

MICHIGAN TRADESMAN

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Twenty-Sixth Year

GRAND RAPIDS, WEDNESDAY, APRIL 28, 1909

Number 1336

L'Envoi

When Earth's last picture is painted and the tubes are
twisted and dried,
When the oldest colors have faded and the youngest
critic has died,
We shall rest, and, faith, we shall need it—lie down for
an aeon or two,
Till the Master of All Good Workmen shall put us to
work anew!

And those that were good shall be happy; they shall sit
in a golden chair;
They shall splash at a ten-league canvas with brushes
of comets' hair;
They shall find real saints to draw from—Magdalene,
Peter and Paul;
They shall work for an age at a sitting and never be
tired at all!

And only the Master shall praise us and only the
Master shall blame,
And no one shall work for money and no one shall
work for fame;
But each for the joy of the working, and each, in his
separate star,
Shall draw the Thing as he sees it for the God of
Things as They Are!

By Rudyard Kipling.

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YELLOW LABEL YEAST you sell not
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Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING
POWDER.

'GOOD GOODS — GOOD PROFITS.

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DON'T MIX THE BREED.

The Board of Trade Committee of One Hundred has heartily endorsed the proposition to organize and conduct a Home Coming Week for Grand Rapids. The proposition will probably be approved by the directors of the Board of Trade and unanimously supported by the Common Council and by all other local organizations who know and appreciate the value of the hearty handshake, the smiling face and the cordial, friendly slap on the back which go with the warm welcome to a visitor.

Home Comings are no new thing. All over the country they have been held—sometimes successfully, sometimes otherwise.

There are Home Comings that are satisfying and Home Comings that are disappointing because they are offensive.

The happy, adequate Home Comings have been those which fill one's soul with pride and pleasure. The hosts are overjoyed to greet their former townsmen and esteemed friends, the guests are overwhelmed with the spontaneous hospitality that is bestowed upon them and together hosts and guests unite in glee and mutual satisfaction over the plainly apparent evidence furnished as to the progress in the right direction made by the old home town they love so well.

Grand Rapids possesses all of the essentials for such a Home Coming. These requisites already here and in evidence are abundant, and to make the most of such assets is the bounden duty of the gentlemen who have the contemplated function in charge. The guests who will visit us are entitled to such provisions and the city itself will resent any effort to distort, besmear and belittle her standing by anything less in the way of entertainment.

For these reasons the sneaking, surreptitious, cowardly mutterings that are beginning to become audible in favor of a Carnival Week at the same time as the Home Coming are

ominous and repugnant to all decent citizens.

In its original Roman sense a carnival was of a religious character, full of dignity, grace and high minded good fellowship, with sincere efforts along the lines of decoration, music, dancing and theatric effects.

To-day carnival is only another name for license and its derivative, licentiousness. A carnival in to-day's sense means vulgar masking, cheap and tawdry spectacle, noisy drunken parades and the impudent, rascally and dishonorable appropriation of a city's streets and fire and police service by a fly-by-night aggregation of fakirs and mountebanks.

If the Home Coming is to be a success the Common Council, the Committee of One Hundred, the Board of Trade, the several neighborhood public welfare organizations, the various mercantile and trades organizations, the churches, the schools and the newspapers must unite in opposition to an interpolation of a Carnival Week as an accessory of the Home Coming or any other week.

If, on the other hand, the vermin and slime of a street fair or street carnival are permitted to taint the Home Coming, old ties will not be renewed, new regrets will develop and Grand Rapids will rest under a wretched stigma which will be permanent.

SYSTEMATIC LISTENING.

One of the qualifications somewhat overlooked and yet a decided essential for the success of a man who aims at prosperity as a retail merchant is the possession of the faculty known as being a good listener.

It is not an inflexible rule that, in order to be a good listener, a merchant must permit his customer to do all the talking. The man who is a good listener does not require an extended session of listening to the remarks of a customer before he is able to form an estimate as to mental caliber of his man, and not only that, but he will at the same time gain an approximately clear idea as to the especial mood or condition of mind of such customer.

Possessed of these estimates, then your good listener may utilize his diplomacy, his courtesy, patience and skill as a listener in accordance with his appreciation of the particular example of human nature which is before him for manipulation.

"The hardest thing to overcome, so far as I am concerned," said a well-known retail merchant in Cadillac recently, "is my own particular mood. If I am feeling chipper and bright and a man comes in who is gloomy, gruff and ready to tell all of his troubles, my first impulse is to jolly him. If I should submit at once to this impulse I would overdo the jolly and

perhaps lose a sale and possibly a friend. And, vice versa, if I am myself in the clutches of a grouchfest I must fight my own mood as well as that of my visitor."

Then the gentleman related how he fights his own moods by listening until his customer reveals unconsciously an opening for some remark of actual interest, usually of a local nature, which is entirely away and apart from the customer's frame of mind. Thus securing the customer's interest for a minute, the merchant makes a remark along the same line of thought which compels a sociable reply. "And if I get that far," he added, "I have hooked my man and before he knows it we are on congenial terms."

THE AMEN CORNERS.

"This sitting room is for the exclusive use of guests."

Placards conveying information as above or similar in character are commonly seen in the hotels of the smaller cities.

And they are commonly ignored.

Why? Because a hotel, the world over, is recognized as a public institution; as a public resort where anybody may go and come at will.

The Town Hall or the City Hall, legally and technically a public building, is a sacred and holy precinct to men who, even although they are absolute strangers to everybody in a town, will enter a hotel with a swagger and lounge about entirely at their ease. Really, such visitors experience a genuine feeling of proprietorship which is contemptible.

The "Amen Corner" in the old Hoffman House, under the late Edward S. Stokes' management, in New York, became famous because notable political and financial leaders made it famous. It was a sort of visible sanctum sanctorum for men who had large projects and weighty secrets in their keeping. Finally this corner became as much of a drawing card for the hotel as did Bouguereau's great painting, "Nymphs and Satyr," in an adjoining apartment.

But as much can not be said of the "amen corners," so called, in the hotels of smaller cities. Usually the occupants of these sections are "has-beens" who have no resources—except money enough to live on comfortably and without effort. "They toil not, neither do they spin." They do not even read, nor play billiards, nor enjoy the drama or music, and seemingly their homes, if they have them, do not have any attraction. There they sit holding their hands and, looking into space vacantly, think they are thinking. No wonder the landlords put up the placards.

Only as a man lives a life of his own can he have life to give to others.

THE MUTUAL IDEA FAILED.

All organizations which are public carriers have rules which employees must observe or lose their jobs, and one of these rules sets forth that it is nobody's business as to whom a certain consignment of goods is addressed or as to who is the shipper except the person to whom the goods are consigned.

Except very large cases, packages or crated shipments, it is an easy matter to prevent the curious investigator from learning as to consignor or consignee. A pair of shoes, a package of jewelry or even a set of dishes may come through any freight or express office without once passing under the scrutiny of any person not interested in the ownership thereof. And there are thousands of such articles shipped daily from the great mail order houses.

A new sewing machine, a cooking range, a top buggy, a sideboard, a davenport, a dining table, a washing machine or any bulky article can not readily be handled by station agents or freight depot workers with anything like secrecy.

For these reasons a recent mutual agreement between the merchants of a Michigan city to refrain from patronizing mail order houses came to naught. Or, unfortunately, was of short duration because certain parties to the agreement watched the express and freight receipts of certain other parties to the same agreement and secured unqualified proof that the agreement was being violated.

And so the mutual agreement notion was a failure and now the leading business men of the same community are trying to study up some new plan to lessen the competition from mail order houses. It is useless. The only plan, and it is a feasible one, is to meet mail order prices when you can, and when you can not demonstrate beyond question that the goods you offer are superior in every way to the articles put out by the mail order concerns and can be inspected before they are purchased and paid for by the buyer.

It is always better to preserve the happy medium. For instance, we should want a thing bad enough to work for it, but not bad enough to steal it.

The only hope some have of staying in their heaven is that no wind will arise sufficient to blow any chaff over the walls.

You may think you sow your wild oats where none are looking, but you never reap them under those conditions.

Many a man in his endeavor to keep in the swim soon finds himself in the soup.

GONE TO HIS REWARD.

Sudden Death of One of Nature's Noblemen.

During the twenty-six years I have conducted the Michigan Tradesman I have been compelled to chronicle the death of many friends, but the duty now before me—the attempt to pay a merited tribute to my long-time friend, Patrick H. Carroll—is the most difficult one I have ever been called upon to perform. I loved Patrick Carroll as strongly as one man can love another. I admired his character. I gloried in his heroic silence. I appreciated the lonely life he was destined to live for so many years. I shared his friendship with many others—and God knows there was enough for us all.

Mr. Carroll was born on a farm near Timm, Ireland, Feb. 20, 1846, being the firstborn of a family of five children—and, by the way, the first one of the five to go to the Great Beyond. His parents were poor in this world's goods, and while he was a babe in arms they emigrated to this country, locating at Chili, New York, about six miles from Rochester. Here the elder Carroll purchased six acres of land on time, paying for it by working at his trade as stone mason and brick layer. Although he labored steadily at his occupation, he was unable to earn over \$144 a year, owing to the low wages prevailing in those days. Two other children, Thomas and Catherine, were born on this place. When Patrick was 11 years old the family removed to Michigan, locating in Van Buren county, where the senior Carroll took up 160 acres of land and began the work of clearing enough land on which to make a living. The family was by no means forehanded and they were for some years in very straitened circumstances. Patrick, being the oldest child, was naturally the mainstay of his father, so that from the time he was 11 until he was 16 years of age he was able to attend school but three months each winter. During the winter he was 14 years of age he hauled staves to Decatur with a yoke of cattle, twelve miles distant, making a round trip every day. When the war broke out, in 1861, he was 15 years of age, and undertook to enlist in the service at Lawrence. He found it necessary to obtain his parents' consent, which he was unable to do because his father had recently been bitten by a rattlesnake and was physically incapacitated to the extent that he was unable to work steadily on the farm.

When 16 years of age Patrick entered the employ of H. M. Marshall, who conducted a general store at Lawrence. He remained in this store six years, learning the rudiments of the business and becoming not only competent in handling goods but efficient as well in the work of meeting and interesting the customers of a general store. He then entered the employ of J. N. Fisk, of Lawrence, with whom he remained about a year. He subsequently worked a year for Henry Rosenberg, of Decatur, when he was able to realize the ambition of years and became a traveling salesman. January 1, 1872, he went on

the road for the wholesale shoe house of Holmes, Harlan & Co., of Boston. The big fire of 1872 put this firm out of business and Mr. Carroll took a similar position with C. M. Henderson & Co., of Chicago, remaining with that house for eleven years. He then secured a position as general salesman for Selz, Schwab & Co., of Chicago, with which house he remained twenty-eight consecutive years. At first he had only a portion of Michigan as his territory, but as the years went on he was given charge of the entire State, with from one to two salesmen under him. He was held in highest esteem by his house, as well as by his trade, and on several occasions he received prizes and premiums for distancing his associates in the volume of his sales.

was decided to summon a priest. Father Schmitt arrived shortly after and heard his confession and administered the sacrament of extreme unction. His illness was so sudden and unexpected that he could hardly realize that he was dying, but he remarked to his brother that he was afraid of the "fatal 63." "You know," he said, "father died at 63 and General Sherman died at 63," and so on with a long list of public men who passed into the Eternal Silence at that period of their lives. About 8 o'clock he breathed his last in the presence of his brother and his brother's wife, Mort Rathbone, who had been his closest friend for thirty-nine years, and Father Schmitt. The funeral will be held at St. Andrew's Cathedral Friday morning at 9 o'clock. The

that she might have Christian burial in consecrated ground. Mr. Carroll was never a fanatic in religious matters. He was as broad as the horizon. He was quick to recognize and appreciate the Eternal Truth wherever he saw it.

Mr. Carroll was married in 1882 to Miss Emma Barker, of this city. Their first child, Howard, died in infancy when about a year old. The second and surviving son, Philip H., now nearly 24 years of age, conducts an apple-farm in the Hood River District in Oregon. Mrs. Carroll and the son resided in Paris for several years, and for the past six or seven years she has lived in Portland, Oregon. Besides his wife and son he leaves two brothers and two sisters. The brothers are: Thomas F. Carroll, the attorney, and Joseph J. Carroll, the traveling salesman, both of this city. The sisters reside on the old home farm in Van Buren county.

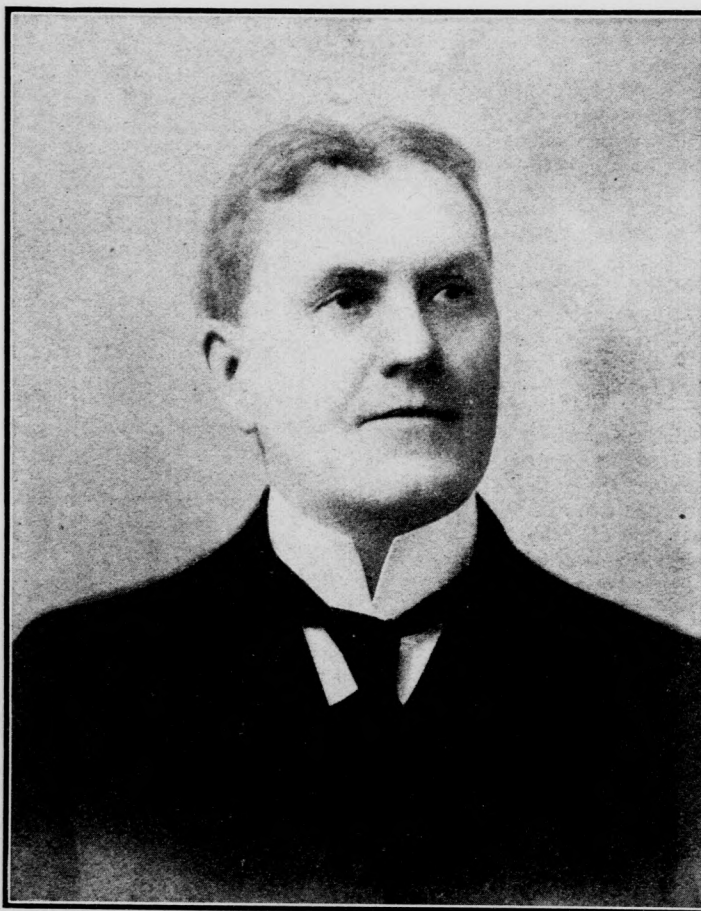
Mr. Carroll, when a young man, aspired to be a lawyer, but limited educational opportunities precluded the realization of his ambition in this regard. If he had been able to do so I think there is no question but that he would have been made a judge, because his mind had a decided judicial trend. He was impartial in his judgment and fair and liberal in all his conclusions. No one ever heard him say an unpleasant thing about a competitor or a rival. The soul of honor himself, he saw the good in others and charitably overlooked the bad.

One of Mr. Carroll's most pronounced characteristics was his loyalty to his old friends. No matter how low they may have sunk he never forgot them; he stayed by them to the end. This, perhaps, explains why he had so many warm personal friends, and to this quality is probably due the fact that a man who was once his friend was his friend forever.

Considering the limited educational advantages of his youth, Mr. Carroll was a remarkable man in his capacity for absorbing and retaining knowledge. He had the most wonderful memory relative to the late war of any man I have ever seen. He knew the name and location of every battle, the officers who participated in each engagement and the size of the contending armies. He also kept track of the changes in military men, including the promotions of staff officers. I can not account for this on any other theory than that his anxiety to go to war made him an eager student of the events of the Rebellion and that they were thus so firmly fastened in his mind that he never let the minutest detail escape him.

Mr. Carroll was the last survivor of the "Big Five," so called—James Miller, clothing salesman; W. R. Dennis, hat salesman; Flick Hastings and Alex Knopf, grocery salesmen, and the deceased. These men were inseparable friends twenty-five years ago, but they have now all gone to their last resting place. Peace to their ashes!

Only those who were his warmest friends had any idea of the vast number of those he helped—a situation



His life was gentle, and the elements
So mix'd in him that Nature might stand up
And say to all the world, "This was a man."

Mr. Carroll's death was sudden and unexpected. He had apparently been as well as usual the day he died. I spent an hour with him at the Morton House, chatting pleasantly over the events of the week, between 3 and 4 o'clock. As I parted company with him I said, "P. H., this is the best visit we have ever had," to which he gave ready assent. One hour later he started down to the depot to check out his baggage, but was taken suddenly ill within a block of the hotel and returned. As soon as he got inside the door he collapsed. Kind friends tenderly carried him to room 141, which he had occupied for many years, and Dr. Webb was called to attend him. The physician pronounced it a case of acute indigestion, and on the arrival of his brother, Thomas F. Carroll, it

burial will be in St. Andrew's cemetery, on Madison avenue, beside the remains of the child who died in infancy.

Religiously Mr. Carroll was always a Catholic, being the son of parents of that denomination, who, by the way, were descendants of a long line of Catholic ancestors. When but a child Father Ballou, who conducted a mission for the Indians at Silver Creek, used to come to his home in Van Buren county about once in six weeks and celebrate mass for the people of Catholic faith, who would assemble there from all directions. As an illustration of the strong belief possessed by the family it may be stated that when his grandmother died the body was taken to Kalamazoo, thirty-four miles distant, with a yoke of oxen, in order

secured for some poor fellow out of a job, a letter of admonition to some boy dazzled by his liberty and starting on the downward road, a helping suggestion to a struggling merchant trying to get a position in the business world, a kindly little notice of some old woman forgotten by her former friends, which brought tears to the grateful old creature's eyes. His life was a daily—almost hourly—remembering of others, just a lighting of hope on the altar where it was going out, just a hand—so strong, so true, so steady—stretched out to help—that was Mr. Carroll as those who knew him best now wish to remember him. He used to say that that was his religion. His creed was humanity and his gospel was love and truth.

The sweetness of his character, the entireness of his trust in his friends and his unsophisticated faith in the ultimate goodness of human nature made him especially beloved in the social life, where he was a genial and always active participant. He was free from guile. Double-dealing was totally absent from his code. He aimed to be helpful to his fellow men. His room at the Morton House was a center of intellectual refinement and a model of hospitality in which was no taint of ostentation. He was teacher, patriarch, friend and play-fellow in one.

No man had keener relish of wit or greater rejoicing in humor, and few can apply those gifts to everyday intercourse with the pungency, the timeliness and the appositeness that marked Mr. Carroll's facile mastery of them.

That he was a chivalrous man in all his personal conduct is a matter of general knowledge. That he was considerate of human frailties, helpful in times of stress and a light in hours of darkness I can testify with emphasis. In all the long passing of our busy lives I never knew him to lose self-control; never saw him childishly impatient; never heard him give utterance to querulous complaint; never knew him to be unjust to friend or foe no matter how sorely he must have been tried at times. I could speak of personal experiences in confirmation of these general statements, but nobody who knew Mr. Carroll well can doubt the truth of them, therefore corroboration is superfluous.

For twenty-five years I have endeavored to secure the consent of Mr. Carroll to publish the story of his life in the columns of the Tradesman, but every importunity was met with the same reply: "Not yet. Wait until I am gone." I have kept the faith. And now that he is gone, after a long life of clean living, right thinking and devotion to duty, I lay my humble tribute at his bier, deeply regretting that words are inadequate to describe the career of a man who devoted his life to others and closed the conflict with an untainted record, leaving his friends a legacy of good deeds and kingly courtesy and giving us all an example of gentleness, considerateness and self-sacrifice which is worthy of everlasting emulation.

E. A. Stowe.

Question of Ideals in Modern Life.

Not every young man is going to make a success at money getting. Inevitably that young man who tries hardest to do so and who by the law of averages as inevitably fails must be most grievously disappointed.

These are facts that were inescapable when society was on a far simpler basis and when the accumulation of \$100,000 represented a fortune. They are facts to be multiplied by ten in this age when a million dollars does not make a rich man in the accepted term. Virtually the same ratio exists all down the line of accumulations from business and professional efforts.

"What medium line shall I fix upon in the choice of my life work?" to-day is one of the greatest questions which the young man has to answer for himself.

Originally it may be settled as fact that the young man entering the field of merchandising trade does so for the "money there is in it." He has decided to work for money, only. He may have the merchant instinct, but if it promised no money reward it is questionable if he would go into it. That man deciding upon manufacturing as his occupation may have a greater personal incentive, in that it will feed an ambition to excel in mechanical tastes and talent. Yet sooner or later the manufacturer, through competitive forces, must make his concessions to money getting. If he become a man of family the luxury and extravagance of the times will be a further inducement to the concession.

Yet on the same basis of the law of averages, comparatively few of the business men of the country succeed at money getting. Flinging tastes and ideals to the winds and becoming wholly consecrated to the accumulation of riches, by far the greater number of these workers fail. With ideals gone and with the hope of wealth destroyed, what is left for them?

Compare with this type of man the worker who, in choosing his occupation, concedes everything for the privilege of doing his chosen work. He accepts this opportunity as a privilege. It is an invitation to his particular talent—perhaps genius. Naturally he can expect of it a compensation which will enable him to follow the work. He will take that chance. It is incidental to the main question.

Yet from whatever high, idealist point of view such a man makes his choice of a life work he may anticipate the time when in his own heart he may have to question that decision. Almost inevitably he must expect competition. Men with less of the ideal in them will be following this chosen occupation. As these men lack idealism, they will be tempted to money getting. Ways and means to that end not only will be in collision with the young man's idealism, but later in life when he may have a family dependent upon him and may seek for them some of the material things with which his family must enter a social competi-

tion, he finds himself disappointed and hurt at conditions.

Idealism in business largely is unsalable. It is always a handicap to money making efforts. "Business is business." That is the business man's definition of his calling. Relenting from the harshness of the dictum always is a tax upon the profits. To measure idealism, then, against money becomes an impossible comparative absurdity.

In my experience of men and things I would emphasize to the young man that he can not consider too broadly from every side this first choice between the ideal and the material. All chance favors the gradual encroachment of the material upon the ethical, as the years go on. Let the young man consider that fact and arm himself against it. Let him discover just how much he may be called upon to pay for his ideals. Let him decide in advance if the price is too much.

Not long ago I met an old friend of mine whom I had not seen for years. He was fairly prosperous, he said. He wasn't expecting either fame or fortune to attend upon him. In the course of the conversation I asked him why he had chosen that particular field of work.

"So I could scorn my constituency," he said, instantly.

He had been doing so for years. Was he a success?

John A. Howland.

The Furniture Manufacturers Getting Ready For Fall Season.

The furniture manufacturers are now figuring on their new fall goods. The season will open June 24, but it is unlikely that many will be ready until July 1, and not until after the Fourth will buyers come in any numbers. Like other people the furniture men like to be at home when the fire crackers are going off, and they will head this way as soon thereafter as possible.

Fall is the big season in the furniture trade and the manufacturers make their plans accordingly. Many families go to the country or the resorts for the summer and are inclined to make the old furniture do a few months longer. The growing importance of the porch and lawn as an adjunct to the home and the outdoor habit also cut into the spring and summer sales of household furniture. When the summer is over, when the wanderers have returned and the porch is no longer comfortable, then there is an awakening to the need of new furniture for the parlor, the hall, the sittingroom, library, diningroom and bedrooms. The holiday trade also comes in the fall season and the buyers make their plans accordingly. The manufacturers are always reticent as to the plans they are making for a season that is still two months away. It may be said, however, that "period" furniture will be the predominating feature of the fall production. This has a large meaning. It covers a dozen or a score of different ideals. A few years ago the manufacturers were taking the periods one at a time, or approximately so. Empire or Louis XIV. would be all the rage one season, for

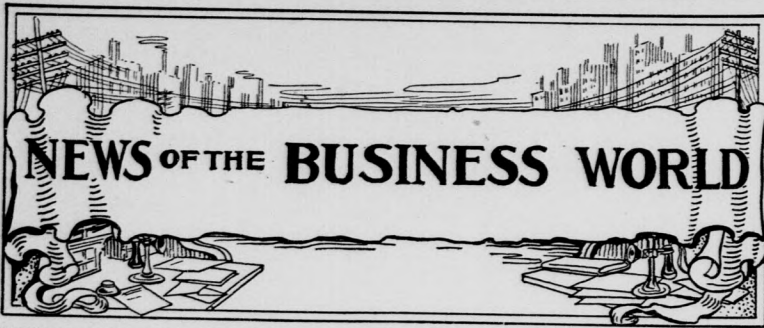
instance, and the next season Sheraton or Colonial would predominate. Now each manufacturer picks the period or class of periods he likes best or which he thinks will be received with the greatest popular favor and features it. He may and usually does have some of the other periods to make his line complete, but he specializes on one period or combination. The Nelson-Matter Co. is strongest in the French patterns; Berkey & Gay are inclined to the English and Flanders, the Widdicomb Company to the Colonial, the Stickley and the Lambert to Mission or Arts and Crafts, and so on down the list.

The new fall goods will not differ radically from those brought out for the spring trade. The pieces which have not been good sellers will be dropped out, the favorites will be continued and new pieces will be added which it is hoped will become favorites. The manufacturers are compelled to keep the business end in view, but they are constantly striving for higher standards and better ideals. At the close of the spring season Wm. H. Gay, of Berkey & Gay, A. W. Hompe, of the Royal, and M. S. Keeler, of the Keeler Brass Works, went to Europe for the express purpose of studying at first hand the best examples of what the old masters produced. They could have easily obtained photographs and thus secured a very good general idea of the furniture, but they wanted the important minor details, the methods of treatment and construction which a photograph will not show, and went to Europe to see the work themselves. This illustrates how the Grand Rapids manufacturers are trying to improve their product.

Parlor goods will play a more important part in the fall opening than ever before in this market. Grand Rapids used to be weak in this class of furniture, but is rapidly winning the same pre-eminence in parlor goods as in case work. This city now has seven manufacturers of parlor furniture, two of them strictly high grade and the others medium or better. There are also two concerns manufacturing parlor frames. Medicus, of Brooklyn, and Mayhew, of Milwaukee, brought their full lines to this city for the January opening and thus paid tribute to our growing importance in parlor goods. They will be here for the fall opening and several others who have not exhibited here before will also make displays. One of the new exhibitors will be one of the big Chicago concerns, and its coming will emphasize the waning of Chicago as the parlor furniture center. The local manufacturers will put even more study and effort in their fall lines than will the makers of case goods. They realize that their reputation is still young and that they have a lot of hard work ahead to thoroughly establish themselves in the trade. They have an added incentive in that the fall is always their big season.

The time to give most is when it hurts most to give.

The pretense of piety makes a reality of impiety.



Movements of Merchants.

Walkers Point—Mrs. Fred Roberts has opened a grocery store here.

Plymouth—Ed. Van Vleet succeeds W. B. Roe in the grocery business.

Nunica—F. Chittenden has purchased the grocery stock of J. D. Pickett.

Beaverdam—Wm. Karsten is succeeded in general trade by Cornelius Boertje.

Boyne City—Arthur T. Johnson has sold his shoe stock to F. M. Gardner.

Sandusky—Briggs & Briggs, of Mt. Pleasant, will soon open a general store here.

Middleton—O. S. Almack succeeds J. N. & Clayton Voorheis in the hardware business.

Kalamazoo—J. S. Terry, formerly of Allegan, will engage in the grocery business here.

Allegan—J. S. Terry, formerly of Kalamazoo, will engage in the grocery business here.

Mendon—The grocery stock formerly owned by S. Baldwin has been purchased by H. H. Ryon.

Saranac—Lee & Harwood are succeeded in the meat business by Lee Jones and Harry Fashbaugh.

Saranac—R. J. De Voe, of Rochester, N. Y., has purchased the hardware stock of George W. Potter.

Pellston—Tindle & Jackson have purchased the stock and fixtures of the Pellston Grocery & Supply Co.

Lansing—Boughner & Son are succeeded in the grocery business by Ray Eddy at 516 Main street, west.

Springport—S. W. Fuller, grocer at Allegan, will remove his stock to this place and engage in business.

Ionia—Alfred Whittaker, of Fowler, has leased a store building in which he contemplates handling eggs.

Detroit—Chas. Miller is succeeded in the grocery business at 2033 Woodward avenue by A. R. Miner & Son.

Clare—Frank Ballinger, formerly engaged in trade at this place and at Shepherd, will open a grocery store here.

Riverside—Earl Tucker and Frank Norton are succeeded in the retail meat business by Fred Vail and Delmar Rose.

Holland—John Den Herder is succeeded in the meat business at 238 River street by John Zwiers, the local meat dealer.

Kalamazoo—John McLarty succeeds J. C. Armstrong, who formerly conducted business under the style of the Monarch Polish Co.

Englishville—A. M. Church has sold his general stock to Albert Swanson, who will continue the business at the same location.

Cedar Springs—On April 30 John Beucus will celebrate the twenty-fifth anniversary of his engaging in the hardware business at this place.

Six Lakes—Leon A. Russell is erecting a store building at Long Lake, near here, where he will engage in general trade for the summer.

Chelsea—The Freeman & Cummings Co., dealer in groceries and women's furnishings, has changed its name to the L. T. Freeman Co.

Ionia—The grocery stock of Frank McGee has been so badly damaged by fire and the water used to extinguish the same that it is practically a total loss.

Traverse City—A. A. McDermott will take the active management of the business of the Edward Payson Manufacturing Co., which makes door locks.

Kendall—John N. Waber has sold an interest in his general stock to his two brothers. The business will be conducted hereafter under the style of Waber Bros.

Manton—Reynold Swanson and George Munger have purchased the stock of the Williams Mercantile Co. Mr. Swanson was a member of the retiring company.

Owosso—A grocery store will be opened at the corner of Washington and Ninth streets by Andrew Paton. Mr. Paton will also carry a line of clothing and shoes.

Ithaca—Henry J. Dodge is succeeded in the implement business by S. P. Pino, of Hamilton. Mr. Dodge retires from trade on account of poor health and will engage in farming.

Gaylord—The meat market formerly conducted by N. H. Joughin will be occupied by Allen Schreur, of Free-soil. Mr. Joughin will continue to supply the camps of the Ward estate.

Muskegon—Thomas Oosting and his sister, Mrs. Minnie Bogema, have purchased the grocery stock of Martin Rose and will conduct business under the style of Oosting & Bogema.

Morley—C. W. Crimmins has sold his stock of general merchandise and his store building to a stock company which will conduct business under the style of the Morley Mercantile Co.

Palmyra—The store property formerly owned by Mrs. Peter C. DeGraff, who conducted a general store, has been purchased by L. C. Maloney, who will engage in the grocery business.

Petoskey—Reinhertz & Son have formed a stock company to conduct a clothing business, with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in property.

Kalamazoo—Wm. J. Parson, form-

erly a grocer at 616 Kalamazoo street, East, has purchased the grocery stock of V. G. Holbeck on Michigan avenue, of which he has taken possession.

Overisel—John Nykerk has purchased the interest of Edward Fokkert in the hardware firm of Kleinheksel & Co. The business will now be conducted under the style of Kleinheksel & Nykerk.

Cadillac—The statement in the Tradesman of April 21 that Arthur H. Webber had sold his drug stock was incorrect. He has made no sale of his stock and is still doing business at the old stand.

Adrian—The Adrian Lumber Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$12,500, all of which has been subscribed and paid in in property.

Perry—A. S. Watkins and F. M. Townner, of Owosso, have purchased the elevator machinery of H. A. Brown and will deal in grain and produce. The business will be managed by M. G. Hosmer.

Kalamazoo—Frank A. Moon has sold his drug stock on Portage street to A. McCabe, who has been engaged in the drug business at Crystal for several years. Mr. McCabe will continue both stores for the present.

Ovid—E. R. Daggett, who formerly conducted a variety store at this place, has formed a copartnership with H. B. Jolliffe, the local shoe dealer, and the firm occupies a double store with a general stock of goods.

Tecumseh—Fred and Leon Rosencrans have sold their interest in the dry goods stock of Anderson & Rosencrans to Raynor Anderson. The purchaser and Mrs. John L. Anderson will continue the business at the same location.

Jackson—The Central City Commercial Co. has been incorporated to conduct a furniture and crockery store, having an authorized capital stock of \$10,000, of which \$5,000 has been subscribed, \$1,000 being paid in in cash.

Pellston—A. C. Tiffany has leased a portion of his store to a new firm which will conduct a grocery, men's furnishings and dry goods business under the style of Tiffany & Co., and whose business is to be in no way connected with that of A. C. Tiffany.

Burnip's Corners—Adam Newell, who has been engaged in trade here for twenty-four years, sold his general stock to Dell Wright, traveling salesman for the Musselman Grocer Co. Eight days later Mr. Wright sold the stock to Martin Bottje, of Grand Rapids, who will continue the business at the same location.

Breckenridge—A stock company has been organized to open a new bank here, with \$20,000 capital, to be known as The Farmers' State Bank of Breckenridge. Twenty-three men have taken stock and are mostly farmers. They have purchased a building site on a prominent corner and will start the construction of a brick building at once. The local lodge of I. O. O. F. will probably use the upper floor. The officers are as follows: President, Alex. Chisholm; Vice-President, W. H. Zimmerman; Directors, Lincoln Giles, B. F. Hodge,

John M. Smith, Zeke Arnold, Robert Donnan, A. Chisholm and W. H. Zimmerman. The First State Bank, which has been doing business here for several years, at the last directors' meeting voted to reduce the rate of interest from 12 per cent. to 7 per cent. on short time paper, and to pay 4 per cent. interest on commercial accounts, the same as on savings deposits. The directors also talk of erecting a new building on an opposite corner from the proposed new bank.

Manufacturing Matters.

St. Louis—Felix O'Melia has leased the flouring mill of the Henry estate.

Pontiac—The Monroe Body Co. has decreased its capital stock from \$125,000 to \$75,000.

Saginaw—The Saginaw Kiss Co., confectionery manufacturer, has increased its capital stock from \$5,000 to \$15,000.

Alpena—F. W. Gilchrist started his sawmill for the season last week. All of the Alpena mills are fairly stocked and are calculated to cut approximately 50,000,000 feet during the season.

Allegan—George Peabody has bought a third interest in the firm of Fairfield & Kolvoord, which conducts a flour mill. The business will be carried on under the style of Fairfield, Kolvoord & Co.

Escanaba—The Stegath Lumber Co. has leased the building formerly occupied by the Linn Manufacturing Co., which will be equipped with planing mill machinery and will be ready for operation in June.

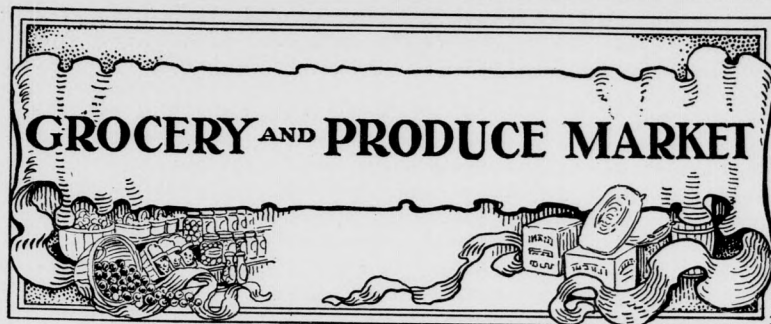
Salling—Lewis Jensen, of Gaylord, who operates a sawmill at this place, is building a residence here, so as to be near his place of business. He has thoroughly overhauled his sawmill and has a good stock of logs.

Menominee—The first shipment of hoops from the plant of the Michigan Hoop & Stave Co. will be made May 1. The company has an encouraging list of orders and everything indicates that its business will be successful.

Sault Ste. Marie—A corporation has been formed under the style of the La Reje Cigar Co. to conduct a manufacturing business, with an authorized capital stock of \$1,250, all of which has been subscribed and paid in in cash.

Cadillac—High water in Clam Lake put Murphy & Diggins' mill out of business a few days last week, the main belt being so close to the water that a pan was built underneath the belt. Haynes Bros.' planing mill and the plant of the Cadillac Lumber Co. also were so badly flooded that much time was lost, and the electric light plant had to be shut down for some time.

South Branch—Robinson & Co.'s new sawmill north of this place has a ten year stock in sight. The company has bought a quantity of maple logs cut in the vicinity by Mr. White and has also purchased of him 3,000,000 feet of hemlock logs, which will be cut out at the mill. A settlement has sprung up about this mill, and 100 men have been employed at the two logging camps and the mill.



The Produce Market.

Apples—Hood River fruit is selling at \$2.75. New York fruit is practically out of market.

Asparagus—\$2.75 per 2 doz. box for California.

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

Beets—90c per doz.

Butter—Values are holding about steady, supply and demand running about equal. Every indication points to a strong market for some time to come as values are relatively lower than at this season last year. As other dairy products are high there seems to be no good reason why butter should rule lower. Fancy creamery is held at 26c for tubs and 26½c for prints; dairy grades command 24@25c for No. 1 and 15@16c for packing stock.

Cabbage—\$3 per crate for Texas.

Carrots—\$2.50 per bbl.

Celery—California, 75c per bunch; Florida, \$2 per crate.

Cocoanuts—\$3.50 per bag of 100.

Cucumbers—\$1.40 per doz. for hot house stock from Illinois.

Eggs—Local dealers are now paying 18½c f. o. b. shipping point, which is ½c per dozen higher than last week. Thousands of cases are going into storage each day, and the advance over the figures of a year ago means a nice margin for the produce. Consumptive demand has shown a noticeable falling off since Easter, but its influence has not been felt upon the general price situation. A strong market is looked for until hot weather comes.

Grape Fruit—Florida stock has advanced to \$6 per box. California stock is taken in preference at \$3.75.

Green Peppers—\$3 per 6 basket crate.

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

Lemons—\$3 for either Messinas or Californias. This fruit shows an advance of 25c a box. It is said that the available supply is not as large as earlier anticipated and further advances are looked for.

Lettuce—Leaf, 9c per lb.; Florida head, \$1.50 per large hamper.

Onions—\$1 per bu. for red stock or yellow. Texas Bermudas are in strong demand at \$1.35 for yellow and \$1.50 for white.

Oranges—Redlands fruit commands \$3@3.25 per box.

Parsley—35c per doz. bunches.

Pieplant—\$1.50 per 40 lb. box of hot house stock.

Pineapples—Cuban stock commands \$2.50 per box for 42s, \$3 for 36s, \$3.25 for 30s, \$3.50 for 24s and \$3.25 for 18s.

Potatoes—The market is easy on

the basis of \$1 per bu. Receipts are moderate. It looks as though the top has been reached, as present high prices are attracting heavy shipments to the Central West from the West, where they seem to have ample supplies. It will be some time before new stock comes forward freely, but the Southern crop is developing rapidly.

Poultry—Receipts are quite heavy, but values have not weakened under the effects of the heavier offerings; in fact they are somewhat higher than last week. 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.

Radishes—25c per doz. bunches.

Sweet Potatoes—Kiln dried Jerseys, \$1.75 per hamper.

Veal—Prices are somewhat higher than last week, but arrivals are heavier, especially on the medium grades, and a lower range is possible in the near future. 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 Michigan branch of the Western Travelers' Accident Association will be discontinued May 1, after which all the business heretofore conducted in this city will be handled at the home office in Omaha. During the seven years the branch has been in operation, Secretary Owen has collected \$87,000. Forty thousand dollars has gone to pay losses, \$17,000 has been expended for expenses and \$30,000 has been turned over to the Omaha headquarters as the profits on the Michigan membership of 1,200. The Nebraska people are evidently acting on the assumption that they can hold the Michigan members without the assistance of the Michigan branch, but they may be seriously disappointed; in fact, a movement is already on foot to organize an independent company, which will practically absorb the Eastern members of the Omaha institution. The Michigan members were acquired by the Omaha corporation through the purchase of the Michigan Commercial Travelers' Accident Association. Previous to the purchase the company was conducted for three years by Geo. F. Owen, previous to which time it was for two years in the hands of J. H. McKelvey, who was a defaulter to the amount of \$3,000.

The Grocery Market.

Sugar—All grades of refined were advanced 10 points the latter part of last week. Both jobbers and retailers seem to have large quantities of sugar, bought before the recent advances, and there has been very little buying from any source. It is the general opinion that if there is any change in the near future it will be toward a higher level, considering the wide range between the domestic and foreign markets and the statistically strong position of raws.

Tea—The market has assumed a quiet tone, but still remains firm. Japans in particular, owing to the light available supply. Spot prices are firm. Colombo reports the March crop of Ceylon Black as showing a distinct deterioration in quality and the selection generally poor. Good qualities were firm, but common broken Pekoes rather weaker. Supplies of Ceylon greens are barely sufficient to fill the demand and the tendency is distinctly upwards.

Coffee—Rio and Santos grades are weak and unsettled, owing to the uncertainty regarding the tariff. Mild grades are dull and unchanged in prices. Java and Mocha are unchanged and in moderate demand.

Canned Goods—The price of tomatoes is again back to the low point. Prices on the 1909 pack asparagus given out this week are considerably lower than those of last year, owing to a larger pack. Corn is weak if anything. A very good demand for California canned fruits has been noticeable this week, peaches and apricots having moved out in large quantities. The fact that there is such a large supply of these goods makes it almost certain that there will be no advance in prices, but the present basis is expected to be well maintained. In gallon apples there are some lots being offered at considerably under the market price. This is mostly Michigan pack and two years old. The situation is unchanged from last week. Salmon is firm and the consuming demand increasing. Red Alaska is exceptionally strong, but all salmon of quality is in limited stock and therefore very firm. Sardines, cove oysters and lobster hold about steady.

Dried Fruits—Apricots are in light supply and are steady and unchanged. Raisins show no improvement and rule dull and weak. But little interest seems to be taken in Raisin Day, which will occur on April 30, and through which the California holders expect to work off some of their surplus stock. Currants are unchanged and in fair demand. Citron, dates and figs are dull and unchanged. Prunes are about in the same position they have been in for several months. The market is depressed, and the average basis quotation for new goods on the coast is 2½c. Old prunes can be bought considerably under that. Peaches are firmer on the coast, but show no change in the East, and are in moderate demand.

Rice—Stocks are rapidly diminishing and jobbers are expecting an advance of about a cent a pound before new crop. The better grades of

Japan rices are very fine quality this year, and the price is fully one cent a pound under last year's figures. Fancy heads are very scarce.

Cheese—There is a firm consumptive demand, considering the high price of cheese, and present conditions will likely prevail until new cheese arrives, which will be in about a month. Under-grades of cheese are very scarce and are selling at proportionately high prices.

Syrup and Molasses—The manufacturers of glucose advanced their quotations 5 points April 19 and another 5 points April 21. The high price of corn is given as the reason. Compound syrup in bulk advanced 1c per gallon and can goods in proportion. The demand for syrup has been very fair. Sugar syrup is unchanged, scarce and in fair demand. Molasses is quiet and unchanged.

