

Better Than Gold

Better than grandeur, better than gold,
Than rank and titles a hundred fold,
Are a healthful body, a mind at ease
And simple pleasures that always please.
A heart that can feel for a neighbor's woe
And share his joy with a genial glow,
With sympathies large enough to enfold
All men as brothers, is better than gold.

Better than gold is a conscience clear,
Though toiling for bread in an humble sphere,
Doubly blest with content and health,
Untried by the lust or the cares of wealth.
Lowly living and lofty thought
Adorn and ennoble the poor man's cot,
For mind and morals on Nature's plan
Are the genuine test of a gentleman.

Better than gold is the sweet repose
Of the sons of toil when their labors close;
Better than gold is the poor man's sleep,
And the balm that drops on his slumbers deep
Brings no sleeping draught to the downy bed
Where Luxury pillows his aching head;
His simple opiate Labor deems
A shorter road to the land of dreams.

Better than gold is a thinking mind,
That in realms of thought and books can find
A treasure surpassing Australian ore
And live with the great and the good of yore.
The sage's lore and the poet's lay,
The glories of empires passed away,
The world's great drama will thus unfold
And yield a pleasure better than gold.

Better than gold is a peaceful home,
Where all the fireside charities come;
The shrine of love and the haven of life,
Hallowed by mother, or sister, or wife.
However humble that home may be
Or tried with sorrows by heaven's decree,
The blessings that never were bought or sold
And center there are better than gold.

Better than gold in affliction's hour
Is the balm of love with its soothing power;
Better than gold on a dying bed
Is the hand that pillows the sinking head.
When the pride and glory of life decay,
And earth and its vanities fade away,
The prostrate sufferer need not be told
That trust in heaven is better than gold.

Alex. Smart.



The accompanying poem was found among the papers of the late William Miller, recently deceased. The fingermarks on the paper indicated that it was often read by the owner and it certainly is a typification of Mr. Miller's life. Throughout the poem there is no deriding wealth, but simply setting forth in a forceful manner the qualities that man may possess and the virtues that he may acquire that will prove better than gold and without which no real happiness can exist.



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

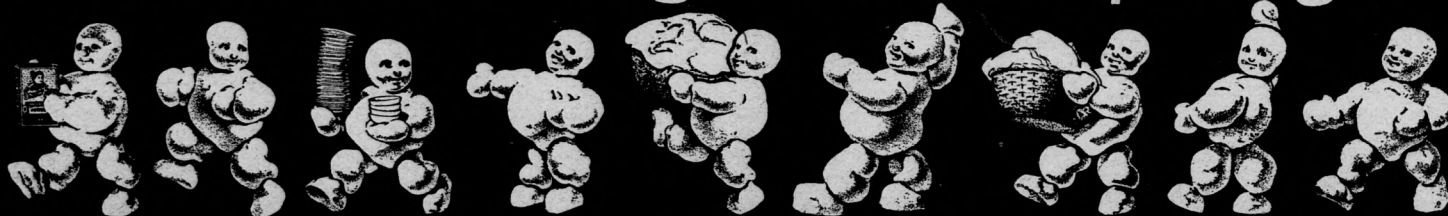
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Start your Snow Boy sales a'moving
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Salesman

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Buffalo, N.Y.

MICHIGAN TRADESMAN

Twenty-Sixth Year

GRAND RAPIDS, WEDNESDAY, MAY 26, 1909

Number 1340

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AN IDEAL CLERK.

Employers differ in many respects, of course, but they are quite alike in a few particulars and strikingly of the same mind as to the essentials which contribute to the make-up of an ideal clerk. This was shown by a recent systematic canvas among retail merchants in a large Western city by a Social Science Committee investigating as to what retail merchants most desire in their clerks.

Out of 168 merchants interviewed fifty-nine placed honestly as the first requisite while seventy-three named activity as the most desirable quality. They were practically a unit in demanding a pleasing personality, a courteous manner, good health and a willingness to work. Upward of thirty demanded that their clerks should have some religious denominational relationship and two declared that they "wouldn't think of hiring a man or boy who was addicted to base ball, either theoretically or practically."

