies, at the foot of which knelt a big doll robed in white. All the candies shown were wrapped in silver foil, the receptacles being tall glass jars and fancy China dishes. What made the window most impressive and seasonable was the absence of any note of color. The opposite window was all in violet, perfumes and toilet waters being the goods shown.

A display of cigars is described as consisting of an arrangement of open boxes of several brands in the window with cardboard cut-outs in the shape of human heads attached to the lids. A cigar was placed in the mouth of each cut-out and the name of the brand was printed below. The heads represented different types and each bore more or less relation to the name of a cigar.

It matters but little how frequently people may refer to guessing and voting contests as "gambling," the fact remains that such contests are good advertising and may be so conducted as to leave the element of chance so small that none may cavil at the method.

A successful and honorable voting contest was carried on as follows: The druggist was about to introduce a new skin lotion and selected five names, either of which was appropriate for the preparation. None of these names were descriptive, being coined words of floral, feminine or artistic derivation. These names and an explanation of their proposed use were placed on a large card hung from the shelving behind the wrapping counter. Each person was given

a card ballot and requested to vote for the name which he or she thought would be most appropriate. At the end of two weeks the ballots were counted and so soon as labels for the goods could be prepared, each person who voted for the successful name received a bottle of the face lotion as a prize. Although the article referred to retailed for 25 cents, the words in the list were so nearly of a class that there was but little choice between them, and the number of prize bottles given out represented but a small part of the total vote and the cost was not very great. Such a contest admits of many variations.

**How Far Did the Squirrel Run?**  
This pretty contest was simple and attracted much attention. In the window was placed a live squirrel in a cage with a revolving wheel. Against the wheel a cyclometer was adjusted so that each revolution of the wheel would throw the cyclometer pin once. By calculating the circumference of the cage wheel against that of a bicycle wheel it was easy to tell how many revolutions of the cage wheel were equivalent to a mile. When the cyclometer was attached a piece of heavy paper was pasted over the crystal so that none might read the dial. A card told how many revolutions made a mile and each purchaser cast one ballot with a guess as to how far the squirrel would run in two weeks. The person guessing nearest received a cash prize and the next four received prizes of confectionery.

### Making Memoranda of Odd Jobs.

L. Z. Lantz, Oak Harbor, Ohio, says that the necessities are two five-cent wire paper hooks or files and plenty of blank paper slips 4x6 inches. Place one file for clerks on that side of the desk which they pass frequently, and the second one for the proprietor on the other side. Whoever sees anything to be done jots it down on a slip and hangs it on the proper file. The proprietor then indicates by name or initial at the top of the slip the clerk who must look after each particular task. When the work is done the paper is torn off. This system prevents neglecting such services as making needed preparations, putting up counter goods, cleaning cases, drawing signs, making experiments, decorating, getting goods from surplus stock and the hundred and one things to be done in a pharmacy.

Tact is simply taking pains to keep in touch with people.

### The Making of Crushed Fruits and Syrups.

"I have been making crushed fruits and syrups for the past ten years for a string of soda fountains, and I have never yet used any preservative in them," said one of the most prominent soda dispensers in Cincinnati, recently. "The question of keeping crushed fruits and syrups after I have made them has never bothered me. It is a matter of much concern, however, to persons who have small fountains where they use only small amounts of crushed fruits or syrups.

"Now, as to the making of crushed fruits, such as cherries, peaches, pineapples, strawberries, raspberries, blackberries, and so forth, I buy the choicest fruits in the market, then I carefully prepare them for cooking, and always see to it that they are well cooked in a good, heavy syrup. The syrup is a preservative, and will keep crushed fruit or syrups a long time, if they are given any kind of care at all.

"Pineapple, you will find, is the hardest of the crushed fruits you will have to deal with. It will spoil quicker than any other kind of crushed fruit you can find in the market, and consequently you have to use more care to keep it in good condition. I don't know what there is about it that makes it spoil, but, nevertheless, it will do so unless carefully handled. I have a way of putting up pineapple, however, which works like a charm, and I have not lost one pint of it since I learned the secret. How do I do it? Oh, it

would not be fair to myself and to my business to tell that, but I can assure you that I do not use any preservative in it. It is all in the cooking of it that makes the big difference between the unsuccessful and the successful way.

"I make up my crushed fruits and my syrups in gallon jars, and open only one jar of each kind I care to use at a time. I pour about a quart into my fruit jars on the counter, and close the jar which contains the rest of it and place it in a cool room in the winter and on ice in the summer. Ice is a fine preservative for crushed fruits, and crushed fruits and syrups will keep almost indefinitely if cared for in this manner."

### Formula for an Artificial Prune Juice.

An artificial prune juice, or prune essence, may be made as follows, it is said:

Ethyl acetate .....	30 parts
Ethyl benzoate .....	20 parts
Ethyl oenanthate .....	10 parts
Amyl alcohol .....	4 parts
Amyl acetate .....	2 parts
Amyl butyrate .....	2 parts
Essential oil almond ..	3 parts
Oil cinnamon .....	1 part
Oil cloves .....	1 part
Extract vanilla .....	1 part
Alcohol .....	200 parts

To avoid conflict with the various pure food laws, be sure and see that it is labeled artificial.

P. H. Quinley.

He is greatest who gives most of himself to men.

## Liquor Register System

For Use In  
Local Option Counties

WE manufacture complete Liquor Registers for use in local option counties, prepared by our attorney to conform to the State law. Each book contains 400 sheets—200 originals and 200 duplicates. Price \$2 50, including 50 blank affidavits.

Send in your orders early to avoid the rush.

Tradesman Company  
Grand Rapids, Mich.



## WHOLESALE DRUG PRICE CURRENT

Acidum		Copaiba	
Aceticum	60 8	Cubebae	2 15 2 25
Benzolium, Ger.	70 75	Erigeron	2 35 2 50
Boracie	10 12	Evethithos	1 00 2 10
Carbolicum	16 23	Gaultheria	2 50 2 40
Citricum	48 55	Geranium	oz. 75
Hydrochlor	3 2 5	Gossypii Sem gal	70 75
Nitrosum	8 10	Hedeoma	2 50 2 75
Oxalicum	14 15	Junipera	40 21 20
Phosphoricum, dil.	44 41	Lavendula	90 23 60
Salicylicum	14 15	Limons	2 00 2 25
Sulphuricum	14 15	Mentha Piper	1 75 2 10
Tannicum	75 85	Mentha Verid	3 00 2 30
Tartaricum	38 40	Morruae, gal.	1 60 2 15
Ammonia		Morruae, gal.	1 60 2 15
Aqua, 18 deg.	4 6	Morruae, gal.	1 60 2 15
Aqua, 20 deg.	6 8	Morruae, gal.	1 60 2 15
Carbonas	13 15	Morruae, gal.	1 60 2 15
Chloridum	12 14	Morruae, gal.	1 60 2 15
Aniline		Morruae, gal.	1 60 2 15
Black	2 00 2 25	Morruae, gal.	1 60 2 15
Brown	80 21 00	Morruae, gal.	1 60 2 15
Red	45 50	Morruae, gal.	1 60 2 15
Yellow	2 50 3 00	Morruae, gal.	1 60 2 15
Baccae		Morruae, gal.	1 60 2 15
Cubebae	28 30	Morruae, gal.	1 60 2 15
Juniperus	10 12	Morruae, gal.	1 60 2 15
Xanthoxylum	30 35	Morruae, gal.	1 60 2 15
Balsamum		Morruae, gal.	1 60 2 15
Copaiba	65 75	Morruae, gal.	1 60 2 15
Peru	2 75 2 85	Morruae, gal.	1 60 2 15
Terrabin, Canada	75 80	Morruae, gal.	1 60 2 15
Tolutan	40 45	Morruae, gal.	1 60 2 15
Cortex		Morruae, gal.	1 60 2 15
Abies, Canadian.	18	Morruae, gal.	1 60 2 15
Cassiae	20	Morruae, gal.	1 60 2 15
Cinchona Flava	18	Morruae, gal.	1 60 2 15
Buonymus atro.	60	Morruae, gal.	1 60 2 15
Myrica Cerifera	20	Morruae, gal.	1 60 2 15
Prunus Virgin.	15	Morruae, gal.	1 60 2 15
Quillaja, gr'd.	15	Morruae, gal.	1 60 2 15
Sassafras, po 25	15	Morruae, gal.	1 60 2 15
Ulmus	20	Morruae, gal.	1 60 2 15
Extractum		Morruae, gal.	1 60 2 15
Glycyrrhiza, Gla.	24 30	Morruae, gal.	1 60 2 15
Glycyrrhiza, po.	28 30	Morruae, gal.	1 60 2 15
Haematox.	11 12	Morruae, gal.	1 60 2 15
Haematox, is	13 14	Morruae, gal.	1 60 2 15
Haematox, 1/4s	14 15	Morruae, gal.	1 60 2 15
Haematox, 1/4s	16 17	Morruae, gal.	1 60 2 15
Ferru		Morruae, gal.	1 60 2 15
Carbonate Precip.	15	Morruae, gal.	1 60 2 15
Citrate and Quina	2 00	Morruae, gal.	1 60 2 15
Citrate Soluble.	55	Morruae, gal.	1 60 2 15
Ferrocyanidum S	40	Morruae, gal.	1 60 2 15
Solut. Chloride	15	Morruae, gal.	1 60 2 15
Sulphate, com'l.	2	Morruae, gal.	1 60 2 15
Sulphate, com'l. by	70	Morruae, gal.	1 60 2 15
bbl. per cwt.	7	Morruae, gal.	1 60 2 15
Sulphate, pure	7	Morruae, gal.	1 60 2 15
Flora		Morruae, gal.	1 60 2 15
Arnica	20 25	Morruae, gal.	1 60 2 15
Anthemis	50 60	Morruae, gal.	1 60 2 15
Matricaria	30 35	Morruae, gal.	1 60 2 15
Folia		Morruae, gal.	1 60 2 15
Barosma	40 50	Morruae, gal.	1 60 2 15
Cassia Acutifol.	15 20	Morruae, gal.	1 60 2 15
Tinnevely	25 30	Morruae, gal.	1 60 2 15
Cassia, Acutifol.	25 30	Morruae, gal.	1 60 2 15
Salvia officinalis.	18 20	Morruae, gal.	1 60 2 15
1/4s and 1/4s	8 10	Morruae, gal.	1 60 2 15
Uva Ursi	8 10	Morruae, gal.	1 60 2 15
Gummi		Morruae, gal.	1 60 2 15
Acacia, 1st pkd.	45 55	Morruae, gal.	1 60 2 15
Acacia, 2nd pkd.	45 55	Morruae, gal.	1 60 2 15
Acacia, 3rd pkd.	45 55	Morruae, gal.	1 60 2 15
Acacia, sifted sts.	45 55	Morruae, gal.	1 60 2 15
Aloe, Barb.	22 25	Morruae, gal.	1 60 2 15
Aloe, Cape	22 25	Morruae, gal.	1 60 2 15
Aloe, Socotri	22 25	Morruae, gal.	1 60 2 15
Ammoniac	55 60	Morruae, gal.	1 60 2 15
Asafoetida	35 40	Morruae, gal.	1 60 2 15
Benzoinum	50 55	Morruae, gal.	1 60 2 15
Catechu, 1s	12 13	Morruae, gal.	1 60 2 15
Catechu, 1/4s	14 15	Morruae, gal.	1 60 2 15
Catechu, 1/4s	16 17	Morruae, gal.	1 60 2 15
Comphorae	60 65	Morruae, gal.	1 60 2 15
Euphorbium	40 45	Morruae, gal.	1 60 2 15
Galbanum	40 45	Morruae, gal.	1 60 2 15
Gamboge, po. 1	25 30	Morruae, gal.	1 60 2 15
Gaultharum po 35	25 30	Morruae, gal.	1 60 2 15
Kino, po 45c	25 30	Morruae, gal.	1 60 2 15
Mastic	40 45	Morruae, gal.	1 60 2 15
Myrrh, po 50	40 45	Morruae, gal.	1 60 2 15
Opium	4 70 4 80	Morruae, gal.	1 60 2 15
Shellac	45 55	Morruae, gal.	1 60 2 15
Shellac, bleached	60 65	Morruae, gal.	1 60 2 15
Tragacanth	70 75	Morruae, gal.	1 60 2 15
Herba		Morruae, gal.	1 60 2 15
Absinthium	45 60	Morruae, gal.	1 60 2 15
Eupatorium oz pk	20 25	Morruae, gal.	1 60 2 15
Lobelia oz pk	25 30	Morruae, gal.	1 60 2 15
Majorum oz. pk	25 30	Morruae, gal.	1 60 2 15
Mentha Pip. oz pk	23 25	Morruae, gal.	1 60 2 15
Mentha Ver. oz pk	25 30	Morruae, gal.	1 60 2 15
Rue oz. pk	39 45	Morruae, gal.	1 60 2 15
Tanacetum, V.	22 25	Morruae, gal.	1 60 2 15
Thymus V. oz pk	25 30	Morruae, gal.	1 60 2 15
Magnesia		Morruae, gal.	1 60 2 15
Calcined, Pat.	55 60	Morruae, gal.	1 60 2 15
Carbonate, Pat.	18 20	Morruae, gal.	1 60 2 15
Carbonate, K-M.	18 20	Morruae, gal.	1 60 2 15
Carbonate	18 20	Morruae, gal.	1 60 2 15
Oleum		Morruae, gal.	1 60 2 15
Absinthium	4 90 5 00	Morruae, gal.	1 60 2 15
Amygdalae Dulc.	75 85	Morruae, gal.	1 60 2 15
Amygdalae, Ama	8 00 8 25	Morruae, gal.	1 60 2 15
Anisi	1 90 2 10	Morruae, gal.	1 60 2 15
Aurant Cortex	4 00 4 25	Morruae, gal.	1 60 2 15
Bergamit	8 50 9 00	Morruae, gal.	1 60 2 15
Cajuputi	8 50 9 00	Morruae, gal.	1 60 2 15
Caryophylli	1 20 1 30	Morruae, gal.	1 60 2 15
Cedar	50 55	Morruae, gal.	1 60 2 15
Chenopadi	3 75 4 00	Morruae, gal.	1 60 2 15
Cinnamon	1 75 1 85	Morruae, gal.	1 60 2 15
Coriand	30 35	Morruae, gal.	1 60 2 15
Citronella	60 70	Morruae, gal.	1 60 2 15