Starch—Both bulk and package goods advanced 5 points April 19 and another 5 points on April 21.

Fish—Cod, hake and haddock are unchanged and dull, as they will be for several months. Domestic sardines are dull and unchanged. It is now definitely settled that the Maine Mercantile Co. has withdrawn and the packers are shifting for themselves. This will doubtless affect prices sooner or later, but it has not done so as yet. Imported sardines are unchanged and quiet. Salmon is in fair demand from second hands, but first hands are dull; prices unchanged. Mackerel is still dull and weak. There is little or no demand, and prices are easy. There seems to be no immediate prospect of any improvement in mackerel.

The Boys Behind the Counter.

Hillsdale—Frank Kline has resigned his position in Toledo and hereafter will be associated with his father in the conduct of the clothing department of the Geo. J. Kline Co.

Kalamazoo—John I. Bushouse has taken a position with the Edwards & Chamberlain Hardware Co. He will have charge of the house furnishing department.

Allegan—J. G. Willis, who has for several years had charge of the grocery department of the Grange store, will leave for Kalamazoo May 15, where he has secured a position with the Imperial Tea Co. Orlo McGeath will succeed him here.

The Corporation of United Cigar Stores has been formed in New York, with a capitalization of \$10,000,000. This corporation takes over the holdings of the United Cigar Stores Co. The corporation makes this move because of the need of more capital in its campaign to double the number of retail cigar stores now operated throughout the country.

Wattell & Baker, who conduct the flour and feed business at 303 Jefferson avenue, are making preparations to move into their new two-story brick block, which is 25x50 feet in dimensions, at 291 and 293 Jefferson avenue and hope to make this change the first part of next week.

This is a fast age, but our ancestors managed to get ahead of us.

A PAIR OF FOILS.

Jackies from Admiral Porter's Blockading Squadron.

Written for the Tradesman.

"Well, I suppose I ought to feel very proud," observed Addison Seymour as he relieved himself of his overcoat and hung up his hat, and then, espying the reflection of his entire figure in the great mirror before him, he added:

"Doggone it, I look more like a farmer than a bank President, blessed if I don't."

Mr. Seymour, a well preserved and not unattractive looking man of about 68 years of age, had just returned from a Board meeting where he had for the third time been made President of the National State Bank. And now, as he seated himself before his neatly ordered desk, he rested one elbow on the arm of his chair and sat motionless, gazing hard at nothing in particular.

And, as he looked, his rise in the affairs of life passed pleasantly in review, causing him to ruminate:

"Of course, born a farmer's son and, except during the four years of the Civil War, interested in farmers and farming more than in anything else, I have remained a farmer. So it is no wonder everybody calls me the farmer-banker."

As he was thus living over the past there came a rap on the office door and in answer to Mr. Seymour's "Come in" there entered a distinguished looking man who, had it not been for the perfection of his grooming and his admirably easy and gracious manner, might have seemed the same age as the bank President, but who, because of these embellishments, might have passed as being on the bright side of 60 by two or three years.

"Good afternoon, sir," greeted the visitor, at the same time smiling pleasantly upon the farmer-banker.

"Good afternoon," said Mr. Seymour, moving as though to rise.

"Keep your seat, please, Mr. Seymour," politely interrupted the visitor with a protesting gesture as he added: "Being in your city for the first time in many years I could not resist the temptation to call upon you and to renew that which to me was a very pleasant acquaintance."

Mr. Seymour, who had been carefully scrutinizing the stranger and showed the shadow of a dim, evasive memory, smiled and replied: "There's something about your face that is familiar, yet I can not seem to place you. Have a chair."

The stranger expressed his thanks and took the proffered seat and as he did so asked: "Do you have any recollection of January 17, 1865, when, as a sailor in Admiral Porter's Blockading Squadron, you witnessed the blowing up and abandonment of Fort Caswell and the works on Smith's Island?"

As the visitor voiced his enquiry Mr. Seymour's face gradually broadened into a smile half of pleasure and half of doubt. Then, in a low, hesitating tone he asked:

"It isn't possible—that—that—you are—"

"Yes, I am Tom Barnett," came the reply boldly, quite defiantly, "and while I know you are a banker and rich, I have called solely as a matter of pleasure and, as I said, to renew a delightful acquaintance."

"But, Tom," put in the banker, "are you known in this city?"

"By no one but yourself, and I know I am safe in your hands for the sake of auld lang syne," answered Barnett.

"Still, Tom, while I am truly glad to see you I can not afford to take any risk and—"

"I believe you are glad to see me," said Barnett, "and I assure you that so far as I or my chances are concerned you are running no risk whatever."

At this Mr. Seymour stepped to the door and locked it and then, calling up the banking office by 'phone, told them that he had an important and unexpected matter of business on hand and did not wish to be disturbed by anybody for the rest of the day.

The afternoon was taken up by a genuinely interesting and almost boyishly-reminiscent season of old times when Seymour and Barnett were companion Jackies in Admiral Porter's Squadron on blockade service along the Atlantic Coast in the 60s; how they took part in both of the attacks upon Fort Fisher and how when the war ended Seymour returned to his father's farm, while Barnett re-enlisted in the navy and remained nearly twelve years, ultimately rising—because of his strict observance of discipline, his intuitive liking for the sea and the service, his exceptional sense for business methods and his skill in mathematics and as an accountant—to the position of paymaster in the United States navy.

At this point the rehearsal became painful to Mr. Seymour, who fairly cried: "For God's sake, Tom, what made you do it?"

"I wanted to see the world and see it under the most favorable circumstances so far as money is concerned," was the visitor's explanation.

"But look at the penalty you have paid," said Mr. Seymour. "It's about forty years since the war closed—nearly thirty since you left the service—and of those years you say yourself you have spent seventeen in prisons."

"Yes, Addy—don't you remember how all of us boys aboard ship used to call you Addy?—your summary is correct, but the dozen years of freedom I have had have been worth to me more than the forty odd years you have spent on your farm and in your bank and in this county could possibly have been to you."

"For the life of me, Tom, I can not comprehend your analysis—what do you mean?"

And then Barnett began with telling how, during the two years after he deserted from the navy a defaulter and a forger, and while he escaped capture and punishment, he stopped at all of the important cities in Oceania, Japan, China, Australia and India; how he visited all of the famous points of interest in those countries, hobnobbed with distinguished people, was sought after socially and

was always possessed of an abundance of money. Then came a twelve years' sentence, which by means of money and confederates was shortened to six years. And then he went on, telling of tours of pleasure with people of wealth to all the notable resorts in Africa and Europe and later of personal and intimate acquaintance with the nobility of England, France, Germany and Italy, finally adding:

"I am an educated gentleman, Addy, in spite of my felonies. I know the entire world personally. I speak, read and write four of the modern languages and can get along fairly well with the tongues of Japan, China and the Straits Settlement; learned nearly everything in the line of purely literary education while in the prisons, and had plenty to eat and wear and good shelter. It wasn't time lost, because I learned three good trades besides. I can earn a living anywhere in this world. But I don't have to. I have known famous men and women all over the world, while as to politics, national and international, you can't lose me."

"Yes, but you have been a thief, a forger, a confidence man and all the rest. Doesn't your conscience bother you at all?" asked Mr. Seymour, amazed at the serene misconception of his old shipmate.

"Never. And do you know the reason why?" asked Barnett with a smile.

Mr. Seymour shook his head and the crook continued:

"Because I have made it a religion, almost, to refrain from swindling any one who could not entirely afford to accept a considerable loss."

"But how about moral sense? Have you no moral sense at all?"

"Oh, yes—sometimes. For example, no prospect of pleasure or profit could cause me to attempt to swindle Addy Seymour. I know you could stand a loss of several thousand dollars all right, but you are my boyhood friend, my fo'castle chum of the 60s. Of course that's pure sentiment, but what is moral sense but sentiment?"

Mr. Seymour simply stared at his companion and said nothing.

"Now take the present situation: Here we are, two old cronies," said Barnett, "You are quite familiar with my record. For all you know there may be a dozen rewards out now for my capture—why don't you call the police and claim the rewards?"

"I'll tell you why, old man," continued Barnett, not waiting for a reply: "Your sentiment or moral sense, if you please, tells you that such an act would be beneath you—you just couldn't do it, that's all."

"Really, Tom, it is what I should do. Isn't it now?" demanded Mr. Seymour with a pitying smile as he tendered a cigar to his old-time friend.

"In the eyes of the law, yes, it is just exactly what you should do," responded Barnett; "but you won't do it, because you realize that I have come to you voluntarily, have made no effort to conceal my identity, have rehearsed to you abundant evidence to warrant my arrest. And why?"

"Really, I don't know," was Mr. Seymour's reply, "I don't know."

"Oh, yes, you do," said the globe-

trotting rascal. "It is because I have trusted you. It is because I have shown you conclusively that with all my dishonesty I am sentimental about you. It is—and this is an absolute fact—because I know of no other living man whom I would trust as I am now trusting you. That's the reason."

"Have you no kinsmen—no sons, no family?" asked Mr. Seymour.

"Not a living soul who cares for me, not a living person who will suffer, whatever may happen to me. I am absolutely a cosmopolitan without a real true friend—unless, perhaps, it is Addison Seymour," was the reply.

"And you have enjoyed your life?" questioned Mr. Seymour.

"Surely I have! Come now, Addy, just for fun, match my story with your own," he replied. "What have you seen, whom have you met, where have you been, what have you accomplished with your forty years spent right here in this little bit of a world?" laughingly urged Barnett.

"Well, I'll tell you," said Mr. Seymour as he wheeled about to place his feet comfortably on the nearby couch: "I have seen every foot of territory in this county and the next adjoining counties. I know personally nearly every member of nearly every family in our county and—well, let's begin with the war: When I was discharged I was honorably discharged. When I got back home I had a trifle over \$400 of my wages saved up. With this I made a payment on the farm adjoining my father's place. He was getting old and so I worked both farms. I prospered and married. We have raised a family—four as fine children as you will find in Michigan. One of our sons is a graduated civil engineer and is making more money annually than I ever made in any two years. The other son was graduated from the Michigan Agricultural College and is now running the two farms I used to operate and better than I ever thought of doing. Our elder daughter is happily married to a splendid fellow who is the cashier of our bank and they have two beautiful children—boys. The younger daughter, who has just been graduated from the U. of M., is a school teacher at present, but I am reliably informed that she intends to marry next June, and the gentleman of her choice is one of the best young farmers in Michigan."

"Good! That's mighty fine," put in Barnett, who had been uneasily waiting an opportunity to say a word or two.

"Good? Of course, it's good," responded Mr. Seymour proudly. "And better than all of this or rather the chief factor in all of this happiness has been my wife; a very superior woman. I wish you might meet her."

"So do I," Barnett agreed and then after a pause he added: "Perhaps we may. Eh?"

Mr. Seymour never flinched, replying:

"Not for the world. I could not deceive her. I would have to tell her who you are and what you are and—"

"Sure thing, old man," urged Barnett. "I guess I can trust her if I can trust you."

"We'll see about it," hedged Mr. Seymour. "But let me finish my story:

"I have helped to build up this county—this, the land of my birth and my life. I know the history of every farm, every church, every school house, every industry, every mercantile establishment in the county. I have contributed my mite toward the development of everything in the county calculated to make for the good of the people."

"But you haven't been anywhere," said Barnett. "You know nothing of London, Paris, Berlin, St. Petersburg, Constantinople, Melbourne and so on around the world."

"Oh, yes, I do," replied Mr. Seymour. "I take the papers and the magazines and I have all kinds of time to read."

"But you know nothing of the world, nothing as to rubbing up against all kinds of people, nothing of the pleasures—"

"Don't deceive yourself, Tom," said Mr. Seymour in a tone of pity, "by trying to deceive me. I know that away down in the depths of that reckless, tired and discouraged heart of yours you would give up all your hopes as to the hereafter if you could look back upon such a life as mine has been as your own record."

"I have no hopes," replied Barnett, and there was an honesty in his voice that had not before been sounded.

"I know it, Tom, and I pity you with my whole soul. I wish it were in my power to help you," said the farmer-banker sincerely.

"You can't do it, old man," replied the despondent man, "so let's talk about something else."

Thus it happened that after an hour or more of further reminiscences, the two old comrades separated, the one saying that he was going out to meet Fate and ready to accept what might come, the other promising to maintain silence as to the visit and urging the man to try and begin a new life and to call upon him for any assistance in his power to bestow.

Thus it happened, also, that the morning paper next day published the details of the suicide of an unknown man at the leading hotel in the city; of a man who had registered the name of "Thomas Bakewell, New York," and who before taking his own life had written a note saying:

"Thomas Bakewell is not my name, New York is not my home. I have no kinsmen. No matter who I am. Don't try to find out. It isn't worth the while."

And the newspaper added:

"The unfortunate man had paid his hotel bill in advance and had left \$50 in cash with a note saying:

"Use this money to pay \$30 for my funeral expenses and the remainder to reimburse the landlord for the trouble I am causing him.' Otherwise," the report continued, "there was not a scrap of paper or other thing by which the remains may be identified."

The police were puzzled. No one could be found who could tell of having seen the unknown man on the streets. The hotel attaches merely remembered his coming into the hotel shortly before noon on the day preceding his death; of his having dinner and supper and paying his bill,

asking that he might be called for the midnight train. The railway authorities were unable to give any clue and there was no baggage, baggage check nor jewelry to be of service—even the pencil with which the note was written could not be found.

An inquest was held. The dead man's portrait was made and photographs were sent all over the country and for two weeks the remains were held awaiting identification. But none came. The mystery was complete; all of the dozens of theories built up proved to be but groundless sensations. Detectives from all parts of the land viewed the body and hundreds of people satisfied their curiosity in the same way.

Meanwhile Addison Seymour maintained absolute silence as to what he knew of the deceased. Of course, he discussed the matter from the public viewpoint, but the only argument or theory he offered was that, under the circumstances and as a matter of justice to the dead man, the thing to do was to accept the meager data he had supplied; the man had no kinsmen and so no one would suffer.

"He was a bit of flotsam cast up from the sea of life. Let his secret remain a secret. It would be wrong to let the derelict bother humanity farther when it had itself, for the sake of humanity, striven so successfully to put itself out of the way forever," was the philosophical summing up which Mr. Seymour voiced.

And so there was a burial, finally, with Addison Seymour, the proprietor of the hotel, the chief of police and the coroner as pallbearers and with a motley morbidly-meddling peeping crowd as witnesses. And to save the unknown stranger from the potter's field the interment was made in the Seymour lot.

And the crowd, as they straggled along their way homeward after the clergyman had pronounced a benediction, were heard to observe repeatedly:

"My, but that old farmer-banker has got a big tender heart!"

Meanwhile "Ma" Seymour, as she was affectionately designated by all who knew her well, was at home alone and red eyed and, with the dead mystery in her thoughts, was reading the 23d Psalm.

A week after the funeral the following entry was made in the navy department at Washington:

"Thomas ———, ex-Paymaster. Deserter, defaulter, forger and all-around swindler. Committed suicide at ———, Michigan, February —, 190—." Charles S. Hathaway.

Englishman Finds New Dynamos.

Fruits, nuts, and vegetables as electric dynamos is the burden of an English electrician's discoveries. The degree of electric potentiality is slight, and it varies with the nature of the fruit or vegetable, or nut, but, nevertheless, the galvanometer can always detect the presence of the electricity. Negative electricity is supplied by the earth to the soil, and the extent of such conductivity varies with the degree of moisture in the soil. Dry earth is a nonconductor, a fact strongly evident from the fact that unless the roots of the

plant secure certain percentages of moisture the plant dies.

The moisture in the soil provides the sap, which spreading upward flows to the uttermost extremities of the plant through the various arteries existing for such circulation. The electrolyte is represented by the sap and is in constant circulation so long as the soil conducts, and the cells of the plant become converted into small low powdered accumulators, there being at least one cell so charged by the earth and air in all representatives of the plant kingdom. So perfect is the insulation provided by nature that the charge is retained until it is broken down by man.

Show Him How.

When you find a clerk in your store who has pretty badly mixed things up for you in making a sale or handling a complaint, don't get mad and bluster around. Keep cool. Get the clerk into your private office or take him out for a walk and talk it over with him. Tell him how it ought to have been handled and then give him a chance to do it again. If he continues to show lack of judgment, he is hopeless, and you may as well let someone else train him. But in the majority of cases you will be able to make a grandstand finish out of a bum start. Of course, there are a lot of clerks who will not be shown, but still there are those who would appreciate and profit by a kindly word of advice. Clerks brought up in this manner will become your most trusted and best men, and this is the route for those who wish to build their organizations from the inside, out. A clerk is not supposed to know everything about selling or store management, and simply because he claims to be a clerk, he can not be held responsible for all the details of a clerkship. If he were as capable as you, he would likely become a manager or proprietor. Have a little patience and show him how.

Firm Merged Into Co-operation.

The H. J. Cheney Co. has been incorporated to deal in potatoes and beans, with an authorized capital stock of \$20,000, of which \$12,000 has been subscribed and paid in in cash. The officers of the company are as follows:

President—H. J. Cheney.

Vice-President—J. R. Lynn.

Secretary and Treasurer—Glenn Loveland.

The directors of the company are R. B. Loveland, Fred W. Hinyan and Albert G. Kohnhorst.



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E. A. STOWE, Editor.

Wednesday, April 28, 1909

HIS SAND RAN OUT.

When a man engages in a prize fight he must have those qualities which will force him to stay in the game until he is killed or knocked out—unable to respond to the call of "Time."

Indeed, whether it be a prize fight or merely a catch-as-catch-can scrap in a bar room, the good man—that is, the man who is good in a fight—instinctively hangs on to a finish one way or the other.

And so during the few weeks that Patten, the Wheat King, was on his throne making faces at Secretary Wilson and at all the "bears" in the pit there were thousands of adherents all over the country who were betting that Patten had sand. Up at Holt's Mills Bud. Lowell said his 200 bushels of wheat were safe in his granary until a dollar and a half a bushel was the going figure. Over in North Naples Rufe Roach remarked that he had "no kick comin'" 'cause he unloaded 500 bushels at a dollar ten and felt that he "done mighty well."

Then there was the Beddington Mercantile Co., which had something like 5,000 bushels stowed in the elevator and which, if it had not become frightened, could have sold for a dollar sixteen instead of a dollar twelve, while in the next town Sedgwick & Hill hung on to their investment and drew a dollar twenty for over 8,000 bushels.

Meanwhile down in the city the bucket shops were holding their "kitties" wide open for themselves and for the fun of watching their dupes as they threw fits each time a chalk mark was put upon the blackboards.

Those men who have liberal bank accounts and who know the game of the pit looked on serenely. No one could tell whether they were making or losing money and all of them vowed sincerely that they were not doing any trading in wheat.

And the play continued with Patten in the spot-light.

The parlor reformers, the pulpiters, the press and the masses were howling at him. He stood to win five million dollars and proclaimed bravely that the high price for wheat

was a natural and legitimate result of shortage in supply of the grain.

So great was the outcry against Patten that the strain was gruelling. If his statements were true he could have withstood any amount of assault, being a square man and without a tinge of yellow.

He couldn't do this. The onslaught continued. Patten went down. The bottom went out of his courage and he sneaked away whipped, discredited, and instead of a five million winning pocketed a paltry half million, or a hundred thousand a week for five weeks.

Along about the first of June the entire cataclysm will be forgotten and Patten will be again in the pit enjoying the cheap notoriety he has obtained.

THE PHYSICAL ONLY?

There can be little fault finding with the care now taken of the rising generation. If the child goes to school hungry he is fed; if his eyesight is in any way impaired the oculist rights what is wrong; the defective ear is looked after by the aurist, and whatever is wrong with other senses is taken in hand by the specialists and the child, thus prepared for the future, is sent out into the world prepared to cope with it.

Attention has been recently centered upon the mouth-breathing of school children. At one time, looked upon as a bad habit to be cured by the will power, be it much or little, it is now discovered that the trouble, while not wholly within the power of the will, is traced to a source that makes the exercise of the will a matter of considerable difficulty. The air passages have been found to be obstructed by abnormal growths—enlarged tonsils, adenoids, etc.—that by their enlargement compel mouth-breathing, if there is to be any breathing at all. The removal of these is the province of the physician and, the removal accomplished, the result is as satisfactory as it is surprising.

While, however, the physical needs of the young people are carefully looked after, the worst of other influences is allowed to have full sway. The billboard is, indeed, yielding to the restraint of public opinion and the moving picture has found to its great disgust that there are limits beyond which it must not go, but the modern play in subject-matter and presentation is doing its best to counteract the teaching which comes from home and church and school house. What avails it if these three train a child in the way he should go in all that pertains to the good and the true, if the putrid-spreading stream flowing from the playhouse counteracts the influence of parent and minister and teacher?

The "show" in itself considered is not necessarily bad. It had its source in the church and the first players were priests or men under their immediate direction. The Bible furnished the theme—the Creation, the Fall, the Deluge, the Crucifixion—which was dramatized, it must be confessed, with little regard to the nature of the subject. The purpose, how-

ever, was to teach the beholder the moral of all time, that "Truth crushed to earth shall rise again," that sin prepares its own punishment and that virtue is sure to receive its well earned reward; although there were instances where the Devil, who naturally took the villain's part, came off victorious. The purpose of the play was the reason for its existence, the teaching of the moralities with the idea of bettering the human life beholding it—an idea that has drifted far from the purpose of to-day where every effort seems to be employed in portraying the immoral to the very verge of the indecent and flagrantly suggesting the rest.

When the question comes, "What are you going to do about it?" a variety of ways has been suggested already. If it be true that the playhouses of the country are under the control of a center-head in New York City or anywhere else, so that no play is represented which it does not permit, it remains for the people of this country to say whether that or any other syndicate is to be allowed to contaminate the young life of the nation. It was the final Egyptian plague that set Israel free; but here is another worse than that, for then only the first-born were taken, while now the whole are plague-struck, boys and girls alike, with this great difference: that killed the body while this destroys both body and soul.

An Eastern city has taken the matter in hand by appointing a committee of "hard business men" to see to it that the playhouses of the city keep from their stages the leprosy that is weakening and ruining the moral life of the town. It is cheering to learn that they are meeting with commendable success. The booking agents are finding out that gross immorality is not to be brought upon the boards of that city; that "Mrs. What's-her-name's Profession" is not one for that city's boys and girls to be interested in; that the emotions to be there excited are not those that lead to death; that cleaning up and keeping clean is the watchword of the hour, and that the playhouse management that disregards this expression of public opinion will lose its license.

The conclusion of the whole matter is simply this: the same care that looks sharply after the children's physical welfare is determined that the moral and the spiritual shall receive the same consideration and that they who undertake to thwart these good intentions are not wise.

GEOGRAPHY.

"My best holt when I was a boy at school was geography; and I lay the fact that I am in the postal department service to my liking for geography."

The foregoing remark came about the other day in a Grand Rapids grocery store, when the proprietor asked one of his customers—a messenger in the railway mail service, who was off duty: "What is the most direct route from Grand Rapids to Memphis, Tennessee?"

The mail agent explained that geographically such route would take the traveler direct to Indianapolis, thence

to Evansville and so through Kentucky and Tennessee to Memphis; but that because of better connections quicker time could be made by going to Chicago, thence to Cairo and thence to Memphis.

The grocer insisted that he must go to St. Louis from Chicago and the mail agent said, "Yes, but you would go out of your way if you did. You might, perhaps, make about as good time that way, but you would travel from fifty to seventy-five miles farther by the St. Louis way."

This incident illustrates the fact that good roadbeds, express trains and wondrous train schedules have in a way upset geography. Again, geography gets another kind of jolt when freight rates and classifications are considered and when one awakens to a realization of the fact—as he may once in awhile—that a consignment of freight can travel from New York to Ludington while another consignment of freight is making the distance between Grand Rapids and Ludington.

Truly geography is a fascinating study and is continually providing new features of interest. It never stands still. And yet it is a study which, compared with the other ordinary grammar school studies, receives very scant attention.

CUT THEM SHORT.

It is a pretty good plan when a sociable customer enters one's store early in the morning and observes: "Well, I see the Village Board does not intend there shall be any let-up on taxes," for the storekeeper or the clerk, whichever one is addressed, to be suddenly reminded that he has forgotten to write out a slip and put it on the hook or that he has mislaid something somewhere and must look it up.

As a rule the tedious, tiresome gossips are well known as such and may be successfully handled by the average merchant or clerk; but every merchant now and then is called upon by a chap who, buying a five cent package of this, that or the other thing, immediately assumes that he is thus entitled to half an hour or an hour of your time in which to tell you all he knows.

Exhibitors of this kind usually hit upon some general topic: Politics, religion, crop records, weather eccentricities, or the like, and if you give them the opportunity will do all the talking; but you must stay by such a one to the finish if you permit him to make a beginning, otherwise you will offend him. Therefore size him up at the outset and do not let him begin.

Years ago, when time was not so valuable as at present, when there were fewer daily papers and no rural free deliveries or telephones, the chronics who had nothing to do except to visit were not so cumbersome to business as at present.

But to-day, just as always heretofore, politeness and courtesy do not require that a busy man should neglect his duties in order to placate the man with nothing on his mind. And that is usually the mental state of the chronic gossips.

A MUCH NEEDED CHANGE.

We learn from authentic sources that the traveling public are to receive respectful consideration from the trainmen of the railroads. These trainmen have been told already that the amount of courtesy displayed by them in the discharge of their daily duty is going to have a very important bearing on the popularity of the road. Last, but by no means least, the conductors, guards and platform men especially have been cautioned against telling passengers to "step lively" and to pronounce clearly—and so distinctly—the names of stations. One old man whose hair shows the frost-work of many winters exclaimed, as he heard the tidings, "Now, lettest Thou Thy servant depart in peace," and countless others, less devout and familiar with the sacred song, are rejoicing over the announcement and are hoping that it is not too good to be true.

As a general thing the masculine members of the railroad patrons care little for the rudeness of the trainmen. They can take good care of themselves and when the impudence goes too far it is promptly and forcefully resented. It is when women and the feeble and old of both sexes are hustled into or out of a train that public resentment shows itself, and it is here, especially, that the official's order will be appreciated. It has been and it is now no uncommon thing for the feeble grandmother with her ever present basket, a little too heavy for her strength, to feel the trainman's strong grip upon her arm with the "step lively" that excites the righteous wrath of everybody within hearing; and they who have been so unfortunate—or so fortunate!—as to have seen the loading and the unloading of a cattle train need not be told how similar the actions are of the men who handle the two kinds of freight. The man and the road introducing this change deserve and will receive the thanks and the gratitude of a long-suffering public.

It may be well enough to state at this juncture the belief that this change should be extended to the management of the stations of the various railroad lines. More than one misused traveler has lost his train and so his connection with other lines through the carelessness, the indifference and the stupidity of the official at the window of the ticket office. Only a few days ago a man who has done a good deal of travel in his time in looking for some papers in his pocketbook threw out upon the desk a couple of sleeper tickets that he was keeping as "a memento of my last scrap with a railroad, which insisted on keeping in the office the dunce-headed relative/of a high-up official. For twenty minutes he kept me waiting for him to hunt up leisurely the price of the ticket-buyer next above me, and when he came to my ticket my train went off without me. I lost my train and a piece of baggage, which it took three days to find, and, worst of all, my temper." It gave the irate man little comfort to be told that "there are others;" but this instance, with the long line behind it, only strengthens the asser-

tion that the railroad which looks carefully and courteously after its patrons will be the road that will be sure to win those patrons' everlasting gratitude and good will as long as there are a piston to drive and steam to drive it.

Of course, there are two sides; but the other needs no presentation here. The woman who always takes and keeps, if she can, two seats when she pays for one; the other woman who loses her money and her ticket and tries to ride for nothing; the man and his fellows who think it something to be proud of to cheat a railroad; the vulgarian—there ought to be such a word, if there is not—whose presence with his diamond or without it is an offense, and the leading citizen who believes he helps along the road by accepting and riding on its passes—these are well known characters who, like the poor, are always with us. It is granted that these are they who are subjects for fasting and prayer—nothing else can reach them—but it may be that the politeness of the trainman, backed vigorously up by a well timed expression of public opinion, may be found to be the means, after all, of reducing to a minimum these nuisances of the road.

The public commends the action of the President of the Hoboken Tunnels and fervently hopes that his recommendations may be faithfully followed by the trainmen of other roads not at all difficult to name.

THE WOMAN AND THE FARM.

The farmhouse and its inmates are receiving a quite unusual share of attention. Like the management of a newspaper everybody but the manager knows how to do it and is anxious to tell him how. The farmhouse inmate at present occasioning the greatest public concern is the farmer's wife. It is a matter of the keenest regret, but she has never been taught how to work. That important feature of education is now going to be looked after. The country school is to be so overhauled that the farm children are going to be so educated along farm lines, especially the girls, that they will love the old homestead and all that pertains thereto and never dream of allurements beyond its endearing boundaries.

It seems that up to this time system has been wholly left out in the training of girls, and in the farmhouse, where so much of everything is to be done, without system all is of the direst confusion. Then, too, the requirements of modern life call for branches of learning which have until now been utterly neglected. To the three R's, therefore, drawing, music, modern languages and history are added, to be acquired "between work spells and play spells, when the brain is fresh and vigorous from physical exercise and quick to master the lesson." While studying botany, zoology and floriculture she watches the way nature works and her garden, which she digs and plants and takes care of and harvests with her own hands, gives her the practice which her future farm life will call for. She learns the mysteries of the hencoop, she milks the cows and

takes care of the milk and butter. She learns to be a good housekeeper, which means cooking—here is where her chemistry comes in—and bed-making and cleaning generally. Must she make her own gowns and bonnets? Certainly, and she must make them so that they are fit to wear to church and disarm the criticism of womanhood's envious eyes. Last, but by no means least, she must be taught the cost of things so that she "can tell you within five cents of the store value of the beef, vegetables, flour, spices and sugar," the price of the dinner that she has so daintily served.

Is that all. Almost. Nothing, for instance, is said about what should be done with the boys and girls when they enter the farm circle, but the childhood that has been properly brought up learns by observation "the way nature does things in the growth of the shoot, the budding of the fruit and the flower, the life of the animals, birds and poultry," and governs all such affairs accordingly. Children and chicks are all bipeds and thus the mistress of the henhouse from her careful study of the feathered creation has learned from her practical experience with the one how to "train up the child so that when he is old he will not depart from it."

Lest what has been said so far be considered pure theory, here is the story of one woman's life on the farm for one day:

"Arose at 4 o'clock. Dressed, made kitchen fire, swept, and cooked breakfast; then strained the milk and filled John's dinner pail. Then it was half-past five. Turned out cattle, took horse to the spring, fed calves and hogs. An hour later made beds and began to straighten up kitchen, taking bites of breakfast as I worked. From 7 to 8 o'clock I churned butter, dressed my two children and gave them their breakfast. Then it was time for me to hoe in my garden, and worked until 11:30, when I stopped to eat dinner—ate it cold. After eating, fed the chickens, cleaned the dooryard, then sat down to read until 1 o'clock.

"In the afternoon I sowed a flower bed and again hoed in the garden until 6 o'clock came and it was time to get supper. When this was prepared I took out choice bits for John's next day lunch, and after that dug potatoes until it was time to go to the pasture for the horses and cattle and drive them up to the barns. Here I milked the cows, fed the horses, then penned the chickens. By that time it was 7 o'clock, the hour for supper. This over I put the children to bed; John retired for the night. Then I washed the dishes and made everything ready for breakfast, going to bed at 9 o'clock."

It is submitted that the course of study lacks one important branch, and the committee of that curriculum is hereby earnestly urged to insert it at once: How to compel a selfish, thoughtless husband to do, without nagging, the man's work about the house which belongs to him.

In conclusion it may safely be said

that, human nature remaining the same, such a course of study will not only increase the number of farm girls going now to the city, but will keep away from the country school the children already there.

UNIFORMITY IN MONEY.

There has been much cause for complaint for years in the character of the United States notes, and certificates. No country in the world uses paper money to such an extent as the United States, and the piece-meal way in which our currency laws have been enacted has resulted in so many sorts of notes and certificates that people are frequently somewhat puzzled to tell the denomination of a particular note without careful inspection.

This multiplicity of notes has been a source of inconvenience to the banks and to the Treasury as well as to the people at large, and some reform in this respect has long been desired. The Assistant Secretary of the Treasury has recently approved a plan which if carried into effect will give a much more uniform system of paper money than we have yet had. The plan contemplates a systematization of designs for United States notes and coin certificates so as to secure uniformity in portraiture and general design for notes of the same denomination of each class. Thus all notes that represent one dollar will have the same portrait, all five-dollar notes identically the same portrait, and so on.

At the present time there are nineteen different designs for United States notes and certificates, whereas under the new plan there will only be nine. Thus there are now two designs for five-dollar notes, three for ten-dollar notes, each carrying a different portrait. Under the new scheme all notes of the same denomination, no matter what their class, will bear the same portrait. It is also proposed to use only well-known portraits which everybody can recognize at a glance, thus simplifying the handling of paper money.

Under the new Treasury plan the one-dollar silver certificate will carry the portrait of Washington and the two-dollar certificate the portrait of Jefferson. The five-dollar note whether silver certificate or greenback will have the portrait of Lincoln and the ten-dollar note, whether gold or silver certificate or United States note, will carry a picture of Cleveland. The twenty-dollar note will have the portrait of Jackson, the fifty-dollar note that of Grant, the hundred-dollar note that of Franklin, the five-hundred-dollar note that of Salmon P. Chase and the thousand-dollar note that of Alexander Hamilton.

While the system will be confined to Government notes and certificates, there is certainly no good reason why it should not also extend to national bank notes, which could be easily distinguished from Government issues by color.

He who is too busy to enter into the little joys of others gives the world no great joys.

MUNICIPAL AFFAIRS.

Fourth Monthly Report of Board of Trade Committee.

Grand Rapids, April 24—As it has become evident from the number of questions asked recently that many persons do not understand the organization of the Municipal Affairs Committee or realize the number of men who are carrying on its work, it may be well to state that it now contains 140 members divided among eight sub-committees which cover every field of civic activity. These sub-committees are further divided into special committees of three to five men each, which have assigned to them special subjects for investigation and study. Each of the sub-committees meets once a month on call of its chairman. At these meetings its special committees report the result of their work and the whole committee takes such action as may be appropriate. If it is anything involving the expenditure of money or a matter of policy, it is then referred to the subchairman. A report of the work is then prepared for submission to the directors of the Board of Trade for their approval.

One of the most important constructive measures taken up by a sub-committee during the past month is the endeavor to secure the old Kent county fair grounds as a Juvenile Detention farm. Such farms as adjuncts to the Juvenile Court are now in operation near several cities and have proved notable successes. Chief among them may be mentioned that outside of Cleveland, and those at Glenwood, near Chicago, and at Yonkers, near New York. As the boys on such a farm can raise a considerable part of the provisions needed for their maintenance, they cost the taxpayer less than an establishment in the city. At the same time the farm work is wholesome and invigorating and so is an important factor in setting the boys on the right path. This does not interfere with, but merely supplements the school work, which of course is an integral part of the plan of such an institution.

In the old fair grounds Kent county has an opportunity to secure such a farm at no expense. The grounds have been lying idle for a number of years, and though the title is legally vested in the Agricultural Society, they are really the county's property, as is recognized by the fact that no taxes are assessed on them. At Mr. Garfield's request, Mr. Sebring, the Secretary of the Society, has promised to call a meeting at which the matter will be decided.

During the past month the Safer City Committee, J. D. M. Shirts, chairman, held its second meeting to study the fire insurance situation. At this meeting Mr. Patterson, formerly of the Michigan Inspection Bureau, and Mr. Townsend, of the National Underwriters Association, made reports. It is probable that these reports will be printed in full for distribution among the members of the Board of Trade.

The Better Governed City Commit-

tee, John S. McDonald, chairman, has called two conferences of city officials, and members of the legislature and constitutional convention during the past month to consider the Home Rule bills which had been introduced at Lansing. After a long discussion the first conference appointed a committee of five to study the bills and report. This committee held several meetings. At first the task seemed almost hopeless, but, thanks to the thorough work of Mr. Benjamin P. Merrick, a clear and concise report was finally framed and presented to the conference at its second meeting. With one or two slight amendments it was unanimously adopted and copies were sent to Corporation Counsel Hally of Detroit and to the mayors and Boards of Trade of nine other Michigan cities. The chief recommendations in this report Mr. Hally incorporated

ment members of the House Committee were called in and, as we have since learned from several sources, its clear, logical reasoning, the result of the Committee's thorough work, made a strong impression on the legislators, who at first had been inclined to scoff at it as a delegation of the usual kind which comes to talk about things of which it knows little.

The Cleaner City Committee, J. G. Albright, chairman, met a few days ago and appointed three special committees who are to take up its work in detail. One of the matters brought up at this meeting may profitably be mentioned here; that is, the practice indulged in by merchants along our business streets of having their sidewalks swept during the day when the streets are thronged, without first sprinkling the sidewalks. The dust raised in this way is not only a

a clean-up day and telling how to care for the spiraea.

The More Beautiful City Committee, Charles W. Garfield, chairman, at its last meeting reported considerable progress. The special Committee on the North End Hillside stated that Miss Rebecca Richmond and Mr. Thos. Peck have offered to give to the city their holdings extending from North Ionia street to the crest of the hills and from Trowbridge street nearly halfway to Fairbanks on condition these be used as a public park and that the rear ends of the adjoining lots between this property and Fairbanks street be secured as an outlet to the north and east. Efforts to persuade the owners of these lots to complete the gift were unavailing, however, though it is evident that the creation of the park will add considerably to the value of their remaining holdings, while the part they were asked to give can be of no possible value to them as it is situated on a hillside so steep that they can not even dig out any of the soil without causing a landslide which will injure the property on top of the hill. It was therefore decided to ask the park department to condemn this hillside and so complete the park. This will mark the beginning of the redemption of one of the worst, because one of the most conspicuous, eyesores in the city.

The Special Committee which is seeking to have the east river bank between Bridge and Fulton streets made attractive, presented a map prepared by Park Superintendent Goebel which showed the surprising opportunity which exists between Bridge and Pearl streets. Only two of the buildings are flush with the new dock line. Mr. Goebel proposes to make a walk running the entire length of this strip. Beside the two buildings mentioned it will be necessary to hang the walls on brackets fastened to the new flood wall. Over the rest of the distance it will be possible to have the walk run behind the wall and in addition to do a considerable amount of planting which will transform the appearance of the whole district.

The Special Committee on a parkway around Reed's Lake reported that the East Grand Rapids Improvement Association and other local organizations have begun to take an interest in the matter and that as it concerns them more directly than it does the city, the wiser course seems to be to leave it in their hands, the Municipal Affairs Committee for the present at least simply offering such assistance as they may desire.

Mr. Sargent for the Special Committee on a tree census reported that work has been begun. He said that it has already become evident that many of our finest shade trees are being ruined by ill-advised pruning. His recommendation was that in the future the middle tree of each group of three be pruned when necessary but that the other two be allowed to grow naturally. In this way the middle tree may be pruned until it is little more than a pole, and then removed, leaving the other two to



Spiraea in Summer.

in his bill. At the close of the conference Senator Mapes announced that the Senate Committee on Cities and Villages had set the next Wednesday as the date for its final hearing on the Home Rule bills. A delegation of seven members of the Better Governed City Committee therefore went down to Lansing on that day. On the way they secured copies of the Hally bill, which met their approval except in three important and a few minor respects. The three important exceptions were, that the Hally bill made no provision by which a city at the time of first revising its charter may itself decide how future amendments or revisions are to be effected; that it made the first charter revision commission too large—it would be 36 for Grand Rapids—and compelled election of members by wards; and that it fixed no ultimate limit to the amount of a city's debt.

The delegation spent the whole morning with the Senate Committee. Soon after it had begun its argu-

nuisance to passers-by, but it is decidedly unwholesome, and when combined with the practice of grocers and fruit dealers of exposing their wares without covering, it adds to the danger of disease. It should not be necessary to have an ordinance on this matter. Most of our merchants, we are sure, will act on their own initiative once the matter is called to their attention. For the others a regulation by the Board of Health should be sufficient.

The special Committee on Arbor Day has completed arrangements for the distribution of 20,000 spiraeas in the city and the good roads district. It will give ten plants each to every charitable institution in the city and to every school, church and town hall in the surrounding country which makes application. The rest it will sell at five cents each to cover cost and expenses. In order to bring the subject before the people the More Beautiful City Committee has combined with that on a Cleaner City to publish 25,000 circulars calling for

arch over the space it had occupied. The people of Grand Rapids have apparently learned only half the shade tree lesson. They have learned that shade trees add to the beauty of a street and to the value of abutting property. But seemingly they believe that there can not be too many trees. The second half of the lesson will be learned when they realize that trees are beautiful only when they are unmutated. This means that though trees may be close together when they are small, it is necessary to remove some as they grow larger and require more space.

One of the indirect results of the More Beautiful City Committee's work became evident during the past month when a member of the Baptist church enabled it to purchase all the parcels of land on the northwest corner of Bostwick and Park streets. One of the reasons for making this purchase was to secure land for the erection of another building for church work. But the committee has been assured by officers of the church that an almost equally strong motive was to unite these small parcels in one holding so that when the time comes the city or some semi-public institution may erect on this corner a building which will help to carry out the civic center idea and which will adequately balance the Ryerson Library.

The City's Neighbors Committee, E. A. Stowe, chairman, has been divided into special committees on County Highways, Beautifying the Premises of County Schools, Churches, Town Halls and Cemeteries, Rural Sanitation, An Agricultural Survey and the Fertilizer Problem.

The first of these is now preparing a pamphlet which will be distributed in the good roads district. The second, under the leadership of Mr. C. N. Remington, is co-operating with the Arbor Day Committee and has undertaken to distribute spiraeas to all the district schools in the five surrounding townships.

The Town Hall Committee held its last meeting on April 6. The result of the election makes a longer campaign necessary and, since we believe as strongly as ever in the necessity for a civic building, we shall continue the campaign.

The Milk Contest Committee, composed of representatives of the Healthier City Committee, the Board of Health and the Milk Commission, have practically completed arrangements for the Milk Contest which is to be held under the supervision of the Federal Department of Agriculture about the middle of May. The Board of Health has taken an active interest in this contest and has placed at the disposal of the Committee its laboratory and its milk inspector. The directors of the Board of Trade gave the Committee permission to use its rooms on the last day of the contest, when there will be addresses by representatives of the Federal Government and others and when the prizes will be awarded.