Such an investigation may have some social value, but, after all, formulated questions can not touch the vital points in the estimate of every man who employs salesmen, because no two employers are alike and because each merchant's trade is unlike in some respects the business going to other merchants.

It goes without saying that an ideal clerk should be pleasing in appearance and manner, should have good health, intelligence and energy and should be honest; but there are other essentials: He should be even tempered, thoroughly self possessed and intuitively a judge of human nature, so that seeing a customer once or twice he would be able to judge as to what would or would not please him.

There is a popular delusion that almost anybody can stand behind a counter and sell goods, and another equally absurd misconception that all goods sold over a counter are first sold through the columns of a newspaper. There are comparatively few natural salesmen and not any too many

persons who can learn to sell things. The natural salesman will make a sale where a page advertisement would fail, and there are hundreds of men who, having acquired ability as salesmen, make many sales each day that would not have been made had the advertisement been depended upon alone.

THE WRECK OF THE MAINE.

Admiral Sigsbee, who, as is well known, was in command of the ill-fated armored cruiser Maine when that ship was blown up and destroyed in the harbor of Havana just prior to the war with Spain eleven years ago, in a recent lecture opposed the proposition to raise and remove the wreck. Admiral Sigsbee holds that the removal of the wreck would cost a great deal of money, and as the position of the wreck does not in his opinion constitute an impediment to navigation, the expenditure of so large a sum would not be warranted.

Another reason assigned by Admiral Sigsbee for opposing the raising of the wreck of the battleship is that the building of the necessary caisson would expose the filthy harbor mud to the possible detriment of the public health, which the local authorities would probably resent. The Admiral further points out that nothing would be gained through raising the wreck in the matter of knowledge as to the cause of the explosion, as that question was determined for all time by the verdict of the Court of Inquiry, which so carefully investigated the explosion immediately after the occurrence.

While Admiral Sigsbee's views are entitled to consideration, and one may sympathize with his natural disinclination to see the wreck of his old ship disturbed, it is very evident from the last official report of Provisional Governor Magoon that the wreck is actually an obstruction to navigation in Havana harbor, and the gradual shoaling which the wreck is causing is calculated to impair the channel into the harbor and damage the facilities of the port. As Mr. Magoon pointed out, the Cubans have refrained from a sense of delicacy to request the removal of the wreck, or attempt the removal themselves, which they would have a perfect right to do, but this fact only makes it more incumbent than ever on the United States to remove what has become an obstruction to the principal harbor of Cuba.

It is scarcely probable that the exposing of a small part of the mud of the harbor's bottom in constructing a caisson would prove injurious to health, and the cost of the work should certainly not deter so rich a government as ours from doing its

duty in the premises. We owe it to the Cuban government to remove the wreck from the harbor of Havana, or authorize the authorities of the island to have it removed at our expense.

A SUPERIOR CANDIDATE.

When the Credit Men's Association was formed it was in response to well recognized business problems and during its existence it provided ample proof as to the wisdom of the step thus taken. Enthusiastic loyalty to the purposes of the organization and valuable results to the leading business interests of the city have been the prominent factors in the exhibit thus presented.

Most prominent in the conduct of the Association has been Lee M. Hutchins, Secretary and Treasurer of the Hazeltine & Perkins Drug Co., and it is a well earned compliment to that gentleman that at the May meeting of the Grand Rapids Credit Men's Association he was unanimously endorsed as a candidate for nomination and election to the presidency of the National Association of Credit Men at the annual meeting of that body to be held in Philadelphia June 15 to 18. Not only that, but the local organization selected by ballot a large delegation to attend the Philadelphia meeting and see to it that Mr. Hutchins' candidacy is properly presented.

The Grand Rapids Credit Men's Association is one of the strongest organizations included in the membership of the National organization and the delegation named is representative of the best there is in the industrial, mercantile and financial establishments of our city.