Lupulin	40	Rubia Tinctorum	12 14	Vanilla	9 00 0
Lycopodium	70 75	Saccharum La's	18 20	Zinci Sulph	7 0
Macis	65 70	Salacin	50 55	Oils	
Magnesia, Sulph.	3 5	Sanguis Drac's	40 45	bbl. gal.	
Magnesia, Sulph. bbl	1 15	Sapo, G	10 12	Lard, extra	85 90
Mannia S. F.	60 70	Sapo, M	10 12	Lard, No. 1	60 65
Menthol	2 85 2 85	Sapo, W	13 14	Linseed, pure raw	1 10
Morphia, SP&W	2 90 3 15	Seidlitz Mixture	20 22	Linseed, boiled	1 10
Morphia, SNYQ	2 90 3 15	Sinapis	18	Neat's-foot, w str	65 70
Morphia, Mal.	2 90 3 15	Sinapis, opt.	18	Spts. Turpentine	70 75
Moschus Canton.	40	Snuff, Maccaboy.	51	Whale, winter	70 75
Myristica, No. 1.	25 30	DeVos	51	Paints	
Nux Vomica po 15	10	Snuff, S'h DeVos	51	Green, Paris	29 33 34
Os Sepia	35 40	Soda, Boras	6 10	Green, Peninsular	13 19
Pepsin Saac, H &	1 00	Soda, Boras, po.	6 10	Lead, red	7 14 15
P D Co	1 00	Soda et Pot's Tart	25 28	Lead, white	7 14 15
Picis Liq N N 1/4	1 00	Soda, Carb	1 1/4	Ochre, yel Ber.	1 1/4
gal doz	1 00	Soda, Bi-Carb	1 1/4	Ochre, yel laars	1 1/4
Picis Liq qts	1 00	Soda, Ash	3 1/4	Putty, commer'l	2 1/4
Picis Liq, plnts	1 00	Soda, Sulphas	2 1/4	Putty, strictly pr	2 1/4
Pil Hydrarg po 30	1 00	Spts. Cologne	2 60	Red Venetian	1 1/4
Piper Alba po 35	1 00	Spts. Ether Co.	50 55	Shaker Prep'd	1 25 1 35
Piper Nigra po 22	1 00	Spts. Myrcia	2 50	Vermillion, Eng.	75 80
Pix Burgum	1 00	Spts. Vinl Rect bbl	1 00	Vermillion Prime	
Plumbi Acet	12 15	Spts. VI Rect 1/2 b	1 00	American	13 15
Pulvis Ip'cet Opil	1 30 1 50	Spts. VI Rect 10 gl	1 00	Whiting Gilders	95
Pyrethrum, bxa. H	1 00	Spts. VI Rect 5 gl	1 00	Whit'g Paris Am'r	95
& P D Co. doz.	1 00	Strychnia, Crysl	1 10 1 30	Whit'g Paris Eng.	95
Pyrethrum, pv.	1 00	Sulphur Subl	2 1/4	cliff	1 40
Quassia	1 00	Sulphur, Roll	2 1/4	Whitting, white S'n	95
Quina, N. Y.	17 27	Tamarinds	8 10	Varnishes	
Quina, S Ger	17 27	Terebenth Venice	28 30	Extra Turp	1 60 1 70
Quina, S P & W.	17 27	Thebromae	50 55	No. 1 Turp Coachl	10 12 20

## Grand Rapids Stationery Co.

HAMMOCKS  
SPORTING GOODS  
FIRE WORKS  
AND  
SCHOOL SUPPLIES

134-136 E. Fulton St.  
Leonard Bldg.

Grand Rapids, Michigan



Fine  
Half-  
tone  
Plates  
of Fur-  
niture,  
Catalogs  
Complete

Tradesman  
Company  
Engravers  
and Printers  
Grand Rapids, Mich.

## A New Departure

We are agents for the

## Walrus Soda Fountains

And All the Necessary Apparatus

We are prepared to show cuts of styles  
and furnish prices that are right for  
the goods furnished.

Please talk with our travelers or write  
us direct for particulars and general  
information.

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.



## GROCERY PRICE CURRENT

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

**ADVANCED**  
Spring wheat flour  
Wheat  
Cheese

**DECLINED**

### Index to Markets

By Columns

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Butter Color	B	1
Candles	C	1
Canned Goods	C	1
Carbon Oils	C	1
Catsup	C	1
Cereals	C	1
Cheese	C	1
Chewing Gum	C	1
Chicory	C	1
Chocolate	C	1
Clothes Lines	C	1
Cocoa	C	1
Cocoa Shells	C	1
Coffee	C	1
Confections	C	1
Crackers	C	1
Cream Tartar	C	1
Dried Fruits	D	1
Farinaceous Goods	F	1
Feed	F	1
Fish and Oysters	F	1
Fishing Tackle	F	1
Flavoring Extracts	F	1
Flour	F	1
Fresh Meats	F	1
Gelatine	G	1
Grain Bags	G	1
Grains	G	1
Herbs	H	1
Hides and Pelts	H	1
Jelly	J	1
Licorice	L	1
Matches	M	1
Meat Extracts	M	1
Mince Meat	M	1
Molasses	M	1
Mustard	M	1
Nuts	N	1
Olives	O	1
Pipes	P	1
Pickles	P	1
Playing Cards	P	1
Potash	P	1
Provisions	P	1
Rice	R	1
Salad Dressing	S	1
Saleratus	S	1
Salt Soda	S	1
Salt	S	1
Salt Fish	S	1
Seeds	S	1
Shoe Blacking	S	1
Snuff	S	1
Soap	S	1
Soda	S	1
Soups	S	1
Spices	S	1
Starch	S	1
Syrups	S	1
Tea	T	1
Tobacco	T	1
Twine	T	1
Vinegar	V	1
Wicking	W	1
Woodenware	W	1
Wrapping Paper	W	1
Yeast Cake	Y	1