The Healthier City Committee has held a joint meeting with the Legislative Committee to consider a bill

defining the term "certified milk" which it had caused to be drawn up. This bill has been entrusted to Senator Barnaby.

There are four other matters which require brief mention. Street cards advertising Grand Rapids have been sent to Manistee, Benton Harbor, Muskegon, Battle Creek, Jackson and Kalamazoo, where they are placed in the street cars. A number of them will be displayed in the Grand Rapids cars.

The Secretary has written to the Treasury Department, the supervising architect, Senator Smith and Congressman Dickema reminding them of the Board of Trade's request for adequate toilet facilities in the new post office.

An item of \$1,000 has been asked for by the city engineer to continue the work of putting up new street signs. This work was started last year as a result of the Committee's agitation and a good beginning has been made.

The effect of the More Beautiful City Committee's agitation is noticeable in the new plats now being made. Real estate dealers have real-

trade at Bannerman's?" I persisted. "Is there a reason?"

"There is indeed a reason," he answered. "You see women are really more particular than men. They like cleanliness and beauty and conveniences and all that. Now this man, Bannerman, recognizes that fact. He has fitted up his store so attractively that women really love to visit it even when they have no business there.

"This attractiveness brings customers to the store. The store, as you will notice when we get there, is light and airy. There is plenty of room. The floor is not cluttered up with a mess of junk of all description. The counters are clean and the shelves and other fixtures are bright looking. You will also find flowers here and there, while in a little room to the rear there is a resting-place where women may sit and visit or read. You can see that there is method in Bannerman's madness in putting this rest-room in the rear, for every woman who goes to it is forced to walk the entire length of the store.

"Of course no clerk ever stops a

Bannerman realized this and all his goods were displayed in attractive stands covered with glass. In his store glass was used everywhere. One could not turn in any direction in his grocery department without encountering some display which actually made the mouth water. Candy and nuts were to be found near the door, just where the timid children looking in through the window could see them. Everywhere were suggestions. And in every display case were to be found white cards upon which had been clearly lettered prices.

Every business has what might be called the out-and-out expenses. These are rent, light and heat. But there are also investment expenses. Some of these are delivery service, clerk hire, telephone rental, advertising, display cases, labor-saving devices and other things which assist in increasing business.

Advertising is not an expense. It is an investment. It brings customers to the store provided the advertisement is written as a selling advertisement should be. Retail merchants with small stores should study the science of advertising. But advertising alone will not serve. To get a customer to a store is a comparatively easy thing, but to make sales requires much knowledge of the science of business building.

Bannerman had this knowledge. He advertised for customers and then interested them as soon as they entered by the beauty of his place and the business-like appearance of his displays. The money he invested in modern fixtures was well invested. His goods which could be seen on sight sold themselves, for all of them bore price cards. Thus he with his ten clerks was able to attend to as many customers as some merchants in old-fashioned stores could attend to with double the number.

With modern fixtures it is possible to compress much into small space. This saves rent, calls for fewer steps, saves time because everything is in its place and every clerk knows the place. But one of the greatest savings comes from preventing the spoiling of goods by dust and mice. Many merchants would be astonished if they knew how much they lose from these two causes alone.

Display your goods and mark them plainly with the selling price.—Robert Hiestand in Business Philosopher.

Not Fair.

"Look here, Abraham," said the Judge, "it's been proved right here in court that instead of doing something to help support your wife and children, you spend your whole time hunting 'possums!'"

The old negro hung his head.

"Now, Abe, you love your wife, don't you?"

"Ah suttinly does!"

"And your children?"

"Yas, suh!"

"And you love them both better—"

"Better ev'ry day, Jedge!" Abe broke in.

"Better than a thousand 'possums?"

"Look hyah, Jedge," exclaimed Abe, with widening eyes, "dat's takin' a coon at a pow'ful disadvantage!"



Spiraea in Winter.

ized the profit that lies in natural beauty and several plats recently shown to members of the Committee prove that the local real estate men are abreast of the times. Henceforth brooks will be preserved instead of being converted into sewers or filled up, and opportunities for parking will be utilized.

John Ihlder, Secretary.

How To Increase a Retail Business.

"My wife just telephoned me to go down to Bannerman's for some groceries before coming home. She neglected to order until it was too late for the regular delivery, so now her husband must act as delivery boy."

Bridgman told me this just as we were leaving his office.

"But why walk way down to Bannerman's?" I asked. "There are grocery stores nearer. Besides, Bannerman's store is not on the way to your home."

"I tried to do that once or twice, but I am one of those husbands who desires to keep his wife good-natured, so when she tells me to go to Bannerman's, I go to Bannerman's."

"But why does she want you to

woman to sell her anything, as she walks down the store to that room. But in all the show cases and on the counters there will be goods attractively displayed, plainly marked with the selling price. What woman can pass by bargains without stopping? Then, just as soon as a clerk sees that some article has Mrs. Customer's attention, he comes around quietly and unobtrusively and politely asks if he can be of assistance. You never hear a Bannerman clerk ask, "Do you want to buy some of these, lady?" Bannerman has trained his clerks to be courteous. He calls them together once a week and tries to impress each of them with the fact that they are educators, and that, like true teachers, they have but one thing to do and that is to serve excellently those who desire their assistance.

There are stores, both in city and country, that display sugar, candy, cookies, crackers, prunes, figs, dates and other food stuffs in open barrels or boxes. Surely merchants must know that customers who love cleanliness and purity do not want to purchase food which has been exposed to the dust and dirt and grime.

GRAND RAPIDS FURNITURE.

Early History of Our Most Important Industry.*

The furniture industry of Grand Rapids had its birth in the system prevailing seventy or more years ago in the smaller towns throughout the country. The cabinet maker produced by hand the simple pieces of furniture required, offering them for sale in his own workshop, or, when the business was sufficiently advanced, a small salesroom adjoining. Usually the cabinet maker was both workman and merchant. All of the earlier efforts at furniture making in our city were of this character.

The first cabinet maker to appear in our valley was William Haldane, so long and pleasantly known as "Deacon" Haldane. His home and little cabinet shop were located where now stands the Michigan Trust building. Archibald Salmon came at about the same time and had a shop near Deacon Haldane's. Samuel F. Butler appeared not long after, locating on Kent street, near the present Bridge Street House. Several years later Abraham Snively established a little furniture store in a building where the Morton House now stands. Deacon Haldane only of these men remained permanently in the business, passing away at a good old age not many years ago.

At about the time of Deacon Haldane's arrival David Wooster, Zephaniah Adams and John L. Smith had a chair shop about where the present gas works are located, for which power was afforded by the small stream running down from Division street; and here was the first furniture produced with the aid of power. There is little evidence now that a stream sufficiently large to furnish power existed at that spot, yet I can clearly recall the brook which entered Grand River just below the lower boat landing, after meandering through the lowland. The dam had entirely disappeared, but some of the timbers and other evidences of the water power were there in my earlier days. It may surprise you to know that a stream of this magnitude existed where now there is not the slightest trace of such stream, nor even the valley through which it flowed.

In this little water power shop chairs were made to be peddled around the country among the few settlers. It is said this power was used as early as 1834 by Smith, yet further enquiry which I have made does not confirm this fact. Deacon Haldane always claimed he was the pioneer cabinet maker of the valley.

These earlier settlers were followed by Loren W. Page, James T. Finney and Nehemiah White and, later on, by William T. Powers, Albert Baxter and Cyrus C. Bemis. Baxter's History of Grand Rapids states that Powers and Haldane introduced working by machinery about 1847. This first use of power was on the Canal in a portion of the sash and

blind shop which Deacon Haldane's brother was then operating, and was simply the use of the machines the brother had in the sash and blind business. About 1853 the Deacon set up a small steam engine on the bank of the river, where his cabinet shop had been located for several years, at the place now occupied by the Weston building. The first furniture manufacturing of any magnitude with the aid of power was established by William T. Powers on the Canal bank at Erie street. E. Morris Ball became a partner of Mr. Powers in 1851, with a store on Pearl street where now is the Rood block. Mr. Powers retired

business to C. C. Comstock, which date represents Mr. Comstock's connection with furniture manufacturing. Mr. Comstock succeeded in keeping the business alive during the strenuous times and conditions prevailing after the 1857 panic until the greater activity appeared resulting from the war, and in 1863 formed a partnership with Messrs. James and Ezra Nelson, the name becoming Comstock, Nelson & Company. In 1865 T. A. Comstock, Mr. Comstock's son, was taken into the firm, also Manly G. Colson and James A. Pugh, who were foremen in the manufacturing departments, the firm name

brought here by Dr. Shepard about 1858, it having been seriously injured in transit, and my father was called upon to make the necessary repairs.

While my father had shipped furniture to Milwaukee prior to the war, the manufacturing business, as we understand it to-day, was established by Julius Berkey in 1860, with Alphonso Hamm as a partner, in a small shop on Erie street, Chicago being the market for what they produced. The partnership was soon dissolved, for Mr. Hamm was an exceedingly visionary man and there could be no accord between him and a man of Mr. Julius Berkey's energetic and prudent character. Later Julius Berkey occupied a small portion of the second floor in a factory building built by William A. Berkey in the fall of 1857, where the present Berkey & Gay Company's factory now stands. It was a great barnlike structure of two floors, 50 by 100 feet in dimension, used as a planing mill and sash, door and blind factory. William A. Berkey was a very hopeful man and felt confident the day was not far distant when he could develop sufficient business to occupy these great premises. The times were very stringent and this hope was not realized until in the years following the war. Julius Berkey's small part of the second floor was enclosed from the remainder of the open lofty building, and there he engaged in making a walnut table which was soon known as the "Berkey table," a little, inexpensive affair and the origin of the widely-known and magnificent Berkey & Gay business. Mr. Berkey continued the business with a fair degree of success and in 1862 formed a partnership with Elias Matter, Mr. Berkey, perhaps, having the experience and Mr. Matter a very small sum of money as capital.

Let me say a word of my personal recollection of each of these two men. I came to Grand Rapids October 1, 1856, and found employment immediately with the Winchester Brothers, boarding at a small place on Kent street, where stands the recently built Bertsch building. My mechanical instincts led me down to the sawmills on the canal in the evening after the work of the day. There, in a planing mill on the south side of Erie street where now stands the Bissell Company's office, I saw a fine looking, stalwart young man feeding pine strips into a flooring planer. As I watched the work with much interest the young man greeted me pleasantly, and I remarked that I had worked some in a planing mill at Havana, New York. I made other visits to him during the fall, and thus my acquaintance with Julius Berkey began. From that day to his death our acquaintance was intimate and pleasant. Mr. Berkey's courtesy and ability always commanding my respect and esteem.

Before the war days Elias Matter was working as a chair maker in the Winchester shop where I had found employment, and during the winter months, when business was dull, he took up the occupation of school teaching—was a successful country



Deacon William Haldane.

from the firm in 1855 and the business was continued by Ball, Noyes & Colby. It is well known that at about this time one or two of the Pullman Brothers appeared and conducted a small furniture establishment upon Canal street, opposite Bronson street.

E. W. and S. A. Winchester built a factory at the foot of Lyon street, where the excavation had been made for a lock at the time the canal was built, the original intent of the canal being an improvement in navigation rather than a factor for producing water power. The Winchester Brothers' store was upon Canal street where the present Nelson-Matter Company's office is located. The severe panic of 1857 compelled the Winchester Brothers to transfer their

changing again to Nelson, Comstock & Co.

In 1857 George Widdicomb rented a room in the pail factory, south of Bridge street bridge then operated by David Caswell, having his store on Canal street directly opposite Bronson street, now Crescent avenue.

The present Godfrey residence, east of Fulton street park, was occupied during the early war days by Henry Wilson as a cabinet shop. He was the first cabinet maker to produce furniture of the finer quality. No doubt there are yet in Grand Rapids pieces of the furniture which he made. Prior to that time any expensive furniture was shipped from the East by way of the Lakes and Grand River to the city. I recall some very sumptuous furniture

*Paper read before the Historical Society of Grand Rapids at its meeting on April 21, 1909, by William Widdicomb, President of the Widdicomb Furniture Company.

district school teacher and, as I clearly recollect, a man of exceptional energy. I recall when he was teaching district school at what is now known as Ravenna, then Crockery Creek. He taught school for \$18 a month and five evenings out of the seven gave writing lessons in several district schools from two to six miles distant from his own school, at \$1 per term of twelve lessons. Mr. Matter would walk this distance each evening after his own school was closed, teach the writing school until 9 o'clock and walk back to where he happened to be boarding under the old system of "boarding round" for the teacher. Mr. Matter accumulated a modest sum in this manner, and this was the money which enabled him to become Julius Berkey's partner, his capital being about the same as the value of Mr. Berkey's machinery, which had been made almost entirely by his own hands. I will have a word or two more to say later on regarding Mr. Berkey's vigorous personality and the manner in which he so successfully developed his business.

Buddington & Turnham made an effort at manufacturing sometime in 1862. The early residents yet living will recall the Commodore who conducted an auction store on Monroe street in a little building adjoining the Rathbun House. As I was in the war I have no knowledge of what persuaded the Commodore to enter into a business of which he was totally ignorant, unless it were Mr. Turnham's persuasions. They were an illy assorted pair and did not continue long in existence, but did produce two of the capable furniture manufacturers of our city, E. H. Foote and John Widdicomb, who, when they came from the Army, took their earlier lessons there.

The first directory of Grand Rapids was published in 1865. It shows William Widdicomb the only additional name to those which I have already mentioned, and Berkey & Matter changed to Berkey Brothers & Company. This directory has an interesting account of our earlier days by Prof. Franklin Everett, descriptive of our progress to a city of then about 10,000 inhabitants; yet in all of this long article there is not a single line about furniture manufacturing. It is evident our infant industry was not of sufficient moment to command any attention from the Professor.

The next directory, issued in 1867, notes Berkey Brothers & Company as Berkey Brothers & Gay through the addition of Geo. M. Gay to the firm. Widdicomb & Capen and Spanjer & Son are listed as manufacturers and E. W. Winchester resumes business.

In 1869 our City Directory mentions Widdicomb Bros. & Richards, "Manufacturers of Bedsteads" at Fourth street and G. R. & I. Railroad, and Atkins, Soule & Company, corner Ottawa and Fairbanks streets, as manufacturers of chamber furniture. The five men composing this firm were a partnership of workmen from Nelson, Comstock & Company's

who were not successful and made an assignment in 1870 to William A. Berkey. Mr. Berkey continued the business for a time, eventually organizing out of it the Phoenix Furniture Company as manufacturer of parlor furniture, which was the origin

stock's interest, and that firm became Nelson, Matter & Company. The two junior partners, Mr. Pugh and Mr. Colson, died and their interest was purchased by Stephen S. Gay.

In 1872 William A. Berkey withdrew from Berkey Brothers & Gay,



George Widdicomb.

of the present Phoenix Furniture Company.

Several changes occurred at about this time: Elias Matter withdrew from Berkey Brothers & Gay to enter Nelson, Comstock & Company through the purchase of T. A. Com-

stock's interest, and that firm became Nelson, Matter & Company. The two junior partners, Mr. Pugh and Mr. Colson, died and their interest was purchased by Stephen S. Gay. In 1872 William A. Berkey withdrew from Berkey Brothers & Gay,

DeLand retired and More, Foote & Baars continued the business on Butterworth avenue, building the factory premises now occupied by the Valley City Desk Company. The Grand Rapids Chair Company was incorporated in October of 1872 and the buildings erected in 1872 and 1873.

For a time the City Directory was published intermittently, and the directory for 1872 in its announcement says "a good directory is a necessity in a city like this and the town is large enough to require an annual publication"; yet this necessity was not so urgent as to call for a classified list of its business concerns and industries. I did not find any additions to the manufacturing for that year.

In 1873 Berkey Brothers & Gay were incorporated as the Berkey & Gay Furniture Company, and Widdicomb Brothers & Richards as the Widdicomb Furniture Company.

In 1874 we find More, Foote & Baars changed into the Grand Rapids Furniture Company, Fred Baars withdrawing from the firm and taking an interest with the Widdicomb Furniture Company. That year lists several additions to the business: Sylvester Luther & Co., Michigan Furniture Co., and John Bradfield, upper Canal street, the origin of the Luce Furniture Co.

Some six or eight workmen not mentioned in the directory formed a co-operative concern in 1875 which did not continue long in existence. It is peculiar that no manufacturing of this character has succeeded in this city, while nearly all the manufacturing establishments of Jamestown and Rockford originated in this manner.

I must now take time for historical mention of the new concerns or additions and changes to those already established for each year to 1909, as follows:

1876

No additions; strenuous times.

1877

Wm. A. Wight, Erie street.

1878

E. A. Roberts, 28 Mill street.

1879

Folger & Ginley, 28 Mill street; Geo. W. & Hiram Gay, 434 Canal street; Roberts Brothers succeed E. A. Roberts.

1880.

Wolverine Furniture & Chair Co., Pearl street.

Kent Furniture Co., North Front street, L. H. Randall, President; J. H. Wonderly, Vice-President; C. W. Watkins, Treasurer; E. C. Allen, Secretary.

McCord & Bradfield, R. C. Luce, President; T. M. McCord, Vice-President.

New England Furniture Co., succeeding Ward, Skinner & Brooks, sash and door manufacturers.

Sligh Furniture Co., L. H. Randall, President; Chas. R. Sligh, Secretary.

Stockwell, Bryne & Co.

John Waddell & Co.

Stow & Haight.

1881.
Wm. A. Berkey & Koskul, Lyon street.
F. L. Furbish.
Oriol Cabinet Co., North Front street.

1882.
The Folding Chair & Table Co.
Ford Furniture Co., Wm. Winegar, President; J. L. Shaw, Vice-President; Chas. H. Hooker, Secretary and Treasurer.

The Luther & Sumner Co.
Worden Furniture Co., Henry Fralick, President; A. E. Worden, Secretary and Manager.
Winchester & Moulton.

1883.
Stockwell & Darragh Furniture Co.
Nathan Strahn.
The Union Furniture Co.
Fogg & Higgins.

1884.
Stephen Cool & Co., Fourth street.
S. E. Allen, 44 Mill street.
Peninsular Furniture Co.

1885.
West Michigan Furniture Co., Third street.
Wm. A. Berkey Furniture Co., succeeding Berkey & Koskul.

1886.
Stow & Davis.
Strahn & Long, composed of Harry W. Long, John E. Moore, Nathan Strahn.

Union Furniture Co., Grand Trunk Junction, successors of S. Luther & Company, with A. S. Richards, E. G. D. Holden and Cyrus E. Perkins as officers.

Grand Rapids School Furniture Co.
E. F. Winchester & Co., 34 Mill street.

1887.
Wm. T. Powers again enters the furniture business.

I. C. Smith, J. C. Darragh and Jos. Penny doing business as the American Dressing Case Co., Canal street.
Empire Furniture Co., 32 Mill street.

S. L. King, Pearl and Front streets.
Welch Folding Bed Co.

1888.
Clark & Hodges Furniture Co., North Canal street.

1889.
Valley City Rattan Works.
J. H. White, T. Bedell and H. Bedell, doing business as the Crescent Cabinet Co.

Grand Rapids Cabinet Co., M. C. Burch and B. DeGraff, officers.
Grand Rapids Parlor Furniture Co.
Grand Rapids Table Co.
Martin L. Sweet.

1890.
Klingman & Limbert Chair Co.
Birge & Shattuck.
Grand Rapids Enamel Furniture Co.

Universal Tripod Co., the original of the Royal Furniture Co.
Michigan Chair Co.

1891.
C. E. Amsden.
Richmond & Lyman Co.
Standard Table Co.
Valley City Table Co.

1892.
Stickley Bros. Co.
Central Furniture Co.
Mueller & Slack Co.
Royal Furniture Co.

McGraw Manufacturing Co.
1893.
C. A. Berge Upholstering Co.
Grand Rapids Church Furniture Co.

1894.
C. P. Limbert & Co.
Valley City Desk Co.
Grand Rapids Wood Carving Co.
Ryan Rattan Chair Co.
Grand Rapids Carved Moulding Co.

1895.
J. A. Anderson & Co.
Grand Rapids Seating Co.
H. N. Hall Cabinet Co.
Grand Rapids Standard Bed Co.
Hansen Bros.
Retting & Sweet.

1896.
Hake Manufacturing Co.

1901.
Furniture City Cabinet Co.
C. S. Paine Co.
Standard Cabinet Co.
Van Kuiken Bros.

1902.
Century Furniture Co.
Grand Rapids Show Case Co.
Grand Rapids Table Co.
Nachtgall & Veit.
G. S. Smith.

1903.
Burnett & Van Overan.
Ideal Furniture Co.
Imperial Furniture Co.
Linn-Murray Furniture Co.

1904.
Grand Rapids Cabinet Co.
Greenway Furniture Co.
Hettterschied Manufacturing Works.

1908.
Criswell Keppler Co.
Dolphin Desk Co.
Michigan Seating Co.
Rex Manufacturing Co.
Total 1908-49.

The surprising number of manufacturing efforts with the moderate number that have survived is, perhaps, a true indication of the vicissitudes which attend the furniture manufacturing business. I might mention further that not more than three or four new institutions for the manufacture of fine grades in furniture have been successfully established in the United States within the past ten years. There is no business demanding such unremitting personal attention as our industry, and it may well be asked, "Why was the business so successfully established in Grand Rapids? What peculiar condition or circumstance has given this town its prominent position?" We had no natural advantages originally. Lumber was abundant, but it was equally abundant anywhere and everywhere in the Northern country. Water power was as free as the lumber, yet water power was to be found also all over the Northern States. Not only did we have no special natural advantages, but we were placed at an exceedingly inconvenient location for manufacturing furniture, with but one railroad and that terminating at the Lake upon one side and Detroit upon the other, with no connections whatever to other portions of the United States, the river and lake our only practicable method of transportation to the then growing West.

When, eventually, we did have a connecting railroad with the Michigan Central and Lake Shore & Michigan Southern our whole product was freighted through towns where many well-established competitors were located. Upon the Michigan Central were Buchanan and New Buffalo, both manufacturing upon a larger scale than ourselves. Upon the Lake Shore were to be found La Porte, Mishawaka and South Bend, each having one or more successful furniture factories. Chicago was the distributing point, and there were, as at present, other and stronger competitors, yet the city of Grand Rapids rapidly passed all of them.

During these same days Boston was the Eastern manufacturing point for all fine chamber furniture, and Cincinnati was equally prominent. Several large and eminently successful concerns were in operation in both cities which eventually passed out of existence, the Boston people maintaining that this was due to the ruinous competition of Grand Rapids and one or two other Western towns—competition they could not meet; yet they had all the advantage in prior possession of the field, abundant capital, fine factories and a near location to the market. In the face of all this, Grand Rapids steadily developed, both in the character of its product and the magnitude of its works.

It is one of my theories that it is not so much location or natural advantage that secures exceptional business success, but, rather, the per-



Charles C. Comstock.

Arlington Cabinet Co.
Grand Rapids Bookcase Co.
Grand Rapids Fancy Furniture Co.
Luce Furniture Co., succeeding McCord & Bradfield.
Fred Macey Co.
Michigan Art Carving Co.
Grand Rapids Wood Carving Co.

1897.
Reuben H. Smith.
John Widdicomb Co.
1898.

Novelty Wood Works.
Boyns-Morley Co.
Gunn Furniture Co.
Wernicke Furniture Co.
1900.

Chase Chair Co.
Raymond Manche Co.
Chas. F. Powers Co.
Wagemaker Furniture Co.

Michigan Order Work Furniture Co.

1905.
Cabinetmakers Co.
C. A. Greenman Co.
Michigan Desk Co.
Retting Furniture Co., succeeding Retting & Sweet.
Shelton & Snyder Co.

1906.
Veit Manufacturing Co.
Grand Rapids Cabinet Furniture Co.

Grand Rapids Parlor Furniture Co.
Kelley & Extrom.
Luxury Chair Co.
John D. Raab Chair Co.
Raab-Winter Table Co.
Sweet & Biggs Furniture Co.

1907.
Grand Rapids Upholstery Co.

sonality of the men who happen to originate and develop it, and to this very feature do I ascribe the importance which Grand Rapids achieved in furniture manufacturing. Fortunately for Grand Rapids, its pioneer furniture manufacturers were the happy possessors of those important characteristics required for success in their own industry, and among them

from there to several buildings on Canal street opposite Bronson, receiving first premium at the State Fair, opening a branch in New York city, taking a high position in the Eastern trade, and all this prior to 1875.

Mr. Berkey possessed the instincts of the manufacturer to a marked degree and Mr. Gay gave evidence of

Very soon equally capable men appeared, organizing and conducting other concerns, which added to the strength and individuality of our business and our progress was steadily promoted until the position of Grand Rapids before the United States was assured.

Smoke Means Wasted Energy.

"Smoke means waste and must be avoided," is the edict of a large eastern railroad which is inaugurating a special campaign of education among its engineers and firemen. Five assistant road firemen of engines are at work instructing firemen how to reduce the quantity of smoke emitted by engines.

It is estimated that ten pounds of coal were required last year to generate steam to haul one freight car one mile. The safety valve of an engine if left open one minute will lose an equal amount of steam. This railroad last year hauled 1,238,300 freight cars one mile and its coal bill was \$10,000,000. Therefore the savings of 1 per cent. by more efficient handling of coal will result in a saving to the company of \$100,000 annually.

Under eighteen separate heads thorough and minute instructions in the general order issued the company

tons are used in drawing the trains, while 142,500,000 tons go up the smokestack. John W. Graham, an Englishman, estimates that a locomotive uses about three and a half tons of coal a day and scatters the smoke of thirty-six pounds of coal over every mile done by fast trains.

Clinton Rogers Woodruff of the American Civic Association declares that the elimination of the smoke nuisance so far as railroads are concerned is feasible. Primarily it is a matter of firing and the use of right materials.

Nipped in the Bud.

"So they are going to put a tariff of 8 cents a pound on tea?" queried the woman as she halted before the grocer in his door.

"I believe they are, ma'am," was the reply.

"That is, you will have to pay 8 cents a pound more for it?"

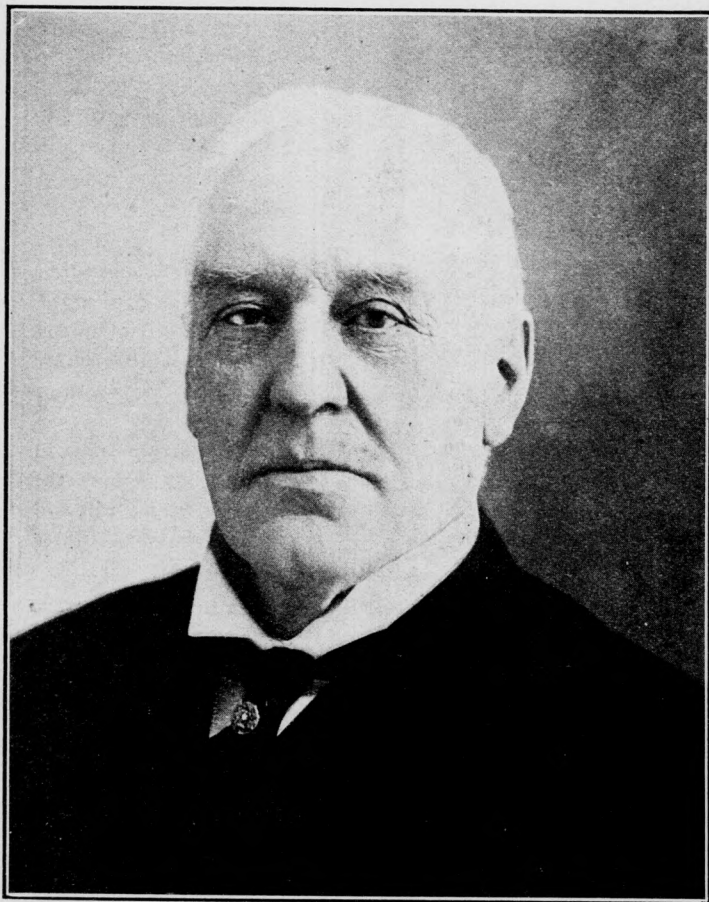
"That's it."

"And lose 8 cents a pound?"

"Not exactly, ma'am."

"You can't mean that you will make your customers pay 8 cents more a pound?"

"That's the way it will be, ma'am, but you see the 8 cents will be spread among so many that no one person will feel the increase."

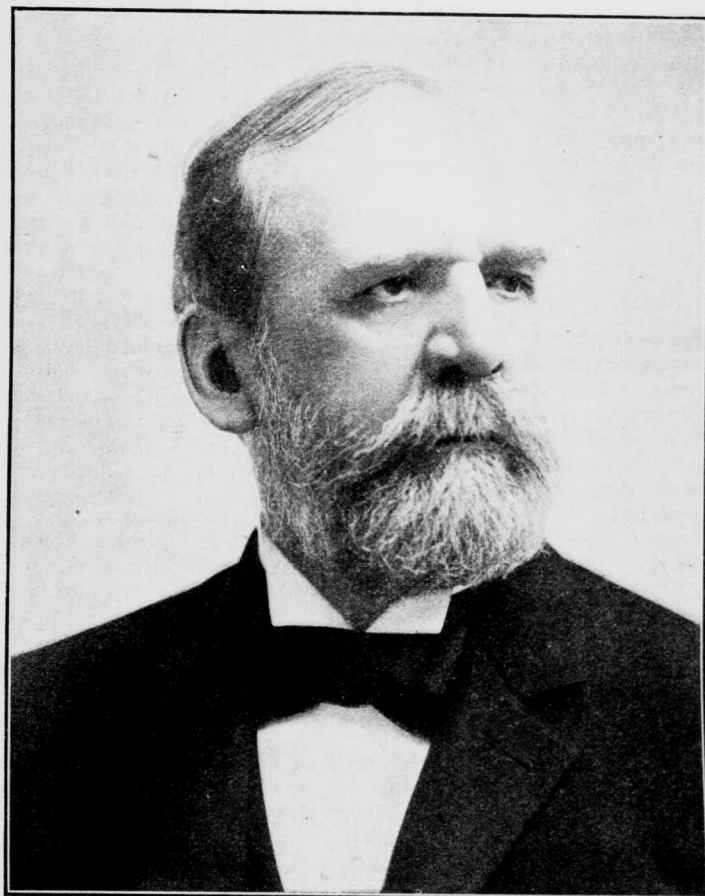


Julius Berkey.

no one man displayed such pre-eminence in energy, industry, originality and business prudence—all the factors that are demanded for our business—as Julius Berkey. Mr. Berkey had all of these to a marked degree, and I doubt whether he knew the meaning of the word "discouragement."

George W. Gay was equally capable. While Mr. Gay may have had at first but indifferent technical knowledge in manufacturing, he did possess the talents which make men prominent among their fellows. He had shown energy and earnest zeal in business affairs up to the time he entered the Berkey & Gay Company, and the years immediately following Mr. Gay's entry were epoch making for the industry which was to render Grand Rapids so famous. Within a short time, from 1866 to 1873, Berkey Brothers & Gay developed into an institution of such magnitude as to warrant capitalization at a very large figure. When I glance back over those days—days that cover the early struggles of our industry—I can not refrain from amazement that such work could be accomplished so rapidly. I see them occupying the original factory on the canal, then occupying the upper floors of the buildings now used by Gardner & Baxter;

equally keen insight into the mercantile portion of the business while rapidly acquiring skill and exceptional judgment in the artistic designs for which they were widely known. They also had that quality of human nature which enabled them to employ men successfully, securing their good will, their earnest co-operation; in fact, they were indefatigable in their attention to all the details of the business; nothing too large to grasp, nothing so small but it received attention. For those early stages both Mr. Berkey and Mr. Gay developed exceptional originality and enterprise. They were the first to introduce expensive improvements in machinery, the first to display originality in design, the first to employ skilled designers and the first to bring skilled mechanics from other sections of our country, and even from foreign lands; no difficulty ever deterred them when they had once decided their business required improvement and skill beyond which our own workmen could furnish. Their ability and progress were a stimulus to every other manufacturing concern in Grand Rapids; their competition of that straightforward business character every fair minded man is willing to meet. I give especial credit to that firm for our development in those early days.



George W. Gay.

have gone into "the elementals of locomotive firing." Coal must be no more than three inches thick. Grates and ash pans must be watched closely in order to decrease the number of repairs on engines.

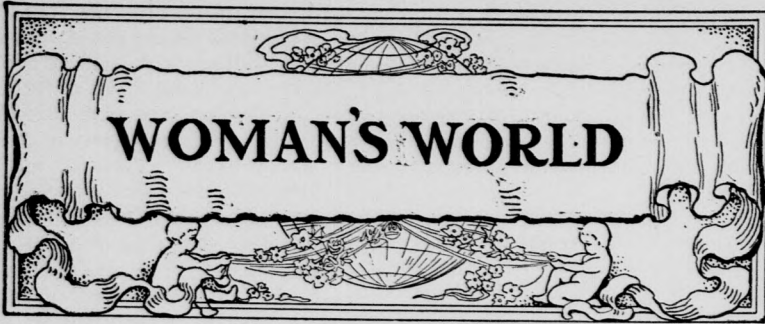
A scientific journal has calculated that 150,000,000 tons of coal are used annually by the railways of the United States, out of which but 7,500,000

"But I'll never pay it—never," she shouted.

"No?"

"I'll stop tea and take up butter-milk."

"Yes, but Congress knew that you would figure that way, you see, and so it has imposed a duty of 16 cents a gallon on buttermilk. Stick to the tea, my good woman, and save half."



Most Potent Lever Which Moves the World.

Mr. M'Cutcheon's clever cartoons, "The Thoughtful Husband" and "The Model Wife," should serve a higher purpose than that simply of amusement for an idle quarter hour. They hold a deeper meaning, as the quips and cranks of the court jester of old often were sugar coated medicine for his hearers.

It would be well if husbands and wives throughout the land would take their lesson to heart and practice it in their lives. The so doing might increase the tolerability of many a marriage which now, to the constituent partners thereof, seems almost unendurable; it also would go far to render couples who are passably comfortable in wedlock much more comfortable, if not actually happy.

It will be remembered that Mrs. Wiggs of the Cabbage Patch used compliments instead of switches upon her children, and found them the more effective spur to good. Compliments go a long way in oiling the wheels of life, in lessening the jar and fret, the friction of contact between human beings. "We invite what we expect," and when the best is expected of people the results in most cases are much better than when it is plainly made manifest that little or nothing is hoped for. But to expect is not to exact, a difference which must not be forgotten. J. M. Barrie, in "Sentimental Tommy," says: "We all want praise, only we call it sympathy." We do, all of us who are worth anything; the love of approbation, miscalled vanity, is among the most potent of the levers which move the world.

The man who has hung upon his sweetheart's words and craved her kisses does not realize the pain which he inflicts when he leaves her day after day without a caress, or at most bestows upon her a perfunctory kiss as he starts out in the morning for his business. The question is bound to suggest itself to her: "Is he getting tired of me?" Poor woman! She may worry herself for many an hour with that and similar tormenting queries. He was so gentle and tender when they were engaged; now he bangs the doors all over the house, apparently careless of the fact that her head is aching and her nerves are on edge. He always is too busy to attend to her, too tired to go out with her in the evening. At one time he could not spend hours enough at her side.

He used to admire all she did, and tell her she was clever; now he laughs at her before others, and shows up her weak points as a good joke. He never notices when she is tired, nor

pays any regard to her especial comfort. Her pretty gowns are lost upon him, if he does not grumble at their cost, however small, and of his smiles and praises she gets but few. She feels starved for the expressions of love and admiration of which he was once so lavish. They ought still to be hers, but he does not see the use of them now that she is his wife; neither does it occur to him that they are necessary to her happiness.

So also with the wife; she is apt to think that it is not worth while to dress up or to exert herself to talk to her husband as she did for the lover. Incurable disorder, hopeless unpunctuality, continual forgetfulness of that which ought to be remembered, inattention to the likes and dislikes of another, and such like defects may not alter the love nor take from the sterling good qualities of a person, but they are powerful factors in provoking discord in the home. Most people who have any strength of character are obliged to have a temper of some sort, even although it be well controlled. The wife who nags is a curse to her husband; the man of whom the utmost which can be expected is that he shall not grumble nor find fault is scarcely a blessing to his family. There are refinements of irritation which are quite as hard to endure as are blows and curses. Social, professional and business intercourse all demand self-control and courtesy alike from men and women; but there are unfortunately those who wholly fail to recognize a similar claim in the family circle.

Dorothy Dix.

When a man is employed by a concern, be it a big company or a modest firm doing only a small retail business, that house is entitled to the employee's very best efforts and thoughts. He should at least give to his employers the benefit of all he knows how to deliver during business hours and then some. The writer has noted big concerns where employees worked steadily as long as the man over them was near at hand, but at the first opportunity indulged in pranks which were not calculated, to say the least, to aid in the rapid and correct transaction of trade. It is not always wise to hold employees down too strictly, to give them a feeling of fear of those over them, but those not interested enough to always make the interests and good order of those for whom they work the very first thing generally prove unworthy of trust and confidence.

There are too many people busy printing the Golden Rule on elastic yardsticks,



You do a good stroke of business when you recommend to your customers the original

Holland Rusk (Prize Toast of the World)

They find it comprises all that's good and wholesome, with just the right flavor.

Then they come back for more and that means increased business and more profits for the dealer.

Holland Rusk Co.
Holland, Mich.

LARGE PACKAGE
RETAILS
10¢

VOIGT'S

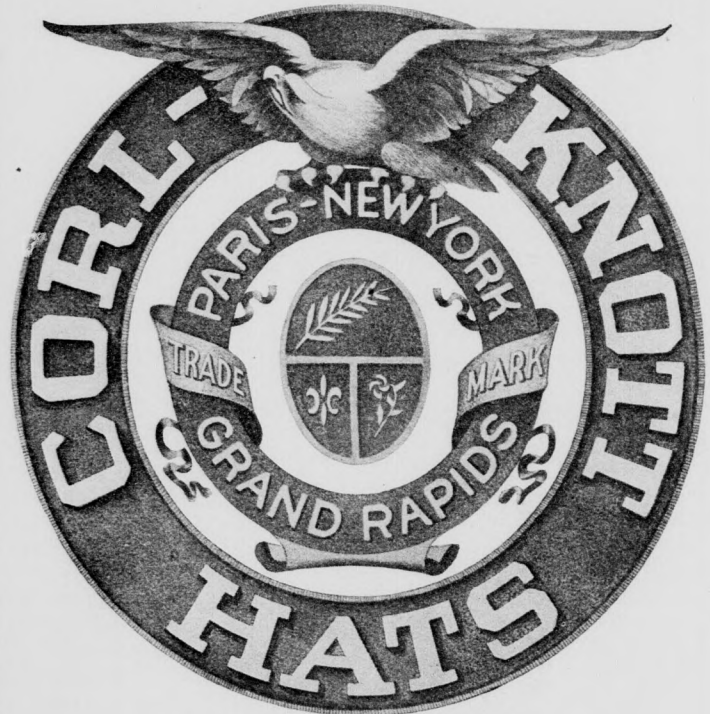
Did You Notice It?

When Mrs. Brown came into your store and told you to send up a sack of Voigt's Crescent flour, did you notice that she was rather pleasant about it? Because she knew about that elegant bread, the biscuits and pastry, she felt that she was entitled to a smile of satisfaction.

And likewise, Mr. Grocer, when you tell your "bad luck" customers to try a sack, you are also entitled to a smile of satisfaction, for you've done that woman a good deed, and you can make up your mind she will remember it, because the quality of her victuals will call her attention to it three times every day. See?

VOIGT MILLING CO.
Grand Rapids, Mich.

CRESCENT



We are now showing a large variety of TRIMMED HATS

for Ladies, Misses and Children at prices from \$18 to \$36 per dozen
If interested write us

Corl, Knott & Co., Ltd.
20-22-24 and 26 N. Division St. Grand Rapids, Michigan

OLD TIME COBBLER.

He Is Giving Away To More Modern Methods.

The Herold-Bertsch Shoe Co. has put in much new machinery and will add to its line a fine grade of shoes of the Goodyear welt type. The company's production heretofore has been the heavier working shoe. The welt shoe is sewed instead of pegged, and it is like the old hand sewed except that it is better. The old time cobbler passed his waxed thread through the awl holes in the sole and slowly worked his way around the shoe. Each time the thread was drawn through it was made weaker by wear. By the time the sewing was finished not much was left of the thread and even the best made shoe soon showed signs of ripping. In the modern shoe the sewing is done by machine and the waxed thread goes through the leather only once, and the stitching is of equal strength all the way round.

The Rindge, Kalmbach, Logie & Co., Ltd., has been making welt shoes for several years and stand high in the trade for the quality of their product. They still most pride themselves, however, on their line of river shoes. The river shoe is the up-to-date substitute for the old fashioned boot. It is, in fact, a boot, but it is so built that the boot jack is no longer needed to get it off nor a pile driver to get it on. It reaches to the knee or nearly so, but instead of having a one piece leg like the old boot, it is laced up the front, and an inner guard of leather tightly sewed in keeps out the water. It serves all the purposes of the boot, but is as easy to put on or off as the shoe, of which it is an exaggeration. These shoes are for lumbermen, loggers and others who work much in the water and must have a footwear to stand hard usage. They are made of the very best quality of leather to meet conditions which would put ordinary stuff to the bad in very short order. The company began making river shoes, or boots, in the early day to supply the lumbermen around here, and soon gained a reputation that was worth having. As the forests disappeared the wearers of these shoes were farther and farther away, but the shoes followed. There is still considerable demand for them in the northern part of the State and in the Upper Peninsula, but the heaviest calls are from the Northwest and in the South, where lumbering is still a live industry. These two districts demand different patterns. The West wants a very heavy shoe, with soles half an inch thick and counters of sole leather. Such shoes are needed in the rough country and on the mountain sides, as a lighter shoe would soon go to pieces. The Southern shoe is lighter in weight and without the heavy counter. In one respect both kinds are the same, and that is the quality of the leather. The Southern lumberman may be sloshing around in the warm waters of the cypress swamps for weeks at a time and the shoe that lets in the water is no good. The river shoes unless calked or spiked for log running are usually pegged

that the river man may calk them himself if this should be desired. The river man has to pay \$5 or \$6 a pair and perhaps more for his shoes, but he gets an article he can depend upon.