For three years Mr. Hutchins has been a member of the directorate of the National organization and he is at present the senior member of that body. During his service as Director he has visited more than twenty associations in various parts of the United States, so that his personal acquaintance is wide and intimate. He is known at home and abroad as a gentleman of graceful and attractive manner, highly educated, skilled and exceptionally competent in business, admirable as a presiding officer and clear, direct, forceful and entertaining as a public speaker. It is, of course, beyond the power of the Tradesman to assert that the National Association possesses no member that is Mr. Hutchins' equal in fitness for the position of President, but it is entirely within its province to declare without qualification that it is extremely difficult to conceive a candidate who is Mr. Hutchins' superior in the possession of all the attributes necessary for carrying the National organization forward in its splendid efforts and its valuable achievements.

WON FAME ABROAD.

When Orville and Wilbur Wright, the inventors of the most successful aeroplane that has yet been given a practical test, returned from their tour of Europe, demonstrating the success of their invention, it was very properly made the occasion of something of a demonstration on the part of their friends and admirers. These brothers, until recently poor bicycle repairers in a town in Ohio, have won international fame as the most daring and skillful navigators of the air. They have given significant exhibitions of the success of their invention in many portions of Europe and have aroused the interest of noted men in all countries they have visited. They have, accordingly, won not only fame for themselves, but they have also reflected credit on their country.

The Wright brothers came into prominence hardly a year ago. One brother attracted attention by going to France with one of the Wright machines and making what were considered at that time sensational flights with a flying machine, depending entirely on mechanism for both ascent into the air and propulsion. About the same time the other Wright brother created profound excitement by operating an aeroplane at Fort Myer, near Washington. Mr. Wright's flights proved that he could remain in the air for as long a time as his supply of oil lasted and could maneuver his machine at will. While conducting his tests Mr. Wright met with an accident that nearly cost him his life, and did cost the life of Lieutenant Selfridge, who had accompanied him in his aerial flight.

Up to the time that the Wright brothers made practical demonstrations of the capacity of their flying machines it was generally believed that the dirigible balloon would prove the only practical method of traversing the air with success. The Zeppelin airship has been the most successful of the dirigible balloon type, and it can carry a number of persons, but it is extremely costly, and is dependent entirely upon its supply of gas, which is liable to explosion or other accident at any time. The aeroplane is, on the other hand, comparatively inexpensive, its field of operation is larger and it can be made to ascend and descend at will in any place.

As has so frequently happened to other American inventors, the Wright brothers had to go abroad in order to secure recognition of their efforts. Even yet no official recognition or encouragement has been given them, and it is more than likely that many foreign governments will be employing the Wright aeroplanes before this country becomes interested.

THINGS CALLED HATS.

The Grotesque Objects Seen at Milliners'.

Written for the Tradesman.

I was sitting in a millinery store the other day waiting for my chum. The big transom was open, so that talk of pausing pedestrians floated in.

Four young folks loitered along, evidently married people of three or four years' standing, and the couples were, seemingly, on the best of terms.

Each of the young women had a modish little milkpan inverted on her prettily coiffed head.

They were apparently dissatisfied with the present quantity of their headgear, for one exclaimed as she approached the bonnet vicinity:

"I have simply got to have another new hat. This little thing does all right for a 'first hat,' but it's a positive necessity that I have another right away. Let's look at the hats in this window," and the quartette moved toward the display of millinery at my elbow.

"Haw, haw? Haw, haw!" derisively laughed one of the husbands. "Call them duds hats? I call 'em just monstrosities—that's what they be!"

That was just the way he laughed—rising inflection on the second "haw" and down pressure on the fourth "haw" and his execrable grammar was put on for the mere object of mockery.

"Well, they do look funny, I'll have to admit," said the young lady who was apparently the wife of the first speaker. "But you go into the millinery stores and every last Madam will make the statement that the reason her goods look so strange to us women is only because we are 'not accustomed to the new hats,' that when we 'get used to them' we will like all these beehives, bushel baskets and coal scuttles—only they don't employ exactly these appellations."

"Well, 'not for me, not for me!'" exclaimed the other Benedict. "And not for my little wifey here, either," he added vehemently.

Here the quartette moved on and I put in the rest of my delay in ostensibly looking out of the window, but really amusing myself with the misery of a lady in the toils of an artful girl clerk.

The hat on the lady's head, in a season of ordinary sized hats, would have been pronounced enormous, but, in these days of ten-acre lots for headwear, it was really a very modest contraption.