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

3	4
<b>CHEWING GUM</b> American Flag Spruce 55 Beaman's Pepsin 55 Adams Pepsin 55 Best Pepsin 45 Best Pepsin, 5 boxes 2 00 Black Jack 55 Largest Gum Made 55 Sen Sen 55 Sen Sen Breath Perf 1 00 Long Tom 55 Yucatan 55 Hop to it 65 Spearmint 55 <b>CHICORY</b> Bulk 5 Red 7 Eagle 7 Frank's 7 Schen's 6 <b>CHOCOLATE</b> Walter Baker & Co.'s German Sweet 24 Premium 31 Caracas 31 Walter M. Lowney Co. Premium, 1/4s 32 Premium, 1/2s 32 <b>COCOA</b> Baker's 39 Cleveland 39 Colonial, 1/4s 35 Colonial, 1/2s 33 Epps 42 Huyler 45 Lowney, 1/4s 36 Lowney, 1/2s 36 Lowney, 1s 39 Van Houten, 1/4s 12 Van Houten, 1/2s 20 Van Houten, 1s 20 Webb 72 Wilbur, 1/2s 39 Wilbur, 1/4s 40 <b>COCOANUT</b> Dunham's 1/4s & 1/2s 26 1/2 Dunham's 1/4s 27 Dunham's 1/2s 28 Bulk 12 <b>COFFEE</b> 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 1/2 Peaberry Fair Maracaibo 16 Choice 19 Choice Mexican 16 1/2 Fancy 19 Guatemala 16 Java 16 African 12 Fancy African 17 O. G. 25 P. G. 31 Arabian Mocha 21 Package New York Basis Arbuckle 17 50 Dilworth 14 75 Jersey 15 00 Lion 14 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract Holland, 1/2 gro boxes 95 Felix, 1/2 gross 1 15 Hummel's foil, 1/2 gro. 85 Hummel's tin, 1/2 gro. 1 43 <b>CRACKERS</b> 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 Sweet Goods Animals 10 Atlantic, Assorted 10 Brittle 11 Cadet 8 Cartwheels 8 Cassia Cookie 9 Cavalier Cake 14 Current Fruit Biscuit 10 Cracknels 16 Coffee Cake, pl. or iced 10 Cocoanut Taffy Bar 12 Cocoanut Bar 10 Cocoanut Bon Bons 16 Cocoanut Drops 12 Cocoanut Honey Cake 12 Cocoanut Hon Jumbles 12 Cocoanut Macaroons 18 Dandelion 10 Dinner Biscuit 20 Dinner Pall Cake 10 Dixie Sugar Cookie 9 Family Snaps 8	<b>Family Cookie</b> 8 Fancy Ginger Wafer 12 Fig Cake Assorted 12 Fruit Nut Mixed 16 Frosted Cream 8 Frosted Honey Cake 12 Fluted Cocoanut Bar 10 Ginger Gems 8 Ginger Gems, Iced 9 Graham Crackers 8 Ginger Nuts 10 Ginger Snaps N. B. C. 7 Ginger Snaps Square 8 Hippodrome Bar 10 Honey Cake, N. B. C. 12 Honey Fingers, As. Ice 12 Honey Jumbles 12 Honey Jumbles, Iced 12 Honey Flake 12 1/2 Household Cookies 8 Household Cookies Iced 8 Iced Honey Crumpets 10 Imperial 8 Jersey Lunch 8 Kream Klips 20 Lem Yem 11 Lemon Gems 10 Lemon Biscuit Square 8 Lemon Wafer 16 Lemona 8 Log Cabin Cake 10 Lusitania Mixed 11 Mary Ann 11 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 Pretzellettes, Hand Md. 8 Pretzellettes, Mac. Md. 7 1/2 Raisin Cookies 8 Ravena Jumbles 12 Revere, Assorted 14 Rube 14 Scalloped Gems 10 Scotch Cookies 10 Snow Creams 16 Spiced Honey Nuts 12 Sugar Fingers 12 Sugar Gems 8 Sultana Fruit Biscuit 16 Sunsyde Jumbles 10 Spiced Gingers 9 Spiced Gingers Iced 10 Sugar Cakes 8 Sugar Cakes, Iced 9 Sugar Squares, large or small 8 Superba 8 Sponge Lady Fingers 25 Sugar Crimp 8 Sylvan Cookie 12 Vanilla Wafers 16 Victors 12 Waverly 12 Zanzibar 10 <b>In-er Seal Goods</b> Per doz. Albert Biscuit 1 00 Animals 1 00 Baronet Butter Th Bis 1 00 Butter Thin Biscuit 1 00 Butter Wafers 1 00 Cheese Sandwich 1 00 Chocolate Wafers 1 00 Cocoanut Dainties 1 00 Faust Oyster 1 00 Fig Newton 1 00 Five O'clock Tea 1 00 Frotana 1 00 Ginger Snaps, N. B. C. 1 00 Graham Crackers 1 00 Lemon Snap 50 London Cream Biscuit 1 00 Oatmeal Crackers 1 00 Oysterettes 1 00 Old Time Sugar Cook. 1 00 Pretzellettes, Hd. Md. 1 00 Royal Toast 1 00 Saltine 1 00 Saratoga Flakes 1 00 Social Tea Biscuit 1 00 Soda, N. B. C. 1 00 Soda, Select 1 00 Sultana Fruit Biscuit 1 50 Uneeda Biscuit 50 Uneeda Jinjer Wayfar 1 00 Uneeda Lunch Biscuit 50 Vanilla Wafers 1 00 Water Thin 1 00 Zu Zu Ginger Snaps 50 Zwieback 1 00 <b>In Special Tin Packages.</b> Per doz. Festino 2 50 Nabisco 2 50 Nabisco 1 00 Champaigne Wafer 2 50 Sorbetto Per tin in bulk 1 00 Nabisco 1 75 Festino 1 50 Bent's Water Crackers 1 40 <b>Holland Rusk</b> 36 packages 2 90 40 packages 3 20 60 packages 4 75 <b>CREAM TARTAR</b> Barrels or drums 29 Boxes 30 Square cans 32 Fancy caddies 35

5
<b>DRIED FRUITS</b> Sundried Apples @9 Evaporated @9 Apricots California 10@12 Citron @17 Coriscan Currants @17 Imp'd 1 lb. pkg. @6 Imported bulk @7 1/2 Peel Lemon American 13 Orange American 13 Raisins Cluster, 5 crown 1 75 Loose Muscatels 2 cr. 5 1/2 Loose Muscatels 3 cr. 5 1/2 Loose Muscatels, 4 cr. 6 1/2 L. M. Seeded 1 lb. 6 1/2 @7 California Prunes 100-125 25lb. boxes @4 90-100 25lb. boxes @4 1/2 80-90 25lb. boxes @5 70-80 25lb. boxes @6 60-70 25lb. boxes @7 50-60 25lb. boxes @7 1/2 40-50 25lb. boxes @8 30-40 25lb. boxes @9 1/4c less in 50lb. cases <b>FARINACEOUS GOODS</b> Beans Dried Lima 5 1/2 Med. Hand Pk'd 2 50 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 Maccaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley Common 3 00 Chester 3 00 Empire 3 65 Peas Green, Wisconsin, bu. 2 35 Green, Scotch, bu. 04 Split, lb. 04 Sago East India 5 German, sacks 5 German, broken pkg. 5 Tapioca Flake, 110 lb. sacks 4 Pearl, 130 lb. sacks 5 Pearl, 24 lb. pkgs. 7 1/2 <b>FLAVORING EXTRACTS</b> Foot & Jenks Coleman Brand Lemon No. 2 Terpeneless 75 No. 3 Terpeneless 1 75 No. 8 Terpeneless 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 Terpeneless Ext. Lemon Doz. No. 2 Panel 75 No. 4 Panel 1 50 No. 6 Panel 2 00 Taper Panel 1 50 2 oz. Full Measure 1 25 4 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 <b>GRAIN BAGS</b> Amoskeag, 100 in bale 19 Amoskeag, less than 19 1/2 <b>GRAIN AND FLOUR</b> Wheat New No. 1 White 1 35 New No. 2 Red 1 35 Winter Wheat Flour Local Brands Patents 7 20 Seconds Patents 7 00 Straight 6 20 Second Straight 5 80 Clear 5 20 Flour in barrels, 25c per barrel additional. Worden Grocer Co.'s Brand Quaker, paper 6 40 Quaker, cloth 6 60 Wykes & Co. Eclipse 5 40 Kansas Hard Wheat Flour Fanchon, 1/3s cloth 6 80 Judson Grocer Co. Grand Rapids Grain & Milling Co. Brands Wizard, assorted 6 20 Wizard, Graham 6 20 Wizard Buckwheat 6 00 Rye 4 60