Speaking of shoes—what a change has taken place in recent years in shoe repairing and polishing. The old time cobbler is still to be found patiently pegging away, promising to have a new sole on some time next week and delivering the goods a week later. The up-to-date cobbler does his work by machinery and, as one sign in town reads, "while you hesitate." In these modern establishments a pair of new soles is only a matter of a few minutes and for an ordinary patch there is scarcely any wait at all. When the worse-for-wear shoe comes in the "dead wood" is quickly stripped away, a new sole is soon fitted and then a sewing machine operated by electric motor fastens it on. The sole is trimmed and polished in a twinkling and in less than a quarter of an hour it is "75 cents, please." If a pegged sole is desired it takes about five minutes longer. The old time cobbler sewed on by hand his patches, but the modern cobbler sticks them on with a specially prepared glue. The old time cobbler still has his place, but it is mostly in the outskirts. The down town cobbler works with a rush and uses machinery and the quick and good service he gives is gradually driving the old timer out.

The bootblack is rarely or never seen on the streets now. He belongs to the past and to the story books, where the lad with a box and brushes used to be a familiar figure on the street corners, at the stations and elsewhere. Boot blacking is still an industry, but instead of being conducted on the street corners or along the byways of a city, it is carried on in "parlors" that come near being sumptuous. The man who wants his pedals polished now mounts a well upholstered chair in a room that has been rented for the purpose and the operator does his work with neatness and dispatch, putting on the latest frills and most fashionable finish. Boot blacking as now conducted is almost on a level with barbering. The old time picturesque features are gone, but the patron enjoys something that comes close to luxury, and amid surroundings that make having the shoes blacked considerable of a joy.

Harbors Proposed for Airships.

Airship harbors, as propounded by F. W. Ilges, the German inventor, are to be simple excavations in the earth, larger than the airship in length, breadth and depth. Into such an earth harbor the airship could be hauled down from the air without the least difficulty and without traversing any narrow passage as is required in the great iron building affairs which have narrow openings at one end through which the airship must be discriminatingly steered. By employing additional ropes, properly placed, it should be possible to perform this operation safely even in a storm. Then a light and nearly flat roof,

which had been temporarily moved out of the way by means of wheels and rails, could be rolled back into place and the airship would be perfectly protected from the weather.

There would be various arrangements and constructions of the earth harbor according to circumstances. If it is to serve only as an occasional refuge in time of danger it will be enough to make an excavation of the type of a fortification trench with earth walls held together by growing vegetation. The roof might be omitted or it might be a light frame of wood or aluminium covered with oil-cloth and moved by hand.

For this simple type of harbor a high and dry site should be selected. But a harbor intended for regular use as a station for aerial traffic should

be lined with masonry or cement and provided with stairs, elevators, electric lights and power, a searchlight and a strong roof of iron and glass, moved by an electric motor. The comparative cheapness of the underground harbor is a feature of moment. The cost of the simplest over-ground emergency shelter would be many times larger than that of a simple ditch with walls of turf. The permanent earth harbor with its sliding roof and complete equipment would cost much less than an over-ground airship hall of the railroad terminal design.

Every time a married man lets out the remark that he is free from worry and care other married men give him the merry grin.

THE BEE THAT STINGS YOU
CAN ALSO BRING YOU HONEY

Here's Another:

THE SLOW ACCOUNTS THAT HURT YOU
CAN BE EASILY TURNED TO MONEY

Many merchants have fallen into the habit of doing things in the same way their fathers or grandfathers did, not realizing that times have changed and that new conditions require new methods.

The Day Book and Ledger methods are too slow, too expensive, too unreliable.

THE McCASKEY ACCOUNT REGISTER SYSTEM
Handles accounts with but **one writing**,
Keeps you in touch with every detail of your business,
Eliminates errors and disputes,
Will bring in the **cash** faster than any two-legged collector.

We are the originators and inventors of the **one writing, total forwarding** register system of handling and SAFEGUARDING accounts.

A postal will bring further information.

The McCaskey Register Company
Alliance, Ohio

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

Detroit Office, 1014 Chamber of Commerce Bldg.

Agencies in all Principal Cities

WILLS

Making your will is often delayed.

Our blank form sent on request and you can have it made at once. We also send our pamphlet defining the laws on the disposition of real and personal property.

Executor
Agent

The Michigan Trust Co.

Grand Rapids, Mich.

Trustee
Guardian



Little Things in a Shoe Store Stock.

This isn't the first time that I have written about "Little Things in a Shoe Store Stock."

It is more or less of a fad with me, and, being a fad it is bound to get a good deal of my thought. Mr. Laster says that I will waste more time and talk more enthusiastically to sell a bottle of corn medicine at twenty-five cents on which we make eleven cents than I would to sell a pair of women's shoes at \$3 on which we would make 75 cents.

There are many reasons for this: First, of course, my fad. I feel tolerably certain of selling the shoes anyway, sometime. That is my business. The corn medicine is outside my business, really, and every time I get some customer's money away on this sort of trade it is so much extra.

Then, again, I have a fellow feeling for anybody who has corns. I cured myself with the corn medicine we sell and I'm always glad to pass a good thing along. That's why I'm passing this along to you. Besides, if I am successful in curing the customer of the corns, I am a good deal more likely to be able to fix the sale of the pair of shoes on which will the profit of 75 cents be, as Fritz Kleinwits would say.

There is where the nub of the whole thing lies. Since, from the general store which sold shoes in our father's days and our grandfather's before them has developed the exclusive shoe store to which the present day young man is familiar and shoe dealers have become, in a way, bigoted.

If we are big enough there is no reason on earth why we should not make our income greater by putting in other lines if we can see our way clear. I don't mean that a shoe dealer with a small capital, who is in a store where \$10,000 stocks are carried while he has to compete with only \$6,000 capital, has any business in adding a line of clothing, but in a town where a \$6,000 stock is about the limit and our shoe dealer has that amount of capital and a good trade, there is no objection that occurs to me at the moment why he should not add gloves, hats, clothing specials or anything else which appeals to him as a profitable way to increase his trade.

I know a nice young fellow who was head clerk in a grocery store. He got to be a thorough grocery man. His brother was a parlor (second floor) shoe dealer in another town. The grocery clerk had saved up a little money. With the help of his brother he opened a second story shoe par-

lor in his own town with a good shoe clerk in charge and went right on clerking in the grocery store. He would work after hours in the shoe parlor. The shoe clerk had a little money and he put it in for a partnership.

There seemed no future in the grocery store that he was in beyond the \$18 per week he was getting. A nice little two-story building became vacant. The grocery clerk and the shoe clerk rented it, put a clean stock of goods on the first floor, a clean stock of shoes on the second floor and they are doing a swell business on both floors. So far, the experiment is working nicely.

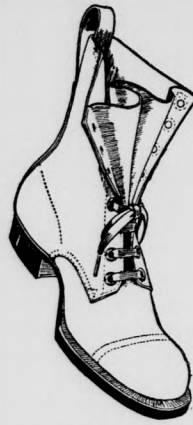
Now, as an ordinary proposition I hardly think that I would recommend a union of groceries and fine shoes, even although in this case it is working well, because of the peculiar circumstances, but there are plenty of other lines, and if there are not the complete lines, there are the specials which always bring good profits in connection with the findings departments which I have over and over urged dealers to make an important part of their business.

The new line which has occurred to me, and which I am surprised that I never thought of before and which we are putting in, is the line of druggists' sundries made of rubber. It works in right nice with our regular lines of overshoes and the like and I was surprised to find that a good many of the articles were made by our own companies or companies with which they were allied.

For instance, rubber gloves. I believe we can sell a lot of them for various household uses, hot water bottles, just a few—the very best made. In this stuff one does not want to compete with the department stores or cut rate drug stores. The stock can be so small, and it is such a comfort for a shoe dealer to sell something that he can buy in one-fourth dozen lots, because there are no sizes, half sizes and widths for him to consider. Then there are rubber brushes and a number of toilet novelties made of soft rubber and in the hard rubber stuff one can go as far as he likes. Our own lines include shaving brushes, some exceptional combs, both advertised brands, and a few other articles. We shall not put in rubber sheets, syringes, garden hose, atomizer bulbs or anything in that part of the line, neither shall we handle rubber coats or aprons.

You see there is a point of demarcation.

This department is tended mainly by the findings girl, a sharp little lass who knows just how to insinuate



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

Some Shoe Dealers Are Ambitious Others Hope to Exist

and the worst thing about it is that the plodding dealer is just the result of conditions in which the happened.

The result getter is doing what any sensible man will do, he encourages and pushes the sale of

H. B. Hard Pans

"Half Price Because Twice the Wear"

The trade learn to know him and to believe in him and to follow him because he is honest and giving a value for value return for every penny spent in his store for shoes.

Facts have a stubborn way of proving themselves—he is the man that makes the profits.

The quicker you write the quicker you'll begin making money.

Prompt "H. B. Hard Pan" deliveries from an always ready factory stock.

Herold-Bertsch Shoe Co.

Makers of the Original
H. B. Hard Pans

Grand Rapids, Mich.



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

goods on the customer who had not intended to buy. Of course, we all take a hand when it is possible or necessary.

The main thing in introducing an extraneous line into a store is to decide in advance just how far it is wise to go in any special line and to know when it is wise to drop out. I know a shoe dealer who put in a line of cutlery, knives, scissors, razors, and the like, and the thing worked out all right, but I wouldn't have advised it and I would not advise such a line to anybody now. Nobody would think of putting in books and yet I know a dealer in another line who took the agency for a book of special interest in his section, kept eight or ten on the end of his counter and sold several hundred dollars' worth.

I know, also, a lady, wife of a shoe dealer, who runs a little novelty branch herself in connection with the findings case—a much more ambitious one than I would advise for the ordinary dealer. Well, this lady ran across some little paper drinking cups, sanitary, which could be put in the pocketbook and, after use a few times while traveling, thrown away. She liked them and carried them herself, so bought a gross. She displayed them prominently, advertised them a little, sold a very few and has most of the gross on hand. The moral is: Don't think because you are stuck on a thing that everybody is.

One of the most successful lines I know of is a line of kid gloves. The party who has it sells a slew of them. In fact, has the swell glove trade of the village of both sexes. Somebody, man or woman, is almost always at the counter, trying, and yet such a line would be the dearest sort of a dead one in this store.

Men's clothing and men's shoes go very nicely in a hundred places, yet I can not believe that clothing and a general line of boots and shoes could be successful in the same store of moderate size, particularly where all of the business is transacted in one room.

With very close observation it seems for the ordinary merchant the safest plan for a starter is, "Everything for the feet."

Begin with an enlarged findings department, practically everything that goes with shoes and foot coverings and renovators and beautifiers, not forgetting some sort of a corn remedy, then stockings. That is the sure line. It seems to me that all sorts of foot coverings belong naturally in our sort of stores. We are not, really, infringing on other lines when we add them to our stocks. When we put in hats and caps we are, but may I be kicked severely by a brook trout if I ever put hats and caps in this store.

Once we pretended to be near it though. One of our clothing men, with a pretty good trade, saw us selling quite a good many shoes for men at a fair profit and he let it out that he thought it would be a pretty shrewd thing for him to put in a line of exclusively fine shoes for men in one corner of his store. (It was a pretty shrewd idea, too, and if I had a clothing store I'd have that line in

no matter what happened, but we don't want to let this get out.)

We heard about the shoe department idea and it looked bad to us so Laster advised me to go to the man and try and throw a little scare into him; not to let him get on that 'we had heard of his plan, but to show him where we were all able to play some sort of a game. I knew the dealer pretty well so I dropped in with a friendly air and began to talk about business. Incidentally, I mentioned that the hat and cap business looked awfully easy and profitable to me. I asked a lot of questions about it in an innocent way—what the profit was, what lines he carried, how much of a stock was necessary and all that. I said I was enquiring for a cousin of mine who thought of going into the business. He talked with fair frankness and finally asked me where my cousin was going to start and I told him with a perfectly sincere, straight face that he wanted to take one corner of our store, next to the men's fine shoes. He thought that the two would go nicely together and if the thing was a success, possibly we could add a line of specialties in clothing and haberdashery. I talked quite enthusiastically and with exceeding frankness, almost confidentially, with a sort of boyish enthusiasm intended to be disarming. Gradually he stiffened and grew cold and distant in spite of all my efforts and by and by I went away.

I told Laster that he would very soon be in. Sure enough, as soon as he saw me start for luncheon he footed it around the corner and sprang in on Laster. He told him that he thought it was a mighty unneighborly thing after the good friendship which had existed for so long between the two stores, he taking pains to turn all of his shoe trade to us and we, on our part, sending him lots of customers for hats, caps, clothing and haberdashery. Laster said he had never thought of it in that way only that the profits on shoes had been cut down so that it seemed as though the business could be enlarged a little and Fitem's cousin helped a little at the same time. However, he did not want to hurt anybody and he would have a talk with Fitem. The result was that that same afternoon I went over to see the clothing man and formally called our new department off, saying that it seemed to me that our offensive and defensive alliance appeared too good to be destroyed. Then he broke it to me that he had faintly considered the plan of a line of fine shoes for men. "But," he said, "it no sooner occurred to me than I abandoned it when I thought of you."

Wasn't that nice? And you can bet your life he'll never start it now.

All of which goes to show that sometimes it's best and sometimes it isn't.—Ike N. Fitem in Boot and Shoe Recorder.

Part of the Tree.

Ned—The new political party are dividing their family tree.

Ted—Yes! I understand they're kicking as to who'll take the stump.

Colloids Link Living and Non-Living.

Living and non-living and dead matter are no longer to be divided. So Arthur D. Little, chairman of the Industrial Chemists and Chemical Engineers, American Chemical Society, predicts. He believes that this break will come through the study of the colloids, which are the link between matter regarded as living and that which is regarded as non-living. He argues that we know that the atoms within the molecule are in rotation. It must follow that as the complexity of the molecule increases more and more its motion of translation must be converted into rotary motion. In the colloidal molecule we know that many simpler molecules are linked together, and in the molecule of living matter he thinks it may be merely that the more or less haphazard and confined movements of the molecules which together build up the colloid are in the molecule of living matter co-ordinated and controlled in a manner which suggests the vortex.

Dead matter drawn within this vortex would partake of this movement and exhibit the phenomena of life. Matter thrown off in a tangent would resume its rectilinear course and become for the moment dead. He notes that a tiny bit of living jelly, an amoeba, for example, can endow with life an ocean of its proper pabulum, and it seems obvious that the forces which are ready to manifest themselves in the phenomena of life are already existent in the pabulum, and

that what the living jelly does is to induce a co-ordination and direction of the atomic movements, which then take on the vital aspect. There is something rudely similar to this in the magnetization of successive pieces of steel drawn across a lodestone. There has been a certain co-ordination of movement in the molecules of steel and magnetism follows.

A man's faith is to be known by his alley more than by his front yard.

MAYER Special Merit School Shoes Are Winners



LAUNCH LIGHTS STEERING WHEELS BELLS, WHISTLES

and a full line of
BOAT SUPPLIES

11 and 9 Pearl St.
Grand Rapids, Michigan
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For All-around Hard Strenuous Wear

Our Hard Pan Shoe has never been excelled. It contains all the foot-comfort there is; and the leather in both uppers and soles is of the proved durability that withstands rough treatment in all sorts of rough weather and where the conditions of wear are unusually severe.

Our Hard Pan, the original and genuine shoe of this name, has given the public this sort of shoe-satisfaction for a quarter of a century.

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



Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

SUCCESSFUL COMPETITION.

How a Valuable Clerk Won in the Effort.

Written for the Tradesman.

"Well, you don't have to stay," said Benjamin Green, a prosperous merchant, to an employe who, referring to the fact that he had "worked for him six years and had received no advance in salary in three years," expressed the opinion that he was "entitled to a raise."

Instead of feeling chagrined and losing his temper, George Hart smiled as he replied: "Of course, I know that, Mr. Green, but I don't want to leave you. I am acquainted with your trade, I like the business, you are a man I can get along with and you seem to get along with me all right."

"What are you kickin' about then?" put in the merchant and the clerk replied, "I'm not kicking. I'm not even sore. I'm simply stating facts for your consideration."

Benjamin Green was a hard headed, hard working man who could be very gracious on occasion, but who was popularly known as a short spoken and self satisfied person, firm in his conviction that he had earned every dollar he had and never had a cent given to him by any man. Prominent as a church member and fairly liberal in his contributions to its support, he was looked upon as a worthy citizen somewhat important.

Therefore when, at the end of the week, George Hart drew his pay, the merchant was surprised by being informed that the clerk would seek oth-

er employment at the end of two weeks.

"Why wait that long?" asked the merchant, determined to conceal his regret at losing so good an assistant.

"It is due you, I believe, to give you two weeks' notice," replied Hart, "but if you will not be inconvenienced at all, I am quite ready to quit now."

"Oh, I'll get along all right I guess," said Green.

On the following Monday Green's store was in charge of the owner and his daughter Helen, who had been called in to substitute until a new man could be secured.

Meanwhile George Hart had been seen very early in the morning driving a span of bays hitched to a light wagon and going east.

"Father, you promised to tell me how you happened to let George Hart go," said the daughter during a quiet interval late in the afternoon.

"But I didn't say when I'd tell you," gruffly replied the father.

"I'll bet you'll tell me before a week goes by," sharply responded the girl.

* * *

And he did.

In less than three days Green realized that his stocks of butter, eggs, dressed poultry and vegetables were barely sufficient to take care of his local trade and that unless something unexpected happened he wouldn't be able to take a pound of produce of any kind into the city the following week.

"Seen George Hart lately?" asked

the father in a casual sort of way, and the daughter, with equal seeming indifference, replied: "Yes, saw him last evening."

"What's he doin' now?" was the next enquiry.

Helen Green smiled broadly as she started toward the telephone to answer a call and continued: "Buying produce of all kinds and paying cash."

The merchant, observing that his daughter was taking down an order and not looking his way, made no effort to hide the expression of astonishment which passed over his features and brought his clenched fist down hard on a pile of unbleached cotton by his side as he whispered: "An' payin' cash."

Miss Green had busied herself in silence for several minutes, putting up the order she had taken, when her father, who had meanwhile walked to the front door and back again several times, observed, as though addressing himself, "I wonder who in thunder is backin' Hart."

"Say, father," said the girl as she placed the last package in the basket ready for delivery, "I want to talk to you a little and I want you to listen to what I say." Good naturedly pushing her father into a chair just back of the desk, she continued, "Now take it easy and hear your daughter preach."

"All right," said the merchant, "only remember I hate long sermons."

"Here you are, crowding hard on toward fifty years, working like a

hired man to hang on to what you've got and gnawing like a beaver to get more," said the girl.

"Well, that's business, ain't it?" asked the father.

"Yes, one kind of business," said the daughter, "but it worries me and it worries mother, too. We think you have done about as much as should be expected of a man who has been always a good provider and a kind father. We've got enough—a good home, a good business, two or three farms and something—I don't know how much—in the bank."

"And you want me to give up this business and go to loafin'?" he asked.

"Oh, no, not that. You wouldn't live six months if you couldn't work a little—have something on your mind," said the daughter, as taking her father's hands in her own she seated herself jauntily upon the railing at his side, "and now—now—just when we thought the time ripe for you to shift some of your responsibilities, George Hart has to leave you."

"He didn't have to," said the father almost sulkily. "Did you say you heard he was payin' cash for everything he buys?"

"I didn't say exactly that," said the girl as she quietly slipped into her father's lap and placed one arm across his shoulders, "but that is what he's doing."

"Who's backin' him I wonder," said the father.

"Oh, father, what an old goose you are," said Helen, as she threw both arms about his neck; "what a blind



The Imitators



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.

old goose. George and I have been engaged to marry each other for over a year and you have been so centered on this business here you never noticed anything else."

In vain did the father struggle to rise, but the 135-pound divinity on his lap was mistress of the situation. In vain did he struggle to speak, as, placing her cheek over his lips, she continued: "Yes, mother and I had been figuring for nearly a year on how to give you a rest, when along comes George and asks me to become his wife. I knew two things: I knew that I loved him, and I knew that he loved me. I suspected two other things: One was that he had great respect for you and the other was that he was the best permanent assistant for you that I could find."

"Does your mother know all this, Helen?" asked the father as, taking her fair cheeks between his hands, he gave her a resounding smack squarely upon her lips.

"Know it?" gladly responded the happy daughter. "Ma's backin' George now in his new venture."

About two weeks later a new sign-board, brilliant in red, black and gilding, was put up over the store door and it read: "Green & Hart, General Merchants." Charles S. Hathaway.

No Objection To Telling.

"Do tell me, Pulsatilla," begged the girl under the inverted waste basket, "the secret of that wonderful blonde hair of yours. It defies detection."

"I will," said the girl under the inverted coal scuttle, "if you won't tell anybody else: I selected for my grandmother and mother two women who had hair just like mine."

New Problems for the Lawmakers.

In four years' time we may be able to say that flying is common. It may, perhaps, still be looked upon as a venturesome practice and among the general community may not be exactly an every day experience, but most well to do people will have made a trip and many will own machines and make almost daily runs.

It is then that new laws and regulations will have to be adopted. The "rule of the road" in the air must be settled, as also the question as to whether international frontiers are to be respected, and if not whether universal free trade must result. Then comes the subject of the ownership of the air above private property. Finally we must consider the means by which laws may be enforced and the registration and identification of aerial machines carried out.

Hitherto international frontiers have been fixed by natural divisions of land and water, such as the sea coast or river bank, or clearly defined strips of ground. Such lines of demarcation are not easily crossed by those who wish to do so unseen and without interruption. But in the air it is different. Here no natural boundaries exist, nor can artificial obstructions be erected so as to be insurmountable by airships.

We are then called upon to answer a most vital question: Are aeronauts to be allowed to traverse these frontiers without hindrance, or must they descend at frontier stations to report themselves? If the former many laws and regulations now in force would be affected. Those regarding passports, alien immigration, and the like, would be seriously upset.

But a far more serious matter is the

collection of customs. Even supposing it were not possible to convey large cargoes of goods, and there is no good reason why this should not be done some day, still it would undoubtedly be possible to carry parcels of 100 pounds or so. If such an amount can be taken through the air free of duty it would manifestly have to be allowed equally to land travelers. Considering, too, the rapidity and ease with which machines are likely to travel they could be employed continually, going to and fro over the frontier, transporting large quantities of dutiable goods.

Either customs must be entirely done away with or we are faced with a second alternative, that all aerial vessels must descend at the customs houses to declare their cargo. Although in the ordinary way it might be possible to enforce this by the imposition of severe penalties on any one detected in evading it, yet so great would be the opportunities for smuggling, especially in the dark or in misty weather, that it would without doubt be easy to ply the nefarious trade. The air going smuggler would not be bound as is his maritime prototype to land at a favorable spot on the coast; he could travel far inland before embarking. It seems impossible to enforce any law as to machines being compelled to descend at a frontier and this implies that customs in the main will have to be abolished.

Over the vast fields and woodlands of the country who is there to prevent the progress of the airships? And if they pass high up in the skies who could find any valid objection to such traffic? With private gardens and buildings and with machines skim-

ming along a few feet above them the case may be different, but where can the line be drawn? How can an aeronaut distinguish between a field, a park and a garden? Then we must consider the case of inclosed grounds to which the public is admitted on payment, such as cricket and football grounds, etc. It will obviously be impossible to prevent aerial travelers from hovering over such and watching the sport without payment. Still this is not likely to become a really serious matter.

It is no good making laws without the ability to carry them into effect, and this is one of the greatest difficulties presenting itself to the would-be legislators of the airway. The answer to all the difficult questions which we have summarized may be said to depend entirely upon the possibility of bringing to book the law-breakers. Even supposing a regular service was inaugurated of police patrolling the air in extra swift flyers they could seldom follow and catch up with transgressors, since it would not often be possible to convey the information to them in time. There can be no doubt that an intricate problem is now confronting us regarding the amending and making of laws to regulate that traffic which some of us believe will soon be darkening the air above our heads.

Maj. Baden-Powell.

Lucky Escape.

Jinks—What makes you so happy?
Blinks—I just saw a woman who refused to marry me ten years ago, and she weighs fully 250 pounds, and has five bad little young ones. Come have a cigar.

Tradesman Company

Engravers

PRINTERS AND PUBLISHERS.

GRAND RAPIDS, MICH.

WOO & PHO

TELEPHONE NO. 5095

MODERN HIGH FINANCE.

Showing What Love's Madness Did to Poor Papa.

Written for the Tradesman.

If you know a man with a large, fat roll of yellowbacks, don't you try to take it away from him by force. If you meet him with a gun on a dark corner and pry him loose from his wad, you'll be put through the third degree, and then the lawyers will get all the money.

The correct way to commit highway robbery this year is to go to a man in broad daylight and get him to consent to a business proposition which will transfer his wad to your own garments. You must sit down before his desk and tell him that he has to do business with you or get the grand kibosh.

Clellie was the daughter of a grasping man. Papa Hardfare owned about everything there was in sight in his state, and his neighbors took pains every night to nail down whatever they didn't want him to have. Eric loved the girl for her own sweet self. That is, he said he did, and there is no proof to the contrary. Clellie looked dainty enough to eat, and the first impression would be that—but you wait.

"I think," said Eric, gloomily, fixing his eyes on the back of a fat park policeman who was clubbing a working man off a bench, "that I'll go for a soldier."

"The idea!" said Clellie.

"It is just this way," continued Eric, gloomily, "I'm no use here. If I traded gum with a baby I'd get the short end of the deal. I'm not mean enough to be a captain of finance, and if I go and ask Papa for my Lovely One he'll have me pinched, and I think that he'd be right, at that."

"Well," said the Lovely One, "Papa wants to see me—"

"Sure!" interrupted Eric. "When you marry he wants to see you locate in a marble front at number one Easy street, with a red devil wagon and a butler from the home of an earl. I don't blame Papa, but I'm not in that row."

Clellie snuggled closer to Eric's new spring overcoat.

"I don't see why," she said. "I think you're a lot smarter than Papa."

"Papa," said Eric, "could double discount me in a trade with both eyes shut and his hands tied behind his back. I did a fool thing at the office to-day that cost me the junior partnership I've been hoping for, and Papa will never give me the glad hand again. Papa is a perfectly lovely old gentleman, but he doesn't use ladylike language in the face of defeat. Whew! If I had his wad we'd be out on the rolling sea right this minute, in a white-and-gold yacht, with beefsteaks two inches thick and lobster on the menu three times a day."

"Well, dear," rejoined the Lovely One, "why don't you go and get something that everybody has to have and then put up the price?"

"If I could get a corner on the atmosphere," grumbled Eric, "I'd make

it cost Papa eleven dollars a minute to breathe. And I guess Papa would beat me out at that."

"Why, I don't see how," said the Lovely One.

"Papa," explained Eric, "has hot air in his companies enough to last him a good many years, with strict economy. Papa is a lulu, and there is only one lulu to a state this year."

"I don't care," pouted the Lovely One, "Papa doesn't get everything he goes after. I've heard him say so often enough."

"I'd like to know what it is that Papa can't get," said Eric.

"Why," answered the Lovely One, "he can't get cars. I've often heard him say that he could make ever so much money if he could get the coal he mines out to some place or other. He says that if he could get cars he'd put a crimp in somebody's game."

"I don't doubt it," replied Eric. "You see—"

Eric ran right off there and began a series of mental gymnastics which landed him, the next forenoon, in the

office—the inner office, too, the holy of holies—of the President of the Q. U. & E. E. R. Railroad Company. The President snorted as Eric drew a chair up to his desk. This was a little nervy of the young man, but Clellie had asked him why he didn't go and get something everybody wanted and then boost the price, and of course he had to mind what the Lovely One said, at least until the honeymoon was over. So he put all his nerve into commission and helped himself to a chair, when the mighty President was counting on his mumbly out some trifling errand and taking himself off. You see, he was after something juicy to put over Papa, who, he believed, had more money than any one man ought to possess.

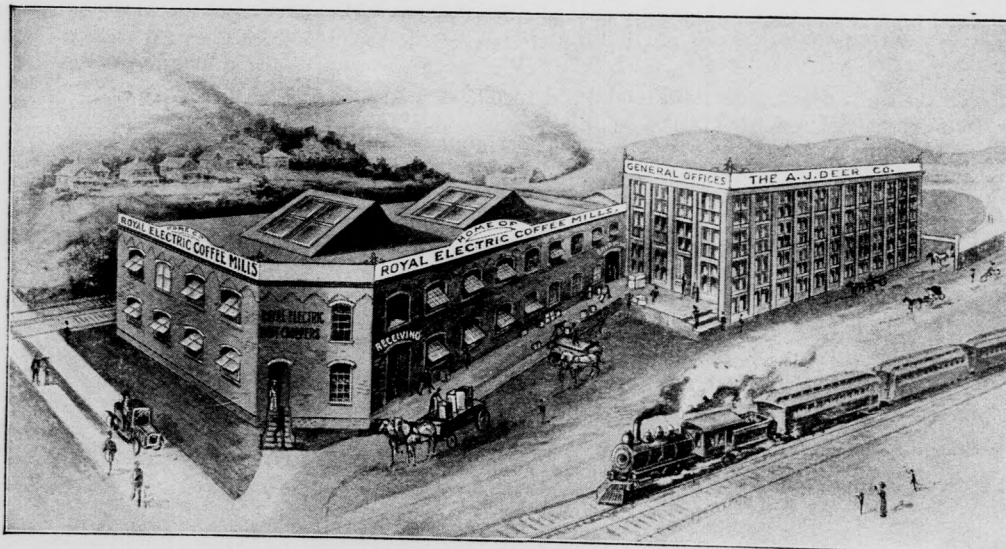
"Pardon the insinuation," observed Eric, as the President glared at him, "but I am under the impression that the Inter-State Commerce Commission wants you!"

The President thought he was glaring at a lunatic and reached out for

the button he was wont to push when he wanted the police to lug off a shipper who had lost a car of perishable goods in the wilds of the Company's red tape.

"Pass that up," advised Eric. "I'm not doing business for the Inter-State. I'm here promoting the Anglo-Bengalee International Car Supply Company, limited. If you'll call in an office boy who is twenty-one years of age and upwards I'll show you how limited the Company will be. You see," he continued, as the great man sat gasping in his chair, "I'm after something that everybody wants, something I can boost the rates on as soon as I can acquire control, and I don't know of anything better to start with than freight cars. You've got a couple of coal mines down on your line, and you own one of them. The one you own gets all the cars when coal is high, and the other gets all the cars when coal is low. You've got Papa Hardface coming around the post the morning after the race has been won."

General Offices of the A. J. Deer Company to be Moved from Buffalo to Hornell, N. Y.



Home of the "ROYAL" showing new addition

For several years the general offices of our business have been maintained at Buffalo, but on May 1 they will be moved to Hornell, N. Y., where our factory is located.

We decided to make this change in order to facilitate the handling of our rapidly increasing business in the manufacture and sale of the "ROYAL" line of electric coffee mills and meat choppers.

The first "ROYAL" mill made its appearance in 1905. We made but one style then—the No. 2 shown in our catalog. The unquestionable merit of "The Mill that Cuts the Coffee" soon proved itself, and our business has grown accordingly.

Today we make 72 different styles of machines, suited to every phase of the coffee business, and ranging in capacity from ½ pound per minute up to 10 pounds per minute. "The best mill in the world at the least cost to you" is our motto.

Our new plant is one of the most modern equipped institutions in the industrial world, and we shall be pleased at all times to welcome you there and show you how "ROYAL" machines are made.

Write for a copy of our latest catalog, telling all about the "ROYAL" line. Sent free on request.

The A. J. DEER COMPANY
46 WEST STREET, HORNELL, N. Y., U. S. A.

The President gurgled in his chair, but his wrath did not take the shape of words.

"Now," continued Eric, "I've got a plan whereby you can make as much money on the coal Papa Hardface ships out as you do on your own. That will catch 'em going and coming, and will soon fix you so you won't notice it if you happen to lose a five-cent piece on the board of trade. In other words, you'll have an interest in the other mine without its costing you a sou-markee. Am I right in supposing that you need the money?"

The President gasped again, and you could have knocked his eyes off with a stick, they bunged out so. This young man certainly did have the nerve!

"We'll form the Company I speak of," said Eric, "and you'll put a dummy in for President, and I'll be general manager and treasurer. You, for the railroad company, will contract with the Car Supply Company, limited, to supply all cars ordered at once, at any point on your line, and to send them out to any point immediately. Now, how much do you think Papa Hardface will give for a contract like that?"

"Is it a split?" asked the President. "And will the gentleman you refer to come in on a deal like that?"

"He'll fall on my neck at the first words," was the reply. "You see," continued this modest young man, "I haven't any cars, but we'll paint some of your old ones over with Italian sunset effects and label them Anglo-Bengalee International Car Supply Company, limited. You see yourself, that the word limited will be all right, for the dissemination of the pot will be limited to us two."

"Well," said the President, "you've got the nerve!"

"Papa Hardface will pay about \$50 a car," added Eric, "and will use about 100 cars a day for the next ten thousand years. He's got coal piled up until the clouds bump against it in their flight. I'm under contract to put a crimp in Papa."

"Never you mind Papa," said the President. "He'll pay us \$50 a car extra and charge it up to the consumer. Papa is not foolish—yet."

"The trouble with your game," said Eric to Papa the next day, "is that you don't pull the right wires. Just to give you a show, I've gone and

got myself elected general manager of the A. B. I. C. S. Co., limited, and I'm going to give you 100 cars a day until you've got that coal pile so low that the men will have to dig for it. We've been to a lot of expense building our cars and getting our contracts, but we'll be reasonable. Give us \$50 each for the use of our cars, load one way, anywhere, and we'll give you rolling stock enough to move the mountain range you're digging in down to tide water. We've got our contracts with the Q. U. & E. E. R. Railroad Company."

Papa smiled and drew a check, and the coal began moving so fast that he had to get the newspapers to print paid advertisements about coming strikes by the miners' union in order to get people to buy. Eric was drawing about \$15,000 a week for sitting in the park with Clellie, who said she was glad he had changed his mind about putting something over Papa. Eric told her that of course he wouldn't do a thing to Papa. One day Papa came and sat down with them, much to their annoyance and dismay.

"Young man," said Papa, "you're much too valuable a man to be loafing in the park. I've had to buy up the Q. U. & E. E. R. Railroad, and also the Anglo-Bengalee International Car Supply Company, in order to get a cent a ton profit on coal, and you're discharged as manager. When you two get done looking at the birds in the park, come down to the house and observe the hot bird I'm having prepared to celebrate the advent of a junior partner in the firm. If you think I'm going to let talent like that go out of the family and out of the firm, you're mistaken."

"Why," said Clellie, as Papa walked away, "whatever is Papa talking about?"

"I don't know," replied Eric, "unless he wants to go abroad for a spell while I run the business."

"I'm so glad," said the girl, "that you fixed it up with Papa without putting anything over him."

Alfred B. Tozer.

Why He Behaved.

"Well, you are a good little boy. Are you usually as quiet as this?"

"No fear, but mother's going to give me a clockwork engine if I don't say anything about your dreadful red nose!"

He Was Surprised.

"Oh, yes, I shall take in the game this year," answered the fat man in the street car as a reporter accosted him.

"But I thought you never attended?"

"Never did until last season. Always thought it the stupidest, silliest game of all. Couldn't have been hired for a ten-dollar bill to go up and see a game."

"But you finally went?"

"I did, and I was most agreeably surprised. Friend of mine lost his wife, and he prevailed on me to go with him to see a game and take his mind off his sorrows. I didn't want to go, but I owed him borrowed money, and was in hopes he'd marry my sister after a while. I was glad I went."

"Did you get to understand the game?"

"Right away. Hadn't got seated before a feller called me a liar. Had been seated two minutes when a feller wanted to punch my head."

"Then two men behind me had a fight."

"Then I cheered a catch and a woman called me a loafer."

"Then about twenty of us mobbed the umpire."

"Then five policemen mobbed us."

"Then I got up and cheered and was pulled down and punched."

"Then I shut up and was punched for not cheering."

"I differed with a woman as to whether a player had made a certain base or not, and she called me a fool."

"Started out alone to mob the umpire and was thrown over the fence and told to go home."

"Baseball? You bet! I shall be Johnny-on-the-spot this summer. Wouldn't miss it for a thousand dollars. Only one game to beat it, and that's throwing the furniture out of the windows of a burning house."

Many a man thinks he is generous because he has a longing to give what he has not.



"State Seal"

Brand Vinegar

is giving unqualified satisfaction and making business for thousands of retail merchants. ❀ ❀ ❀

Oakland Vinegar & Pickle Co., Saginaw, Mich.

Baker's Ovens, Dough Mixers

and bake shop appliances of all kinds on easy terms.

ROY BAKER, Wm. Alden Smith Bldg., Grand Rapids, Mich.

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.



Don't Read This Ad. Unless You Want to Make More Money

If you want to make more money don't handle any cocoanut but BRAZIL SHRED COCONUT in 5c packages—not to please us, but for the following reasons:

- 1.—Our goods are fresher than the others, because a cargo lasts us about ten days—it lasts the others twice that long.
- 2.—Our goods are cheaper because on a volume of business about twice as big as the others we can make as much money on a smaller margin of profit.
- 3.—We handle so many more nuts than any one else we have more practice and can naturally get better results—Baker's Cocoanut not only conforms to all Food Laws, but it is perfect.

THE FRANKLIN BAKER CO.

Philadelphia, Pa.

THRIVE IN WHEAT PIT.

Synphebranchus Pinnatus Represented in Human Family.

Written for the Tradesman.

Wheat was soaring in the Chicago wheat pit, and the old grocer sat on a barrel in his store, listening to the angry observations of customers who were putting up ten cents extra for twenty-five pound sacks of flour.

For once, the blame of the whole situation was not being laid at the door of the merchants, and for this the grocer was thankful. When you are kicked and scolded every day in the week, from 6 a. m. to 6 p. m., it is sometimes a relief and a satisfaction to hear others taking their medicine.

"The Government ought to interfere," proclaimed a red-faced man who spent a dollar a day for cigars and never said a cross word about it. "These speculators ought to be brought up with a twist."

"That's the stuff!" roared the restaurant man, who had just advanced the price of his table d' hôte dinners ten cents because his bread cost him almost a cent extra for each dinner he served. "That's right! Send 'em to the pen."

"Something ought to be done about it!" complained the boarding-house keeper, who had raised the price of board a dollar a week because flour for her ten boarders cost her forty cents a week extra. "I'm sure I don't see how we are to live if this thing keeps on!"

"I've got to have my salary raised if these prices keep up," submitted the mechanic, who was spending ten cents extra each week for flour, and demanding a raise of three dollars a week. "These robbers ought to be driven out of the country."

The old grocer chuckled on his barrel and said not a word. He had always known that the ones to first take unfair advantage of a shifting market were the ones who did the most kicking.

The red-faced man turned to the others with a scowl on his face. He was a banker and could scowl with impunity if he saw fit to do so.

"I reckon you people all pass the extra expense along to some one else!" he said. "You'll all make money by this lift in the price of wheat, and yet you are the ones who are making the most noise about it. Where the bulge in wheat costs you ten cents you make your customers pay you a dollar!"

The grocer chuckled and rubbed his hands.

"That's good!" he said.

"You yourself were kicking like a steer a second ago," said the restaurant man, wrathfully. "I guess you're not the only one who has a right to kick when highway robbery is the order of the day."

The restaurant man kept a small savings account with the banker, and never asked to borrow money of him, so he could sass him if he chose to.

"Well," said the banker, "I can't charge ten cents extra where I am charged one cent extra. If I could," with a smile, "I wouldn't be kicking."

"You bet you would," said the restaurant man.

The talk was becoming stale and unprofitable, so the grocer went over to his desk and sat down. He had heard so much about wheat for a week that he was sick of the sound of the word.

He had heard the operators called philanthropists and highway robbers. He had heard the shifting market called actual and speculative. He had been told that there wasn't enough wheat, and been told that farmers were holding for another lift. Back of all this information, loosely clustered at the front of his head, he had an idea:

If the men who were bulling wheat were indeed assisting the farmer, they were not acting because of the fact. That he knew. They were doing it for their own profit, and the assist to the grower was merely incidental and outside of all pre-arranged results.

If, on the other hand, they were starving the poor in the city tenement districts, they were not acting for that purpose, either. They pitied the poor, when they had time to think about them, but they couldn't curtail their own profits for their benefit. This result, too, was outside of the pre-arranged plan for sending wheat up.

The bulls were not fighting for the farmers, but for themselves; not fighting against the tenement dwellers, but in the interest of their own bank accounts. The bears were not antagonistic to the farmers; they were looking out for themselves. They were not out to protect the tenement dwellers; they were hoping to add to their own piles of yellow ones.

The grocer knew it to be a game, a ruthless and cruel game, in which the consumer was being ground between two groups of reckless speculators. He was thinking of this when the carpenter came back and sat down by his side. The carpenter was a thoughtful man. He had been reading the morning newspaper, and a copy now came out of his pocket.

"What do you think of all this?" he asked, his finger on a big "bull" heading. "I can't make head nor tail to it. Is this jump in wheat warranted by crop conditions? One day the papers say no, the next they say yes. What about it?"

"I wish I knew," replied the grocer, "but I don't. If it is, it is only incidental. The speculators are doing it because it is their trade. Just their trade."

"They ought to be jailed," said the carpenter.

"My son," said the grocer, "you can't jail every man that is trying to get a living, and a good, big living at that, without working for it. That is what these fellows are doing, and what they always will do. I can't see any way to stop them. There are such creatures—such shirks and thieves as these speculators—through all the strata of animal life. You read and you'll see."

The old man was silent for a moment, and then a whimsical smile came to his face.

"Down deep at the bottom of the

sea," he said, "there lives a form of fish called by scientists Synphebranchus Pinnatus, which is Latin for something or other. These things are given Latin names because Latin is the language of science. Now, as I said just now, this fish with the elongated name lives deep down in the sea, where the water is dark and cold, and where the pressure to the square inch is something frightful.

"It would be quite a chore for the Synphebranchus Pinnatus to acquire a good living down there, so he figures out a way which is not unlike that of the human wheat pit operator. Oh, these fishes down at the bottom of the sea are wise little things. They know that the other fish have to live, and so they figure on getting their bit out of the industry of their neighbors. And so, instead of going to work and hustling up something for themselves, they just insert themselves in the mouths of certain crustaceans and live there very comfortably."

The carpenter laughed and pushed out a cigar.

"And they live there quite comfortably," continued the grocer, lighting the cigar, "quite sentimentally, in fact, always in couples, seated one opposite the other, near the gills. There they get the very pick of the food the crustaceans collect. They never hunt for themselves. They never go out and pick up food. They look at the world outside when the crustacean opens his mouth, and that is all."

"I think," said the carpenter, "that I begin to see where the wheat pit and stock board operators have their origin."