But the lady was having all kinds of "troubles of her own" with her purchase.

I had arrived on the scene too late to witness the previous acts to the comedy, but I was in plenty of time to discern that the discontented looks of the lady indicated a highly dissatisfied frame of mind.

The suave girl clerk had perched an immense hat on the lady's scant locks and the owner of said scant locks was bobbing and bobbing her head around to see if the headgear

had a firm feeling. Manifestly not, for the clerk took three hatpins out of the fat cushion on the shelf in front of the glass where the lady sat and, offering them to her, said:

"You know these picture hats take a good many pins. Let me stick this one into the bandeau—the others go through the crown—and you push it through to the other side and see if that doesn't make it stay on a little better."

The lady used the hatpins as suggested and again wiggled her head.

"It seems a little bit firmer," she conceded. "Still—oh, dear! I am afraid this big crown isn't going to be at all comfortable," she complained.

The clerk could very well see that that hat was never going to rest easy on the head to which it was being fitted.

But she died hard.

"I'll tell you what's nice," she averred: "You get some of these U-shaped hairpins and sew them right into the front of the hat. They're only 25 cents and they would help a whole lot, I'm sure."

"All right," agreed the lady, "I'll do that, but I'm awfully afraid that even those won't entirely fill the bill. Couldn't you widen the bandeau? Seems as if that would, perhaps, be an improvement."

Thereupon the clerk, who was willing to do any old thing rather than lose the sale, obligingly removed the offending headgear and transferred it to the mysterious regions of the rear, where she and the hat remained what seemed an interminable length of time.

The lady's face, after the clerk's retirement, was a study, it taking on a most melancholy expression. It was plain to be observed that she was fast becoming disgusted with that store and all.

Finally, the girl came back, the hat held airily aloft, assumed confidence in look and mien.

"There! Now we're all right," she purred, again handing, one by one, a bunch of hatpins.

Then followed a large amount of taffy, until actually, although the lady gave a few weak jogs of the head, she was that overmastered by the dashing confabulation of the salesgirl that she could not make a single further objection.

I knew just how the customer felt—any one with half an eye could discover that. The hat was heavier on one side than on the other, caused by the pressure of three big floppy feathers; it was too large for the lady's meager hair and the shape and style of the trimming were unbecoming to her delicate features—any one of which arguments should have been sufficient to condemn the chapeau for that special customer. The chances are ten to one that the lady will never be able to take a particle of comfort with it.

The show windows of all the millinery emporiums, lugubrious to relate, are full to overflowing with just such "monstrosities," as that young fellow aptly designated the gro-

tesque objects on exhibition supposed to be for wearing on the head feminine.

H. E. R. S.

Career of an Ideal Union Labor Leader.

New York, May 22—Cornelius P. Shea, former President of the International Brotherhood of Teamsters, was arraigned in Jefferson Market Court to-day and held without bail to await the result of injuries he inflicted with a penknife yesterday evening upon Alice Walsh, the girl he brought here from Chicago, in a flat at 232 West Thirteenth street. The woman is in St. Vincent's Hospital and probably will die within twenty-four hours.

The assault ranks with the most brutal and atrocious in the police records. Shea, in an excess of murderous rage, stabbed the woman twenty-five times. One wound in the throat and two in the abdomen combine with minor cuts to make her injuries almost surely fatal. The wounds are in the back of the neck, the back, the breast, the arms and the legs.

Shea admitted his crime to Inspector McCafferty at headquarters to-day. He said he deserted his wife five years ago for Alice Walsh and had been trying to get rid of her for a year. The woman persisted in living with him, he said, and he stabbed her in a fit of anger.

When closely questioned Shea, who is an undersized but powerfully built man, said he was born in South Boston and spent eleven months in Concord Reformatory as a boy. He was President of the Brotherhood of Teamsters and had full charge of the great teamsters' strike in Chicago four years ago, which was marked by violence and murder. Shea is suspected of being the man who originated the idea of blowing the contents out of eggs, filling the shells with vitriol and hurling these deadly missiles at non-union drivers.