6	7	8	9	10	11
<b>Spring Wheat Flour</b> Roy Baker's Brand Golden Horn, family... 45 Golden Horn, bakers... 35 Duluth Imperial... 45 Wisconsin Rye... 40 Judson Grocer Co.'s Brand Ceresota, 1/8s... 60 Ceresota, 1/4s... 60 Ceresota, 1/2s... 70 <b>Lemon &amp; Wheeler's Brand</b> Wingold, 1/8s... 65 Wingold, 1/4s... 65 Wingold, 1/2s... 65 Worden Grocer Co.'s Brand Laurel, 1/8s cloth... 60 Laurel, 1/4s cloth... 60 Laurel, 1/2s cloth... 60 Laurel, 1/4s & 1/2s cloth... 60 Laurel, 1/2s cloth... 60 <b>Voigt Milling Co.'s Brand</b> Voigt's Crescent... 60 Voigt's Flour... 60 (whole wheat flour) 60 <b>Voigt's Hygienic</b> Graham... 45 Voigt's Royal... 50 <b>Wykes &amp; Co.</b> Sleepy Eye, 1/8s cloth... 60 Sleepy Eye, 1/4s cloth... 60 Sleepy Eye, 1/2s cloth... 60 Sleepy Eye, 1/4s paper... 60 Sleepy Eye, 1/2s paper... 60 <b>Meal</b> Bolted... 40 Golden Granulated... 40 St. Car Feed screened... 20 No. 1 Corn and Oats... 20 Corn, cracked... 20 Corn Meal, coarse... 20 Winter Wheat Bran... 20 Widdings... 20 Buffalo Gluten Feed... 30 <b>Dairy feeds</b> Wykes & Co. O P Linsseed Meal... 30 Cottonseed Meal... 20 Chicken Feed... 20 Malt Sprouts... 20 Brewers' Grains... 20 Diamond Dairy Feed... 20 <b>Cats</b> Michigan carlots... 50 Less than carlots... 60 <b>Corn</b> New... 70 <b>Hay</b> No. 1 timothy carlots... 10 No. 1 timothy ton lots... 10 <b>HERBS</b> Sage... 10 Hops... 10 Laurel Leaves... 10 Senna Leaves... 20 <b>HORSE RADISH</b> Per doz... 90 <b>JELLY</b> 1 lb. pails, per doz... 25 1 lb. pails, per pail... 50 30 lb. pails, per pail... 90 <b>LICORICE</b> Pure... 30 Calabria... 25 Sicily... 10 Root... 10 <b>MATCHES</b> C. D. Crittenden Co. Noiseless Tip... 40 @ 45 <b>MOLASSES</b> New Orleans Fancy Open Kettle... 40 Choice... 30 Good... 20 Fair... 20 Half barrels 20 extra <b>MINCE MEAT</b> Per case... 20 <b>MUSTARD</b> 1/2 lb., 6 lb. box... 10 <b>OLIVES</b> Bulk, 1 gal. kegs 140 @ 150 Bulk, 2 gal. kegs 135 @ 145 Bulk, 5 gal. kegs 125 @ 140 Manzanilla, 3 oz... 75 Queen, pints... 20 Queen, 19 oz... 40 Queen, 28 oz... 70 Stuffed, 5 oz... 90 Stuffed, 3 oz... 145 Stuffed, 10 oz... 240 <b>PIPES</b> Clay, No. 216 per box... 25 Clay, T. D., full count... 60 Cob... 90 <b>PICKLES</b> Medium Barrels, 1,200 count... 60 Half bbls., 600 count... 30 Small Half bbls., 1,200 count... 40 <b>PLAYING CARDS</b> No. 90 Steamboat... 85 No. 15, Riva, assorted... 25 No. 20 Rover, enam'd... 150 No. 572, Special... 175 No. 98 Golf, satin fin... 200 No. 808 Bicycle... 200 No. 632 Tourist whist... 225 <b>POTASH</b> 48 cans in case... 40 Babbitt's... 40 <b>PROVISIONS</b> Barreled Pork Mess, new... 190 Clear Back... 200 Short Cut... 170 Short Cut Clear... 170 Bean... 150 Brisket, Clear... 190 Pig... 240 Clear Family... 160 Dry Salt Meats S. P. Bellies... 11 Bellies... 11 Extra Shorts Clear... 11	<b>Lard</b> Pure in tierces... 11 1/2 Compound Lard... 8 1/2 50 lb. tubs... advance 7 1/2 40 lb. tubs... advance 7 1/2 50 lb. tins... advance 7 1/2 20 lb. pails... advance 7 1/2 10 lb. pails... advance 1 5 lb. pails... advance 1 8 lb. pails... advance 1 <b>Smoked Meats</b> Hams, 12 lb. average... 12 Hams, 14 lb. average... 12 Hams, 16 lb. average... 12 Hams, 18 lb. average... 12 Skinned Hams... 12 Ham, dried beef sets... 21 California Hams... 8 1/2 Picnic Boiled Hams... 14 Boiled Hams... 19 Berlin Ham, pressed... 19 Minced Ham... 19 Bacon... 12 1/2 @ 15 <b>Sausages</b> Bologna... 4 Liver... 7 Frankfort... 9 Pork... 9 Veal... 7 Tongue... 7 Headcheese... 7 <b>Leef</b> Boneless... 150 Rump, new... 150 <b>Pig's Feet</b> 1/2 bbls., 40 lbs... 100 1/2 bbls., 40 lbs... 100 1/2 bbls., 40 lbs... 100 1 bbl... 80 <b>Tripe</b> Kits, 15 lbs... 80 1/2 bbls., 40 lbs... 160 1/2 bbls., 80 lbs... 300 <b>Casings</b> Hogs, per lb... 30 Beef, rounds, set... 25 Beef, middles, set... 70 Sheep, per bundle... 90 <b>Uncolored Butterine</b> Solid dairy... 10 @ 12 Country Rolls... 10 @ 16 1/2 <b>Canned Meats</b> Corned beef, 2 lb... 250 Corned beef, 1 lb... 150 Roast beef, 2 lb... 250 Roast beef, 1 lb... 150 Potted ham, 1/2s... 50 Potted ham, 1/4s... 50 Deviled ham, 1/2s... 50 Deviled ham, 1/4s... 50 Potted tongue, 1/2s... 50 Potted tongue, 1/4s... 50 <b>RICE</b> Fancy... 7 @ 7 1/2 Japan... 5 @ 6 1/2 Broken... 5 @ 6 1/2 <b>SALAD DRESSING</b> Columbia, 1/2 pint... 25 Columbia, 1 pint... 40 Durkee's, large, 1 doz... 450 Durkee's, small, 2 doz... 525 Snider's large, 1 doz... 235 Snider's small, 2 doz... 135 <b>SALERATUS</b> Packed 60 lbs. in box Arm and Hammer... 30 Deland's... 30 Dwight's Cow... 30 L. P... 30 Wyandotte, 100... 30 <b>SAL SODA</b> Granulated, bbls... 85 Granulated, 100 lbs cs... 100 Lump, bbls... 80 Lump, 145 lb. kegs... 95 <b>SALT</b> Common Grades 100 3 lb. sacks... 25 60 5 lb. sacks... 25 28 10 1/2 lb. sacks... 25 56 lb. sacks... 32 28 lb. sacks... 17 <b>Warsaw</b> 56 lb. dairy in drin bags... 40 28 lb. dairy in drin bags... 20 <b>Solar Rock</b> 56 lb. sacks... 24 <b>Common</b> Granulated, fine... 80 Medium, fine... 85 <b>SALT FISH</b> Cod Large whole... @ 7 Small whole... @ 6 1/2 Strips or bricks... 7 1/2 @ 10 1/2 Pollock Halibut Strips... 14 Chunks... 15 Holland Herring Pollock... @ 4 White Hp. bbls. 8 50 @ 9 50 White Hp. 1/2 bbls. 4 50 @ 5 25 White Hoop mchs. 60 @ 75 Norwegian Round, 100 lbs... 3 75 Round, 40 lbs... 1 90 Scalped... 13 <b>Trout</b> No. 1, 100 lbs... 7 50 No. 1, 40 lbs... 3 25 No. 1, 10 lbs... 90 No. 1, 8 lbs... 75 <b>Mackerel</b> Mess, 100 lbs... 14 50 Mess, 40 lbs... 6 20 Mess, 10 lbs... 1 65 Mess, 8 lbs... 1 35 No. 1, 100 lbs... 13 00 No. 1, 40 lbs... 5 60 No. 1, 10 lbs... 1 50 No. 1, 8 lbs... 1 25 <b>Whitefish</b> No. 1, No. 2 Fam 100 lbs... 9 75 @ 8 50 50 lbs... 5 25 @ 1 90	<b>SEEDS</b> Anise... 10 Canary, Smyrna... 4 1/2 Caraway... 10 Cardamom, Malabar... 1 00 Celery... 15 Hemp, Russian... 4 1/2 Mixed Bird... 4 Mustard, white... 10 Poppy... 3 <b>SHOE BLACKING</b> Handy Box, large 3 dz 2 50 Handy Box, small... 1 25 Bixby's Royal Polish... 85 Miller's Crown Polish... 85 <b>SNUFF</b> Scotch, in bladders... 37 Maccaboy, in jars... 35 French Rappie in jars... 43 <b>SOAP</b> J. S. Kirk & Co. American Family... 4 00 Dusky Diamond, 50 8oz... 2 80 Dusky D'nd, 100 6oz... 3 80 Jap Rose, 50 bars... 3 60 Savon Imperial... 3 00 White Russian... 3 15 Dome, oval bars... 3 00 Satinet, oval... 2 70 Snowberry, 100 cakes... 4 00 Proctor & Gamble Co. Lenox... 3 00 Ivory, 6 oz... 4 00 Ivory, 10 oz... 6 75 Star... 3 00 <b>Lautz Bros. &amp; Co.</b> Acme, 70 bars... 4 00 Acme, 30 bars... 4 00 Acme, 25 bars... 4 00 Acme, 100 cakes... 3 25 Big Master, 70 bars... 2 80 Marseilles, 100 cakes... 5 80 Marseilles, 100 cakes 5c... 4 00 Marseilles, 100 ck toll... 4 00 Marseilles, 1/2bx toilet... 2 10 <b>A. B. Wisley</b> Good Cheer... 4 00 Old Country... 3 40 <b>Soap Powders</b> Lautz Bros. & Co. Snow Boy... 4 00 Gold Dust, 24 large... 4 50 Gold Dust, 100-5c... 4 00 Kirkoline, 24 4lb... 3 80 Pearline... 3 75 Soapine... 4 10 Babbitt's 1776... 3 75 Roseine... 3 50 Armour's... 3 70 Wisdom... 3 80 <b>Soap Compounds</b> Johnson's Fine... 5 10 Johnson's XXX... 4 25 Nine O'clock... 3 35 Rub-No-More... 3 75 <b>Scouring</b> Enoch Morgan's Sons. Sapolio, gross lots... 9 00 Sapolio, half gro. lots... 4 50 Sapolio, single boxes... 2 25 Sapolio, hand... 2 25 <b>Scourine Manufacturing Co.</b> Scourine, 50 cakes... 1 80 Scourine, 100 cakes... 3 50 <b>SODA</b> Boxes... 5 1/2 Kegs, English... 4 1/2 <b>SPICES</b> Whole Spices Allspice... 10 Cassia, China in mats... 12 Cassia, Canton... 10 Cassia, Batavia, bund... 28 Cassia, Saigon, broken... 40 Cassia, Saigon, in rolls... 55 Cloves, Amboy... 22 Cloves, Zanzibar... 16 Mace... 15 Nutmegs, 75-80... 35 Nutmegs, 105-10... 25 Nutmegs, 115-20... 20 Pepper, Singapore, blk... 15 Pepper, Singp. white... 25 Pepper, shot... 17 <b>Pure Ground in Bulk</b> Allspice... 14 Cassia, Batavia... 28 Cassia, Saigon... 55 Cloves, Zanzibar... 24 Ginger, African... 15 Ginger, Cochinchina... 18 Ginger, Jamaica... 25 Mace... 65 Mustard... 18 Pepper, Singapore, blk... 17 Pepper, Singp. white... 28 Pepper, Cayenne... 20 Sage... 20 <b>STARCH</b> Corn Kingsford, 40 lbs... 7 1/2 Muzzy, 20 lbs... 5 1/2 Muzzy, 40 lbs... 5 <b>Gloss</b> Silver Gloss, 40 lbs... 7 1/2 Silver Gloss, 16 3lbs... 6 1/2 Silver Gloss, 12 6lbs... 8 1/2 <b>Muzzy</b> 48 lb. packages... 