"That's my idea," replied the grocer. "There these fishes pass a life of tranquil happiness, with nothing to make them afraid. They subsist on the fat of the land, or the sea, rather, and grow fat and lazy."

"Naturally," observed the carpenter.

"And the crustaceans have not a word to say about it. At first they don't notice the little schemers, for very little of the food they collect goes to support their tenants. But the tenants grow and grow, and get fatter and fatter, and then the thing happens which will happen to the consumers of the land some day."

"What's the answer?" asked the carpenter.

"Why, the little fishes with Latin names live so easy and have such good things to eat that they grow fatter and fatter, as I said a moment ago. And then the trouble comes."

"I suppose," said the carpenter, "that the crustaceans eat 'em up?"

"Not so you could notice it," replied the grocer. "The little fishes get so fat after a time that the crustaceans are unable to close their mouths, and they die in consequence. The little fishes get so important that they destroy their house and lot, and their meal ticket, and of course they die with the others. Now, you see—"

"Never you mind the guide board," said the carpenter. "I guess I can see what you mean. Some day these operators will get so fat and important that the whole financial system of

the country will go busted, and they will turn up their toes in the wreck?"

"Something like that," smiled the grocer.

Alfred B. Tozer.

The Legend of the Salmon.

The Arabs of Upper Egypt tell us why all flat fish are white on one side and brown on the other. Moses, like the other Israelites, was very fond of fish, and, as a rule, he cooked it splendidly (says an exchange). He had cooked a sole only on one side, when his fire went out, so he angrily threw the half-broiled fish into the sea. But this fish happened to live, and that is why all its descendants appear to be half-cooked.

Upon the back of the haddock are strange imprints, said to be the work of the devil. On the Yorkshire coast, in England, they say the Evil One long ago determined to build a bridge at Filey. This he did for no good purpose, but for the annoyance of fishermen. While at work he dropped his hammer into the sea. As he hastily picked it up he grasped a haddock at the same time; so the haddock carries the imprint of his fingers to this day.

But the legend of the salmon, told by the Scandinavian fisherfolk, is the most interesting of these tales. Would you like to know how the salmon came to have such a delicate tail? Here is the story:

Loki, mischief-maker among the gods, had offended Thor grievously. In fact, he had stolen the mighty hammer which was Thor's most precious possession.

You may know that Loki fled as swiftly as he could when he found that Thor was in pursuit. But Thor was not minded to let the rascal escape, so he followed after, his wrath increasing with every stride.

At last, finding his enemy close upon his heels, Loki ran toward the water and leaped in, turning himself into a salmon. Thor, however, was so close behind that he caught the fish by the tail. For punishment he squeezed it so hard that ever after the tail of the salmon has been fine and thin.

What Woman Wants.

What woman wants
Is scrubless floors
Endless incomes,
Bakeless loaves,
Smokeless husbands,
Slamless doors,
Peekless curtains,
Scorchless stoves,
Washless dishes,
Poundless steaks,
Tuneless rockers,
Darnless socks,
Spankless children,
Spotless frocks,
And may be
Ere we cease to fret
We'll want a bathless
Baby yet.

Chance To Go On.

First Hobo—I told that woman I had beat my way around de world.
Second Hobo—Was she interested?
First Hobo—Yes; she got out a rug and told me I could beat my way to the dinner table.

Man's Tenderest Memories

Are those which are associated with the home of his youth and the cooking thereof.

You find evidences of this fact all about—in poetry and song, in prose and story.

If the average man could turn artist for a day and put on canvas one great picture the title of it would be "Mother at the Kitchen Door."

And if he could put into it all that his heart feels it would be a great picture indeed.

When one thinks of that early home he doesn't think of the parlor or the bedrooms or the porch, but of the kitchen where mother handed out the fresh-made bread, the delicious cookies, hot friedcakes, etc.

And if he were to suggest a motto to hang on the walls of many a modern home it would be: "What is Home Without the Kitchen?"

Women who buy bakers' bread and other products of the public bakeshop should ponder well over what we have said. We believe it would pay them big dividends if they would buy

LILY WHITE

"The Flour the Best Cooks Use"

And give their husband and their family good, old-fashioned home-made bread.

Bread made in their own kitchen by their own hands. Bread with a crisp, brown crust, thoroughly baked, light, wholesome and delicious.

Try it, woman, and you'll find that there are depths of sentiment in that man of yours you little dream of and which good home-made bread helps mightily to develop.

VALLEY CITY MILLING COMPANY

Grand Rapids, Mich.



Tardy Buyers May Bring Expected Activity.

From all accounts the retailers in or near the hosiery and underwear market centers are as dilatory in buying their fall goods as last year. However, throughout the country the fall lines are receiving favorable attention, and country dealers are even buying in anticipation of their wants, which is a decided improvement over a year ago. Manufacturers are almost unanimous in their statements that, while goods were easily obtainable last year, such is not going to be the case this season, and that unless the buyers in and near the market centers get in earlier than they are doing they are going to find themselves up against a scarcity of the newest and best numbers. There seems to be a diversity of opinion as to the percentage of retailers who are carrying extensive stocks of heavyweight garments over from last season. Some manufacturers state that they believe half the retailers throughout the country are carrying over large stocks, but the majority believe that the stock percentage is very small.

Some jobbers who restricted their early purchases of medium and high grades of lightweight underwear for spring through fear of a poor season and who have sold more than they expected to sell are now on the lookout for lots for quick delivery. From all accounts, the prospect of having their needs supplied is very poor. Most mill men state that they are fully sold up on this class of goods for six to eight weeks to come. The manufacturers of the cheaper grades of undergarments who turned out goods such as they agreed to turn out are also well sold up, while those that have been careless with the quality of goods they promised are looking for further business.

While some of the hosiery manufacturers are in need of more business others have been obliged to place a part of their spring orders with commission knitters so as to be able to make deliveries on time. Yarn dealers have been asked to rush large shipments of yarn in advance of the time specified in the contracts. Taken as a whole, the trade is in fair shape, with the prospect that it will continue to improve. The low prices that jobbers offered early in the season are not now quoted. One authority states that the few manufacturers who did accept orders at the bottom prices have not made full deliveries of these goods, as to have done so would have virtually meant bankruptcy. Jobbers who bought at these low prices, and who have failed to receive the goods, and those who held back hoping that they would be able to buy at still lower figures, are now placing large orders for summer seamless hosiery.

The retailer can no longer belittle the importance of the increase in popularity of the union suit. They are

certainly becoming a factor in the East as well as in the West, and the sooner the retailer realizes this the more progressive he will be considered. If he is going to handle union suits let him impress upon his salespeople the importance of the initial sale of a one-piece garment to a customer. A salesman must give up his plan of following the line of least resistance if he desires to make a sale to a man who has never before worn this garment, or if his firm desires to push this article. He must energetically force the good points of a union suit upon a prospective customer. It is a well-known fact that the union suit holds trade better than almost any other article of men's wear. If a customer buys one suit and is properly fitted the first time he will invariably return to the same shop for his next garment. Let the salesman be impressed with the importance of giving a perfect fit in selling the initial suit.

One of the large men's establishments has put in something new in the way of one and two-piece suits of underwear. It is a summer garment, cut with knee-length drawers and half sleeves. It is a very light fabric with a half-inch knitted stripe, the alternating half-inch stripe formed with certain threads left out in the knitting, giving that stripe a crinkly appearance. The suits come in blue, champagne and white.

During the past thirty days there has been a strong revival in the popularity of shot (two-color plaited) hose. One now sees this class of hosiery well displayed in nearly every fine shop. Shot, plaited two-tone, knitted ties are undoubtedly the cause of this revival. The matching vogue is still strong, and when the imported shot knitted scarfs began coming in it was found necessary to have hose to match. A large variety of color combinations is to be seen in both hose and scarfs.

A number of the best shops are experiencing an excellent call for silk and lisle hose in plain colors with a heavy five-row clock, either in colors matching the body of the hose or in daintily contrasting colors.

There seems to be a feeling among the sweater coat makers that the market is being flooded with these articles. They have proved themselves such excellent sellers within the past few years that many manufacturers and jobbers state that the production has increased 50 per cent., and that although the demand is still as strong as ever and is expected to hold for some time to come, the production will soon be greater than the demand. Some few jobbers state that in their opinion retailers have been buying too heavily of these articles. But they can be classed among the disgruntled few who are falling behind in their sales of not only sweater coats but of underwear and hosiery as well. Retailers as a general rule believe that sweater coats have come to stay and that the number to be worn is on the increase. The retail dealers in the small town, who are always behind the larger cities in taking up innovations, are now making strong calls for sweater coats, and it

would seem that their usefulness had been brought to the knowledge of the farmer as well as to the city man. If the country in general takes up the sweater coat no overproduction is liable to occur for some time to come.

Importers of hosiery and many large retailers throughout the country have been expressing themselves strongly since the new hosiery schedule of the Payne tariff bill was published and presented to Congress. Meetings made up of both importers and retailers have been held for the purpose of protesting against the schedule as proposed, and plans have been made to fight the bill in both the House of Representatives and the Senate. Men's half-hose are affected, as well as women's stockings. One of the strongest points that the importers have brought out against the bill, and one that they expect to make strong use of in the publicity campaign that has already been started, is the fact that, while the high-class hosiery, such as silk, is left alone by the bill, the lower grades (cottons) have been raised as high as 155 per centum. The proposed schedule, in fact, is scaled in that manner all the way through. In other words, hosiery that has a net foreign value of 50 cents per dozen has been increased in the proposed bill to 155 per centum, while hosiery with a net foreign value of \$3 per dozen is increased to only 65 per centum. In other words, the importers claim that the Republican party is doing just the opposite from what they promised to do in the last presidential campaign.

Ideal Shirts

We wish to call your attention to our line of work shirts, which is most complete, including

Chambrays
Drills
Sateens
Silkeline
Percales
Bedford Cords
Madras
Pajama Cloth

These goods are all selected in the very latest coloring, including

Plain Black
Two-tone Effects
Black and White Sets
Regimental Khaki
Cream
Champagne
Gray
White

Write us for samples.

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

To HAVE BEEN first
means antiquity

To BECOME first
means merit



The American

Account Register and System WAS NOT the first system or method devised to enable the busy merchant to handle his credit accounts without laborious and complicated bookkeeping, neither was it the first system devised to handle accounts with one writing, but the AMERICAN is the first system devised that absolutely does away with all bookkeeping, handles all sales with only one writing, at the same time safeguarding the user against errors in his work.

The American is the result of years of study and experience by MANY of the most competent men of the country today and not of ONE man's ideas or experiments.

The American, unlike any other account handling method on the market, not only enables the user to save money but to make it, thereby putting it in a class by itself.

The American is guaranteed in writing for at least five years, which means that it will stand the test and not bog down.

Let us explain the unequalled money saving and money making advantages to be gained by your using the American Account Register and System in your own business.

Over 300 different sizes and styles.

A system for any business.

A post card will bring full information.

THE AMERICAN
CASE & REGISTER CO.

Salem, Ohio

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

Foley & Smith, 134 S. Baum St., Saginaw, Mich.
Bell Phone 1958 J

They claim it is raising the tariff on necessities and lowering it on luxuries.

The importers have requested the large department stores to use their influence with the newspapers in which they advertise and get these same newspapers to start a publicity campaign against any increases in the tariff on foreign hosiery. This is now being done. A committee composed of the largest importers has been appointed to raise funds to employ political lawyers to place their arguments for the tariff remaining the same as it is now before the House and the Senate.

There is no doubt that the large hosiery importers are very much in fear of a raise in the tariff on hosiery, and there are many of them who have already notified their trade of the impending raise, and that no orders for delivery beyond July first will be accepted until the matter of tariff is settled. If the schedule as proposed is passed, they say that it will mean the retirement of many from business, the retailer getting much inferior goods for the money or else paying from 20 to 40 per cent. more for the same goods he has been getting.

To combat the publicity campaign in the newspapers of the country of the hosiery importers and the dry goods interests, the National Association of Hosiery and Underwear Manufacturers of America have started a publicity campaign of their own in the form of prominently displayed advertisements in the daily papers. One of these advertisements reads as follows: "To the Public: Hosiery will not be higher in price to the consumer if the Payne bill becomes a law. The future price and quality are guaranteed. All statements to the contrary by importers and representatives of German manufacturers in the public press are absolutely false."—Apparel Gazette.

Tiffany Art Glass Used in Window Backgrounds.

Tiffany art glass is used so much in windows of residences and doors and for electric lamps and fixtures, also in connection with other household adornments, that storekeepers are seeing the decorative effect that may be produced in their windows by its employment and are using it to a considerable extent for this purpose.

Of course, the real thing is frightfully expensive and only the rich merchants may indulge in the extravagance, and in consequence many make use of an imitation gotten out by home talent.

In lieu of even this recourse is often had to imitative painting on panels that are separated by narrow strips of fumed or weathered oak.

A local window trimmer has accomplished a very pleasing result with such panels in clouded green and white with three bright red conventionalized tulips in the center, the middle one being quite a bit taller than its brother on either side, the dull green stems of the trio reaching in a straight line to the floor.

The goods displayed with this attractive background were arranged on

low fixtures, so as not to obstruct a view of the paneling.

People were first induced to stop for an inspection of the (apparent) art glass and remained to examine the merchandise on exhibit.

Fishnet as a Help.

Fishnet possesses a great variety of modes of draping, it lending itself to graceful festooning with the utmost facility.

It is especially adaptable as a background or to enclose three sides of a window devoted to articles from a fishing department.

A Grand Rapids hardware store is using it tellingly to help out a display of fishing tackle and baskets to sling over the shoulder for toting fish in, also lunch baskets in which to pack a picnic dinner for sending atrain when a jaunt upstream is planned. These latter baskets, if provided in several sizes for the house, often are a great convenience on a lengthy trip. They have compartments of varying capacity in which to pack the different sorts of food.

Convenient for Hatpins.

A jewelry windowman on Monroe street has hit on an easy way of exhibiting hatpins set with precious and semi-precious stones. The background of the window was of some soft cream-colored thin stuff shirred full on a brass rod and the floor was draped with the same material. Underneath the puffs were small boxes, those at the back about a foot high, graduating to tiny ones in front about the size of an alarm clock. Those at the rear were of wood, while the front ones were of pasteboard. The cloth was so arranged that there were no sharp corners of the boxes obtruding prominently, and in all the pasteboard cartons were imbedded the handsome hatpins inclined to any angle desired, catching all the sunshine, their scintillating surfaces showing off to fine advantage. Pieces of cut glass stood on the higher boxes, and handcraft ladies' fancy belt buckles were laid in the center of the front next the glass, forming a hollow square with the open side next the glass.

There were two dainty "open-and-shut" fans, also, in the exhibit—costly lace and spangles. One had mother-of-pearl sticks inlaid with little circles of round spangles. Lace ran around the outer edge in a scalloped pattern.

Hats—Some Pretty, Some Not.

"I saw a hat the other day," exploded a man who is an acute observer of styles feminine as well as styles masculine, "that resembled nothing in the world so much as an old-fashioned beehive! It was high, it was wide and looked as if made of ropes of straw. The girl who was carrying the thing around was a jaunty miss of about 16 summers—no winters—a pretty girl. In fact, none but a pretty one could come out victorious with such an object as that on her head."

I asked him if her hair was bunched out at the sides to fill out the space under the hat and he replied:

"I don't know—couldn't see underneath the beehive. S'pose she had a

mop of hair underneath the dome, but all I could see was a pair of eyes that were roguish but appeared so small in comparison to the hat that they looked like mice's eyes. I can't say that I like the hats this summer a little bit."

One man's opinion, but the women still live and hats are still manufactured and wholesaled and retailed to women who pry out money from—more or less—willing men victims.

In the District Court of the United States for the Western District of Michigan, Southern Division—In Bankruptcy.

In the matter of Abraham M. Epstein, bankrupt, notice is hereby given that the stock of merchandise, consisting of clothing, dry goods, notions, boots and shoes and rubber goods, together with store furniture and fixtures and book accounts belonging to the said bankrupt, will be offered by me for sale at public auction, according to the order of said court, on Friday, the 30th day of April, 1909, at 2 o'clock in the afternoon, at the front door of the store of said bankrupt, Nos. 216-218 North Burdick street, Kalamazoo, Michigan. The sale will be subject to the confirmation of the court. All of said property is now in said store, and the inventory thereof may be seen at my office, at Herold-Bertsch Shoe Co., 12-16 Pearl street, Grand Rapids, Mich.

Fred E. Walther, Receiver.
Peter Doran, Attorney for Receiver.
Dated Grand Rapids, Mich.,
April 17, 1909.

Grand Rapids Floral Co.
Wholesale and Retail
FLOWERS
149 Monroe Street, Grand Rapids, Mich

G. J. Johnson Cigar Co.
S. C. W. El Portana
Evening Press Exemplar
These Be Our Leaders

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.

Mica Axle Grease

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

Hand Separator Oil

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

STANDARD OIL CO.
GRAND RAPIDS, MICH.



TANGLEFOOT FLY PAPER

The Standard Throughout the World
for More Than Twenty-five Years

ALL OTHERS ARE IMITATIONS

FOOTE & JENKS' COLEMAN'S (BRAND)

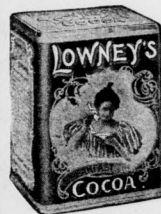
Terpeneless

High Class

Lemon and Vanilla

Write for our "Promotion Offer" that combats "Factory to Family" schemes. Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to

FOOTE & JENKS, Jackson, 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

PICTURE POST CARDS.

The Business Has Grown To Enormous Proportions.

The picture post card may be a fad, but if there is any virtue in statistics it is a fad that has a strong hold on popular affection, and is growing instead of fading away. How many picture postals are sold can not be even estimated, but almost any mail carrier during the holiday or Easter season will be ready to swear that the number runs far up in the billion—which perhaps is some exaggeration. This city has one jobber in picture postals and several who handle picture cards of various kinds in connection with other lines. It has at least two printing houses which print cards in million lot orders. Every amateur photographer is a picture postal producer to a greater or less degree. The cards are sold at the drug and department stores, the book and candy stores, at the hotels, the corner grocery; in fact, almost everywhere. The number of cards actually sold in Grand Rapids constitutes a small part of the cards that are handled here.

The history of the picture postal dates back only a matter of a quarter of a century. The idea had its origin in Germany and at first was of very slow growth. It did not reach this country until about ten years ago. Six years ago it found its way to Michigan and Grand Rapids embraced it about four years ago. Will P. Canaan, then handling various Chicago and Detroit newspapers, saw in

the picture postal an opportunity and grasped it. He became a jobber in the cards and to-day is said to be the largest in Michigan, with a trade that reaches over into Indiana and beyond the Lake into Northern Wisconsin. How many cards he handles in the course of a year Mr. Canaan does not himself know. Some idea of the extent of the trade may be gained, however, from the fact that his holiday orders reached a total of 1,500,000, and for Easter he handled 1,200,000.

There are two great picture postal periods during the year. Christmas and Easter. St. Valentine's day comes next, but St. Valentine has distinctive cards and emblems—which cut into the picture postals proper. Thanksgiving calls for many cards, but the other holidays, Washington's birthday, Memorial day, the Fourth and Labor day do not amount to much. One of the staples is stork cards, used to announce the arrival of babies, and thousands of these are sold every year. Some so called comics are still sold, but they are not in great demand. The indecent cards which were once in the market are rarely seen and reputable dealers do not handle them. Flower cards are popular and the farming districts are fond of cards that illustrate the fruits and vegetables.

The original idea in the picture card was to give a view of the town from which the card was sent. The Easter, Christmas and other fancy cards are developments of this idea, but the original idea still obtains. Not

only the large cities, but the small towns and the crossroads now have their own cards either singly or in series. It is stated there is not a town in Michigan but has its striking features displayed on cards for the visitor in town to send away. New series are just being printed for Grand Rapids, Holland and Grand Haven and it is stated the initial order is for a total of 2,000,000 for the three towns. The summer resorts all have their picture postals for the tourists to buy and the summer resort business alone is said to be good for something like 1,000,000 a year.

Some of these cards are printed in Grand Rapids, but Germany gets the bulk of the business. This is not because Germany can do better work, but because it is cheaper. In this country the necessary plates to print the cards will cost \$10 to \$15, while in Germany \$5 pays the bill. The pressmen here are paid \$16 to \$20 a week and \$8 or \$10 is the wage in Germany. Such differences as these give the German printers an advantage which get them the big orders. There is one concern in Dresden which has 1,200 presses for the printing of cards and employs 2,500 hands. Some cards are also procured in England. A traveling man representing a London house was here a few weeks ago looking for trade.

Some of the fancy picture cards are also costly. The highest priced are dainty creations of celluloid and velvet, and cost at wholesale 40 to 50 cents each and retail probably at 75 cents or \$1. These cards are not in

great demand, however. The great favorites, aside from the Easter, Christmas and special purpose cards, are the scenic, those which show views of buildings, streets or landscapes. In response to a popular demand these scenic cards are now issued in sets. One set contains 100 views of famous places in America, another of the world, and so on. Michigan has a set of 100 views and other states do the same. These sets are often bought by collectors, who take this method to fill their albums.

The collection of these picture cards has become quite a fad, and it is a fad that has much to commend it. One collector in Grand Rapids, it is stated, has upwards of 40,000 cards, carefully arranged according to country in albums, and he is steadily adding to his assortment by purchase and exchange. It is stated that there is not a country in the world or a leading city that is not represented in this collection. Collections of from 1,000 to 10,000 cards are not rare, and many of them are the work of school children. These cards can be put to practical use in the entertainment of a company by means of a specially made lantern, which by means of a mirror throws the picture just as it appears on the card except that it is greatly enlarged on a screen. The lanterns are not expensive and greatly enlarge the usefulness of the card collection for instruction and entertainment.

Five Million Tins Peas

Turned out under the HART BRAND every season fails to meet the steadily increasing demand

RIGHT IN COLOR
RIGHT IN FLAVOR

RIGHT IN TEXTURE
RIGHT IN PRICE

It Pays to Handle High-Grade Canned Goods

The HART BRAND is found on Peas, Lima Beans, Corn, Succotash, Tomatoes
Peaches, Apples, Berries, Cherries, Spinach

Sold in Every Part of the United States

INSIST ON HAVING THE HART BRAND

ASK YOUR JOBBER

W. R. Roach & Co., Hart, Mich.

Factories at Hart, Kent City and Lexington

PUBLIC SPEAKERS.

Many Developed by Credit Men's Association.

The season of dinners and banquets is drawing to a close. There have been many of these social functions, followed by the discussion of business during the fall, winter and spring, and it can not be denied that they have been productive of much good. They have served to bring the business men closer together, to make them better acquainted and more friendly, to put them in the mood to co-operate for the general good. They have also served as the discoverer and developer of talent. It has brought out the best that is in men and their fellows, and perhaps even themselves have been surprised at the showing.

Frank Welton, for instance, who until this season suspected his rare talent as a toastmaster, his wonderful fund of wit, humor and drollery to keep an audience in a roar? His intimate friends knew him as a genial companion, the world at large esteemed him as a wise adviser in financial affairs, a dependable man in business, but until this season who believed that this quiet, sober-faced banker could stir things up as Mr. Welton has stirred them at the monthly dinners of the Credit Men's Association? Mr. Welton's wit at times comes close to the caustic, and some things he says if said by others might raise blisters, but his way of saying them goes far toward taking the sting away. Mr. Welton, as toastmaster, has been one of the distinctive features of the Credit Men's dinners. When he takes the floor the company prepares to laugh.

One of the most familiar figures at the dinners and meetings of the business men is John Sehler. Whether it is the Credit Men, the Advertisers' Club, the Board of Trade, the Wholesalers, the Retailers, the Committee of 100, he is always there and always welcome. When there is work to be done he is ever ready to do it, and always does it effectively. If he has a speech to make, he makes it and he sits down as soon as he has delivered his message instead of rambling on indefinitely. He is wise in council, reliable in action, knows everybody, is known by all, and so regular in attendance that a dinner party can hardly be regarded as complete without him.

Walter K. Plumb and A. B. Merritt are also in the class of regulars. They are of the younger generation, but have developed rapidly and they are at their best when a hard proposition is to be tackled and hard work is to be done. Neither can be classed high as orators, but when either has anything to say he says it in a way that is easily understood and that carries conviction.

These dinner functions have developed one interesting fact, and that is that at a meeting of business men the services of a clergyman can be dispensed with and still leave no rite unobserved. This has been demonstrat-

ed at the dinners of the Credit Men. At the March dinner John Snitseler pronounced the blessing, and at the April meeting L. Z. Caukin was called upon. In both instances the prayer was in simple words that seemed to come from the heart, with the ring of sincerity in them, the clear tones of honesty. There are other business men in Grand Rapids who could be called upon to offer prayers and who would not fail. Trade and religion may in some ways be far apart, but in Grand Rapids they travel hand in hand to a great degree. With business men in this city religion is not merely a Sunday recreation—it is an every-day observance; they carry it into their business and into their relations with other men. They do not talk it—they live it.

The banks more and more are sending their representatives to these meetings of the business men and thereby keeping in touch with what is going on. Welton, Slaght, Caukin, Coleman, Morrill, Conger, Woodruff and McCoy are often seen at these semi-social sessions and some of them are active in the good work that may be on foot. In the Board of Trade Chas. W. Garfield, Wm. H. Anderson, Jas. R. Wylie and Robt. D. Graham are active and influential in affairs of large importance. A few years ago the bankers were quite inclined to remain aloof. In this respect, however, Thomas D. Gilbert was an exception. He was one of the founders of the Board of Trade and always took an active interest in its work, not so much as a banker, however, as in his capacity of a public spirited citizen.

Lee M. Hutchins is a familiar figure at all these gatherings and shares with John Sehler the honor of most regular attendant. He has strongly developed social qualities, is a graceful and ready speaker and when he speaks he always has something to say. He has been a strong feature in the growth of the Credit Men's Association and such is the esteem in which he is held that he is the unanimous choice of the Grand Rapids Association for the presidency of the National Association, and will have the most loyal support from his home delegation at the Philadelphia convention.

Random Shots.

I shot an arrow into the air; it fell in the distance, I knew not where, until a neighbor said it killed his calf, and I had to pay him six and a half (\$6.50). I bought some poison to slay some rats, and a neighbor swore it killed his cats; and rather than argue across the fence, I paid him four dollars and fifty cents (\$4.50). One night I set sailing a toy balloon, and hoped it would soar until it reached the moon; but the candle fell out on a farmer's straw, and he said I must settle or go to law. And that is the way with the random shot: it never hits in the proper spot; and the joke you spring, that you think so smart, may leave a wound in some fellow's heart.

There's a world of difference between trying to seem pleasant and seeking to give pleasure.

Karo

The Syrup of Purity and Wholesomeness

ALL your customers know Karo. And the better they know it, the better they like it—for no one can resist that rich, delicious flavor—and every sale means a quick re-order.

Karo is a syrup of proven goodness and purity. Unequalled for table use and cooking—fine for griddle cakes—dandy for candy. It's never "dead stock," and every can shows you a good profit.

Karo is unquestionably the popular syrup. The big advertising campaign now on is helping every Karo dealer.



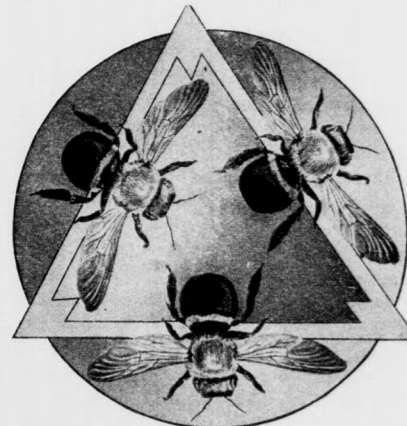
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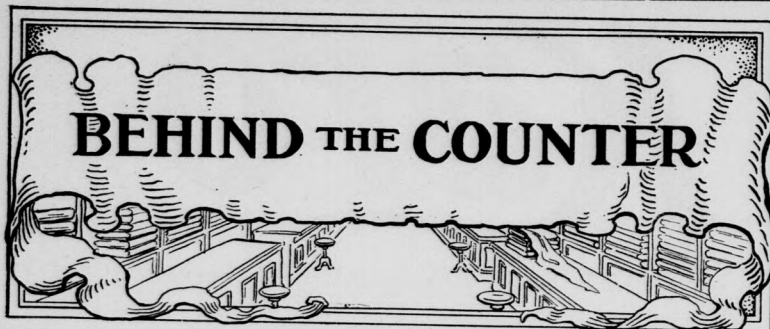


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Always
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The Busy Boys For Business

JUDSON GROCER CO.
GRAND RAPIDS, MICH.



Why Clerks and Salesmen Work Too Hard.

Written for the Tradesman.

It is not because it is absolutely necessary to work hard that some clerks and salesmen plunge into their work with all the energy they possess, exhausting mind and muscle, but principally because they have never learned to do their work properly, or else they are driven by a wild ambition to excel all others.

Salespeople may be divided into three classes: First, those who wear themselves out by working under too heavy a strain, because they think they have to; second, those typical American hustlers who, in their mad desire for wealth or fame, try to make sales in a whirlwind manner; third, those who win and rise above the ranks because they have learned to work hard without sacrificing their health or personal interests.

Hard work is not caused by supplying the world's tremendous demand. If a man works hard and suffers from the effects he has only himself to blame. The reason young and old salespeople continue to waste their brains, energy and time working under a constantly increasing pressure is because they have never properly trained for the race. Not one salesman in ten realizes the importance of developing the habit of methodical work.

The only way in which a salesperson may make his work easier, without sacrificing either his opportunities for advancement or his present salary, is to use his brains to organize a working plan for his energy, and to have some system for the use of his time. It is not necessary for any man to give up his earnings to make his work less wearing, nor is any man compelled to neglect his chance of mounting the ladder of usefulness by attempting to do less work.

Just stop and look about you. Think of the many large, thriving mercantile concerns whose whole success has been the direct result of adopting a system for carrying on their business. And it was absolutely necessary for this system to be used every minute of the day to accomplish what they have brought about. More important than business system, in fact, the very foundation of business system, is the system of the individual. Yet how few salesmen who are striving for success ever apply system to themselves. All personal affairs amount to anything must have some way of being conducted.

There is a saying that work never killed a man, but worry does. When a man says he is working too hard and can't stand the strain, that man

worries more than he works, and worry comes from lack of personal system more than anything else. The work you are doing every day, no matter what it may be, offers limitless opportunities to train yourself to get the most out of your brain, without waste, to make your muscles reach their capacity without strain and to use every second of time to the greatest advantage.

Salespeople who work too hard and break down under the strain do so because they have not learned how to properly govern their time and energy. Men who have organized business concerns and managed large bodies of workers; men who are grounded in the fundamental principles of business organization, have gained their power and executive ability through the training of themselves and the use of system in their personal affairs.

There is one remedy, and only one, that will enable salesmen of either house or road to lighten their burdens, and that remedy is a thorough training in applying system to their every-day affairs.

If a salesman finds his work is wearing him out it is usually because he is careless and thoughtless about little things. He takes unnecessary steps, and does many things he should not do. Or, perhaps, he puts off certain duties, intending to do them tomorrow, then he forgets and when these duties turn up, as they are sure to do, they all come at once. When a man gets behind in his work it is a difficult matter to catch up. It is just the same as getting in debt, only that the indebtedness is to Father Time, and will have to be paid up.

There are three things a man can practice personal system on: His position, no matter how seemingly unimportant; his time and the money he earns. It does not make any difference how many difficulties are confronting a man in his work and personal matters, he always has the opportunity to recognize his way of doing things. And this one thing is certain, no man will ever have the ability to hold an important position in the management of a business or the organization of men and affairs unless he begins to train himself in methodical habits.

Like everything else in life that attains any marked degree of success, a man must begin at the bottom; begin with himself; develop the habit of laying out his work along common sense lines; learn to do his work in the shortest and quickest way; use his time so that there is not a second wasted. Lack of system will demoral-

ize any business, and lack of system in the individual will wreck the individual.

System for Retail Clerks.

If you are a retail clerk and expect to develop your time and energy to the highest efficiency you should begin at once to reorganize your way of doing things.

Begin with yourself. If you put off organizing the little duties of today, thinking it better to save your energy for the greater duties of to-

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Majestic Building, Detroit
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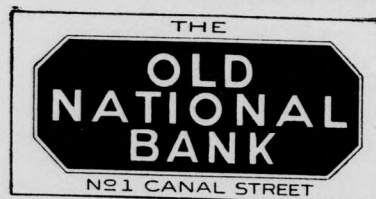
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John Mowat
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Capital
\$800,000



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Banking by Mail is a Success

A large number of our "out of town" customers find it very satisfactory

morrow, those greater affairs will never come.

No matter what the nature of your work may be, first see that your work has an orderly arrangement, so that you can accomplish a task without having to fret and worry in finding some particular book or tool you may need. Have certain places for everything and have some method of keeping everything in its place. If your work is routine you can soon learn to do it in half the time by adopting short cuts and installing ideas to save time, even if only a few minutes.

The reason so many clerks cry about hard work is because they never learn to do a thing thoroughly. Lack of system with your time breeds inaccuracy, which in turn breeds trouble and an ocean of worry in straightening things out. Whenever you have set yourself to a task, finish it before you leave it. The leftovers and come-backs are what make a drain on the energy. They also destroy the element of constant progressiveness which must enter into any successful personal system.

Make Memory Work True.

In applying system to your personal affairs, above all, learn to train your memory; or, if your work fills your mind with too many details, you should adopt a system of keeping track of important duties. Write them down; make a memorandum of them and file that memorandum where it will come to your notice at the time you will want to use it. Keep track of everything you may want to use at some future time. Don't give any important matter a chance to slip your memory. Your hand must be able to touch any article in your possession at any time. The men at the head of successful corporations were made good managers through adopting these principles. Just so can any retail clerk rise above the ranks by getting into the habit of doing things in a better way than anyone else. A system of being orderly, prompt and accurate will develop habits which will endow you with the ability to do things right, and when the most important duties fall in your pathway you will be able to do them quickly and easily. But if you have no particular way of doing things and let your work get ahead of you and drive you from morning until night, your work will always be uninteresting, difficult and tiresome.

To systematize the work before you every day, and to try to do things in a better way, more thoroughly and in less time than before, requires thought of self and study of conditions. Remember that your position—the work you are doing to-day—should be training you for better and more difficult work to-morrow. No clerk can gain promotion by being satisfied with the work to-day. There should be the desire and ambition to try to do it a little better to-morrow; just a little better than the other fellow.

System Makes Work Easy.

Whatever you have in hand to-day, do it with the thought that you are educating yourself for higher work. If you become discouraged after a day's

tired work, it isn't because the work is impossible. It is because your method of doing things has made the work hard. The absence of system always causes worry, and worry makes any kind of work difficult.

Work will never hurt the brain. A man's mind never tires, nor does brain-fag ever come from methodical work. The truth is that the brain is developed through continual systematic work. When the body becomes tired and the energy exhausted it is because the body is not being run by a well organized brain.

H. Franklin Thomas.

Experience Does It.

Have you ever noticed how it is that some shoe clerks will fit a customer, get their money and wrap the shoes up, all in a remarkably less space of time than another clerk? Certainly it seems as though some customers must be slighted at times, but a little study in the matter will reveal the fact that the quick clerk will make just as good a fit and give equal satisfaction to the majority of customers. His gaining time is due to the fact that he has a full knowledge of the various shoes in stock, and knows at once what kind of a shoe will fit a certain foot.

The ordinary clerk will bring about all the styles in the store to a customer and let him pick the one he likes. The tactful clerk will pick only those shoes which he feels will fit when decided upon, and if a customer asks for some style shown in the window, which he has not produced, he will remark, pleasantly: "Yes, I will show you that, but I think you will decide that it is not a suitable shape for your foot, because it will make it look much longer than need be." The reference to length at once piques the customer's pride, and, of course, she or he has no use for that particular shoe and places a vast amount more of dependence upon the word of the clerk.

This clerk will do little talking, and will let the customer do nothing but buy shoes. He realizes that he is not there for the purpose of jollying the trade, as some clerks feel called upon to do, but on the contrary, he is so intent upon selling the shoes that he has only the most serious and shoe thoughts. When the sale is all over he may comment upon some little matter in a pleasant manner, but "nothing doing" until he has made a sale. These kind of clerks are world beaters and hard to get. Open up your purse strings if you get one, for they are worth the money.

Traveling Berth for Liquids.

An inventor's opportunity is in finding a traveling berth for liquids. There is a flourishing trade in the cheap and essential liquids of commerce, both domestic and industrial. They have to be stored for transit in substantial, well built, durable barrels made of oak, such as are used for the more costly alcoholic liquors and beverages. So the package becomes more costly than the contents. When the material is being transported in large quantities it can be done without losses; however, in the trades

where it is necessary to adopt a six gallon cask to meet the demands of small tradesmen the manufacturer finds his trade becoming unprofitable.

The problem may be solved in two ways—either the evolution of a suitable small cask capable of withstanding at least one railroad journey, sufficiently cheap to enable the manufacturer to give it away with the contents, or the production of a cask infinitely superior to the present day barrel, especially in point of durability with necessity of repairs obviated and comparing favorably with the oak cask in point of cost. The vessel must conform to the design of the ordinary cask and with the regulations of railways and other transportation systems. The material must be able to resist the corrosive or other characteristics of the liquid with which it will be filled.

Would Never Be Noticed.

Barber—Shave your neck, sir?
Farmer—Extry charge fer that?
Barber—Only a nickel.
Farmer—Don't bother then—at home our family pew is in the hind row anyway.

An Oration Thrown Down.

Spellbinder—Ladies and gentlemen, my throat is a little tender to-night, but—
Voice from the audience—But otherwise you are pretty tough.

When you see a prophet striking attitudes you may be sure he has some habits to hide.

FLOWERS

Dealers in surrounding towns will profit by dealing with

Wealthy Avenue Floral Co.

891 Wealthy Ave. Grand Rapids, Mich.

H. LEONARD & SONS

Wholesalers and Manufacturers' Agents

Crockery, Glassware, China
Gasoline Stoves, Refrigerators
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GRAND RAPIDS, MICHIGAN

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HIGHEST
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Registered
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A perfect food, preserves
health, prolongs life

Walter Baker & Co., Ltd.

Established 1780 DORCHESTER, MASS.



Suits When Others Disappoint

Far and away the most satisfactory coffee ever offered to the general run of coffee users.

The test of time and the encomiums of thousands of discriminating people justify us in making very strong and emphatic claims for our superb brand of family coffee. Sold in every State and Territory of the Union—and in places more remote—"White House" coffee carries conviction to the homes of coffee-lovers, and makes friends and endorses wherever it finds the slightest opportunity.

Dwinell-Wright Co.

Principal Coffee Roasters
BOSTON AND CHICAGO

SQUIRE ABEL'S "SON"

Provides a Notable Banquet for Old Timers.

Written for the Tradesman.

About the first restaurant laying any claim to elegance of fittings and prompt attractive service ever established in Grand Rapids was located about where the Siegel Co.'s store on Monroe street is now in operation.

It was in the old three-story stone front block built by the late "Squire" (Carlos) Abel and was operated by a man named Jamieson in about the years 1856-58, and "Squire" Abel, proud of the building, was highly gratified that one of the store rooms was occupied by an enterprise which approached so closely a metropolitan character.

Just at noon one day the "Squire" met the late eminent attorney, Thomas B. Church, and greeting him cordially asked: "Have you had your dinner, Tom?"

Mr. Church explained that he was on his way to dinner, when the "Squire" said: "Come on with me up to Jamieson's and have a dinner that you'll remember."

Mr. Church accepted the invitation and together the two men entered the restaurant. Mr. Jamieson was a newcomer and had not yet formed many acquaintances so that when his landlord presented the six-feet-four figure of Mr. Church with: "Mr. Jamieson, shake hands with my son Tom," he may have smiled inwardly as he compared the stature of the son with the short and corpulent figure of his landlord, but he acknowledged the introduction courteously and added: "The son's a bigger man than his father."

"Yes, and I want to keep him bigger, so I brought him here for dinner," replied the "Squire."

Mr. Church, catching the spirit of the situation as Mr. Abel preceded him into the dining room, observed in a low voice to Mr. Jamieson, "Don't say too much to father about my size. Pa's rather tender as to his own shape."

The dinner was served promptly and was enjoyed by the participants, and as they came out of the dining-room the "Squire" said: "Son, have a cigar? Jamieson, give Tom a good cigar."

The request was complied with. Mr. Church thanked his "father" and the restaurateur and passed out.

This experience happened about the middle of the first month in the history of the restaurant, and at the beginning of the second month "Squire" Abel presented his bill for a month's rent (\$41.67) in advance.

Mr. Jamieson looked at the bill and taking \$36.72 in currency from his cash drawer tendered it with "a bill for \$4.95 for dinners and cigars for your son Tom" to the "Squire."

Mr. Abel seized the bill, glanced it over, looked quizzically at his tenant and said, "That's all right this time, Jamieson."

"Yes, Tom told me it would be all right," was the reply.

"But no more, Jamieson. Never again, Jamieson," continued the "Squire."

And the story goes that a night or two thereafter "Squire" Abel gave a somewhat elaborate dinner at Jamieson's, with Tom Church, C. H. Taylor, John Ball, Warren P. Mills, Ira Hatch, Sr., Canton Smith, Aaron B. Turner, E. S. Eggleston, J. W. Peirce, P. R. L. Peirce, John Almy, John T. Holmes, James Miller, Zenas G. Winsor, Jacob Winsor and Franklin Everett as guests. "And it was a dinner," concluded the narrator, "which more than settled for the next month's rent." Charles S. Hathaway.

Dictionary for the Aeronaut.

The evolution of aerialism has led to a vocabulary and dictionary of its own. Aeronaut is defined as aerial navigation in its entirety without special reference to any of its branches. Aerostatics is the science of aerial navigation by means lighter than the air. Aviatrics is the science of aerial navigation by means heavier than air. Aerostation and aviation refer to the practice of these two branches. Aerodromics is equivalent to aviatrics. Aerostat refers to an ordinary spherical balloon.

Aeronat is a dirigible motor driven balloon or airship. Aeroplane denotes a dynamic flying machine sustained by the reaction of the air on one or more planes propelled by propellers or similar means. Sometimes, however, it is used to designate the sustaining surface alone. Helicopter denotes a flying machine consisting of one or more lifting screws with a more or less vertical axis. Ornithopter refers to a machine in which the means of sustentation and propulsion consist of beating wings.

Aerodrome was first used by Prof. Langley, and is said to be the most comprehensive and suitable name for a flying machine of any kind. It does not properly mean a balloon shed.