Shea came to New York five months ago and stirred up the teamsters. Ever since his arrival Manhattan and Williamsburg have experienced violent teamsters' strikes.

Shea met Miss Walsh in Chicago at the time of the strike there. She is a pretty woman. After receiving the last rites of the church to-day from Father Murray, of St. Joseph's, the girl told the sisters that she was infatuated with Shea because of his strength and masterful qualities. Her life with him had been miserable, she declared, but something drew her to him when she tried to break the illegal tie.

Shea has a wife and three children in Boston, and he soon tired of Miss Walsh, it is said, and of late has been endeavoring to get rid of her. She and the labor leader lived in the West Thirteenth street apartment house until recently, when she packed up and left. While the two made the house their home neighbors told the police to-day there were frequent quarrels.

Mrs. John McKaig, landlady of the house, said:

"The woman came back here three days ago and there was a reunion.

The quarrel which ended in the stabbing began last night about 9:15 o'clock. There was a long quarrel and then I heard screams. The woman suddenly reached the door and ran into the hall. She was covered with blood and crying 'Murder!' Shea came behind her and before anyone could interfere he caught her by the hair and dragged her back into the room. Then I sent three boys for the police."

The New Dry Goods Combine.

In the reports emanating from New York relative to the organization of the United Dry Goods Co., capital \$51,000,000, only one Michigan store is mentioned thus far as being in the control of the so-called Clafin interests, and that is the Spring Dry Goods Co., of Grand Rapids. While the details of the new organization are yet unannounced, some of the big stores throughout the country that are connected with the great corporation are already known, while others are still to be announced. There is more or less speculation in business circles as to whether a Detroit house will be in any way connected with the United Dry Goods Co. In fact, this same speculation is being indulged in in several cities, as it is unofficially announced that the new combine takes in something like thirty of the leading dry goods houses of the country. The United Dry Goods Co. takes over the stores of the Associated Merchants Co., of which John Clafin is President. The Associated Merchants Co. was floated originally with the aid of J. P. Morgan & Co. and it is expected that the financial plans soon to be outlined will be approved and backed by Morgan.

Crackers and Pretzels Still Hold Their Own.

Lansing, May 22—Although it is generally known that an anti-free lunch bill passed the Legislature the fact has not been spread about that it takes immediate effect and that saloonkeepers must cut out the free lunch at once. The bill, which was introduced by Senator MacKay, is as follows:

Section 1. It shall hereafter be unlawful for any person engaged in the business of selling, furnishing or giving away malt, brewed, fermented, vinous or intoxicating liquors at retail or at wholesale and retail, by himself, his clerk, servant, agent or representative, directly or indirectly, to give away or furnish to any person free of charge in the place where said business is carried on, any food except crackers and pretzels.

Sec. 2. Any person violating the provisions of this act shall be punished by a fine of not less than ten dollars nor more than one hundred dollars or by imprisonment in the county jail for not less than ten days nor more than ninety days, or by both such fine and imprisonment in the discretion of the court.

The best way to wait on heaven for bread is to work for your bread in a heavenly spirit.

Only a clothes rack will let dignity stand in the way of duty.

Are You Fully Insured? If Not, Why Not?

It is generally acknowledged that shrewdness, cool and discriminating judgment and well balanced caution are essential to the successful credit man of to-day. It is probable that a small percentage of credit men have ever seriously considered fire insurance in its true relation to the business with which they are connected. It is quite the tendency that we look upon this as a passenger upon a steamship looks upon a life preserver, to be used in case of emergency. Is it not true that the fire insurance companies are tax gatherers and trustees for the distribution of funds which have been previously collected, to those unfortunate enough to suffer by fire? If companies are well administered and their ratio of expense is not out of proportion, they can very readily and very accurately arrive at the necessary premium to be charged upon the ordinary risk and at the same time pay all average losses, and fortify themselves with a reasonable surplus as against a general conflagration. It is of course admitted that fire insurance as it is bought and sold nowadays is not as yet upon an exact scientific basis.