5 16 5lb. packages... 4 1/2 12 6lb. packages... 6 50 lb. boxes... 4 <b>SYRUPS</b> Corn Barrels... 31 Half barrels... 33 20lb. cans 1/2 dz. in cs... 2 10 10lb. cans 1/2 dz. in cs... 1 95 5lb. cans 1/2 dz. in cs... 2 10 3 1/2 lb. cans 1/2 dz. in cs... 2 15	<b>Pure Cane</b> Fair... 16 Good... 20 Choice... 25 <b>TEA</b> 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 Niss... 22 @ 24 Siftings... 9 @ 11 Fanings... 12 @ 14 <b>Gunpowder</b> Moyune, medium... 30 Moyune, choice... 32 Moyune, fancy... 40 Pingsuey, medium... 30 Pingsuey, choice... 30 Pingsuey, fancy... 40 <b>Young Hyson</b> Choice... 30 Fancy... 36 <b>Oolong</b> Formosa, fancy... 42 Amoy, medium... 25 Amoy, choice... 32 <b>English Breakfast</b> Medium... 20 Choice... 30 Fancy... 40 <b>India</b> Ceylon, choice... 32 Fancy... 42 <b>TOBACCO</b> Fine Cut Cadillac... 54 Sweet Loma... 34 Hiawatha, 5lb. pails... 55 Telegram... 30 Pay Car... 33 Prairie Rose... 49 Protection... 40 Sweet Burley... 41 Tiger... 41 <b>Plug</b> Red Cross... 31 Palo... 35 Hiawatha... 41 Kylo... 35 Battle Ax... 37 American Eagle... 33 Standard Navy... 37 Spear Head, 7 oz... 47 Spear Head, 14 1/2 oz... 44 Nobby Twist... 55 Jolly Tar... 39 Old Honesty... 43 Toddy... 34 J. T... 33 Piper Heidsick... 69 Boot Jack... 86 Honey Dip Twist... 40 Black Standard... 40 Cadillac... 40 Forge... 34 Nickel Twist... 52 Mill... 32 Great Navy... 36 <b>Smoking</b> Sweet Core... 34 Flat Car... 32 Warpath... 26 Bamboo, 16 oz... 25 I X L, 5lb... 27 I X L, 16 oz. pails... 31 Honey Dew... 40 Gold Block... 40 Frigman... 40 Chips... 40 Kiln Dried... 33 Duke's Mixture... 21 Duke's Cameo... 42 Myrtle Navy... 44 Yum Yum, 1 1/2 oz... 39 Yum Yum, 1lb. pails... 40 Cream... 38 Corn Cake, 2 1/2 oz... 26 Corn Cake, 1lb... 22 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... 39 Air Brake... 36 Country Club... 30 Forex-XXXX... 32-34 Good Indian... 30 Self Binder, 16oz. 8oz... 20-22 Silver Foam... 24 Sweet Marie... 32 Royal Smoke... 42 <b>TWINE</b> Cotton, 3 ply... 20 Cotton, 4 ply... 20 Jute, 2 ply... 14 Hemp, 6 ply... 13 Flax, medium N... 24 Wool, 1 lb. balls... 8 <b>VINEGAR</b> Malt White, Wine, 40 gr... 9 Malt White, Wine 80gr 11 1/2 Pure Cider, B & B... 15 Pure Cider, Robinson 13 1/2 Pure Cider, Silver... 15 <b>WICKING</b> No. 0 per gross... 30 No. 1 per gross... 40 No. 2 per gross... 50 No. 3 per gross... 75 <b>WOODENWARE</b> Baskets Bushels, wide band... 1 10 Market... 40 Splint, large... 3 00 Splint, medium... 3 00 Splint, small... 2 75 Willow, Clothes, large 8 25 Willow, Clothes, med m 7 25 Willow, Clothes, small 6 25	<b>Bradley Butter Boxes</b> 2lb. size, 24 in case... 72 3lb. size, 16 in case... 68 5lb. size, 12 in case... 63 10lb. size, 6 in case... 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate... 35 No. 2 Oval, 250 in crate... 40 No. 3 Oval, 250 in crate... 45 No. 5 Oval, 250 in crate... 60 <b>Churns</b> Barrel, 5 gal., each... 2 40 Barrel, 10 gal., each... 2 50 <b>Clothes Pins</b> Round head, 5 gross bx... 55 Round head, cartons... 70 <b>Egg Crates and Fillers</b> Humpty Dumpty, 12 dz... 20 No. 1 complete... 40 No. 2 complete... 28 Case No. 2 tiers/slots 1 35 Case, mediums, 12 sets 1 15 <b>Faucets</b> Cork lined, 8 in... 70 Cork lined, 9 in... 70 Cork lined, 10 in... 90 <b>Mop Sticks</b> Troyan spring... 90 Eclipse patent spring... 90 No. 1 common... 90 No. 2 pat. brush holder... 90 2lb. cotton mop heads 1 40 Local No. 1... 80 <b>Pails</b> 4-hoop Standard... 2 15 5-hoop Standard... 2 30 4-wire, Cable... 2 20 5-wire, Cable... 2 40 Cedar, all red, brass... 1 20 Paper, Eureka... 2 20 Fibre... 2 70 <b>Toothpicks</b> Hardwood... 2 50 Softwood... 2 70 Banquet... 1 60 Ideal... 1 60 <b>Traps</b> Mouse, wood, 2 holes... 22 Mouse, wood, 4 holes... 40 Mouse, wood, 6 holes... 40 Rat, wood... 80 Rat, spring... 70 <b>Tubs</b> 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 16-in. Standard, No. 3 6 75 20-in. Cable, No. 1 9 25 18-in. Cable, No. 2 8 25 16-in. Cable, No. 3 7 25 No. 1 Fibre... 10 25 No. 2 Fibre... 9 25 No. 3 Fibre... 8 25 <b>Washboards</b> Bronze Globe... 2 50 Dewey... 1 70 Double Acme... 2 75 Single Acme... 2 25 Double Peerless... 4 25 Single Peerless... 3 60 Northern Queen... 3 50 Double Duplex... 3 00 Good Luck... 2 75 Universal... 3 65 <b>Window Cleaners</b> 12 in... 1 65 14 in... 1 85 16 in... 2 20 <b>Wood Bowls</b> 13 in. Butter... 1 25 15 in. Butter... 2 25 17 in. Butter... 3 25 19 in. Butter... 5 00 Assorted, 13 15-17... 2 30 Assorted, 15-17-19... 3 25 <b>WRAPPING PAPER</b> Common straw... 1 1/2 Fibre Manila, white... 2 1/2 Fibre Manila, colored... 4 No. 1 Manila... 4 Cream Manila... 3 Butcher's Manila... 2 1/2 Wax Butter, short cut 13 Wax Butter, full count 20 Wax Butter, rolls... 19 <b>YEAST CAKE</b> Magic, 3 doz... 1 15 Sunlight, 3 doz... 1 00 Sunlight, 1 1/2 doz... 50 Least Foam, 3 doz... 1 15 Yeast Cream, 3 doz... 1 00 Yeast Foam, 1 1/2 doz... 58 <b>FRESH FISH</b> Per lb. Whitefish, Jumbo... 18 Whitefish, No. 1... 14 Trout... 14 Halibut... 11 Herring... 7 Bluefish... 16 Live Lobster... 35 Boiled Lobster... 35 Cod... 11 Haddock... 8 Pike... 12 Pike... 8 1/2 Perch... 14 Smoked, White... 14 Chinook Salmon... 16 Mackerel... 10 Finnan Haddie... 10 Roe Shau... 25 Shad Roe, each... 50 Speckled Bass... 9 <b>HIDES AND PELTS</b> Hides Green No. 1... 9 Green No. 2... 8 Cured No. 1... 10 1/2 Cured No. 2... 9 1/2 Calfskin, green, No. 1 12 Calfskin, green, No. 2 10 1/2 Calfskin, cured, No. 1 13 Calfskin, cured, No. 2 11 1/2 <b>Pelts</b> Old Wool... @ 20 Lambs... 15 @ 25 Shearlings... 10 @ 15 <b>Tallow</b> No. 1... @ 5 No. 2... @ 4 <b>Wool</b> Unwashed, med... @ 20 Unwashed, fine... @ 15 <b>CONFECTIONS</b> <b>Stick Candy</b> Standard... 7 1/2 Standard H H... 7 1/2 Standard Twist... 8 <b>Cases</b> Jumbo, 32 lb... 7 1/2 Extra H H... 10 Boston Cream... 12 Big stick, 30 lb, case 8 <b>Mixed Candy</b> Grocers... 6 1/2 Competition... 7 Special... 8 Conservé... 7 1/2 Royal... 12 Ribbon... 10 Broken... 8 Cut Loaf... 8 1/2 Leader... 8 Kindergarten... 10 French Cream... 9 Star... 11 Hand Made Cream... 16 Premio Cream mixed 14 Paris Cream Bon Bons 10 <b>Fancy-In Pails</b> Gypsy Hearts... 14 Coco Bon Bons... 14 Fudge Squares... 14 Peanut Squares... 14 Sugared Peanuts... 12 Salted Peanuts... 12 Starlight Kisses... 11 San Blas Goodies... 13 Lozenges, plain... 10 Lozenges, printed... 12 Champion Chocolate... 12 Eclipse Chocolates... 14 Eureka Chocolates... 15 Quintette Chocolates 14 Champion Gum Drops 9 Moss Drops... 10 Lemon Sours... 10 Imperial... 1 Ital. Cream Opera... 12 Ital. Cream Bon Bons 12 Golden Waffles... 13 Red Rose Gum Drops 10 Auto Bubbles... 13 <b>Fancy-In 5lb. Boxes</b> 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 55 H. M. Choc. Drops 10 H. M. Choc. Lt. and Dark No. 12... 1 10 Bitter Sweets, asstd. 1 20 Brilliant Gums, Crys. 60 A. A. Licorice Drops... 90 Lozenges, plain... 60 Lozenges, printed... 60 Imperial... 60 Molasses... 65 Cream Bar... 60 G. M. Peanut Bar... 60 Hand Made Crms 80 @ 90 Cream Wafers... 65 String Rock... 60 Wintergreen Berries 60 One Time Assorted 2 75 Buster Brown Good 2 50 Up-to-date Asmtm 2 75 Ten Strike No. 1... 6 00 Ten Strike No. 2... 6 00 Ten Strike, Summer assortment... 6 75 Scientific Asst... 13 00 <b>Pop Corn</b> Cracker Jack... 3 25 Checkers, 50 pkg. cs 2 50 Pop Corn Balls 200s... 35 Azulchit 100s... 35 Oh My 100s... 3 50 <b>Cough Drops</b> Putnam Menthol... 1 00 Smith Bros... 1 25 <b>NUTS-Whole</b> Almonds, Tarragona 16 Almonds, Drake... 15 Almonds, California sft. shell... 12 @ 13 Brazil... 12 @ 13 Filberts... 12 @ 13 Cal. No. 1... 12 @ 13 Walnuts, soft shell 15 @ 16 Walnuts, Marbot... @ 13 Table nuts, fancy 13 @ 13 1/2 Pecans, Med... @ 13 Pecans, ex. large... @ 14 Pecans, Jumbos... @ 16 Hickory Nuts per bu. Ohio new... Cocoanuts... Chestnuts, New York State, per bu... <b>Shelled</b> Spanish Peanuts 7 @ 7 1/2 Pecan Halves... @ 35 Walnut Halves... @ 32 Filbert Meats... @ 42 Almonds... @ 47 Jordan Almonds... <b>Peanuts</b> Fancy H. P. Suns 5 1/2 @ 6 Roasted... 6 1/2 @ 7 Choice, H. P. Sun... bo... @ 6 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 .....22  
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  
35 1/4 lb. pkg. per case 2 60  
18 1/2 lb. pkg. per case 2 60