The derivative aerodromics may be applied to the whole science of free flight. Aerofoil has been suggested by F. W. Lanchester to designate the sustaining surface in a flying machine, the spread wing of a bird, etc. Aerodrone, also suggested by him, is proposed for a motorless flying machine, such as the glide. Some, or most all, of these terms may of course sometime receive a slightly different application in years to come, or be dropped altogether, particularly when the fertile brain of the man of the

street begins to apply his concise and picturesque phraseology.

Uncooked.

The little child of the tenements was enjoying her first visit to the country and was enthusiastic in her admiration of the farm-yard.

"Just look at the chickens!" she exclaimed in ecstasy. "They're all running around raw!"

Shielding a fool from the fruits of his folly is fostering his foolishness.

Jennings' Extracts

Are sold to discriminating housewives—your customers. The women realize that a few drops of a good extract are as effective as a half bottle of the cheaper brands.

This is the trade that increases the profit side of your ledger—the trade that builds up a store; proof against price cutting and adulterating competitors.

Ask our salesmen for prices
Or write us direct

The Jennings Flavoring Extract Co.
Grand Rapids, Michigan



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

HAND SAPOLIO

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

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

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, April 24—While the spot coffee market is still quiet, there is more activity than prevailed a week ago, owing, perhaps, to a decided break in the speculative field. Some jobbers report sales of considerable amounts and there seems to be a feeling of confidence as to the future, although we can tell better next week just what will happen. At the close Rio No. 7 is worth in an invoice way $8\frac{1}{8}$ @ $8\frac{1}{4}$ c. In store and afloat there are 3,707,534 bags, against 3,607,515 bags at the same time last year. Sales of mild grades are not of large quantities and quotations show little, if any, change. Good Cucuta is held at $10\frac{1}{4}$ c.

On Thursday there were sold some 2,000 packages of Congou teas—at a low figure, probably, as a bid was put in for 3,000 more. A decline of a cent or two is to be noted in Indias and Ceylons of the lower sorts and even the better stock seems inclined to a lower level. In fact, the immediate outlook for tea is not bright. It is said that some firms have stock enough to last six or more months if they bought no more at all. If this be true it will, of course, be reflected in a decreased import market.

Granulated sugar is well held and no surprise will be felt if some advance takes place next week. The level of 4.95c is looked for. The demand is not urgent, but the condition of the raw sugar market is such that some advance in granulated seems inevitable.

Rice has been well sustained and almost every day the enquiries become more numerous. Buyers will find that "bargains" and "job lots" of desirable stocks do not exist, and holders are determined, apparently, to make no concession. Good to prime domestic, $5\frac{1}{2}$ @ $5\frac{3}{8}$ c.

While no large sales of spices have been reported the number of small orders has been quite respectable and prices on everything are well sustained. Nutmegs and ginger are the two items of most interest.

Molasses is quiet and without change to speak of, except a slight advance in Barbados, now quoted at 33 @ 35 c. Good to prime domestic, 22 @ 30 c, at which figure the market has long remained.

Canned goods are quiet. Tomatoes are selling at 65c f. o. b. for standard Marylands. If packers would accept $62\frac{1}{2}$ c jobbers say there would be a large volume of trade; but the fraternity can see no money at this figure and continue to turn down all such offers. The layman does not see how it is possible to pack a can of standard tomatoes for 65c for twelve cans and leave even one cent of margin. Still, it is thought there will be a huge pack this year, and this indicates that there must be money in the trade even at quotations which have prevailed. Corn is hardly as firmly sustained as a week ago and one fair lot of Maine has changed hands at 85c delivered. Southern, Maine style, 55c f. o. b. Peas are

quiet and possibly a little shaving has been done. Other goods are quiet.

Butter has been arriving in larger quantities and the market shows some decline. Creamery specials, 28c; extras, 27 @ $27\frac{1}{4}$ c; firsts, 25 @ 26 c; Western imitation creamery, 20c; factory, firsts, 19 @ $19\frac{1}{2}$ c; seconds, 18c; process, 20 @ 23 c.

Some increase in the supply of new cheese is shown, but there is not enough to exercise much influence one way or the other. The market is well sustained at 16 @ 17 c for old stock full cream, and $14\frac{3}{4}$ @ 15 c for new.

Eggs tend to a lower level, as supplies are increasing. Fancy Western storage pack, 23c; firsts, $22\frac{1}{4}$ @ $22\frac{1}{2}$ c.

Some Peculiarities of the Sparrow-Hawks.

Written for the Tradesman.

The sparrow-hawk is a very interesting bird, being a true falcon. In length it is about a foot.

The male is distinguished by a tawny back, seven black spots on the head, bluish and black wings and chestnut tail with a wide band of black and a narrow white terminal band. Underneath he is white or tawny like the back.

The female is somewhat different in appearance. She is more streaked than her mate. Her tail is tawny, like his back, and it has a number of narrow tawny bars darker than the tail. Her wing-coverts and back are characterized as "rusty," with bars of black.

Like some of their human brothers, both the male and the female are courageous to the verge of foolhardiness, often attacking other birds of prey a good deal larger than they are. At the same time it is a peculiar trait that they are extremely timid and cautious—a seeming anomaly.

The natural food of sparrow-hawks is mice, in the catching of which they exhibit remarkable adroitness. Sometimes they tackle larger prey, pouncing on the farmer's nice tender broilers, although this is not of such frequency as to cause them to be designated as a "nuisance."

As to the nest sparrow-hawks aren't at all particular. Any old thing that some other bird has conveniently vacated will do—they can keep house just as well as not in the abandoned hole of a woodpecker or frequently a crow's nest does them very nicely. Failing to find a "hand me down" in the way of a deserted home, a pair of sparrow-hawks will make their nest in some cozy hollow of a tree.

W. W. W.

Consoling.

Wifey—Henry, did you get any consolation from the sermon this morning?

Hubby—You bet I did. I was made to realize that I might be a whole lot worse than I am.

Trouble in the Reptile House.

Keeper—Terrible accident to the glass snake!

Zoo Manager—What's the matter? Keeper—It swallowed a dynamite cap and now its nervous system is completely shattered.

The Value of Meat Extracts.

The Bureau of Chemistry of the Department of Agriculture has recently given in Bulletin No. 114 much new and valuable data regarding the commercial meat preparations. It was taken up to determine the condition and quality of meat preparations in general and from the results obtained to prepare tentative standards for the preparation and composition of such meat preparations. The results as well as the methods of analysis of many meat products are given, showing the composition and relative value of the various preparations. The comments of many investigators regarding the food value of such products is also a valuable contribution to the knowledge of meat extracts, and will help in deciding the real value of the preparations. The preparations taken up are divided into three general classes: (1) Solid and Fluid Meat Extracts; (2) Meat Juices; (3) Miscellaneous Preparations.

The general conclusion of the investigators is that long since determined by expert physiological chemists, to the effect that meat extracts are not foods at all and must not be looked on as representing to any extent the food value of the meat from which they are prepared. The process of manufacture necessarily, in order that it may not spoil, deprives the product of the greater part of the coagulable proteids of the meat which constitute the principal nutritive elements therein. The report discusses in detail the various solid and liquid meat products of commerce and does not hesitate to declare as misbranded most of the popular liquid meat extracts and meat juices. The solid extracts, as a rule, conform to the standards for these products, but almost all the liquid products are below the standard for fluid meat extracts and are misbranded in other respects. Some of the most highly recommended products are stated to have practically no value as food and should not be classed as meat juices. Druggists will do well to get this report and bear these

results in mind when selling any of these products.

Preparations of this character are not wholly valueless in the sick room, for they possess stimulating qualities, and in the kitchen they are useful on account of their flavoring properties. They are not, however, concentrated foods, having on the contrary but comparatively little nutritive value. The meat juice prepared from fresh meat, in the home or hospital, by continued heating at a low temperature, while of little value except as a stimulant, is far superior as a food to the commercial meat extracts and so-called meat juices.

Just the Same.

"Hello—going fishing?" he asked of Smith as he entered the latter's office and found him overhauling his fish lines.

"As you see," was the reply.

"Same as last year?"

"Just the same."

"And the year before that?"

"Yes."

"And the same place?"

"Exactly the same."

"And you'll fish all day and not even have a nibble?"

"Not a nibble."

"And you'll come home at night and tell of the big ones that got away?"

"I will. If you drop in to-morrow you'll find me lying like a son of a gun to all callers. Yes, the big one that got away just as I had him at the top of the water was two feet long and weighed all of twelve pounds. Anything else, my dear man?"

"Smith, why do you do it?" asked the other after a moment's silence.

"You mean why do I tell the truth one day in the year, when I go fishing? Well, that's a matter I have given considerable thought to and have come to the conclusion that it's because I don't want to get the reputation of being eccentric. Yes, two feet long and weighed all of twelve pounds. My, how he did pull!"

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225-226 Houseman Bldg.

POWER OF THOUGHT.

It Is the Controlling Force of Mankind.

Evansville, Ind., April 26—Excuse me for taking up so much of your valuable time, but I feel it my duty to write or I would not take the time myself.

Thought is the controlling power of mankind and some lines of this wonderful influence don't care whether they put us in a position where our bodies would get killed or not. The family of thought that controlled Jesus Christ (the most wonderful man who ever lived) did not care a snap for His body. It knew that if he kept on telling the truth He would be put to death.

We should try to know more about the different families of thought that are in and around us. The thought of stealing is just like the thought of truth. It knows also what the body will get, but it doesn't care, just so it can get expression.

There is a family of thought pertaining to our human nature, but it is altogether different from that which controls us from a reform standpoint. If we would listen to thoughts of our nature, that force which would keep our bodies pure and free from disease, it would not give us much time for other things.

Since it is a fact that the human family is in a very bad state of affairs, that style and a thousand of other things keep us busy. It takes a family of thought like that which controlled Jesus to show us the truth, and it is willing to make this known if it does cause our bodies to be put to death. If we are willing to die for the truth, this family of thought will take care of our soul, which is that force that is going to live always.

The thought of business is just like these others I am talking about. If we would listen to them they would not even let us sleep at night. They promise us great things and they fulfill their promise to those who work with them, but after all the work is done we lie down and die and this business thought is the cause of our losing our soul, which is that other influence that would work us to death.

If all of these things are true what shall we do? In my opinion, we must try to find the balance between these forces and see if we can not get them to even up things a little. These different families of thought we are thinking about are all very intelligent. They are much wiser than we are and I believe that if we would stand and judge between them we would soon get them to reason a little and let us live in peace, joy and happiness and not make us work for business or any other thing all of the time.

The thoughts in regard to my body tell me that I am a fool. All I can get in this life and all I can get out of business are something to eat, something to wear and a place to sleep, and since it requires such little of these three things, I ought not to give up all of my time in trying to earn that little.

The thought that controlled Jesus

told Him that He and all of us ought to live as the little birds. They neither sow nor reap.

Find the balance between these things and I think you will be in line with the right way of living. Of course, you may be happy now and I hope you are, but I know what business thoughts will do to a man who will listen to them. I know what they have done for me and are still doing. They promise me wonderful things. They have twenty-five stores in store for me if I will work with them. I tell these thoughts that I am very thankful to them for all these things and that I am willing to take hold of them all as the time rolls round, but I will not allow them to control me completely.

When I first told them this, they said, "All right, if you will not listen to us we will go over to the other fellow and give it all to him," and I said, "Go on," and for awhile they did go, but it was not long until they came back, for they found that I was wiser in many ways than I was before and this wisdom could not be driven into idleness, so I think in this way I found the balance between the right and wrong way of handling the power of thought within my own kingdom.

When we learn how to give up everything, even our own lives, then it seems that in return we get back ten for one.

In other words, we should not allow our environments to control us and make a slave of us. We should learn to master the law of vibration. The law of vibration is the law of silent speaking that few understand. We have just begun to open the power house of mentality and we have not the least idea what influence this silent force has. It will allow our bodies to go down in death to make it known for the good of others that are to come after us. In this light Jesus Christ died to save the world.

The thought running through His mind did not care for the body and you know the influence that this thought still has upon the minds of the people, but who is there among us that is willing to listen?

You and I have to keep still (for business' sake). If I would tell the truth my body and business would be killed, just as Jesus was put out of the way. "The truth shall make you free." Yes, in the thought world, but not in business. The preacher can not tell the truth, he must live like other people who are in business, or the business people will kill him. They may not kill his body, but they will not give him bread. Let us find the balance between these things and see if we can not do others some good.

Edward Miller, Jr.

In the District Court of the United States for the Western District of Michigan, Southern Division—In Bankruptcy.

In the matter of George Hirschberg, bankrupt, notice is hereby given that the stock of merchandise, consisting of clothing, dry goods, notions, boots and shoes, rubber goods, groceries, crockery, etc., together

with store furniture and fixtures and book accounts belonging to the estate of said bankrupt, will be offered by me for sale at public auction, according to the order of said court, on Friday, the 7th day of May, 1909, at 10 o'clock in the forenoon, at the front door of the store of said bankrupt, at Bailey, Muskegon county, Michigan. The sale will be subject to the confirmation of the court. All of said property is now in said store, and the inventory thereof may be seen at my office, at the Grand Rapids Dry Goods Co., 48-50 N. Ottawa St., Grand Rapids, Mich.

John Snitseler, Receiver.
Peter Doran, Attorney for Receiver.
Dated Grand Rapids, Mich.

April 26, 1909.

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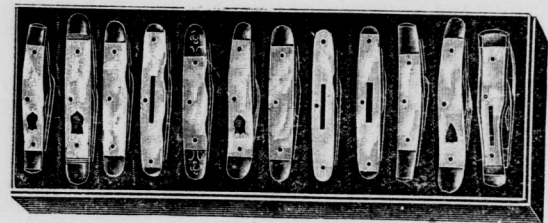
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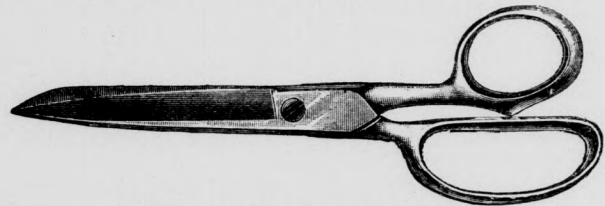
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P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

AN ARBOR DAY STORY.

What the Tree-Planting Expert Did to Gordon.

Written for the Tradesman.

"This year," said the shoe man, "I'm going to plant a tree on Arbor Day."

"Boot tree?" asked the junior partner, who still retains the manners of the general store at Stubb's Crossing.

The shoe man looked over the head of the junior partner and ignored his observation.

"You mean," said the commission man, "that you are going to hire a strong man to plant one for you."

"Not!" cried the shoe man. "I tried that last year."

"Got it planted, eh? Did it grow?"

"I saw it out in the back yard the other day," cut in the junior partner. "It looks like it had never taken root."

"The one you saw," said the shoe man, with a pitying smile, "is the one my wife planted. She found it out in the street, under a sugar maple. She chopped around it in the stones with my new ax and then pulled it up by the roots. The tap-root was two feet long, and she asked me to delve into the soil and find a hiding place for it."

"That was easy."

"She said I'd die of some itis or other if I didn't stop sitting around this store all the time and exercise more, but she didn't frighten me. I sat on the back porch smoking while she dug a hole and planted that tap-root. This year she's got her eye on an alder tree which she's going to plant in the front yard. When she gets it to growing, I'm going to let the horse run away and step on it."

"You're a brute!" said the commission man.

"O, I don't know," said the shoe man. "If a man's time is worth anything at all—as much as five cents an hour, say—he ought to send his wife away on a visit to her sister in Indiana as soon as the birds begin to look for furnished flats, or building sites, or anything like that. If he stays around where she's making garden, she'll get him, all right."

"But about this Arbor Day?" asked the junior partner. "You started in to tell about the expert work you had done last year."

The commission man saw that there was a story in the air and sat down. The shoe man may always be depended on for a story. Sometimes he shades the truth just a little, always in the interest of excitement, but as a rule he trusts to memory rather than imagination, for the shoe man is an upright citizen, and a prop to the white brick church on the hill.

"Yes," said the merchant, "I was going to tell you why I am going to do my own tree-planting this year."

"If you do," observed the commission man, "I'll bet you'll have every member of the family, from the cat up, out in the yard holding things for you."

"Last year," continued the shoe man, disregarding the interruption, "I had quite a lot of tinkering to do around the garden, and so I decided to stay at home on Arbor Day and

have a practical tree man come up and help me. You see, I had a little grafting to do, and some trees to set out, and a little trimming that ought to be done, and so I looked up an expert to do the bossing while I acted as assistant and learned how. When I went to see the expert he said he'd come, though he might be a little late, and might have to quit a little before time. Because of this, he said, he'd do the work for me for five dollars. I wondered if it wouldn't be possible for me to get in with a game like that, but at last engaged him.

"I was up early Arbor Day morning waiting for him. I was ambitious, and wanted to get a lot of work done while I had some one to assist me, or while I was in the assist business, rather. He finally came sauntering along, about half past nine, accompanied by a freckled-faced boy.

"I clean forgot that this was a holiday," he said, as he came up with a grin on his face, 'and so got left on some money my wife must have to-day. I've brought the boy along to act as messenger, so if you'll pay the five dollars now I'll send him hopping back to my wife with it.'

"I gave him the money and the boy filtered away. Didn't look to me like he was hopping back to mama with it. Then we went back into the garden, where there was a bit of grafting to be done. The expert looked over the trees I wanted cut into and over the grafts I had selected.

"We'll soon have this job over," he said. 'Now, if you'll get me a sharp saw, one with fine teeth, and a sharp chisel, a two-inch one, and a wooden mallet, and a gob of wax, I'll go at this tree.'

"But you were to bring your own tools and the wax," said I. 'This is no hardware store.'

"I reckon I forgot all about that part of it," said the expert. 'Well, I can't do this job right without tools, and so I'll go and get some. You see, you have to be mighty careful how you cut into these trees. If you leave the bark ragged it is likely to kill the graft. I'll be right back with the tools. And, come to think of it, I have no money to buy the rosin with, so if you'll give me ten cents I'll stop at the drug store as I go along and get it.'

"He came back at ten-thirty.

"I had to build a fire in the kitchen to make the wax," he said, 'and the wood wouldn't burn. But we are all right now. If you'll hold this limb down I'll slam it off in a minute. Oh, not that way! I thought you knew how. Say, suppose I run over to Ward's and get Steve? He's all right!'

"So the expert went over to Ward's and got Steve, who seemed to have bought rather more rosin at a drug store than had the expert. Anyway, he walked lopsided. They sawed off the limb and sat down to rest. Then the expert came over where I was.

"I find," he said, 'that this wax is too soft. I'll have to go over to Steve's and put a little more rosin in. While I'm gone, you might just mark

out where you want them trees planted.'

The expert and Steve came back at half past one. They finished grafting the tree and went over to where the two trees I had selected were to be planted.

"This is all right," said the expert, squinting along the line with one eye shut, 'and the trees will look mighty swell when you get them set out here and to growing good. Now, if you'll go and get me a spade I'll dig a hole for the roots. Don't get one of those solid spades. They are too hard to work with, and they don't break up the soil enough. What I want is one of these four-tined spades. They are light, and you can do a good job with one of them.'

"I explained that I was just out of that kind of spade.

"Oh, well," said the expert, "I'll send Steve over home after one, and we can be trimming trees while he is gone. Are these the trees? Looking pretty thin now. I wouldn't cut off much wood if I were you. Well, get me the pruning knife and I'll show you how to trim trees."

"The fellow flushed a little when I completed my remarks.

"Never mind," he said, 'I can catch up with Steve and tell him to bring one over when he brings the spade. I might do some of the cutting with my knife, but it is always best to do it right. While I'm after Steve you get a good strong step-ladder and bring it here. We'll have this work done pretty quick when I get back.'

"The expert went after Steve. I don't know what Steve went after. They got back to my place at five o'clock. The first thing they did was to sit down on a saw-horse and tell me about it.

"I met Chauncey out here," said the expert, 'and we got to talking about trimming fruit trees, and he said it ought never to be done in the spring. He says the sap runs away and bleeds the tree to death when you cut in the spring. If I had any trees I wouldn't want them cut in the spring.'

"We might go on and get them trees set out," suggested Steve, who had brought a tine-spade with only the two outside tines in sight.

"Yes, we'll go right on and set out the trees," said the expert. 'And while we're leveling this one up and getting it in the row, you might see if you can find a bit of milk or something for us to drink. I hate to work on legal holidays, especially when the work is hard like this—like digging and grafting.'

"When the sun went down they

had planted two trees and grafted one in two places, and that was all I had to show for my five dollars. They didn't go away when the last tree was set out, sloping to the west, but waited about, as if expecting something.

"Of course," said the expert, presently, 'I've had my pay, though I should have asked more if I had known how things were going, but here's Steve, waiting for his.'

"In my weak and timid way I explained that I hadn't hired Steve and wouldn't pay him, and my wife came out into the garden and said it was a shame to have such goings on in a respectable neighborhood. Yes, sir, I'm going to do my own planting this year."

"Did the trees grow?" asked the commission man.

"The trees? O! Why, the expert pulled them up when he ran out of the yard, just ahead of the two-tined spade. I paid a small fine in police court the next day."

"Yes," said the junior partner, "I would do my own planting."

"If I do," replied the shoe man, "the grafters' union will boycott me; but I'm going to take a chance on it."

Alfred B. Tozer.

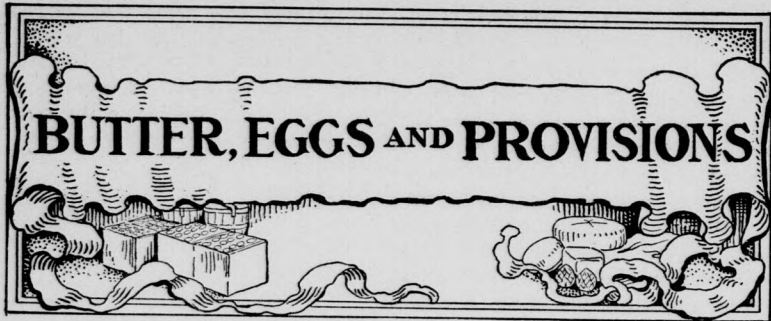
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PINCH'S POTATO DEAL.

It Surely Was a Good Thing While It Lasted.

Written for the Tradesman.

It was a shame the way Pinch cleaned up that potato country. It seemed almost a pity to take the money. True, I have heard commission men say that it served the farmers good and right, but, then, commission men rarely agree with any one else anyway.

Potatoes were away up in price that spring. Bugs had exacted heavy toll the summer before, weather had been dry, farmers had become discouraged, and other things were the matter, and, anyway, if you wanted a bushel of potatoes you had to go down into your jeans to the extent of a dollar for them.

Consumers kicked because of the added cost of existence, grocers kicked because buyers abused them, shippers kicked because they couldn't get more carloads of the tubers, producers kicked because the railroads got more for carrying a ton of potatoes fifty miles than they got for planting and raising them.

Everybody was kicking except Pinch and the railroad companies. Pinch was working his own little shell game, while the railroad companies were taking out potatoes when and where they chose, and charging all the traffic would bear. Their cars bumped along contentedly — if a freight car can show contentment — when they weren't stalled on a blind siding, waiting for some explorer to come and rescue them before the potatoes shriveled with old age. That sure was a swift year in the potato market.

I don't know where Pinch got his idea, unless he swiped it from the live stock men. He got it, and that was enough for him, and too much for the farmers. That potato patch of country was shaped like a capital "A." The North Line crossed the South Line at Holden, which was at the apex of the big "A." The bar of the "A" was formed by a good country road running from Juniper, on the North Line, to Marl, on the South Line. These cities were thirty miles apart, which was the width of the big "A" at the middle bar. The two roads extended like legs twenty miles to the west of Juniper and Marl, thus making the big "A" almost perfect in outline.

On the inside of this "A" was the potato country. You could almost plow 'em out in the spring if you put a few little ones on top of the ground in the fall. Three hundred bushels to the acre up there, and in a bad

year at that. The growers knew what they had, and held on until spring, when Pinch got busy with his little three-card-and-joker game. He sent Brock up to Holden to buy potatoes. Loomis went to Marl and Madigan was sent to Juniper. These men were supposed to be independent buyers, and not to know Pinch at all. Of course Pinch had his little understanding with the railroad company before he sent his men out.

With potatoes one dollar a bushel in Grand Rapids, Pinch's men offered fifty cents cash at the three warehouses. The growers knew that this wasn't a fair deal, but what could they do? There were no other buyers who could get cars, and if they chartered a car to lug their tubers to market the goods might get to their destination only in time for the next Christmas dinner. The experience of one man will show how the game was played:

Billings went to Marl, his nearest point, with two wagonloads of potatoes. It was bad wheeling, and he got over the fifteen miles of road late in the afternoon. He found Loomis standing in the doorway of the warehouse.

"Where do you want 'em?" he asked, looking back to his two loads.

"Want what?"

This from Loomis, cool, indifferent.

"Why, these potatoes."

"Don't want 'em."

Those two loads began to look pretty small to Billings.

"You advertised to pay fifty cents a bushel," he finally said.

"That was several days ago."

"Well, what are they worth now?"

"I'll give you thirty cents if they're all right."

What Billings said must not be set down here, but the substance of it was that he'd feed the tubers to his hogs before he'd sell 'em at that price.

"All right," said Loomis, "you can, perhaps, get half a dollar at Juniper. I hear that Madigan is paying that figure. Perhaps he hasn't got as many on hand as I have."

Well, back home was fifteen miles. The next day over to Juniper was fifteen more. When Billings got to Juniper he found Madigan smoking a cigar on the top of a box of potato sacking.

"Where shall I unload 'em?" Billings asked, pointing to his two loads, by this time much shaken down.

"Sorry," replied Madigan. "I can't get any cars this week, so I've got to stop buying."

Billings began at the center of the round earth and cussed up in the sky

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Wholesale Fruits and Produce

Grand Rapids, Michigan

as far as his imagination would reach.

"You advertised to pay fifty cents a bushel," he said, as soon as he could catch his breath.

"Well, I can't buy 'em if I can't ship 'em, can I?"

"I'll take 'em back and feed 'em to the hogs," said Billings.

"All right," said Madigan.

Billings drew up on the reins and called to the horses to "geddap." Then he turned to Madigan again.

"I've got some buying to do here," he said. "What will you give for these?"

"If they're all right," said Madigan, "I'll give you twenty-five cents a bushel."

"I've drawn 'em about fifty miles now," said Billings, with frequent appeals to the adjective list, "and I'm not going to haul 'em any farther. Hand out your money."

Madigan made five bushels less than Billings did, then paid over the price.

At the store where Billings stopped to trade he came upon Bailey, and Bailey was giving the merchant a note of hand for the amount of his purchase.

"I brought in a lot of potatoes," he said to Billings, as they walked away together, "and Madigan wouldn't buy, but he said that Loomis, over at Marl, would buy at half a dollar a bushel. So I'm going there with them tomorrow."

"You needn't," said Billings. "I was there yesterday. They've got us whip-sawed, I reckon."

"Some one must be getting cheap potatoes," observed Bailey.

"No one but the chief schemer in this deal," said Billings. "He is selling to retailers for eighty cents and they are selling at one dollar. We might sell to the grocers, only what they can use here would be merely a drop in the bucket, and they can't get cars to ship 'em out in."

"I can't get it through my head," said Bailey.

"I think I've got it," said Billings. "They advertise to pay half a dollar. Well, they pay that for a few loads, until thousands of bushels get started their way. Then they cut prices or refuse to buy. Growers are sent to one of the other places, and have to sell just as I did, for a quarter a bushel."

"I wouldn't do it," said Bailey.

"Well, by the time you've hauled potatoes fifty miles, you'll be glad to take anything offered. That is what they count on—the long distance hauls. They play one town against another. When you get to Marl, if you go there, you'll be offered a quarter a bushel, same as I was at Juniper. That is about the way the live stock market is worked at the big centers. High prices until everything is on the way, then slumps when stock is offered for sale. I don't claim to be very bright, but I think I can see through this potato deal. All these warehouses are owned by one man, or company, and it is a put-up job."

"And so the low prices come after the high ones?"

"That's it, and you can't tell anything about what you'll get by watch-

ing market quotations. You've got to watch for the quantity on hand."

"How can we do that?"

"We can't," growled Billings. "We have got to make some deal with our commission men to take our potatoes at a certain advance on the Grand Rapids price. This three-warehouse combine has about cleaned us out."

"They've got about all the potatoes at an average of thirty cents!"

"We're stung good and plenty!" said Billings. "The only way we can get good rates is to be there on the first day the price is offered, and be there in the morning."

"Well," said Bailey, "I'm going to do business with the commission men next year. I don't want to trust any new trader coming in this way. He's given us the double-cross, all right, and made a barrel of money."

I haven't told the story just exactly as I heard it, but don't you think the scheme was all right from the standpoint of a highway robber? Anyhow, Pinch never showed up in it, if he did made a pot of money. Now he is getting to be a regular captain of finance, and might not even be ashamed of causing farmers to drive back and forth over deep roads in order to be robbed at point of destination.

The legitimate commission men are getting a show up in the big "A" potato country now, and Pinch's men couldn't buy potatoes for a dollar a one. Alfred B. Tozer.

Birds Possessed of the Emotions.

Little red bird in the tree, sing a song to Clinton G. Abbott of your fears, your peacefulness, your obstinacy, your indignation, realization, anticipation and other emotions. Prof. Abbott, the ornithologist, believes that with his large collection of photographs and incidental studies he has proved the possession of emotions by the birds.

The raising or depressing of the bird's feathers, the poise of his body, the opening or closing of his bill, and the expression of his wonderful eyes are emotional signifiers to which the Professor attaches importance. He enjoins any owner of a canary bird to test his ideas for himself by approaching the cage with whistled encouragement and sympathy.

"The little fellow will doubtless cock his head on one side, raise his crest and gaze in a quizzical and friendly manner at his visitor," the investigator says. "But utter some unaccustomed sound or run the finger tip across the bars and he will dash from perch to perch with a look of unmistakable terror in his eyes, with feathers tightly compressed and body slim." The goose, which in a tame state is called the stupidest of all poultry, Prof. Abbott finds on its nesting grounds in the far north of Scotland to be possessed of an intelligent and crafty nature such as has seldom come under his observation either by direct contact with nature or from study of the work of others.

"Promises, like pie-crusts, are easily broken," said a philosopher. But he said it before the railway lunch-counter pie was invented.

Berlin Sausage Frauds.

At the trial of the five sausage dealers in Berlin, on a charge of elaborate sausage meat swindles, that is, of describing sausages containing horse-flesh as being made from pork and beef, and under the names of "Thuringia" sausage, "Black Forest" sausage, etc., some startling revelations of the extent of this practice were brought to light, one defendant having sold to one of his customers sausages to the value of \$5,000, all made of horse meat and wrongly labeled, while another had been buying eight tons monthly of horse flesh and converting it into sausages, which were labeled as "chicken" sausages, and distributed to hundreds of shops throughout Germany.

Spring Cleaning.

"Dad, I was simply great in relay events," boasted the boy from college.

"Good enough, son. We'll make use of them talents. Your ma will soon be ready to re-lay the carpets."

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REAL KNOWLEDGE.

An Unfathomable Problem To Most Educated Men.

Evansville, Ind., April 26—We are very often confused with a multitude of mixed thoughts and opinions. The process of reasoning consists of many propositions. Each opinion and every proposition put before us consists of words abstracted from the language facts, but the inaccurate use of language has caused many of us to be in the field of doubt.

The conceit of knowledge without the reality is the consequence of intellectual confusion. What we need is a cross-examination within our own mind and our own intellectual forces. What is justice, what is injustice, what is temperance, what is madness, what is courage, what is cowardice and what is government should be decided within our own minds; that is, for our own satisfaction.

We are depending too much on others to tell us what is right and what is wrong. We seem to be looking for the lawmaker outside of our own kingdom. Who is my lawmaker? Who is my God? To me my God is my creator. What made me what I am? My thoughts. Then my thoughts are my God, and he is the governor. What can I do with a confused multitude of mixed thoughts if they are going to be my maker?

We must study physical philosophy which teaches natural science. We must examine, weigh and decide between the different things we see and those that we hear from within. Our eyes see too many things that are not natural science and real knowledge.

We suffer great pain when we face our God in the silence for not listening to instruments which are always in tune with the highest wisdom. There is an infinite source of intelligence and you and I are slaves if we fail to find it.

Let us take another cross-examination of our field of thought and see if we can not build more absolute confidence in the Divine guiding influence that is in and around us.

When we were children we were sensitive to the influence surrounding our lives and we have grown up in a family of thought that our parents lived in. Where did they get their intellectual powers?

Did they listen to the preacher and the lawmakers of their time or did they go to the Father within for advice? Our fathers and mothers lived among a lot of poor houses instead of beautiful temples, as Jesus talked about. The effects of the teachings our fathers and mothers received are still registered in the great book of time and it is our business to make a new register.

Shakespeare knew whereof he spoke when he said, "It is the mind that makes the body rich." This little word "rich" has been misunderstood for thousands of years. It has been spoken in the minds of every living being, but we have been getting the language mixed up and have thought it meant getting rich in dollars and cents.

If we could only have the courage to say that we wanted to be rich in

mind instead of pocket we would all be happy.

Again, let us make another cross-examination of the affairs of our own lives and see where we are rich and healthy. It is an awful thing to be poor in the intellectual field of life. No man knows more about this than I do. When I am absorbed with the highest thoughts that my mind is able to manage and understand, I am the richest man in the world. These thoughts pick me up and carry me off to my friends and make me able to talk to them. It is a great pleasure, indeed, to have friends to talk to; friends who are able to understand or who are willing to listen.

We do not have to give up our business to learn how to become wise. I have had people tell me that they did not have the time to think and reason along these lines. They seemed to think that they were too old to be born again. Full, rich and abounding health is the normal and the natural condition of life, and no man can gain these things if he thinks he has not the time. When we are made to think such thoughts, they are those deceiving influences I have told you about. They don't care for the body and mind. They know if a mind and body do die and fade away that there are lots of others they can work through.

I love to read how Socrates talked to Plato and the answers Plato had for him. It is astonishing to me that we have not more men in our intellectual world who are willing to listen to the thoughts that controlled these two men.

Remember, thoughts will never die and that we can attract the very same thoughts that controlled Socrates, Plato and Jesus Christ.

If this is not true, then the Creator of all things made a great mistake. It is a mighty nice thing to be able to travel in a sleeper and enjoy all of its comforts, but I want to be the engineer and know where I am going. See? I mean, let us go to headquarters for all of our knowledge and not let it be dished out to us from a lot of fellows who have been riding in sleepers all the days of their lives. Get off the train, my friend, and look around just a little and try to find out where you are.

I know that you are in Grand Rapids, but there is something grander than the rapid way we are living. This is a political education I am trying to teach you, for it is the laws which govern the Great Kingdom of God within.

Real knowledge is an unfathomable problem to most of our best educated men to-day. If we could only be conscious of our own ignorance we would soon connect ourselves with a natural system of knowledge. The only way to get true possession of wisdom is to be strictly in love for the truth, that perpetual truth which is for the good of mankind. We don't want to go into all of this great work for a lovely seat in the Great Sweet By and Bye, that great heaven someone has told us about. We want to do something to have a heaven on earth first, for if we can not live

in heaven now we can not live in one after we have passed into the Great Beyond.

The Great Spirit of Infinite Wisdom individualizes each and every human mind who will entertain it, and each of us recognizes this great fact; but we turn it around and put the force to work in the wrong way and we get our individual life all wrapped up in a great business which carries our name, instead of having it planted in the intellectual field. Is this not true? Edward Miller, Jr.

It would be an excellent thing for the toper if he could take his homeward way as he does whisky—straight.

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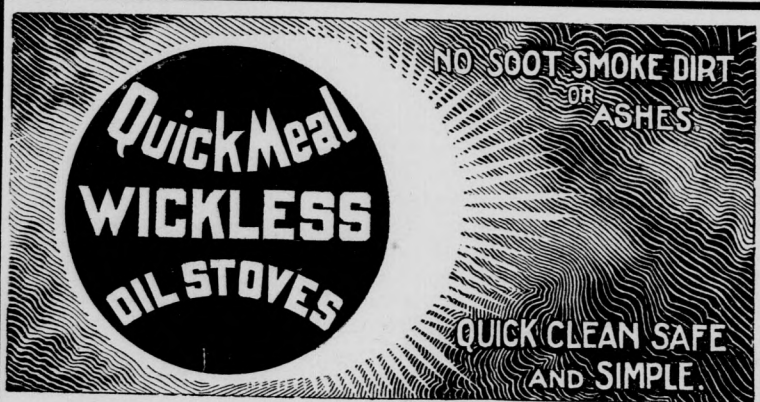
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LACKING IN LEADERSHIP.

Always Something Wrong—the Man Who Hollers.

"If a man hollers—let him go."

Sounds something like an old fashioned game that the children used to play, but it isn't. It's the firmly expressed opinion of a leading business man who knows.

"I don't mean the fellow who hollers because he isn't getting enough money. That sort of a man may be all right. The chances are seven out of ten that he's under a department manager who doesn't know enough to advance a man unless he is told about it.

"It's the department manager, the boss who's over a few men, that I'm after. When he hollers at his men, at the inevitable error, at the way things are running—let him go. He has exposed himself. He's shown his weakness. If you value the efficiency of your office—let him go. For the man who 'hollers,' the noisy man, has no place in the modern office, store or other place where large numbers of people work together for a common aim. Here is the case that I have in mind and which prompts me to speak as I do:

"We had to get a new man in the claim department. It had grown too big for one man to oversee and we split it up, leaving the old work in the hands of the old man and establishing a new supplementary department to take care of the new stuff. Now, it happened that we had an application from a man who just about fitted into that new place—apparently. He'd been with State street, Chicago, stores long enough to know merchandising and he was after a change. He had the best wishes of his people. They had nothing better for him until somebody died or retired and they were glad to help along a man who was too ambitious to become dead timber. The President of the house wrote me a personal letter, and all that.

"When it came to finding a new head for the new department this applicant looked good. The work was just in his line, and if experience and training went for anything we wouldn't make any mistake by taking him on.

"I don't like to take in new men if I can help it. I don't care how many fine references a man may have and how good a record, if he comes to your place a stranger you don't know the man, and that's what counts. But we gave this fellow the place under consideration. I had a good long talk with him, and while I knew even then that there was something lacking in the man I couldn't place it as anything serious, and he got the job.

"He had eight people working for him, six clerks, a stenographer, and an office boy, and the work that was laid out for that department was enough to keep everybody good and busy. There couldn't be any dead timber in that outfit. If there was the whole department was going to suffer. And there wasn't any dead timber. They were all good people, and all that was needed to make the department a perfect machine was a

good head. For the head's got to be good if the organization is going to do well.

"He started out first rate. A new man always has new ideas that look pretty good to fellows who've been sitting so close to a problem that they've got nearsighted over it, and the changes this fellow made were big enough to attract attention. It's a pretty good feeling to know that you have a man that you can turn work over to and know that it will be taken care of as well as you could do it yourself, and that's the feeling I got about this man after a couple of weeks. He was the goods. The new claim department was in safe hands.

"Well, it's a shock to discover that your judgment is off, but one morning when I happened to be passing through the office I heard our new man hollering. The office boy was his victim. The kid had failed to send out some mail the night before and his boss was walking all over him. This is the way it ran: 'Tell me, now, just why you didn't send out that mail.' 'Well, it wasn't in the regular box.' 'Oh, it wasn't. Well, haven't I told you to watch for mail that's left out?' 'Yes, sir.' 'Why didn't you do it, then? Do you think you're paid for half doing your job? Now get back to your work and see that this doesn't happen again, unless you want to get fired.'

"That was it, the cheapest kind of drivel that was ever wasted on an office boy's ears. And it was hollered; 'twasn't spoken in a common tone of voice, but hollered out so that everybody around could hear it. I made up my mind to spend some of that day around that department. It was humiliating for me, considering the high opinion I'd held of the man, but I found that he was afflicted with a fatal case of holleritis. That was his system of doing things. 'Look this up, Jones,' he'd holler to a clerk, 'and be quick about it. I'm waiting; get a hustle, now.'

"That was his idea of getting quick action. He had the old before-the-war idea of sending a man off on the jump. That's a fine idea! I'll bet Jones left his superior's desk so flustered with the idea that he had to hurry at top speed that it took twice as long for him to do his errand as if he had been left alone, and when he did get it done the chances are that he had made a mistake through his frantic hurry.

"By keeping a watch I discovered that this was the regular thing in the new department. Holler at everything, from the office boy to the way a letter was sealed; that was the new man's system, and the results were what might be expected.

"The department was disorganized to the last shred. There wasn't a soul in it that didn't feel that he was liable to lose his head at any minute, and he was working accordingly. On closer inspection I found that the work was in exactly the same shape as the force. It had been hollered at. It was being put through every day, but Oh! in what fashion. Some day when the holler grew particularly loud it was going to fall all to pieces

and there would be Old Nick to pay.

"I called my new man in and asked him why he hollered at his people. 'To get 'em to hustle,' he said. 'Do you have to holler at them to get your work done?' I asked. 'I only holler when it is necessary,' he replied. 'Then you do find it necessary, do you?' I asked. 'Of course,' said he. 'Then,' said I, 'you don't belong in this office. If a man finds it necessary to holler at the kind of people we have in our minor positions it shows that there is something wrong with him. He isn't a leader. He's behind his people. He has to drive because he can't lead, and therefore he isn't the man for the place. If you aren't big enough to run a department without hollering you'd better quit.'

"He quit, of course. He thought I was crazy. Yet two weeks later, with an old clerk in charge of the department, those people were turning out their work in a way that was a joy to behold. They'd settled down to their natural stride; weren't ready to jump and go up in the air. They had shaken off the effect of the holler and were at their best.

"If a man hollers, let him go—if he's in charge of anything. The fact that he needs to holler shows that he isn't made to be a leader."

Martin Arends.



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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.

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SELECT A SALESMAN

By the Way He Sells His Own Services.

It is the tendency in all large institutions in these days to produce men with the product—as a by-product.

By encouraging men to diligence and efficiency in their own selfish interest, the owners of institutions are incidentally but effectually extending the immediate business and injecting the young blood for its perpetuation in a coming generation.

There is much being written and said just now on the manner and methods of manufacturing men—how to inject enthusiasm, how to apply the inducement to greater effort. In some instances it is being done in various forms of co-operative ownership—the original owners of an institution giving stock to those active in the management, knowing that, in the worker's effort to enhance his own interest, he will enhance theirs.