Notwithstanding this, it does appear that the majority of the best companies in the United States and abroad are fast approaching the lines of operation that all must concede are sane and safe. It must be acknowledged that the importance of and the necessity for insurance, especially in the lines of jobbing, retailing and manufacturing, are more important than the ordinary credit man admits, in fact, it must be conceded that of all items that enter into the risk of credit, that of fire insurance has been the least regarded of them all. The time is fast coming when members of the Credit Men's Association at large will not accept of a commercial report as final and complete without at least a statement of the average fire insurance carried by the dealer. This feature of commercial undertaking is being more and more considered not only in the national meetings but in special meetings held by local associations. Fire insurance is almost as really alive and active in the daily conduct of business as anything connected with it, not excepting the general credit of our respective houses; in fact, I believe the successful conduct of any business depends largely upon fire insurance. Take, for instance, any one of the jobbing or manufacturing institutions represented in our Association and let it be known to-morrow that this institution has canceled all its fire insurance and the credit of that institution will at once diminish to the vanishing point. Jobbers and manufacturers both extend credit to retailers often beyond the amount that the retailer could obtain at his own bank and without indorsement, and in nine cases out of ten do so without asking how much fire insurance the dealer carries. I believe that instead of antagonizing in any way the slogan of the Credit Men's Association should be to assist the fire insurance

companies in making of better laws not only as to the form of policies that they may be uniform and just, but as to the laws governing the general conduct of their business. It has been my observation that where any dealer is as careful and cautious and as considerate about his fire insurance and subsequently as to any loss he may sustain as he is in doing the general part of his business he can obtain from the insurance companies that which is right and just and if his business is well handled and properly inventoried at regular periods, so he is able to demonstrate his loss, he can receive at their hands treatment at the time of settlement that can not be criticised. Let us all, therefore, as credit men do our utmost, especially with our local representatives, in not only conferring with them but in assisting them along lines of educating the general public to the proper use of fire insurance, for in a way fire insurance is of general public interest.

Lee M. Hutchins.

Affairs in Other Cities.

Written for the Tradesman.

A mutual co-operative association, called The Club, has been formed at Boyne City for the purpose of owning and maintaining a club room. Control is vested in a board of trustees, made up of six manufacturers and fifteen working men.

Roller skating on the streets or walks of Manistee has been forbidden under penalty of a fine of not less than \$10 or imprisonment. The pastime had become a nuisance and the city fathers sat down on it hard.

Saturday, May 22, was observed as Navigation Day at South Haven, marking the opening of the water route to Chicago. The town has been very quiet since the boats were tied up on labor day last year.

In the future, unless the Supreme Court decides to the contrary, hucksters in the streets of Toledo will not have to pay a license fee of \$50 a year. The ordinance licensing hucksters has been declared unconstitutional in the Common Pleas Court.

Kansas City is rejoicing over the assurance that the railroads will soon begin the construction of a handsome union passenger station there and adequate freight terminals. The station will be located on Twentieth street between Main and Broadway.

Kansas City has a convention hall and the annual report of the Secretary, just issued, shows that profits for the year were \$7,093.39. The hall was used ninety-one days and 146 nights.

Milwaukee is raising a fund of \$50,000 to provide for Homecoming Week.

The municipal lighting plant at Pasadena, Cal., will be completed in September and there is every indication that there will be a battle royal between the city and the Edison Electric Co. for control of Pasadena's commercial lighting business. Both sides are preparing for the fight.

Kansas City will provide free music in its convention hall during the summer in connection with the park

concerts, furnishing thousands of people with the first chance they have ever had of listening to good music. This is the Old World plan of providing high grade music for all the people.

An edition of the Sentinel, Charlevoix says: "Three weeks have elapsed since the saloons went out of business and we have not heard a complaint from a business man of the local business depression that was predicted by the 'wets.' On the contrary, we have the opinion of at least two merchants that trade has improved."

Almond Griffen.

Sales Resulting From Combination of Picture and Goods.

Written for the Tradesman.

A store that has one of its decided aims the giving to all its window and inside-the-store trims the "something different" look recently had a large bright rug on the large window floor. It had a lot of orange-reds and old blues and olive shades in it, which colors were enough to call attention to the window were there nothing else there.