### FRESH MEATS

#### Beef

Carcass .....7 1/2 @ 9 1/2  
Hindquarters .....8 @ 10 1/2  
Loins .....9 @ 14  
Rounds .....7 @ 8 1/2  
Chucks .....6 @ 7 1/2  
Plates .....5 @ 5 1/2  
Livers .....6 @ 6

#### Pork

Loins .....@ 12 1/2  
Dressed .....@ 8  
Boston Butts .....@ 10 1/2  
Shoulders .....@ 9 1/2  
Leaf Lard .....@ 11  
Pork Trimmings .....@ 8 1/2

### Mutton

Carcass .....@ 10  
Lambs .....@ 14  
Spring Lambs .....@ 14

### Veal

Carcass .....6 @ 9

### 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 25  
72ft. 6 thread, extra..1 50

#### Jute

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

#### Cotton Victor

50ft. ....1 16  
60ft. ....1 25  
70ft. ....1 60

#### Cotton Windsor

50ft. ....1 20  
60ft. ....1 44  
70ft. ....1 80  
80ft. ....2 00

#### Cotton Braided

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

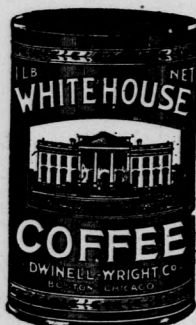
#### Galvanized Wire

No. 20, each 100ft. long 1 95  
No. 19, each 100ft. long 2 10

### COFFEE

#### Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb. ....  
White House, 2lb. ....  
Excelsior, M & J, 1lb. ....  
Excelsior, M & J, 2lb. ....  
Tip Top, M & J, 1lb. ....  
Royal Java .....  
Royal Java and Mocha .....  
Java and Mocha Blend .....  
Boston Combination .....

Distributed by Judson  
Grocer Co., Grand Rapids.  
Lee, Cady & Smart, De-  
troit; Symons Bros. & Co.,  
Saginaw; Brown, Davis &  
Warner, Jackson; Gods-  
mark, Durand & Co., Bat-  
tle Creek; Fielbach Co.,  
Toledo.

Peerless Evap'd Cream 4 00

### FISHING TACKLE

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

#### Cotton Lines

No. 1, 10 feet .....5  
No. 2, 15 feet .....7  
No. 3, 15 feet .....9  
No. 4, 15 feet .....10  
No. 5, 15 feet .....11  
No. 6, 15 feet .....12  
No. 7, 15 feet .....13  
No. 8, 15 feet .....15  
No. 9, 15 feet .....20

#### Linen Lines

Small .....20  
Medium .....25  
Large .....34

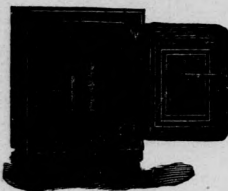
#### Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 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 1/4

### SAFES



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

### SOAP

Beaver Soap Co.'s Brands



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

Tradesman's Co.'s Brand



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

### TABLE SAUCES

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

# Michigan, Ohio And Indiana Merchants

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

# Have The Money

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

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.



# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

For Sale—General stock on G. R. & I. in Southern Michigan. New stock, good trade. Invoices \$5,000. Investigate this. Address No. 531, care Tradesman. 531

Fine Opening, Southern Michigan. Fine store room 22x70, for rent, suitable for clothing, gents' furnishing goods, dry goods or 5c theater. Or will sell entire two-story brick block, best location, at bargain. Address 530, care Tradesman. 530

For Sale—140 acres of land in Fannin County, Texas, improved, fine timber. For price and full particulars address the owner, J. D. Haizlip, Sherman, Texas. 529

For Sale—Lease, fixtures and \$8,000 stock of general merchandise in Idaho town of 3,000 population. Good location in splendid irrigated farming country. Stock could be reduced to \$4,000 if desired. Owners have two stores and want to consolidate. Lock Box 258, Rexburg, Idaho. 527.

## G. B. JOHNS & CO.

GRAND LEDGE, MICH.

Merchandise Brokers and Leading Salesmen and Auctioneers of Michigan

Just closed a 15 day reduction sale for F. E. Holmes & Co., Durand, Mich. Write them and ask them about the results of the sale.

I am now ready to purchase a well-located New York racket store in a good town or open one in a good location or might buy a general stock in a small growing town or could be interested in a stock of furnishing goods. A. Mulholland, Reed City, Mich. 526

For Sale—Well-established furniture, undertaking and phonograph business in city of 10,000; best of reasons for selling. F. E. Stiteley & Co., Dixon, Ill. 525

For Sale—Or will exchange, my elevator for Minnesota land. Walter Parks, Airlie, Minn. 524

Wanted—Hardware to locate in Sherman, Mich. Excellent opportunity. Address Secretary Citizens Improvement Assn. 523

For Sale—Controlling interest in a department store (incorporated), situated in a Nebraska city of 3,000 people; center of a rich farming community where land brings \$100 to \$125 per acre. Address No. 522, care Michigan Tradesman. 522

## WHAT SHOES

are there on your shelves that don't move and are an eyesore to you?

I'm the man who'll take 'em off your hands and will pay you the top spot cash price for them—and, by the way, don't forget that I buy anything any man wants money for.

Write PAUL FEYREISEN

12 State St., Chicago

For Sale—Or will trade for stock of goods or other property, 240 acres of land in Midland County, Michigan. Address L. H. Moss, Middleton, Mich. 521

For Sale—Two-story brick building and general stock in railroad town. Reason for selling, poor health. W. S. Adkins, Morgan, Mich. 520

Are you looking for a business opening? I know of a few splendid locations for new retail stores—and I know something about a retail line that will pay large profits on a comparatively small investment. Write me to-day for full particulars. Edward B. Moon, 14 W. Lake St., Chicago. 519

For Sale—Retail confectionery and ice cream business at Racine, Wis. Invoices \$3,000, price \$1,800. Address O. K. Rank, 1700 Grand Ave., Racine, Wis. 532

For Sale—A small drug stock, new and clean. Will invoice about \$600. Will be sold at a bargain. Just right for one who wishes to start a store in a small way. Must be sold at once. Address Druggist, 507 Mack Road, Ann Arbor, Mich. 513

For Sale—First-class confectionery store. Only one in town of 4,000. Address C. R. Gilhams, Sturgis, Mich. 515

Clean, up-to-date grocery stock, store building, three lots, barn, etc. Michigan lumbering town with best prospects. 600 inhabitants. Two railroads, three factories, good farming country. Splendid chance for live business man. Good reasons for selling. Address C. C., care Tradesman. 516

For Sale—Meat and grocery business, established for seventeen years. Doing a cash business of \$700 per week. Low rent. Can get lease. Will reduce stock to about \$1,500. A chance of a lifetime. Geo. B. Monroe, 37 Parkwood Ave., Grand Rapids, Mich. Cit. Phone 9425. 504

For Rent—Or will sell on easy terms, hotel centrally located in one of the finest cities in Central Michigan of about 2,500 inhabitants. Is a wooden building, but has more patronage than any hotel in the city, without the aid of a saloon. Has furnace and electric lights. Address Pacal Balm Co., St. Louis, Mich. 501

20,000 2 to 3 in. 6 1/2 ft. round red cedar posts, f. o. b., 25c rate, 6c per post. R. G. Buchanan, Laverne, Tenn. 499

For Sale—Tin and pump shop, doing good business, and 5-room residence. Ward H. Parker, Fairview, Kan. 498

For Sale—Country store, well located in one of the best farming sections in Central Michigan. Business well established. Good reason for selling. Invoice about \$3,000. Address F. S. Loree & Co., R. F. D. 5, St. Johns, Mich. 511

For Sale—Drug store; stock \$4,500, fixtures, \$1,800 cash; store building with 5 living rooms in rear; centrally located; worth \$5,000; will sell to suit, or rent; the town of Tucumcari, N. M., is 6 years old; county seat; has 3 railroads, electric lights, water system, good schools and churches; population 4,000; country thickly settled; just place for man or woman who has weak lungs; two other drug stores; this store established six years ago; five years in hands of present owner; reason for selling, other interests. Tucumcari is situated on main line of C. R. I. & P. R. R., 300 miles n. e. of El Paso, Texas, and 700 miles s. e. of Kansas City. Address Pioneer Drug Store, Tucumcari, N. M. 497

To Exchange—One business lot main street, 300 feet from postoffice Johnson City, county seat, Stanton Co., Kan., for \$150 stock patent medicines. Chas. Norlin. 496

Can Use Remnants—Odds and ends in shoes, dry goods, notions, patent medicines, hardware. Anything if price is right, cash. Address Chas. Norlin, Johnson, Kan. 494

Building for rent, suitable for millinery or confectionery. Address No. 493, care Michigan Tradesman. 493

Who has surplus stock shoes to trade for 160 acres of land in Stanton Co., Kan.? Price \$1,180. School land good title. Chas. Norlin, Johnson, Kan. 495

A small weekly paper and new printing outfit for sale or rent on easy terms. Address No. 512, care Michigan Tradesman. 512

Wanted—Small stock general merchandise in small town. Give description and discount. Address O., care Michigan Tradesman. 510

For Sale—Well-established, good paying agency dealing in timbered lands and country properties with Employment Agency in connection. Price right to cash buyer; poor health reason for selling. Address American Registry Co., Mobile, Ala., for full particulars. 509

For Rent—A single or double store-room at Enid, Ok. Suitable for wholesale or retail. Good location, switch adjoining. Mrs. Ida Hassler, Enid, Ok. 508

# What-for you-makes worthy merchandise?

This strikes right at the heart of your business—what is worthy merchandise?

Is it price—or quality—or both?

We answer unhesitatingly, both.

A good article at an unfair price is just as poor merchandise as the one whose sole claim to attention is its low cost.