All this is the right move—scientific principle of selfishness and the passing of the unscientific spirit of greed.

Men will do that which is to their interest to do.

When a man earns more than he receives the eye of the competitor is soon upon him, or the man becomes discouraged and wanes in his work.

Profits come from the man whose heart is in his work.

There is much being said and written on the making of men, but there has been little said on the choosing of men.

If we are to make a good product we must be very careful in the selection of raw material.

Squirrel holes don't make good lumber.

While there are a lot of near-men who are always trying to break in to prosperous concerns; while there are always leeches trying to get on to the prosperous body, yet a good concern unconsciously attracts good men.

Like begets like.

A concern gives an exterior expression of itself in a hundred ways it does not realize. A prosperous manufacturing concern, for instance, will assert itself in its building, in its yards, in its men, in its printed matter and general methods. Take a plant with heavy brick walls in its building, clean whole panes of glass in its windows, orderly yards and contented faces over the benches and machines. An efficient man comes along the street out of a job, he looks the place over, it looks good to him. He goes in, he looks good to the fore-

man, gets a job and makes good.

Garcia messengers come to righteous concerns—they just blow in.

It is the same way with a body of men in a concern. You find a mean general manager in a private office and you'll find a mean man driving a dray back in the alley.

Did you ever go along the street in the outskirts of a city where there is a long row of small stores? In the evening you can pick out the prosperous ones from the unprosperous, the dishonest ones from the honest, just by the way they are lighted. A merchant with a good clean stock of honest goods is not afraid to burn plenty of light.

The unprosperous merchant has his store dark—neither his policy nor his stock will bear light. He sits in the rear and looks at you from behind the dark shadow of a box or barrel as you pass.

The same principle is true of the individual man: There is the same exterior expression of the interior man.

The application of a little practical psychology will save all trouble in looking a man up and reading his letters of recommendation.

A man comes before you applying for a job. The condition of his clothing, whether he had shaved that morning, the state of his finger nails, and his very manner of entering your presence can all be taken in at a glance. A man of orderly appearance is indicative of an orderly mind. If he is over-dressed he will either indicate deceit or vanity—dishonesty or weakness. A lazy man might be indicated by his dress and by the gait at which he enters the room. There is an elasticity in the step of a man with energy. You can generally judge by the facial expression whether or not he is bigger than his trouble—that is if you can catch his face in repose, when he is not conscious of being observed.

The other day the writer had a protracted session with the general manager and active head of a large industry. He sat at a huge flat top desk in the middle of his private room, the walls and ceilings of which were paneled in fumed oak. The fire gilt electrolier of many lights hung over his head like a halo of prosperity.

The leisurely manner of the man, the total absence of paper on his desk and the dry ink well indicated that his principal function lay in the selection of men, that he was a dealer in results rather than details. During the writer's long stay he held short audiences with a number of

callers. Now this man perhaps had had no experience with the science of psychology as taught in the public schools, but he certainly made a masterly application of the science of psychology as learned in the streets and alleys around the public schools.

The first caller, introduced by one of the department heads, was a little man—peculiar cut to his clothes, talked with a nasal twang like a tone from a cheap fiddle, and had a particularly giddy clip to his whiskers. From the conversation which followed it became evident that he was being considered as the architect for an extension to the plant. The interview closed with a few generalities and when he had gone the general manager recalled the department head. "I think you had better get rid of that fellow," said the chief. "He is too light for heavy work, and then he tries to look like a Frenchman—something he isn't. He would look better wearing a brown velvet coat and vest, with his pockets full of rosin and playing 'cello in an orchestra."

The next man had all the assurance and appearance of a heavy weight. The superficial impression was good, until he removed his hat which revealed a head perfectly flat in the rear and peaked on top. During the interview with this man not a word of actual business was spoken beyond the fact that the caller had applied for a branch selling territory in the West.

It seems that the man was from Buffalo and the general manager asked in an unconcerned way if he knew his friend Blank there, mentioning the name of a well known saloon and chop-house proprietor. The applicant began to enthuse, his eyes got bright and he fairly licked his jowls. He had internal watering of the mouth for his voice at once took on a juicy tone as he told about a delicious steak sauce that Blank made; that the reason Blank's fried oysters were so good was that he burnt up more grease than some restaurants use, the thoughts of Blank's good things becoming so delectable that the caller had to hold his chin up to keep his mouth from externally watering.

The next man in the room, an applicant for the same job, looked like a young actor—rather a lean face, big nose with heavy chin and jaw. He walked with a long stride, gave a bone cracker grip when he shook hands and talked in a low pitched voice that filled the room.

You can tell a salesman by the way he sells his own services.

This man was a salesman all right. He said he had a job as sales manager of a vegetable canning concern, that their sales were increasing, but not in proportion to a growing market; that his superiors were too old for modern selling methods; that a good many years ago they had been caught to the extent of \$50,000 by the skyrocket oratory of a Chicago advertising agency, that he had asked them from time to time for a modest publicity appropriation, but

they just groaned every time he mentioned advertising.

When the last man had gone the sales manager entered the room and asked his chief what he thought of the two men.

"Well," said the general manager, "I think nothing at all of the first man—his heart is in the dining room—it couldn't be on our business. As to the second man, well—I think I would find a place for him."—David Gibson in Fortuna Magazine.

Steel and Its Master.

Judge Gary is a big broad policy man; that is his strength. He is the man who, rising above his business, blazes the trail between operation and dividends. He straightens this road and smooths it so that the practical men under his command may travel swiftly.

United States Steel, so far as he is concerned, might as well be petroleum, or tobacco, salt or sugar. His formulae would work out as exactly with one as with the other. Given the object to be attained, he evolves the policy, and the board of directors simply says that it shall be done. And one of the pleasant things about it is that it is done so smoothly. There is never a hitch, never a jar in the operation of the Gary plans.

There is nothing jarring about Judge Gary himself. His office on the seventeenth floor of the Empire Building in New York City reflects the man. Plain in furnishing, subdued in tone, it might be a hundred miles from Wall street, at the entrance to which it stands. It is never noisy, never bustling, but the work is done there just the same.

The stalwart six-footer who looks over the desk at you and talks in a level voice might be anything but the man he is. There are no harsh lines in his mobile face, no note of the autocrat in his speech or act, but some independents have said that in the last analysis the grasp of a velvet hand hurts just as much as the grip of a mailed fist. It's all in the way the two are applied.

A Fine Game.

"England invests in two war ships for every one that her neighbors buy."

"That's the way my wife likes to invest in new gowns."

It is better to climb up although but lamely than to run down hot foot and free.

When you see a traveler
hustling extra hard make
up your mind his object is
to reach Grand Rapids by
Saturday night. Sunday
passes quickly at

Hotel Livingston
Grand Rapids

Movements of Working Gideons.

Detroit, April 26—Edward A. Field, of Detroit Camp, was at Bay City last week smiling a smile while he took orders.

Samuel P. Todd, our State Chaplain and Field Secretary, has been very busy the past few weeks arranging for the Gideon State convention, which is to be held in Bay City Saturday and Sunday, May 1 and 2. The banquet is to be held Saturday evening at Wenonah Hotel. Sunday morning the Gideons will occupy many of the pulpits of the city and will present the Bible fund cause—a Bible in every guest room of every first-class hotel in the United States. It is expected there will be a large attendance.

The Griswold House meeting last Sunday evening was led by M. E. White. The main address was by Chas. T. Root, aided by Brothers Joslin, Jordon, the writer and eighteen others from the city and guests of the hotel. The subject was Joseph's Dreams and Their Realization.

Chas. M. Smith, Mrs. Webb and A. H. Holmes conducted a Bible fund service in the Memorial M. E. church Sunday evening and received a cordial welcome and cash to the Bible fund.

Aaron B. Gates.

Detroit, April 27—The regular church service at the Haven M. E. church was conducted by the Gideons last Sunday evening in the interest of their Bible fund. A large audience was present to greet the speakers, A. C. Holmes and Chas. M. Smith, who presented the subject in a manner so satisfactory that a goodly sum was secured for this splendid work.

The National Cabinet met at headquarters in Chicago last week for a two days' session, the first in its history. On Friday the subject was exclusively on changes of constitution and by-laws, the consideration of which consumed the entire day. This was thought advisable so as to have the subject in such shape that it could be treated fairly at the session to be given to it, just preceding the National convention to be held at St. Louis, July 22 to 25. On Saturday matters pertaining to the affairs of the organization were considered in an all-day session. The members were all present except one, as follows: Chas. M. Smith, President, Detroit; D. S. Ullrick, Vice-President, Indianapolis; F. A. Garlick, Secretary, Chicago; Nels Rylander, Treasurer, Chicago; L. C. Smith, Chaplain, Waukesha, Wis., with the following Trustees: N. W. Dennett, Boston; M. P. Ashbrook, Granville, Ohio; A. B. C. Moore, Cedar Rapids; W. W. Prissinger, Chicago; S. E. Hill, Beloit. One of the good results hoped for from the deliberations is that of a sustaining membership. Travelers or any other individual interested in our work by the payment of \$5 may become a sustaining member. Firms or corporations will also become the same by a payment of \$25. It is hoped that this plan will work out so as to produce finances sufficient to keep us at all times free from indebtedness. Friday evening, at the West Side Evangelical church, a banquet was given by the Chicago Auxiliary,

at which time about sixty sat down to a sumptuous repast. Short speeches were made by each of the National officers present. Good music was furnished and a very enjoyable, as well as profitable, time was participated in by everybody present.

John Adams Sherick will speak at the opening of the Y. M. C. A. building at Onsted next Sunday and, therefore, will be prevented from attending the State convention at Bay City.

Gordon Z. Gage, who temporarily lives at Muncie, Ind., will be at the State convention next Saturday and show the Michigan boys that he has still their interests at heart. He has been unusually busy since moving to Indiana organizing a camp at Muncie, and this camp will cut no small figure in the coming campaign to vote liquor out of the county in which Muncie is located. Chas. M. Smith.

New Council Organized at Cadillac.

Grand Rapids, April 26—Gathered together in Cadillac on Saturday, April 17, were members of the United Commercial Travelers from different parts of Michigan to help organize and institute a new council—Wexford Council, No. 468. The work of getting the names of the different persons who wanted to unite in forming a charter list was done by David Gingrich, and on Friday, April 16, Grand Counselor Fred H. Clark, of Detroit, and John D. Martin, of Grand Rapids, member of the Grand Executive Committee, went to Cadillac and Saturday several other brothers came to assist in the work. John Hondorp, Past Senior Counselor of Grand Rapids Council, No. 131, presided as Senior Counselor. Sam Travis, Senior Counselor of Petoskey Council, No. 231, did the Conductor's work. Each did his duty in an acceptable manner. After the new Council was duly organized the election of officers resulted as follows:

Senior Counselor—G. C. Fosmire.
Junior Counselor—John Neilen.
Past Counselor—Dave Gingrich.
Secretary and Treasurer—Henry Stickle.

Conductor—Richard Rybold.

Page—John Berner.

Sentinel—W. D. Nelson.

Executive Committee, two years—Harrison H. Geer and Claude P. Laude.

Executive Committee, one year—C. A. Hicks and Edgar E. Putnam.

After the election of officers Grand Counselor Fred H. Clark installed the newly elected officers and they were conducted to their respective stations by the Conductor, and after the discussion of matters pertaining to the good of the order in general and Wexford Council, No. 468, in particular the Council was duly closed and another happy bunch of U. C. T. brothers, "wearing the smile that never comes off," went again into the outer world, each convinced in his own mind that of all orders for a travelingman to belong to none is better than the United Commercial Travelers of America.

John D. Martin.

When your neighbors wish you were in heaven you may be sure you are not headed that way.

Doings In Other Cities.

Written for the Tradesman.

A vegetarian restaurant has been opened in Battle Creek.

A school farm for children is keeping 175 boys and girls busy this spring at 53d street and Eleventh avenue, New York. The farm is divided into plots, which are numbered, and each of the little farmers receives a card with a number on it, and is given instruction in raising lettuce, radishes, string beans, beets, sweet corn, carrots and onions. These products are the children's "very own" to dispose of as they please. Work is done after school hours and the children are as busy as beavers until nightfall.

The prominent educators of Philadelphia are planning for the organization of the most complete system of free trades and night schools to be found in the world. The trades school movement began in Philadelphia three years ago and at the present time the accommodations at these special schools are inadequate to meet the great number of applicants.

Calumet has secured nine conventions for this year and is entitled to be called the "Convention City of the U. P."

An Eastern architect engaged to make plans for a park and boulevard system at Flint is urging the city to acquire the necessary lands now, when they may be secured at low cost, and then improve them little by little each year.

The Greater Benton Harbor Club is working energetically for the welfare of that city. Booklets or folders will be issued and large signs placed at the union station and other conspicuous points, bringing to the attention of visitors the advantages of Benton Harbor.

President Dalziel, of the Chamber of Commerce, Jackson, has been authorized to appoint a housing committee, to look after suitable accommodations for women who come to the city; an agricultural committee to co-operate with the farmers in promoting mutual interests; also committees on education, taxation and good roads.

Bay City will repeat its homecoming week this year and the Bay City Trade Association will make a special effort to bring people there from the northern part of the State.

Almond Griffen.

Scheme For Inducing Attendance At Meetings.

Lansing, April 27—The small attendance of members at the regular meetings of the Grocers and Butchers' Association has become a problem to the officers and at the last meeting a plan was worked out whereby a prize will be drawn every meeting night. The prizes will be a barrel of crackers, a box of soap or some other article in the grocer's or butcher's line.

The prizes will be donated in turn by members of the Association and by the wholesale houses in the nature of advertising. At each meeting the names of all members of the Association will be put in a hat and the names drawn for the prize. If the

member of the Association whose name is drawn happens not to be at the meeting, the prize is to be declared forfeited and the same prize will be held over until the next meeting. This sort of a scheme, it is believed, will stimulate attendance. The same thing is said to have operated very well in Detroit among a similar organization.

The Association discussed also a plan to put into the city competition against a mail order soap concern which is said to be drawing hundreds of orders a month out of Lansing and surrounding territory, giving a selection of prizes with each box of soap. The merchants declare they can give more value for the money.

Dead-beats will find it less easy to run up a bill with Lansing grocers as soon as the Association completes a list of the "dead ones." It is the experience of the new grocer who moves to the city or takes up a new location that persons whose credit has become worthless with their old grocer, and who are required to pay cash for everything they buy, flock to the new man with their trade. By and by they work up a little line of credit and finally wind up in the category of the dead-beat.

"We've got to do something," said David Glenn, in speaking of the matter. "There is a surprisingly large number of persons in the city who have been found by comparison of notes to have gone the rounds running up bills with every grocer who will extend them credit."

The grocers and butchers recently combined in this organization for self protection, and have also combined their lists of "bad pay" people. The list will soon be presented and will be in the hands of every member of the Association. Persons whose names are found on the list will be denied credit.

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

Buffalo, April 28—Creamery fresh, 23@26c; dairy, fresh, 18@22c; poor to common, 14@18c.

Eggs—Strictly fresh, 21@21½c.

Live Poultry—Fowls, 16@17c; ducks, 16@17c; geese, 10@11c; old cox, 11@12c; broilers, 35@38c; turkeys, 15@20c.

Dressed Poultry—Fowls, 15@16c; old cox, 12@12½c; turkeys, 18@20c.

Beans—New Marrow, hand-picked, \$2.50@2.60; medium, hand-picked, \$2.50; pea, hand-picked, \$2.55@2.60; red kidney, hand-picked, \$2.25@2.40; white kidney, hand-picked, \$2.40@2.60.

Potatoes—90@95c per bu.

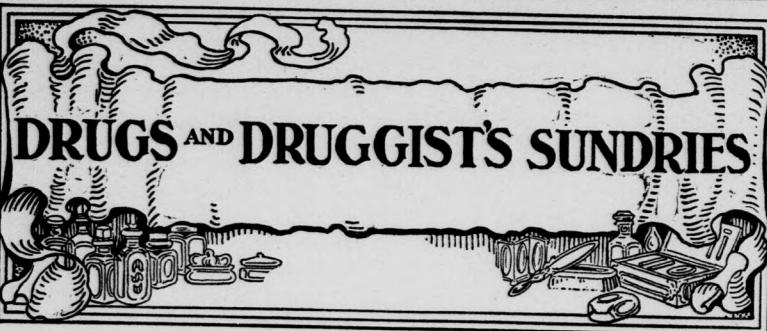
Rea & Witzig.

Couldn't Stop Him That Way.

Beautiful Maiden—Mr. Scrapple, I can't have you coming to see me any more under a misapprehension. Papa is not wealthy now. He lost all his money last week on the Board of Trade.

Persistent Caller—That does not make any difference, Miss Flossie. I know it already. I'm one of the fellows that got his money.

Faith is following truth even although no one sees you.



Michigan Board of Pharmacy.
 President—W. E. Collins, Owosso.
 Secretary—John D. Muir, Grand Rapids.
 Treasurer—W. A. Dohany, Detroit.
 Other Members—E. J. Rodgers, Port Huron, and John J. Campbell, Pigeon.

Michigan State Pharmaceutical Association.

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

How To Get the Best Service from Clerks.

The question of getting the maximum of results from our clerks is one of the most important as well as difficult problems that the retail druggists of to-day have to contend with. During a business experience of twenty-five years or more I have had occasion to try many methods, and with more or less success, but I have been finally forced to the conclusion that with 95 per cent. of the clerks there has never been any plan devised that would be of any assistance to them. The old saying that you can not get blood out a turnip is applicable in the case of a young man who has not the right ideas of business life, does not possess the right spirit, is not willing to deny himself a certain amount of pleasure, has the feeling that he is above his job and believes that washing windows and showcases and keeping the stock clean are unprofessional and beneath the dignity of a full-fledged pharmacist. For such a clerk as this there is no hope, and a division of the profits upon any basis would not improve him or help the business.

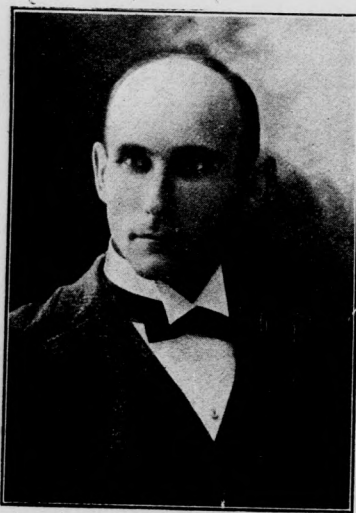
My judgment on the question of commissions would not, perhaps, be as valuable as that coming from some one who has had experience, because I have never given commissions of any kind. I have always had a strenuous belief that the principle was wrong, injurious alike to clerk and proprietor. It is always, in my opinion, dangerous to specialize the interest of the salesman upon any particular line. Not only is it detrimental to the selling of the remainder of the stock, but is injurious to the salesman himself.

Then, again, the average clerk is not intelligent enough to determine between the customer who knows what he wants and one who does not, and the former would take offense to have the salesman suggest that he try "something just as good." I have heard women express time and time again a dislike to such and such a salesman because he was everlastingly trying to sell them something they did not want.

Furthermore, when a salesman is

able to substitute the chances are ten to one that the customer after all will not be satisfied, for the reason that he has had an exaggerated idea of what the remedy originally called for will do for him, and if the "something-just-as-good" does not come up to what he expects, then he has it in for the store where he got the substitute.

It does seem to me, too, that the clerk who is constantly putting his best efforts upon commission goods loses his interest in the balance of the stock. I am aware that there are clerks (they belong to the small minority, however) who have unusual abilities in inducing a customer to buy something he does not want, and do it without giving offense. I have reason to know this keenly, for,



since returning from a European trip last year, I have in my possession a remedy for seasickness as a memento of the extraordinary talents of the salesman, coupled with the easy gullibility of the customer.

Just at the present time there seems to be a persistent demand for young men possessing the qualifications of a street-corner patent-medicine fakir. For instance, a clerk of mine left me recently to accept a position in a store where commissions were paid on sales. He informed me that they did not ask for recommendations as to his ability or honesty. All they wanted was someone who could sell profitable goods in place of the ones called for, when the latter were sold at a cut price. In this instance it was fortunate for the young man that a recommendation was not necessary.

Do we not degrade legitimate pharmacy by practicing methods of this nature? If it is demonstrated that attainments of this kind are es-

sential requirements for first-class salesmanship, then why not have our schools of pharmacy establish a department for instruction in the gentle art of faking? I do not believe that legitimate pharmacy can afford to hold out inducements of this character to salesmen. What our clerks need more than anything else is what I might term educated enthusiasm, and in making sales they should employ good plain English, cutting out slang and short-cuts of speech.

My method for getting the best possible results from clerks would be this: Give all your help to understand that after they have been continuously employed for two years and have made good, their share in the profits of the business will be in proportion to the interest they have manifested and the nature of the service rendered. This profit-sharing could be given in the form of money based upon sales over a specified minimum, or it could be given in the stock of the company, depending upon the nature of the business and the character of the employee. Two years' trial will demonstrate whether a clerk has the right stuff in him or not. If he does not make good after knowing that he will eventually share in the profits of the business, then there is nothing that will help him. Don't be alarmed about having to divide up the dividends with a large number of employees. The two years' test will demonstrate what I stated in the beginning, namely, that 95 per cent. of the clerks will never make good and you will only have the 5 per cent. to figure with. The efficient, intelligent

clerk will always respond to an honest effort upon the part of the employer in helping him to better his condition. The others won't respond, no matter what methods you follow or what course you pursue.—Arthur H. Webber in Bulletin of Pharmacy.

The Drug Market.

Opium—Is steady.
 Morphine—Is unchanged.
 Quinine—Is unchanged.
 Cattle Bone—Is scarce and tending higher.
 Nitrate Silver—Is very firm and advancing on account of higher price for bullion.
 Santonine—Is in better supply and declining.
 Balsam Fir, Canada—Is very firm and has advanced.
 Balsam Peru—Is very firm and tending higher.
 Cubeb Berries—Are very firm and have advanced.
 Oil Lemon—Is weak and tending lower.
 Oil Peppermint—Is very firm and tending higher.

Violet Water.

Ionone solution	..... 2 drs.
Oil sandalwood	..... 4 drs.
Oil neroli	..... 1 dr.
Oil bitter almonds	..... 8 dps.
Oil spearmint	..... 15 dps.
Heliotropin	..... 1 dr.
Musk (artificial)	..... 2 grs.
Tr. civet	..... 4 drs.
Water	..... 2 pts.
Alcohol	..... 1 gal.

Add the water last.

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	1 75	1 85	Scilla	50	50	Magnesia, Sulph.	30	5	Sanguis Drac's	40	50	Oils	
Aceticum	60	Cubebae	2 15	2 25	Scillae Co.	50	50	Magnesia, Sulph. bbl	13	13	Sapo, G	15	15	Lard, extra	35
Benzolcum, Ger.	70	Erigeron	2 35	2 50	Tolutan	50	50	Mannia S. F.	60	70	Sapo, M	10	12	Lard, No. 1	60
Boracie	70	Evechthos	1 00	1 10	Prunus virg	50	50	Menthol	2 65	2 85	Sapo, W	13 1/2	16	Linseed, pure raw	56
Carbolicum	16	Gaultheria	2 50	4 00	Zingiber	50	50	Morpha, SP&W	2 90	3 1	Seidlitz Mixture	20	22	Linseed, boiled	57
Citricum	48	Geranium	oz.	75				Morpha, SNYQ	2 90	3 15	Sinapis	18	18	Neat's-foot, w str	60
Hydrochlor	30	Gossypii Sem gal	70	75	Tinctures			Morpha, Mal.	2 90	3 15	Sinapis, opt.	30	30	Sots. Turpentine	Market
Nitrosum	80	Hedeoma	2 50	2 75	Aloes			Moschus Canton	40	40	Snuff, Maccaboy,			Whale, winter	70
Oxalicum	14	Junipera	40	1 20	Aloes & Myrrh.			Myristica, No. 1	25	25	De Voes	51	51	Paints	
Phosphorum, dil.	15	Lavendula	90	3 60	Anconitum Nap's F	50	50	Nux Vomica po 15	10	10	Snuff, S'h DeVo's	51	51	Green, Paris	29 1/2
Salicylicum	44	Limons	2 00	2 25	Anconitum Nap's R	50	50	Os Sepia	35	40	Soda, Boras	6	10	Green, Peninsular	13
Sulphuricum	1 1/2	Mentha Piper	1 75	1 90	Arnica	50	50	P D Co	1 00	1 00	Soda, Boras, po.	6	10	Lead, red	7 1/2
Tannicum	75	Menta Verid	3 00	3 50	Asafoetida	50	50	P D Co	1 00	1 00	Soda, Carb	1 1/2	2	Lead, white	7 1/2
Tartaricum	38	Morrhuac, gal.	1 60	1 85	Atrope Belladonna	50	50	P D Co	1 00	1 00	Soda, et Pot's Tart	25	28	Ochre, yel Ber.	1 1/2
Ammonia		Myrica	3 00	3 30	Aurant Cortex	50	50	P D Co	1 00	1 00	Soda, Bi-Carb	3	5	Ochre, yel Mars	1 1/2
Aqua, 18 deg.	40	Olive	1 00	1 00	Barosma	50	50	P D Co	1 00	1 00	Soda, Ash	3 1/2	4	Putty, comm'l	2 1/2
Aqua, 20 deg.	60	Picls Liqulda	10	12	Benzoin	50	50	P D Co	1 00	1 00	Soda, Sulphas	3 1/2	4	Putty, strict pr	2 1/2
Carbonas	13	Picls Liqulda gal.	40	40	Benzoin Co.	50	50	P D Co	1 00	1 00	Spts. Cologne	2	2	Red Venetian	1 1/2
Chloridum	12	Ricina	94	1 00	Cantharides	50	50	P D Co	1 00	1 00	Spts. Ether Co.	50	55	Shaker Prep'd	1 25
Aniline		Rosae oz.	6 50	7 00	Capicum	50	50	P D Co	1 00	1 00	Spts. Myrcia	2	2	Vermillion, Eng.	75
Black	2 00	Rosmarini	1 00	1 00	Cardamon	50	50	P D Co	1 00	1 00	Spts. Vini Rect bbl	2	2	Vermillion Prime	75
Brown	80	Sabina	30	1 00	Cardamon Co.	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	American	13
Red	45	Santal	30	1 00	Cassia Acutifol	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whiting Gilders'	95
Yellow	2 50	Sassafras	35	40	Cassia Acutifol Co	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Am'r	95
Bacca		Sinapis, ess. oz.	6 50	7 00	Castor	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Oubebae	28	Succini	40	45	Catechu	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Juniperus	10	Thyme	40	45	Cinchona	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Xanthoxylum	30	Thyme, opt.	40	45	Cinchona Co.	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Balsamum		Theobromas	15	20	Columba	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Copaiba	65	Tigill	1 00	1 20	Cubebae	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Peru	2 75	Potassium			Digitalis	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Terabin, Canada	75	Bi-Carb	15	18	Ergot	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Tolutan	40	Bichromate	13	15	Ferri Chloridum	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Cortex		Bromide	25	30	Gentian	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Abies, Canadian.	18	Carb	12	15	Gentian Co.	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Cassiae	20	Chlorate	12	14	Gulaca	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Cinchona Flava	18	Cyanide	30	40	Gulaca ammon.	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Buonymus atro.	60	Iodide	2 50	2 60	Hyoxyamus	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Myrica Cerifera	20	Potassa, Ritar pr	30	32	Iodine	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Prunus Virginl.	15	Potassa Nitras opt	7	10	Iodine, colorless	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Quillala, gr'd.	15	Potassa Nitras	6	8	Kino	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Sassafras, po 25	24	Prussiate	23	28	Lobelia	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Ulmus	20	Sulphate po	15	18	Myrrh	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Extractum		Radix			Nux Vomica	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Glycyrrhiza, Gla.	24	Aconitum	20	25	Opil	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Glycyrrhiza, po.	28	Althae	30	35	Opil, camphorated	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Haematox	11	Anchusa	10	12	Opil, deodorized	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Haematox, 1s	13	Arum po	20	25	Quassia	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Haematox, 1/2s	14	Calamus	20	25	Rhatany	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Haematox, 1/4s	16	Gentiana po 15.	12	15	Rhel	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Ferra		Glycyrrhiza pv 15	12	15	Sanguinaria	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Carbonate Precip.	15	Hellebore, Alba	12	15	Serpentaria	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Citrate and Quina	3 00	Hydrastis, Canada	2 50	2 60	Stromonium	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Citrate Soluble.	55	Hydrastis, Can. po	2 50	2 60	Tolutan	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Ferrocyanidum S	40	Inula, po	18	22	Valerian	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Solut. Chloride	15	Inecac, po	2 00	2 10	Veratrum Veride	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Sulphate, com'l.	2	Iris plox	35	40	Zingiber	50	50	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Sulphate, com'l, by	70	Jalapa, pr.	25	30	Miscellaneous			Aether, Spts Nit 3f	30	30	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Sulphate, pure	7	Maranta, 1/4s	35	40	Aether, Spts Nit 4f	34	34	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Flora		Podophyllum po	15	18	Alumen, grd po 7	30	30	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Arnica	20	Rhel	75	80	Annatto	40	40	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Anthemis	50	Rhel, cut	1 00	1 25	Antimoni, po	40	40	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Matricaria	30	Rhel, nv.	75	80	Antimoni et po T	40	40	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Folia		Sanguinari, po 18	15	15	Antifebrin	20	20	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Barosma	40	Scilla, po 45	20	25	Antipyret	25	25	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Cassia Acutifol.	15	Senega	35	40	Argenti Nitras oz	60	60	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Tinnevelly	25	Sermentaria	50	55	Arsenicum	10	12	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Cassia, Acutifol.	25	Smilax, M	25	30	Balm Gilead buds	60	65	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
Salvia officinalis.	18	Smilax, off's H.	48	48	Bismuth S N	1 65	1 85	P D Co	1 00	1 00	Spts. Vini Rect 1/2 b	2	2	Whit'g Paris Eng.	95
1/4s and 1/2s	18	Spigella	1 45	1 50	Calcium Chlor, 1s	10	10	P D Co							

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.

<p>ADVANCED</p> <p>Spring Wheat Flour</p>	<p>DECLINED</p> <p>Dried Apples California Prunes</p>
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By Columns

Ammonia	A	1
Axle Grease		1
B		
Baked Beans		1
Bath Brick		1
Bluing		1
Brooms		1
Brushes		1
Butter Color		1
C		
Candles		1
Canned Goods		1
Carbon Oils		2
Catsup		2
Cereals		2
Cheese		2
Chewing Gum		2
Chicory		3
Chocolate		3
Clothes Lines		3
Cocoa		3
Cocoanut		3
Cocoa Shells		3
Coffee		3
Confections		11
Crackers		3
Cream Tartar		4
D		
Dried Fruits		4
F		
Farinaceous Goods		5
Feed		6
Fish and Oysters		10
Fishing Tackle		5
Flavoring Extracts		5
Flour		5
Fresh Meats		5
G		
Gelatine		5
Grain Bags		5
Grains		5
H		
Herbs		6
Hides and Pelts		10
I		
Jelly	J	6
L		
Licorice		6
M		
Matches		6
Meat Extracts		6
Mince Meat		6
Molasses		6
Mustard		6
N		
Nuts		11
O		
Olives		6
P		
Pipes		6
Pickles		6
Playing Cards		6
Potash		6
Provisions		6
R		
Rice		7
S		
Salad Dressing		7
Saleratus		7
Sal Soda		7
Salt		7
Salt Fish		7
Seeds		7
Shoe Blacking		7
Snuff		8
Soap		8
Soda		8
Soups		9
Spices		8
Starch		8
Syrups		8
T		
Tea		8
Tobacco		9
Twine		9
V		
Vinegar		9
W		
Wicking		8
Woodenware		9
Wrapping Paper		10
Y		
Yeast Cake		10

1

ARCTIC AMMONIA

Doz.

12 oz. ovals 2 doz. box. 75

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

15lb. pails, per doz. 6 00

15lb. pails, per doz. 7 20

25lb. pails, per doz. 12 00

BAKED BEANS

1lb. can, per doz. 90

2lb. can, per doz. 1 40

3lb. can, per doz. 1 80

BATH BRICK

American 75

English 85

BLUING

Arctic

6 oz. ovals 3 doz. box \$ 40

16 oz. round 2 doz. box 75

Sawyer's Pepper Box

Per Gross.

No. 3, 3 doz. wood bxs 4 00

No. 5, 3 doz. wood bxs 7 00

Sawyer Crystal Box

Blue 4 00

BROOMS

No. 1 Carpet, 4 sew 2 75

No. 2 Carpet, 4 sew 2 40

No. 3 Carpet, 3 sew 2 25

No. 4 Carpet, 3 sew 2 10

Parlor Gem 2 40

Common Whisk 90

Fancy Whisk 1 25

Warehouse 3 00

BRUSHES

Scrub

Solid Back 3 in. 75

Solid Back, 11 in. 95

Pointed Ends 85

Stove

No. 3 90

No. 2 1 25

No. 1 1 75

Shoe

No. 8 1 00

No. 7 1 30

No. 4 1 70

No. 3 1 90

BUTTER COLOR

W. & Co.'s 25c size 2 00

W. & Co.'s 50c size 4 00

CANDLES

Paraffine, 6s 10

Paraffine, 12s 10

Wicking 20

CANNED GOODS

Apples

3lb. Standards 91 60

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

Standard 1 35

Gallon 6 25

Brook Trout

2lb. cans, spiced 1 90

Clams

Little Neck, 1lb 1 00@ 1 90

Little Neck, 2lb. 91 50

Clam Bouillon

Burnham's 1/2 pt. 1 90

Burnham's pts. 3 60

Burnham's qts. 7 20

Cherries

Red Standards 91 40

White 91 40

Corn

Fair 75@ 85

Good 1 00@ 1 10

Fancy 1 45

French Peas

Sur Extra Fine 22

Extra Fine 19

Fine 15

Moyen 11

Gooseberries

Standard 1 75

Hominy 85

Lobster

1/2 lb. 2 25

1 lb. 4 25

Picnic Tails 2 75

Mackerel

Mustard, 1lb. 1 80

Mustard, 2lb. 2 80

ouse, 1 1/2 lb. 1 80

ouse, 2lb. 2 75

omato, 1lb. 1 50

omato, 2lb. 2 80

Mushrooms 24

2

Oysters

Cove, 1lb. 85@ 96

Cove, 2lb. 1 60@ 1 85

Cove, 1lb. Oval 1 20

Plums

Plums 1 00@ 2 50

Peas

Marrowfat 90@ 1 25

Early June 95@ 1 25

Early June Sifted 1 15@ 1 80

Peaches

Pie 90@ 1 25

No. 10 size can pie 98 00

Pineapple

Grated 1 85@ 2 50

Sliced 95@ 2 40

Pumpkin

Fair 85

Good 90

Fancy 1 00

Gallon 2 50

Raspberries

Standard 0

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

Domestic, 1/4s 0 5

Domestic, 1/4 Mus. 6 1/4@ 9

California, 1/4s 11 @ 14

California, 1/4s 17 @ 24

French, 1/4s 7 @ 14

French, 1/4s 18 @ 23

Shrimps

Standard 90@ 1 40

Succotash

Fair 85

Good 1 00

Fancy 1 25@ 1 40

Strawberries

Standard 90@ 1 40

Fancy 90@ 1 40

Tomatoes

Good 91 10

Fair 85@ 1 00

Fancy 91 40

Gallons 92 75

CARBON OILS

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 16

Black, winter 8 1/2@ 10

CEREALS

Breakfast Foods

Bordeau Flakes, 36 1lb. 2 50

Cream of Wheat 36 1lb. 4 00

Egg-O-See, 36 pkgs. 4 50

Excello Flakes, 36 lb. 4 85

Excello, large pkgs. 4 50

Force, 36 2lb. 4 50

Grape Nuts, 2 doz. 2 70

Malta Ceres, 24 1lb. 2 70

Malta Vita, 36 1lb. 2 85

Mapl-Flake, 36 1lb. 4 05

Pillsbury's Vitos, 3 dz. 4 25

Ralston Health Food

36 2lb. 4 50

Sunlight Flakes, 36 1lb. 2 50

Sunlight Flakes, 20 1lb 4 00

Vigor, 36 pkgs. 2 75

Volgt 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

Cracked Wheat

Bulk 3 1/2

24 2 lb. packages 3 50

CATSUP

Columbia, 25 pts. 4 15

Snider's pints 2 25

Snider's 1/2 pints 1 35

CHEESE

Acme 17

Elsie 12

Gem 0

Jersey 16 1/2

Riverside 0

Riverside 15 1/2

Springdale 16

Brick 18

Leiden 15

Limbunger 16 1/2

Pineapple 40

Sap Sago 23

3

CHEWING GUM

American Flag Spruce 55

Beeman's Pepsin 55

Adams Pepsin 55

Best Pepsin 45

Best Pepsin, 5 boxes. 2 00

Black Jack 55

Largest Gum Made 55

Sen Sen 55

Sen Sen 55

Long Tom 55

Yucatan 55

Hop to it 55

Spearmint 55

CHICORY

Bulk 5

Red 5

Eagle 5

Frank's 5

Schener's 6

CHOCOLATE

Walter Baker & Co's

German Sweet 24

Premium 35

Caracas 31

Walter M. Lowney Co.

Premium, 1/4s 32

Premium, 1/4s 32

COCOA

Baker's 39

Cleveland 41

Colonial, 1/4s 41

Colonial, 1/4s 38

Epps 45

Huyler 45

Lowney, 1/4s 36

Lowney, 1/4s 36

Lowney, 1/4s 36

Lowney, 1s 36

Van Houten, 1/4s 40

Van Houten, 1/4s 40

Van Houten, 1/4s 40

Van Houten, 1s 40

Webb 72

Wilbur, 1/4s 39

Wilbur, 1/4s 40

COCOANUT

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

Dunham's 1/4s 27

Dunham's 1/4s 28

Bulk 12

COFFEE

Rio

Common 10@13 1/2

Fair 14 1/2

Choice 16 1/2

Fancy 16 1/2

Santos

Common 12@13 1/2

Fair 14 1/2

Choice 16 1/2

Fancy 19

Peaberry 19

Maracalbo

Fair 16

Choice 19

Mexican

Choice 16 1/2

Fancy 19

Guatemala

Choice 16

African 17

Fancy African 17

D. G. 35

P. G. 35

Mocha

Arablan 21

Package

New York Basis

Arbuckle 17 50

Pillworth 14 75

Jersey 15 00

Lion 14 50

McLaughlin's XXXX

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

Extract

Holland, 1/2 gro boxes 95

Velix, 1/2 gross 1 15

Tummel's foil, 1/2 gro. 85

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

CRACKERS.

National Biscuit Company

Brand

Butter

Reymour, Round 6

N. B. C., Square 6

Soda

N. B. C. Soda 6

Select Soda 8

Saratoga Flakes 13

Pepperyette 13

Oyster

N. B. C., Round 6

em 6

aust, Shell 7 1/2

Sweet Goods.

Animals 10

Atlantic, Assorted 10

Riddle 11

Radet 8

Artwheels 8

Assia Cookie 9

Avallier Cake 14

Urrant Fruit Biscuit 10

Cracknels 10

offee Cake, N. B. or Iced 10

oceanut Taffy Bar 12

oceanut Bar 12

oceanut Bon Bons 16

oceanut Drops 12

oceanut Honey Cake 12

oceanut Hon Fingers 12

oceanut Hon Jumbles 12

oceanut Macaroons 18

andelion 10

Inner Biscuit 20

Inner Pall Cake 10

ixie Sugar Cookie 9

Family Snaps 9

4

Family Cookie 8

Fancy Ginger Wafer 12

Fig Cake Assorted 12

Fruit Nut Mixed 16

Frosted Cream 8

Frosted Honey Cake 12

Fluted Coconut Bar 10

Ginger Gems 10

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 8

Marshmallow Walnuts 16

Mariner 11

Molasses Cakes 8

Molasses Cakes, Iced 9

Mohican 11

Nabob Jumble 14

Newton 12

Oatmeal Crackers 8

Orange Gems 8

Oval Sugar Cakes 8

Oval Sugar Cakes Ast. 9

Penny Cakes, Assorted 8

Picnic Mixed 11 1/2

Pretzels, Hand Md. 8

Pretzelettes, Hand Md. 8

Pretzelettes, Mac. Md. 7 1/2

Raisin Cookies 8

Ravenna Jumbles 12

Revere, Assorted 14

Rube 8

Scalloped Gems 10

Scotch Cookies 10

Snow Creams 16

Spiced Honey Nuts 12

Sugar Fingers 12

Sugar Gems 8

Sultana Fruit Biscuit 16

Sunsyide Jumbles 10

Spiced Gingers 9

Spiced Gingers Iced 10

Sugar Cakes 8

Sugar Cakes, Iced 9

Sugar Squares, large or small 8

Superba 8

Sponge Lady Fingers 25

Sugar Crimp 8

Sylvan Cookie 12

Vanilla Wafers 16

Victors 12

Waverly 8

Zanzibar 10

In-er Seal Goods

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

Cocoonut Dainties 1 00

Faust Oyster 1 00

Fig Newton 1 00

Five O'clock Tea 1 00

Protana 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 50

Old Time Sugar Cook. 1 00

Pretzelettes, Hd. Md. 1 00

Royal Toast 1 00

Saltine 1 00

Saratoga Flakes 1 50

Social Tea Biscuit 1 00

Soda, N. B. C. 1 00

Soda, Select 1 00

Sultana Fruit Biscuit 1 50

Uneeda Biscuit 50

Uneeda Jinjer Wayfer 1 00

Uneeda Lunch Biscuit 50

Vanilla Wafers 1 00

Vanilla Thhn 1 00

Zu Zu Ginger Snaps 50

Zwieback 1 00

In Special Tin Packages.

Per doz.

Festino 2 50

Nabisco 2 50

Nabisco 1 00

Champagne Wafer 2 50

Per tin in bulk.