No one defends trash: Certainly we do not. We are as keen to exclude it from our lines as anyone possibly can be.

But the market is full of articles, of good grade in themselves, whose makers endeavor by bellowing quality at the top of their voices, to get more for them than the goods are worth.

We do not call such articles worthy merchandise—nor do we handle them.

We think any article worthy merchandise which serves the purpose for which it is meant and which is marked at a fair price.

A wood potato masher, retailing at three cents, is just as good a thing with which to mash potatoes as if it were made of steel and silver plated. A five cent tack hammer is not comparable in quality with a fifty cent solid steel hammer, but for the occasional use of the average household it is good enough.

The purses of your patrons settle what grade of goods you should sell. The man who works for \$1.50 a day and supports a family out of it must content himself with dollar "pants" and ten cent socks; his wife is glad of the chance to buy wood handled knives and forks at five cents apiece, crash toweling at five cents a yard and a pretty china plate for her table for a dime.

The sure result of talking quality and quality only, and of shaping your whole store policy to serve fine trade, is to drive "common people" away from your store.

And none of the really great mercantile successes of America have been won without the trade of the common people.

Our April catalogue—just out—will tell you something about truly worthy merchandise—something you can talk quality about as well as price.

You certainly should examine this catalogue carefully. It's yours if you will ask for No. FF713.

## BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise. New York, Chicago, St. Louis, Minneapolis. Sample Houses—Baltimore, Omaha, Dallas, San Francisco, Seattle.



## TOO MANY IRONS.

Descended from long ago traditions are certain habits of retail merchants who do business in small villages and lesser rural communities and fail to keep up with the times.

Twenty-five or thirty years ago, before the days of telephones, inter-urban railways and frequent and speedy steam railway service, it was permissible for country merchants to indulge, almost without limit, in a variety of occupations. Indeed, it was sometimes necessary for them to not only handle staples in all general lines of merchandise, but they had to operate a farm, manage a grist mill or some other kind of mill and buy and sell shingles, lumber, cordwood and all kinds of farm produce from corn to wheat, hay and straw and from pigs to poultry, cattle and horses.

In this day of specialization unless a man be of exceptional business capacity and unless he is where transportation facilities are meager it is an extremely easy matter for a retail merchant to overload himself with responsibilities. He very soon finds that he can not compete with rivals who make specialties of some one or two lines; he finds that while it is not desirable to carry large lines of goods, it is absolutely essential to keep accurate tab on staples and to avoid finding himself without such lines; he must not let his stocks run out, and with the telephone and his jobbing house within easy reach it is not necessary. He finds, also, that while he is away looking after his farm, his mill, or this or that crop which is for sale, some break in the continuity and reliability of his merchandising is taking place.

Just as there are very, very few great railway executives like Harri-man and Hill; only once in awhile a Pierpont Morgan and only now and then a merchant like Marshall Field or John Wanamaker, it is the exception to the rule that reveals a country merchant who can spread his ability and his resources over three or four counties in the handling of half a dozen big interests. This fact is demonstrated almost daily by the failure of hard working, self sacrificing and well intentioned men who have "too many irons in the fire" simultaneously.

## BAROMETRIC WINDOW TRIMS

While Uncle Sam's weather forecasts do not always prove strictly reliable, yet it is well to keep in touch with them when making changes in window dressing and to have both them and the barometer within easy reach at all times; also to hold in readiness some space which can be readily adapted to weather changes without interfering with the main window display. Of course, when there is a period of extreme weather which promises to last several days a complete change in the window scheme may be desirable; but while one does not care to make a thorough renovation every time the wind changes, there are little touches which may be made to sell certain lines of goods during or in anticipa-

tion of a decided change in atmospheric conditions.

When a sudden rain comes up, place in your front window a collection of umbrellas, including a few very cheap ones, and note how quickly they will disappear. The sight of them, coupled with the present need, is more eloquent than words. They literally sell themselves; for many not in need of a new umbrella will gladly purchase a cheap one for the sake of saving a \$5 hat from ruin; yet had not the goods been thrust before them, they might have made the best of their way home at rapid rate. The same may be said of rain coats and rubbers. The rainy day has a special line of goods which should be vigorously pushed when the clouds lower.

When the sun shines replace the storm garb with your most attractive sun umbrellas. If a cold wave comes, be ready with your remnants of winterwear at reduced rates. And thus with every season adapt your leaders at least in part to the weather.

## EXECUTIVE ABILITY.

"Come on, follow me, boys!" accompanied by the flowing locks of a dare-devil head and the conventional drawn sword waved high in the air, embodies the picturesque imagination of war correspondents and painters of battle scenes, and much more often than otherwise constitutes absurd exaggeration.

For, after all, the good and successful leaders of men, whether in war or in just plain business affairs, are those who have executive ability. The man who plans and directs his army or his business successfully very promptly wins the confidence of those over whom he has authority, and confidence in such cases is synonymous of courage and devotion.

Let a merchant, for example, assume to himself exclusive authority over the performance of every routine detail developed by his business and he will very quickly discover that his employees will expect him to perform the work himself. On the other hand, showing those under him what he anticipates of them and then awarding a leeway of authority for use in emergencies to his assistants, he will discover that such distribution of responsibility is appreciated and serves as an inspiration.

His helpers find a deeper and a personal interest in the business; they will not fail to study for improvement and will, if possible, suggest innovations of their own for the consideration and approval of their employer. Moreover, if the merchant declines or neglects to give careful attention to such offerings, he will commit a grave error.

No man of superior intellectual strength can fail to realize that such strength may readily be overtaxed; and, recognizing this fact, such a man applies his intellect chiefly toward the evolution of a system by which a very large proportion of the responsibility of his business, be he merchant or manufacturer, may be shifted to the shoulders of others.

## An Unfortunate Error.

Last week, in quoting the widely-known timber expert, Mr. James P. Brayton, as to the effect upon the lumber business in case the tariff is taken off from lumber, the Tradesman said: "Take last year, for example, only four hundred million feet of British lumber was shipped into those provinces" — meaning Saskatchewan and Alberta — "as against eight hundred million feet shipped in by American manufacturers." What Mr. Brayton said was that "in the year 1906 four hundred million feet of British lumber was shipped in as against 200,000,000 of American lumber shipped in during the same period." This correction of an error much regretted is made in fairness to Mr. Brayton's reputation and courtesy.

When you want a thing so bad that your heart will break without it, then is the time that you should not have it.

## BUSINESS CHANCES.

\$24,000 wholesale and retail hardware business in Northern Michigan city. Will accept good farm for one-half of purchase price of stock. F. E. Holt, 519 N. Ottawa St., Grand Rapids, Mich. 534

For Exchange—New \$2,900 frame store building near Petoskey for house and lot or stock of merchandise, balance cash. Address No. 537, care Tradesman. 537

Sound wormy chestnut for sale, 50 cars 8-4 sound wormy chestnut, good widths and lengths. Offer one or more cars at \$15 per M. f. o. b. Balto. & Ohio R. R. at this point. Offutt & Lakin, Terra Alta, W. Va. 536

For Sale—Grocery and market, doing cash business in suburban town ten miles from Chicago. Is making money with all hired help. Owner being in other business. \$2,000 stock; rent only \$20. A rare opportunity for someone, but will be sold quick. Address No. 535, care Tradesman. 535

Flathead Indian Reservation, information, opening, map. Write A. K. Tollefson, Information Agency, Kalispell, Mont. 505

Europe sailing, May, June. Visiting four countries. Price \$400. No extras. Party limited to five. Address Rev. A. M. Donner, R. 3. Sandusky, Mich. 490

For Rent—Finest location in Michigan for retail, wholesale or department store, formerly occupied by the Edwards & Chamberlin Hardware Company. Corner, 60x100, three stories and basement. Address Charles B. Hays, Agent, Kalamazoo, Mich. 507

Wanted—A partner for clothing, furnishing and men's and boys' shoe business. Trade thoroughly established, clean, new and up-to-date stock. Town of 6,500. Young man preferred. Address No. 489, care Tradesman. 489

Wanted—To buy cheap for cash, stocks of dry goods, clothing, shoes and men's furnishings. H. Kaufer, Milwaukee, Wis. 481

Wanted—Stock general merchandise, clothing or shoes. Give particulars to size and condition in first letter. W. F. Whipple, Macomb, Ill. 478

For Sale—General store, country town. Old-established stand. Clean stock. Splendid farming country, none better. Will invoice about \$4,000. For information address Box 150, Flat Rock, Ind. Shelby Co. 477

For Sale—A stock of groceries and crockery in a brick store on the main street of a growing city. Will invoice about \$8,000. Other lines can be added. Well-established. If interested write to E. L. Tillman, Pierre, S. D. 476

For choice valley land, prices right, in Pawnee, Hodgeman and adjoining counties, call on or address F. C. Matteson, Burdett, Kan. 474

For Sale—Suburban grocery and general merchandise, doing \$25 to \$30 a day. Suitable for man and wife without other help. Fine chance. Stock will invoice about \$1,500. Property must go with it. Store, modern 6-room house attached; good barn and outbuildings; lot 60x135. \$5,000. Address F. B. Burton, 226 Hobbs Ave., Joliet, Ill. 471

For Sale—\$5,000 stock of general merchandise located in a small town of 400 inhabitants, with two churches, good school, large grain elevator, one mill, one store in competition, and the best farming communities in the state of Michigan. An excellent opportunity for the right party. Address No. 436, care Michigan Tradesman. 436

Wanted—Second-hand refrigerator for meat market. Must have capacity for 1,000 lbs. meat. Address No. 472, care Michigan Tradesman. 472

For Sale—\$700 soda fountain with three tanks in perfect condition, for \$200. Twelve foot counter with copper wash basin, \$25. Will set it up for expenses if near here. W. I. Benedict, Belding, Mich. 485

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

A Kalamazoo, Mich., merchant wants to sell his suburban store, groceries and meats. This store is doing a business of \$50,000 per year and his reason for selling is, that his increasing business requires him to take his manager into his own store in the city. This store is making money and is a good chance for a good man to step into an established business. The rent is \$35 per month. Kalamazoo is a city of 40,000 population and a good place to live in. The store is well located in a good residence district and will always command a good trade. Address No. 190, care Michigan Tradesman. 190

For Sale—Clean drug stock and fixtures, located in growing town of Leroy; also double door safe about five feet high; also full platform dray, nearly new. Frank Smith, Leroy, Mich. 458

For Sale—Clean \$10,000 stock of dry goods. No suits or cloaks. Live Michigan city of 3,000. Good reasons for selling and good chance for live man. Address D. L. A., care Tradesman. 460