Sorbetto 1 00

Nabisco 1 75

Festino 1 50

Bent's Water Crackers 1 40

Holland Ruak

36 packages 2 90

40 packages 3 20

60 packages 4 75

CREAM TARTAR

Barrels or drums 23

Boxes 30

Square cans 32

Fancy caddies 35

5

DRIED FRUITS

Apples

Sundried 7

Evaporated 7 1/2

Apricots

California 10@12

Citron

Corsican 17

Currants

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 3 cr. 5 1/2

Loose Muscatels, 4 cr. 6 1/2

L. M. Seeded 1 lb. 6 1/2

California Prunes

100-125 25 lb. boxes 4

90-100 25 lb. boxes 4 1/2

80-90 25 lb. boxes 5

70-80 25 lb. boxes 6

60-70 25 lb. boxes 6 1/2

50-60 25 lb. boxes 7

40-50 25 lb. boxes 7 1/2

30-40 25 lb. boxes 8 1/2

1/4c less in 50 lb. cases

FARINACEOUS GOODS

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 20

Green, Scotch, bu. 2 20

Split, lb. 04

Sago

East India 5

German, sacks 5

German, broken pkg. 5

Taploco

Flake, 110 lb. sacks 6

Pearl, 130 lb. sacks 4

Pearl, 24 lb. pkgs. 7 1/2

FLAVORING EXTRACTS

Foote & 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

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

No. 2 Panel 1 25

No. 4 Panel 3 00

No. 6 Panel 3 50

Taper Panel 2 00

1 oz. Full Measure 90

2 oz. Full Measure 1 80

4 oz. Full Measure 3 50

No. 2 Assorted Flavors 1 00

GRAIN BAGS

Amoskeag, 100 in bale 19

Amoskeag, less than bl 19 1/2

GRAIN AND FLOUR

Wheat

New No. 1 White 1 37

New No. 2 Red 1 37

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.

Warden Grocer Co's Brand

Quaker, paper 6 50

Quaker, cloth 6 70

Wykes & Co.

Eclipse 6 00

Kansas Hard Wheat Flour

Judson Grocer Co.

Fanchon, 1/3s cloth 7 35

Grand Rapids Grain & Milling Co. Brands

Wizard, assorted 6 20

Wizard, American 6 20

Wizard Buckwheat 6 20

Rye 6 20

6	7	8	9	10	11
Spring Wheat Flour Roy Baker's Brand Golden Horn, family... 60 Golden Horn, bakers... 60 Duluth Imperial... 60 Wisconsin Rye... 60 Judson Grocer Co.'s Brand Ceresota, 1/2s... 65 Ceresota, 1/4s... 65 Ceresota, 1/8s... 65 Lemon & Wheeler's Brand Wingold, 1/2s... 60 Wingold, 1/4s... 60 Wingold, 1/8s... 60 Worden Grocer Co.'s Brand Laurel, 1/2s cloth... 60 Laurel, 1/4s cloth... 60 Laurel, 1/8s cloth... 60 Laurel, 1/2s & 1/4s cloth... 60 Laurel, 1/4s cloth... 60 Voigt Milling Co.'s Brand Voigt's Crescent... 60 Voigt's Flour... 60 Voigt's Hygienic Graham... 60 Voigt's Royal... 60 Wykes & Co. Sleepy Eye, 1/2s cloth... 60 Sleepy Eye, 1/4s cloth... 60 Sleepy Eye, 1/8s cloth... 60 Sleepy Eye, 1/2s paper... 60 Sleepy Eye, 1/4s paper... 60 Sleepy Eye, 1/8s paper... 60 Meal Bolted... 40 Golden Granulated... 40 St. Car Feed screened... 40 No. 1 Corn and Oats... 40 Corn, cracked... 40 Corn Meal, coarse... 40 Winter Wheat Bran... 40 Middlings... 40 Buffalo Gluten Feed... 40 Dairy Feeds Wykes & Co. O P Linsed Meal... 40 O P Laxo-Cake-Meal... 40 Cottonseed Meal... 40 Gluten Feed... 40 Malt Sprouts... 40 Brewers Grains... 40 Hammond Dairy Feed... 40 Alfalfa Meal... 40 Oats Michigan carlots... 40 Less than carlots... 40 Corn Carlots... 40 Hay No. 1 timothy carlots... 40 No. 1 timothy ton lots... 40 HERBS Sage... 40 Hops... 40 Laurel Leaves... 40 Senna Leaves... 40 HORSE RADISH Per doz... 40 CELERY 15 lb. pails, per doz... 40 15 lb. pails, per pail... 40 30 lb. pails, per pail... 40 LICORICE Pure... 40 Calabria... 40 Sicily... 40 Root... 40 MATCHES C. D. Crittenden Co. Noiseless Tip... 40 MOLASSES New Orleans Fancy Open Kettle... 40 Choice... 40 Good... 40 Fair... 40 MINCE MEAT Per case... 40 MUSTARD 1/2 lb., 6 lb. box... 40 OLIVES Bulk, 1 gal. kegs 140... 40 Bulk, 2 gal. kegs 135... 40 Bulk, 5 gal. kegs 125... 40 Manzilla, 3 oz... 40 Queen, 19 oz... 40 Queen, 28 oz... 40 Stuffed, 5 oz... 40 Stuffed, 3 oz... 40 Stuffed, 10 oz... 40 PIPES Clay, No. 216 per box 125 Clay, T. D., full count 60 Cob... 40 PICKLES Medium Barrels, 1,200 count... 40 Half bbls., 600 count... 40 Small Half bbls., 1,200 count... 40 PLAYING CARDS No. 15, Rival, assorted 125 No. 20, Rover, enam'd 150 No. 572, Special... 175 No. 573, Golf, satin fin. 200 No. 808, Bicycle... 200 No. 632, Tourist... 225 POTASH Babbitt's... 40 PROVISIONS Barreled Pork Mess, new... 190 Clear Back... 200 Short Cut... 180 Short Cut Clear... 180 Bean... 160 Brisket, Clear... 180 Pig... 240 Clear Family... 160 Dry Salt Meats S. P. Bellies... 11 Bellies... 11 Extra Shorts Clear... 11%	Lard Pure in tierces... 12 Compound Lard... 8 1/2 50 lb. tubs... advance 1/2 50 lb. tubs... advance 1/2 20 lb. tubs... advance 1/2 10 lb. pails... advance 1/2 5 lb. pails... advance 1/2 8 lb. pails... advance 1 Smoked Meats Hams, 12 lb. average... 12 1/2 Hams, 14 lb. average... 12 1/2 Hams, 16 lb. average... 12 1/2 Hams, 18 lb. average... 12 1/2 Ham, dried beef sets 21 California Hams... 13 1/2 Picnic Boiled Hams... 14 Boiled Hams... 14 Berlin Ham, pressed... 9 Minced Ham... 9 Bacon... 12 1/2 @ 15 Sausages Bologna... 4 Liver... 4 Frankfort... 9 Pork... 9 Veal... 7 Tongue... 7 Headcheese... 7 Beef Boneless... 15 00 Rump, new... 15 50 Pig's Feet 1/2 bbls., 40 lbs... 1 00 1/2 bbls., 40 lbs... 1 80 1/2 bbls., 40 lbs... 3 80 1 bbl... 8 00 Tripe Kits, 15 lbs... 80 1/2 bbls., 40 lbs... 1 60 1/2 bbls., 80 lbs... 3 00 Casings Hogs, per lb... 30 Beef, rounds, set... 25 Beef, middles, set... 70 Sheep, per bundle... 90 Uncolored Butterine Solid dairy... 10 @ 12 Country Rolls... 10 1/2 @ 16 1/2 Canned Meats Corned beef, 2 lb... 2 50 Corned beef, 1 lb... 1 50 Roast beef, 2 lb... 2 50 Roast beef, 1 lb... 1 50 Potted ham, 1/2s... 50 Potted ham, 1/4s... 85 Deviled ham, 1/2s... 50 Deviled ham, 1/4s... 85 Potted tongue, 1/2s... 50 Potted tongue, 1/4s... 85 RICE Fancy... 7 @ 7 1/2 Japan... 5 @ 6 1/2 Broken SALAD DRESSING Columbia, 1/2 pint... 2 25 Columbia, 1 pint... 4 00 Durkee's, large, 1 doz... 4 50 Durkee's, small, 2 doz... 5 25 Snider's, large, 1 doz... 2 35 Snider's, small, 2 doz... 1 35 SALERATUS Packed 60 lbs. in box... 3 10 Arm and Hammer... 3 00 Deland's... 3 15 Dwight's Cow... 3 00 L. P... 3 00 Wyandotte, 100 lbs... 3 00 SAL SODA Granulated, bbls... 85 Granulated, 100 lbs cs... 1 00 Lump, bbls... 85 Lump, 145 lb. kegs... 95 SALT Common Grades 100 3 lb. sacks... 2 25 60 5 lb. sacks... 2 15 28 10 1/2 lb. sacks... 2 05 56 lb. sacks... 32 28 lb. sacks... 17 Warsaw 56 lb. dairy in drin bags 40 28 lb. dairy in drin bags 20 Solar Rock 56 lb. sacks... 24 Common Granulated, fine... 80 Medium, fine... 85 SALT FISH Cod Large whole... 7 Small whole... 6 1/2 Strips or bricks... 7 1/2 @ 10 1/2 Pollock Halibut Strips... 15 Chunks... 15 Holland Herring Pollock... 4 White Hp. bbls. 8 50 @ 9 50 White Hp. bbls. 4 50 @ 5 25 White Hoop mchs. 60 @ 75 Norwegian Round, 100 lbs... 3 75 Round, 40 lbs... 1 90 Scaled... 130 Trout No. 1, 100 lbs... 7 50 No. 1, 40 lbs... 3 25 No. 1, 10 lbs... 90 No. 1, 8 lbs... 75 Mackerel Mess, 100 lbs... 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 Whitefish No. 1, No. 2 Fam 100 lbs... 9 75 @ 5 50 50 lbs... 5 25 @ 1 90	SEEDS Anise... 10 Canary, Smyrna... 4 1/2 Caraway... 10 Cardamom, Malabar 1 00 Celery... 15 Hemp, Russian... 4 1/2 Mixed Bird... 4 Mustard, white... 10 Poppy... 9 Rape... 6 SHOE BLACKING Handy Box, large 3 dz 2 50 Handy Box, small... 1 25 Bixby's Royal Polish... 85 Miller's Crown Polish... 85 SNUFF Scotch, in bladders... 37 Macaboy, in jars... 35 French Rappie in jars... 43 SOAP J. S. Kirk & Co. American Family... 4 00 Dusky Diamond... 50 80z 2 80 Dusky D'nd, 100 6 oz... 3 80 Iap Rose, 50 bars... 3 60 Savon Imperial... 3 00 White Russian... 3 00 Dome, oval bars... 3 15 Satin, oval... 3 00 Snowberry, 100 cakes... 4 00 Proctor & Gamble Co. Lenox... 3 00 Ivory, 6 oz... 4 00 Ivory, 10 oz... 6 75 Star... 3 00 Lautz Bros. & Co. 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 Marcellies, 100 cakes... 5 80 Marcellies, 100 cakes 5c 4 00 Marcellies, 100 ck toil... 4 00 Marcellies, 1/2 box toilet 2 10 A. B. Wrisley Good Cheer... 4 00 Old Country... 3 40 Soap Powders Lautz Bros. & Co. Snow Boy... 4 00 Gold Dust, 24 large... 4 50 Gold Dust, 100-5c... 4 00 Kirkoline, 24 4lb... 3 80 Pearlina... 4 10 Soapine... 3 75 Rabbitt's 1776... 3 75 Roseine... 3 50 Armour's... 3 70 Wisdom... 3 80 Soap Compounds Johnson's Fine... 5 10 Johnson's XXX... 4 25 Nine O'clock... 3 35 Rub-No-More... 3 75 Scouring Enoch Morgan's Sons. Sapollo, gross lots... 9 00 Sapollo, half gro. lots 4 50 Sapollo, single boxes... 2 25 Sapollo, hand... 2 25 Scourine Manufacturing Co Scourine, 50 cakes... 1 80 Scourine, 100 cakes... 3 50 SODA Boxes... 5 1/2 Kegs, English... 4 1/2 SPICES Allspice... 10 Cassia, China in mats... 12 Cassia, Canton... 16 Cassia, Batavia, bund... 28 Cassia, Saigon, broken... 40 Cassia, Saigon, in rolls... 55 Cloves, Amboyina... 22 Cloves, Zanzibar... 16 Mace... 55 Nutmegs, 75-80... 35 Nutmegs, 105-10... 25 Nutmegs, 115-20... 20 Pepper, Singapore, blk... 15 Pepper, Singap. white... 25 Pepper, shot... 17 Pure Ground in Bulk Allspice... 14 Cassia, Batavia... 28 Cassia, Saigon... 55 Cloves, Zanzibar... 24 Ginger, African... 15 Ginger, Cochon... 18 Ginger, Jamaica... 25 Mace... 65 Mustard... 18 Pepper, Singapore, blk... 17 Pepper, Singap. white... 28 Pepper, Cayenne... 20 Sage... 20 STARCH Corn Kingsford, 40 lbs... 7 1/2 Muzzy, 20 lbs... 5 1/2 Muzzy, 40 lbs... 5 1/2 Gloss Kingsford... 7 1/2 Silver Gloss, 40 lbs... 7 1/2 Silver Gloss, 16 3lbs... 6 1/2 Silver Gloss, 12 6lbs... 8 1/2 Muzzy 48 1lb. packages... 5 16 5lb. packages... 4 1/2 12 6lb. packages... 4 1/2 50lb. boxes... 4 SYRUPS 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 1 1/2 lb. cans 3 dz. in cs. 2 15	Pure Cane Fair... 16 Good... 20 Choice... 25 TEA Japan Sundried, medium... 24 Sundried, choice... 32 Sundried, fancy... 36 Regular, medium... 24 Regular, choice... 32 Regular, fancy... 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs... 22 @ 24 Siftings... 9 @ 11 Fannings... 12 @ 14 Gunpowder Moyune, medium... 30 Moyune, choice... 32 Moyune, fancy... 40 Pingsuey, medium... 30 Pingsuey, choice... 30 Pingsuey, fancy... 40 Young Hyson Choice... 30 Fancy... 36 Oolong Formosa, fancy... 42 Amoy, medium... 25 Amoy, choice... 32 English Breakfast Medium... 20 Choice... 30 Fancy... 30 India Ceylon, choice... 42 Fancy... 42 TOBACCO Fine Cut Cadillac... 54 Sweet Loma... 34 Hiawatha, 5lb. pails... 55 Telegram... 30 Pay Car... 33 Prairie Rose... 49 Protection... 40 Sweet Burley... 41 Tiger... 41 Plug Red Cross... 31 Palo... 35 Hiawatha... 41 Kyo... 35 Battle Ax... 37 American Eagle... 37 Standard Navy... 37 Spear Head, 7 oz... 47 18-in. Cable, No. 2... 44 18-in. Cable, No. 3... 47 18-in. Cable, No. 3... 47 Jolly Tar... 39 Old Honesty... 43 Toddy... 34 J. T... 33 Piper Heidsieck... 69 Boot Jack... 36 Honey Dip Twist... 40 Black Standard... 40 Cadillac... 40 Forge... 34 Nick... 34 Great Twist... 52 Mill... 32 Great Navy... 36 Smoking Sweet Core... 34 Flat Car... 32 Warpath... 26 Bamboo, 16 oz... 25 I X L, 5lb... 27 I X L, 16 oz pails... 31 Honey Dew... 40 Gold Block... 40 Flagman... 40 Chips... 33 Klips... 21 Duke's Mixture... 40 Duke's Cameo... 40 Myrtle Navy... 43 Yum Yum, 1 1/2 oz... 39 Yum Yum, 1lb. pails... 40 Cream... 38 Corn Cake, 2 1/2 oz... 26 Corn Cake, 1lb... 22 Plow Boy, 1 1/2 oz... 39 Plow Boy, 3 1/2 oz... 39 Peerless, 3 1/2 oz... 35 Peerless, 1 1/2 oz... 39 Air Brake... 36 Cant Hook... 30 Country Club... 32-34 Fore-XXXX... 30 Good Indian... 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam... 24 Sweet Marie... 32 Royal Smoke... 42 TWINE Cotton, 3 ply... 20 Cotton, 4 ply... 20 Jute, 2 ply... 14 Hemp, 6 ply... 13 Flax, medium N... 24 Wool, 1 lb. balls... 8 VINEGAR Malt White, Wine, 40 gr... 8 Malt White, Wine 80gr 11 1/2 Pure Cider, B & B... 15 Pure Cider, Robinson 13 1/2 Pure Cider, Silver... 15 WICKING No. 0 per gross... 30 No. 1 per gross... 40 No. 2 per gross... 50 No. 3 per gross... 75 WOODENWARE Baskets Bushels... 1 10 Bushels, wide band... 1 25 Market... 40 Splint, large... 3 50 Splint, medium... 3 00 Splint, small... 2 75 Willow, Clothes, large 8 25 Willow, Clothes, med 7 25 Willow, Clothes, small 6 25	Bradley Butter Boxes 2lb. size, 24 in case... 72 3lb. size, 16 in case... 65 4lb. size, 12 in case... 65 10lb. size, 6 in case... 60 Butter Plates No. 1 Oval, 250 in crate 35 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each... 2 40 Barrel, 10 gal., each... 2 55 Clothes Pins Round head, 5 gross bx 55 Round head, cartons... 70 Egg Crates and Fillers Humpty Dumpty, 12 dz. 20 No. 1 complete... 40 No. 2 complete... 25 Case No. 2 fillers/slots 1 35 Case, mediums, 12 sets 1 15 Faucets Cork, lined, 8 in... 70 Cork lined, 9 in... 80 Cork lined, 10 in... 90 Mop Sticks Trojan spring... 90 Eclipse patent spring... 80 No. 1 common... 80 No. 2 pat. brush holder 80 12lb. cotton mop heads 1 40 Ideal No. 1... 80 Pails 4-hoop Standard... 2 15 3-wire, Cable... 2 15 3-wire, Cable... 2 15 Cedar, all red, brass... 1 20 Paper, Eureka... 2 25 Fibre... 2 50 Toothpicks Hardwood... 2 40 Softwood... 2 75 Banquet... 1 50 Ideal... 1 50 Traps Mouse, wood, 4 holes... 22 Mouse, wood, 4 holes... 45 Mouse, wood, 6 holes... 70 Mouse, tin, 5 holes... 80 Rat, wood... 80 Rat, spring... 75 Tubs 20-in. Standard, No. 1 8 75 18-in. Standard, No. 2 7 75 18-in. Standard, No. 3 6 75 20-in. Cable, No. 1... 9 25 18-in. Cable, No. 2... 8 25 18-in. Cable, No. 3... 7 25 No. 1 Fibre... 10 25 No. 2 Fibre... 8 25 No. 3 Fibre... 8 25 Washboards Bronze Globe... 2 50 Dewey... 1 75 Double Acme... 2 75 Single Acme... 2 25 Double Peerless... 4 25 Single Peerless... 3 60 Northern Queen... 3 50 Double Duplex... 3 00 Good Luck... 2 75 Universal... 3 65 Window Cleaners 12 in... 1 65 14 in... 1 85 16 in... 2 30 Wood Bowls 13 in. Butter... 1 25 13 in. Butter... 2 25 14 in. Butter... 5 75 19 in. Butter... 5 00 Assorted, 13-17... 2 30 Assorted, 15-17-19... 3 25 WRAPPING PAPER Common straw... 1 1/2 Fibre Manila, white... 2 1/2 Fibre Manila, colored... 4 No. 1 Manila... 4 Cream Manila... 3 Butcher's Manila... 2 1/2 Wax Butter, short cut 13 Wax Butter, full count 20 Wax Butter, rolls... 19 YEAST CAKE Magic, 3 doz... 1 15 Sunlight, 3 doz... 1 00 Sunlight, 1 1/2 doz... 1 00 Yeast Cream, 3 doz... 1 15 Yeast Cream, 3 doz... 1 00 Yeast Foam, 1 1/2 doz... 58 FRESH FISH Whitefish, Jumbo... 18 Whitefish, No. 1... 12 1/2 Trout... 12 Halibut... 10 1/2 Herring... 7 Bluefish... 16 Live Lobster... 29 Boiled Lobster... 29 Cod... 11 Haddock... 8 Pickerel... 11 1/2 Pike... 8 1/2 Perch... 6 1/2 Smoked, White... 14 Chinook Salmon... 16 Mackerel... Finnan Haddie... Roe Shad... 19 Shad Roe, each... 50 Speckled Bass... 9 HIDES AND PELTS Hides Green No. 1... 9 1/2 Green No. 2... 8 1/2 1... 11 Cured No. 2... 10 Calfskin, green, No. 1 12 Calfskin, green, No. 2 10 1/2 Calfskin, cured, No. 1 13 Calfskin, cured, No. 2 11 1/2	Pelts Old Wool... @ 30 Lambs... 15 @ 25 Shearlings... 10 @ 10 Tallow No. 1... @ 5 No. 2... @ 4 Wool Unwashed, med... @ 25 Unwashed, fine... @ 20 CONFECTIONS Stick Candy Standard... 7 1/2 Standard H H... 7 1/2 Standard Twist... 8 Cases Jumbo, 32 lb... 7 1/2 Extra H H... 10 Boston Cream... 12 Big stick, 30 lb, case 8 Mixed Candy Grocers... 6 1/2 Competition... 7 Special... 8 Conserve... 7 1/2 Royal... 12 Ribbon... 10 Broken... 8 Cut Leaf... 8 1/2 Leader... 8 Kindergarten... 10 French Cream... 9 Star... 11 Hand Made Cream... 16 Premo Cream mixed 14 Paris Cream Bon Bons 10 Fancy-in Pails Gypsy Hearts... 14 Coco Bon Bons... 14 Fudge Squares... 14 Peanut Squares... 14 Sugared Peanuts... 12 Salted Peanuts... 12 Starlight Kisses... 12 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 Imperials... 10 Ital. Cream Opera... 12 Ital. Cream Bon Bons 12 Golden Waffles... 13 Red Rose Gum Drops 10 Auto Bubbles... 13 Fancy-in 5lb. Boxes Old Fashioned Monas... Kisses, 10lb. bx 1 30 Orange Jellies... 50 Lemon Sours... 60 Old Fashioned Horre... Pound drops... 60 Peppermint Drops... 60 Champion Choc. Drps 65 H. M. Choc. Drops 1 10 H. M. Choc. Lt. and... Dark No. 12... 1 10 Bitter Sweets, as'd... 1 20 Brilliant Gums, Crs... 60 A. A. Licorice Drops... 90 Lozenges, plain... 60 Lozenges, printed... 65 Imperials... 60 Mottos... 65 Cream Bar... 60 G. M. Peanut Bar... 60 Hand Made Crs 80 @ 90 Cream Wafers... 65 String Rock... 60 Wintergreen Berries... 60 Old Time Assorted 2 75 Buster Brown Good 2 50 Up-to-date Assmt'n 2 75 Ten Strike No. 1... 6 50 Ten Strike No. 2... 6 00 Ten Strike, Summer as... sortment... 6 75 Scientific Ass't... 18 00 Pop Corn Cracker Jack... 25 Giggles, 5c pkg. cs 3 50 Pop Corn Balls 200s 1 35 Azukit 100s... 2 25 Oh My 100s... 3 50 Cough Drops Putnam Menthol... 1 00 Smith Bros... 1 25 NUTS-Whole Almonds, Tarragona 16 Almonds, Drake... 15 Almonds, California sft... shell... Brazils... 12 @ 13 Filberts... 12 @ 13 Cal. No. 1... 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... Cocanuts... Chestnuts, New York State, per bu... Shelled Spanish Peanuts 7 @ 7 1/2 Pecan Halves... @ 55 Walnut Halves... 30 @ 32 Filbert Meats... @ 27 Alcantia Almonds... @ 42 Jordan Almonds... @ 47 Peanuts Fancy H. P. Suns 5 1/2 @ 6 Roasted... 6 1/2 @ 7 Choice, H. P. Jum... 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 lots31
El Portana33
Evening Press32
Exemplar32
Worden Grocer Co. brand
Ben Hur
Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritinos35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
18 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass7 1/2 @ 9 1/2
Hindquarters8 @ 10 1/2
Loins9 @ 14
Rounds7 @ 8 1/2
Chucks6 @ 7 1/2
Plates@ 5 1/2
Livers@ 6

Pork

Loins@ 14
Dressed@ 9
Boston Butts@ 12 1/2
Shoulders@ 10 1/2
Leaf Lard@ 12
Pork Trimmings@ 9

Mutton

Carcass@ 10
Lambs@ 14
Spring Lambs@ 14

Veal

Carcass6 @ 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 29
72ft. 6 thread, extra..

Jute

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

Cotton Victor

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

Cotton Windsor

50ft.1 20
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

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

Galvanized Wire

No. 20, each 100ft. long 1 96
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 feet6
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet13
No. 8, 15 feet15
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

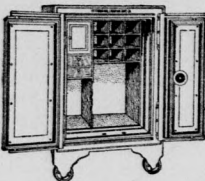
Poles

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's1 50
Knox's Acidu'd. doz. 1 25
Oxford75
Plymouth Rock1 45

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..8 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, large3 75
Halford, small2 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—For \$1,000, new and second-hand stock complete, established 1899. One horse delivery. Two year lease. On corner 70x25. Heated. Brick building at \$35. Milliner pays me \$8 for one window. M. Rickets, Cadillac, Mich. 555

Wanted—To buy small manufacturing business that has prospects for development. Address A. V. K., care Tradesman. 554

For Sale—On easy terms, \$5,000 stock of hardware and implements. Fine location. Clean stock. Doing about \$16,000 yearly. Address No. 552, care Michigan Tradesman. 552

For Sale—Combination peanut roaster and corn popper. Good order. Cost new \$165. Can be bought for \$50. Lewis McKinney, Bangor, Mich. 551

For Sale—Drug and grocery stock, established eight years. Town 600, Central Michigan. Annual business of \$12,000 to \$15,000. County gone local option. Have other interests and don't care to continue under local option. Address T, care Tradesman. 556

For Sale—On account of going into the wholesale business, I desire to sell my tea, coffee and grocery business. Best location. Clean stock. Square deal. Business established 18 years. Cash only. For further particulars write Boyd Cortright, Battle Creek, Mich. 553

Why not a business of your own? I can tell you of a retail line in which the profits and chances of success are exceptionally large. And I know of a few splendid locations for such stores. Write me to-day for full particulars. Edward B. Moon, 14 W. Lake St., Chicago. 550

Remington Typewriters — Remington typewriter, nothing but Remington. \$17.50 each. Rebuilt like new. Free trial anywhere. Write to Bedal, the typewriter man, 512 Pontiac Bldg., Chicago, Ill. 540

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.

For Sale—First-class stock of drugs and fixtures, doing good business. Located on good street in Grand Rapids. Inventories about \$4,000. Address Prosperity, care Michigan Tradesman. 546

Best place for a woodworking plant—also for a small hotel and boarding house. Mill site donated. Write B. F. Dorr, Antigo, Wis. 548

For Sale—An excellent hardware and agricultural implement stock and business, in a thriving village of 1,000 population in North Central Michigan. A growing farming community around. This is a clean, up-to-date stock and the owner is doing a fine business but conditions are such that he must sell. Call on or address Geo. W. Wood, Lake City, Mich. 545

Fine opening for clothing store. Pendleton, Indiana has none. Former occupants did \$25,000 year. Rent \$50. Fine corner 30x100. Completely equipped with modern fixtures. Demand for shoes and ladies' ready-to-wears. Immediate possession. Write Charles Stephenson, 167 Dearborn St., Chicago, Ill. 544

For Sale—Furniture and undertaking business, established 30 years. Lively town of 3,000. Splendid opportunity. G. G. Goodrich & Son, St. Charles, Mich. 539

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

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

Wanted—Hardware to locate in Sherman, Mich. Excellent opportunity. Address Secretary Citizens Improvement Assn. 523

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—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

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

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

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. L. & 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

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

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

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

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 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

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

Want Ads. continued on next page.

Are You Still Following The Calf's Crooked Path?

Once upon a time, long, long ago, father did before you—the chances are a mild eyed calf walked homeward that you are still following a calf-path. through a primeval wood.

'Twas a crooked path he took, but next day a flock of sheep managed to follow it to the end.

Then the cows formed the habit of coming that way.

Finally the forest path became a country lane, then a village street, then a city's throbbing, crowded thoroughfare.

And today countless throngs of anxious, hurrying men follow the zigzag path of the mild-eyed calf, now three centuries dead.

How many calf-paths are you following in your business?

The way to success does not generally lie along the beaten track. Following its course may mean loose motion, wasted energy and lost time.

If you are buying your goods just as you did years ago—just as your

father did before you—the chances are that you are still following a calf-path. There's a short cut—a good, broad highway leading straight home—and it's at your service—our May catalogue.

It lists the most complete line of general merchandise in the world.

In your line it speaks loudly and with price authority.

Our great buying capacity plus our printer's ink method of selling has made it the world's lowest market.

A copy is yours for the asking. By all means you should have it. Ask for No. FF718.

Butler Brothers

Exclusive Wholesalers of General Merchandise. New York, Chicago, St. Louis, Minneapolis.

Sample Houses—Baltimore, Omaha, Dallas, San Francisco, Seattle.

A MATTER OF CONVENIENCIES

The average "You ought," frequently used in dictating to another his duty, too often stands for a bit of advice which the giver would under no consideration follow himself. It was the young man who was to "Go West," not Greeley; but it was the same young man who, going West, found after he got there that, difficulty paired off with difficulty, the rest was a matter of conveniences, depending wholly upon his wit and the use he made of it. The thin, rocky soil of New England balanced the loneliness and the "woolly wildness" of the West. With the balance-beam level could the would-be wanderer see how far the sunset land surpassed that of the sunrise in the matter of the every day conveniences? The "yes" or the "no" that followed settled the question and the home-dotted stretches between the Alleghenies and the Pacific show what that answer was. There were difficulties to meet in both places; but with those of the West mastered the ease following the hard life and the hard work that goes with it tipped the balance in favor of the yes-plate a hundred to one. Did that home-deserter see, as he started for his home in the wilderness, the twelve furrow-making plow, moving rapidly and evenly across the prairie, instead of the oxen-drawn furrow-maker tossed like a ship among the New England rocks, he on the machine, sun-protected, watching and riding and so in comfort doing the hardest work that the old-time farmer knew? Wit had come to the front and with the labor problem happily solved the things that make life easy followed as a matter of course.

With the day's work done without backache or blister—not the old day reaching from before sunrise to sixteen hours after—the farm folk find something to do besides going to bed. Business over, there are friends to see and calls to make. The bathtub, the symbol of civilization, has invaded the farm house, and the inmates, ruddy from its refreshing waters, gather around the dining table in handsome attire. The modern range quickly and easily has prepared the dinner. The electric current floods room and table with its white light. Glass glitters and silver sparkles and the diners, who are school-trained and college-trained—it is getting to be so now—not caring how much Si Huzzington got for his turkeys or whether Zeb Winsor's roof-patching is going to be a success, talk over topics that are of interest everywhere by men and women concerned in matters extending beyond themselves and their immediate neighborhood.

Look at it as we may, it does make a difference whether the common, everyday duty is done with difficulty. The drink of water which the turning of a faucet gives may not be as refreshing as that which comes from the cold spring a dozen rods from the kitchen; but the convenience of the one and the inconvenience of the other makes the spring water a luxury not very often indulged in. The boy who rather walk than ride, if he has to harness, may meet with the deri-

sion he deserves and be called names, but after all in his mind it is a choice of evils and he, as he thinks, wisely chooses the lesser. The same matter is settled every time the summer boarder leaves the city behind him for a country home. The conveniences of the town are placed side by side with the inconveniences of the country and the decision depends upon the tipping of the scale.

The whole matter then comes down to this: The parent who wants to keep his children at home must look full in the face the inconveniences which are forcing his children away from him. It is the story right over again of going West for the bettering of one's condition, and that condition is always the most desirable which makes life first easy and then enjoyable. In most cases it is a simple question of money. The dollar or the child and the man who prefers the first to the last is not the one to complain when he finds that his choice has left him childless.

THE PRICE MARK.

"Haven't you got these marked rather high?" asked a wag of a country store keeper, at the same time pointing to a box of combs bearing the conspicuous sign, \$1.20.

"That is the price by the dozen," was the dry response. Yet the joker was really doing his host a kindness in calling his attention to the possible erroneous interpretation. Not every customer knows exactly what each article should cost. Some one might easily have called, lifted the price card and thought, "How dear these articles are;" yet the fact that the price quoted was by the dozen might not occur to him. In fact, it is doubtful if it would have been apparent unless in the case of articles with which there was perfect familiarity. In the instance cited the majority would simply smile at the exorbitant price, yet say nothing; that their purchases would be made elsewhere is almost certain.

The price mark that is indistinct or ambiguous may be worse, if possible, than no price mark. Let it be perfectly legible. Pale ink and a pen stroke more ornate than legible should have no place in business life. See to it that your price tags are made with strictly black ink and are so plainly written that one not simply can but must see what they represent. Let there be no supposition in the matter. You have bought at wholesale, but you wish to sell at retail prices. Make your signs fit accordingly. Look over your work and see that you have said what you mean. Do not expect some one to tell you if you have erred. Nine times out of ten, instead of coming directly to you, as did the man cited above, people will have their fun behind your back.

Sale of Goods Formerly Used By U. S. Army.

W. S. Kirk is conducting a sale of goods formerly owned and used by the U. S. Army, at 29 North Ionia street, Grand Rapids. The stock includes breech loading guns, which cost the Government \$16 apiece and are sold for \$2.95. Drab blankets,

worth \$10, which are sold for \$5. Shoes from \$1 to \$2.50 per pair. Reinforced trousers at \$1.95. Navy blue serge, \$1.50 per yard. U. S. Army linen, 48 inches wide, 40c per yard. Linen covers, suitable for lap covers, carriages or automobiles, \$1. Sconces, 80c. Candle sticks, 40c. Under-shirts, 25c. Other goods and curios galore. Catalogues with prices are handed to all at entrance. These goods are from Government Arsenals and the sale will positively close Tuesday, May 4. See daily papers for complete information. This is a rare opportunity to procure anything needed in this line. Many of the goods are to be had only in limited quantities and will be very valuable as curiosities and relics.

Sagola—The Sagola Lumber Co. has completed its season's logging at Kates, having shipped over 3,000,000 feet from this point since October. During the last three and a half years this company has cut and shipped over 18,000,000 feet from Kates and has exhausted its timber there except about 4,000 cords of pulpwood. The camps are to be moved about seven miles west, where there is from 10,000,000 to 12,000,000 feet of timber. To handle this the company will build a logging railroad eight miles to connect with the Chicago, Milwaukee & St. Paul Railway. The Sagola Lumber Co. has logs at its mill to keep the plant in operation until September, when the camps will have been placed in operation in the new tract.

Port Huron—A corporation has been formed under the style of the Inter-State Manufacturing Co., which will make embossed nursery rockers, toys, sporting goods and household woodwork specialties. The company has an authorized capital stock of \$100,000, of which \$54,000 has been subscribed, \$4,000 being paid in in cash and \$50,000 in property.

Port Huron—The Arney Specialty Co. has been incorporated to conduct a furniture and novelty factory, with an authorized capital stock of \$15,000, all of which has been subscribed, \$2,666.66 being paid in in cash and \$7,000 in property.

BUSINESS CHANCES.

Wanted—Two good clerks—Young man with experience in general store and lady to look after our dry goods department. Cobbs & Mitchell Springvale, Mich. 562

Let us collect your bad or slow accounts. We are connected with the largest collection agency in the U. S. and know how. We charge no membership fee. Send for rate card. A. C. Helfrick, Belleville, Pa. 557

For Sale—\$135 Butcher Boy refrigerator. 8x10. Good as new. Call or write at once. J. H. Zwiers, 240 River St., Holland, Mich. 563

For Sale—Electric light plan in town of 1,000. Good paying investment for party desiring light business work, \$6,000. Address E. C. Stacy, Tiffin, Ohio. 564

For Sale—Hardware stock in town of 1,000 in Ohio. Best corner in town. Will invoice \$6,500. Address L. B. 297, Tiffin, Ohio. 565

For Sale—General store, also stock and fixtures, located in a thriving farming community. No competition. Good reason for selling. Address No. 561, care Tradesman. 561

For Sale—Drug stock in Southern Michigan. Invoices \$2,800 to \$3,000. Will sell for \$2,000 down and balance on easy payments or will take \$2,500 spot cash. No dead stock. This store is a money-maker and will bear closest investigation. Best of reasons for selling. Don't write unless you have money. Address No. 560, care Michigan Tradesman. 560

For Sale—Drugs and groceries in manufacturing city of 4,000 inhabitants. Invoices from \$5,000 to \$8,000. Sales last year over \$34,000. No trade. Will stand the most thorough investigation. Don't wait if you are looking for a good business. Reason for selling, poor health. Address No. 559, care Michigan Tradesman. 559

For Sale—General store proposition in the iron mining district of Michigan. Annual sales \$75,000. Payrolls of mines in immediate vicinity, over \$80,000 monthly. Best opening in state of Michigan. Must be sold at once. Address No. 558, care Michigan Tradesman. 558

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

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—Stock general merchandise, clothing or shoes. Give particulars to size and condition in first letter. W. F. Whipple, Macomb, Ill. 478

Wanted—To buy cheap for cash, stocks of dry goods, clothing, shoes and men's furnishings. H. Kaufer, Milwaukee, Wis. 481

For choice valley land, prices right, in Pawnee, Hodgeman and adjoining counties, call on or address F. C. Matteson, Burdett, Kan. 474

Wanted—Second-hand refrigerator for meat market. Must have capacity for 1,000 lbs. meat. Address No. 472, care Michigan Tradesman. 472

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

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

For Sale—One self-measuring five barrel Bowser oil tank, one Leonard cleanable grocers refrigerator, size 31x54½ x73 inches. One set Standard computing grocers scale. All nearly good as new. Address Nelson Abbott, Moorestown, Mich. 482

Wanted—To buy for cash, good shoe stock. Address M. J. O., care Tradesman. 453

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

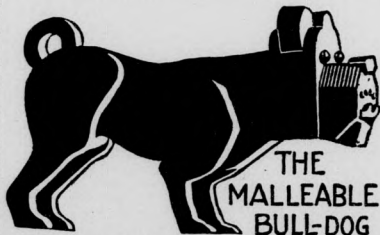
SITUATIONS WANTED.

Wanted—Position by man aged 40, as manager for general store. References furnished. Address No. 542, care Michigan Tradesman. 542

HELP WANTED.

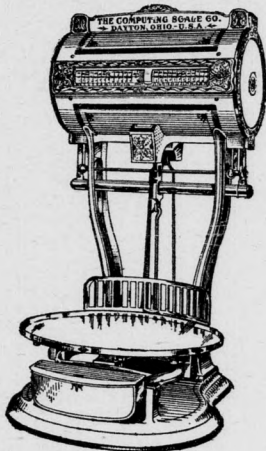
Wanted—A delivery man for a meat market. Must have a fair knowledge of cutting meats. Must be of good character and well recommended. The I. Stephenson Co., Wells, Mich. 549

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242



Faultless Malleable Ranges have the FIVE ESSENTIALS: Design, Finish, Materials, Workmanship and Durability. Write for new catalog, "Range Reasons." Faultless Stove Works St. Charles, Illinois

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

What we are doing for YOU

Advertising SHREDDED WHEAT

In daily newspapers in 200 cities,

In special preferred positions in eighty-two magazines,

In twenty back covers of illustrated weeklies,

In street cars in sixteen large cities,

Operating four miniature factories showing process of making

Shredded Wheat Biscuit and Triscuit,

Maintaining three lecturers with stereopticon lantern outfits,

Distributing 16,000,000 "sample" Shredded Wheat Biscuits,

Distributing millions of folders, booklets and cook books.

We are doing all this to make business for

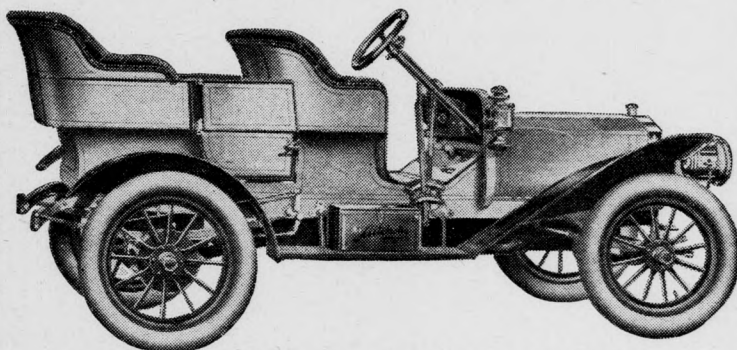
YOU

What are you doing to push the sale of the cleanest, purest, most nourishing cereal food in the world?

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 $4\frac{1}{4} \times 4\frac{1}{2}$ —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

BECAUSE 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

Get the Other Fellow's Trade



If one of your competitors is selling finer ketchup than you are, your customers have a reason for leaving you, haven't they? If you sell **BLUE LABEL KETCHUP** and your competitor doesn't, customers have a reason for coming to you.

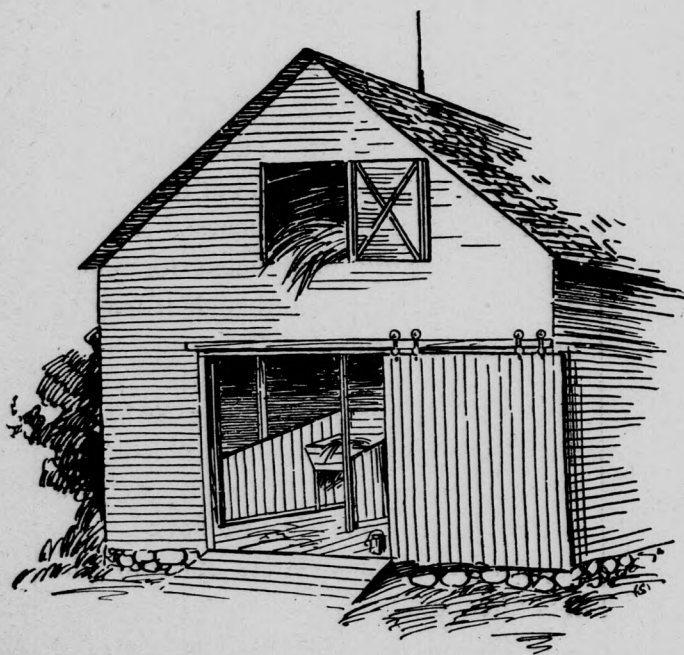
We have made ketchup for over forty years. We never stopped improving it until we couldn't find another brand anywhere that was as good as **BLUE LABEL**. We are satisfied now because **every one who uses it is satisfied that no other ketchup is as good.**

When we tell you that **BLUE LABEL KETCHUP** conforms with all the requirements of the Federal Pure Food Law, that's **SOMETHING**. When we tell you that nobody can make as good ketchup, that's everything. You are safe when you find this name on ketchup.

CURTICE BROTHERS CO.

ROCHESTER, N. Y.

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.