New and second-hand show cases, computing scales, soda fountains from \$25 to \$300. Counters, cash registers, wall cases, ice cream tables, chairs, stools, office desk. All kinds of fixtures. Michigan Store & Office Fixtures Co., 519-521 N. Ottawa St., Grand Rapids, Mich. 404

Drugs and groceries—Stock and fixtures about \$1,300, new and clean, low rent. Located in hustling country town north of Grand Rapids. Right price on account of sickness. Address No. 364, care Michigan Tradesman. 364

For Sale—\$1,000 takes paying drug store. Write for particulars. C. H. DeGowin & Co., Cheboygan, Mich. 441

Stores, business places and real estate bought, sold and exchanged. No matter where located, if you want to get in or out of business, address Frank P. Cleveland, 1261 Adams Express Building, Chicago, Ill. 125

For Sale—240-acre farm; terms easy; town 3 miles, school 1 mile; gravel roads; 220 acres improved; level; no roots or stones; 60 acres clover, yield 7 bushels per acre; two large houses, three large barns, granary, scales, ice house, pig house, stone cellar, store; water in all buildings; steel windmill, tread power; 220-bbl. tank; tank house; rural route; fenced with 25-wire fencing; orchard; 10 acre maple grove; clay soil. Address T. E. Lewis, Lewiston, Mich. 487

For Sale—One self-measuring five barrel Bowser oil tank, one Leonard cleanable grocers refrigerator, size 31x54 1/2 x73 inches. One set Standard computing grocers scale. All nearly good as new. Address Nelson Abbott, Moorestown, Mich. 482

For Sale—Wholesale notion wagon, good condition. Would make good retail grocery wagon. A bargain. W. L. S. dard, Eaton Rapids, Mich. 465

Wanted—To buy for cash, good shoe stock. Address M. J. O., care Tradesman. 453

For Sale—Bakery enjoying fine business, cheap for cash. Reason for selling, illness of proprietor. Address 229 Western Ave., Muskegon, Mich. 465

For Sale—For only \$3,500, a well equipped canning factory, located in the heart of Southern Michigan fruit belt; write for particulars. W. E. Stedman, Fennville, Mich. 464

Will Make You Well—That's my gall stone remedy. There is no better gall stone medicine made. Removes gall stones in 24 hours without pain. Price \$5. Address J. J. Bucheger, 425 17th St., Milwaukee, Wis. 446

## SITUATIONS WANTED.

Position Wanted—By window trimmer and card writer, with dry goods and clothing house in Indiana, Ohio or Southern Michigan. F. Bradbury, Wolcottville, Ind. 459

## HELP WANTED.

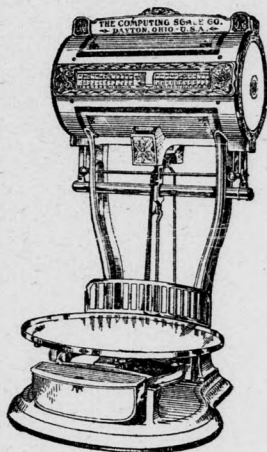
Wanted—Man not over 40 years old to manage store in small town. Lines carried, groceries, shelf hardware and crockery. Must be willing to work, a good salesman and competent buyer. Give references. Address No. 528, care Tradesman. 528

Wanted—Experienced dry goods man for Central Michigan. Must be a hustler, good stock keeper, trimmer and capable of taking charge. State full particulars and salary expected. Address X. Y. Z., care Michigan Tradesman. 533

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242



# A Short Cut



The new low platform  
Dayton Scale

What is the object of the U. S. government spending millions of dollars to dig the Panama Canal connecting the Atlantic and Pacific Oceans?

To make a **short cut** between the great commercial centers of the east and the west and reduce the cost of transportation to a minimum. It is an **enormous expenditure** with results **indefinite**.

**Contrast** to this the retailer who realizes the disastrous results of old methods of weighing and installs a **Dayton Moneyweight Scale**. He makes a **short cut** from slipshod methods to **system** with a scale which saves its own cost. It produces **large returns without a large investment**.

**How can a bank** loan money at 4 per cent. and make a profit while some merchants mark their goods for a 25 per cent. margin and fail?

The bank gets all the profit it is entitled to while the merchant loses from 50 to 75 per cent. of his profit by the use of slow or inaccurate scales.

**Dayton Moneyweight Scales** give the highest degree of service and satisfaction.

Proof of this is shown in the great increase in sales and demands for these scales. We have an attractive exchange proposition for all users of computing scales of any make who wish to bring their equipment up-to-date.



## Moneyweight Scale Co.

58 State Street, Chicago

**"Food fads" may come and go,  
but Shredded Wheat goes  
on forever**

The one breakfast food that survives the changing moods of public fancy is

## Shredded Wheat

the food that shows up every year with increased sales in spite of panics, industrial depression or competition.

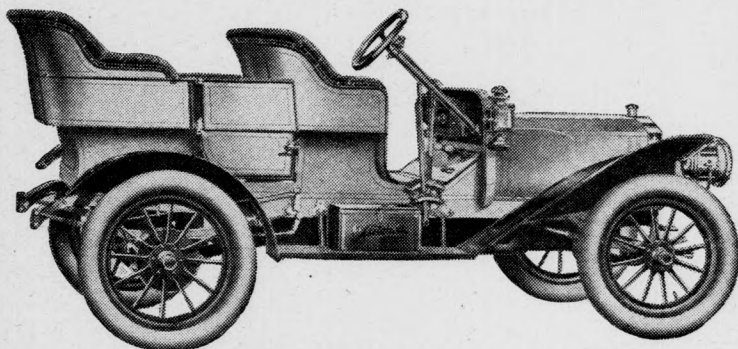
The grocer who doesn't know something about the delicious dishes that can be made of Shredded Wheat Biscuit in combination with fruits is missing a great opportunity to please his customers.

We will spend more money this year than ever before to advertise Shredded Wheat and to make business for the retail dealers. Be ready to meet the increased demand by always carrying a good stock of the only breakfast cereal that has become a recognized staple.

Made only by The Shredded Wheat Co., Niagara Falls, N. Y.

## The Mitchell "30"

The Greatest \$1,500 Car Yet Shown



1909 Mitchell Touring Car, 30 H. P., Model K

Compare the specifications with other cars around the \$1,500 price—any car.

Motor  $4\frac{1}{2} \times 4\frac{1}{2}$ —30 H. P.

Transmission, Selective Type—3 Speed.

Wheels—32 x 4.

Wheel base—105 inches.

Color—French gray with red running gear and red upholstery or Mitchell blue with black upholstery.

Body—Metal. Tonneau roomy, seats 3 comfortably and is detachable; options in place of tonneau are surry body, runabout deck or single rumble seat.

Ignition—Battery and \$150 splitdorf magneto.

In addition to the Model K Touring Car there are a \$1,000 Mitchell Runabout and a 40 H. P. seven passenger Touring Car at \$2,000.

Over \$11,000,000 of Mitchell cars have been made and sold in the last seven years. Ask for catalogue.

**The Mitchell Agency, Grand Rapids**

At the Adams & Hart Garage

47-49 No. Division St.

## Success

**B**ECAUSE we want the best trade and the most of it, we do printing that deserves it. There is a shorter way to temporary profits, but there is no such thing as temporary success. A result that includes disappointment for somebody is not success, although it may be profitable for a time.

Our printing is done with an eye to real success. We have hundreds of customers who have been with us for years and we seldom lose one when we have had an opportunity to demonstrate our ability in this direction.

**Tradesman Company**  
**Grand Rapids, Michigan**



## You Wouldn't Go Out With One Shoe And Stocking On, Would You?



Your costume wouldn't be complete if you did, would it? Do you know your store stock isn't complete if you don't have BLUE LABEL KETCHUP?

It is all right to keep other kinds for those who don't mind—but have BLUE LABEL ready for the particular people. Those are the people it pays to please—and who pay when pleased. We don't mean by this that the price of BLUE LABEL is high—it isn't, it is low. If we sold only a few cases, allowing you the generous profit we do, we would lose money—but selling it by the trainloads enables us to make some money.

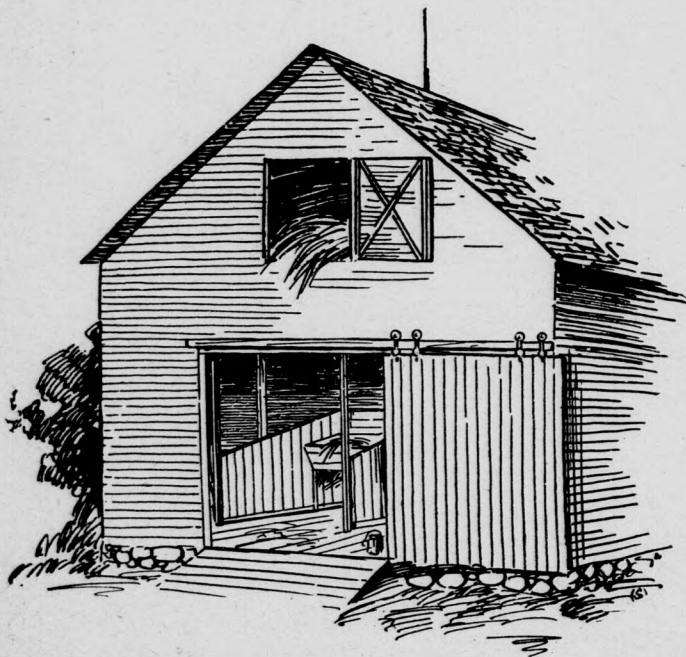
Nothing but the finest tomatoes and spices that money can buy go into BLUE LABEL KETCHUP—and that peculiar flavor which delights every one who tastes it is a secret that belongs only to

### CURTICE BROTHERS CO.

ROCHESTER, N. Y.

(CONFORMS WITH ALL THE REQUIREMENTS OF THE  
FEDERAL PURE FOOD LAW)

## Lock The Door And Save The Horse



The losses that come to us in this life are for the most part the result of not living up to our best thought.

As a good business man you know that you can not afford to be without

### A Bang Up Good Safe

Honest, now, what would you do if your store should burn tonight and your account books were destroyed? How much do you think you would be able to collect? Mighty little.

Don't run the risk, neighbor, you can't afford to. A safe, a good safe, doesn't cost you very much if you buy it from us.

It will only cost you two cents anyway to write us today and find out about it.

## Grand Rapids Safe Co.

Tradesman Building

Grand Rapids, Mich.