A picture of two wrestlers, in a characteristic attitude of contest, had been secured from some traveling show folks. The fellows were life size and were stripped to the waist, their lower limbs clothed with knit underwear such as was artistically exhibited against the background of the window and also on an Indian stool at either end of the rug. The figures were so posed that it made it easy to cut their outlines with a paperhanger's sharp trimming-knife, and thus to silhouette them against the knit goods on the background-partition.

One of the wrestlers had on a red belt, the other a blue. To add to their appearance of being real men the window trimmer had put wigs on them—black hair on the one with the red belt and blond on the one with the blue. From across the way it looked as if "really for true" men were having a lively tussle, and many were the men young and old who took the trouble to go across the street to see if the "match" was real or a hoax, resulting in an interested inspection of the underwear on display, and quite a few extra orders were directly traceable to this odd combination of goods and picture.

Hotel Keepers Exempt From the Ice Cream Law.

Lansing, May 21—Within twenty-four hours after the Legislature adjourned one of the laws it enacted is under fire and C. P. Downey, of the Hotel Downey, is ready to test the act in the Supreme Court before he complies with its provisions.

The act in question was known in legislative parlance as the Snell bill and it prohibits the adulteration of ice cream as well as requires manufacturers to pay an annual license of \$5. It was given immediate effect as a law necessary to public health and Food Commissioner Bird, immediately it was signed, began preparations to enforce it.

One of the inspectors called at the Downey House to-day and requested the payment of the fee prescribed, Mr. Downey flatly refused, declaring the law was only intended to apply to manufacturers supplying ice cream at retail or wholesale.

Lansing, May 22—Senator Lawrence W. Snell, who introduced the bill providing for the supervision by the State Food Commissioner's department over the manufacture of ice cream and the payment of an annual fee of \$5 by the manufacturers, said that the new law does not apply to hotel keepers nor promoters of church socials and like affairs who make the cream for their own use.

C. P. Downey, proprietor of the Downey Hotel here, the first person visited by the deputies for the collection of the fee, refused to pay it and referred the officers to his attorney. Senator Snell's statement shows Downey to be right in his view of the measure.

If our justice were only more even our generosity would be a good deal less strained.



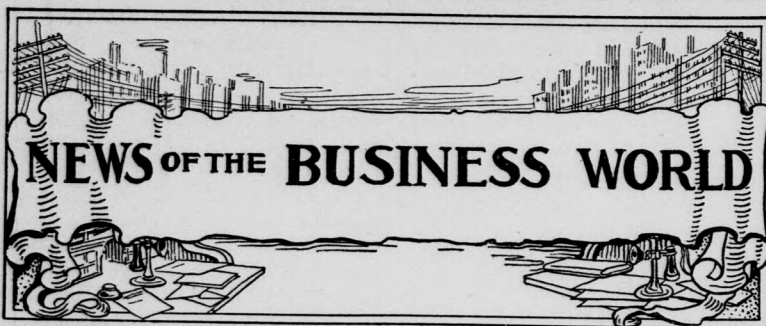
Faultless Malleable Ranges have the FIVE ESSENTIALS: Design, Finish, Materials, Workmanship and Durability. Write for new catalog. "Range Reasons."

Faultless Malleable Range Co. St. Charles, Illinois

WORDEN GROCER COMPANY

The Prompt Shippers

Grand Rapids, Mich.



Movements of Merchants.

Marshall—C. F. Pontius has opened a five and ten cent store.

Eckford—Wm. Hoffman has opened a general store at this place.

Port Huron—A. B. Reid will open a grocery store on Pine Grove avenue.

Rexton—Geo. R. Tucker has sold his general stock to Geo. W. Warner.

Kalkaska—A meat market has been opened on Fourth street by Wise & Son.

Dowagiac—Arthur O'Leary has opened a meat market on North Front street.

Saginaw—G. C. Weinberg has opened a grocery store at 900 Mackinaw avenue.

Pontiac—R. E. Moss, of Detroit, has purchased the drug stock of Earl C. Macy.

Manistee—H. K. Randall has opened a fruit and confectionery store at the city limits junction.

Vermontville—John W. Munger & Son, of Charlotte, are to open a branch implement store here.

Kalkaska—George E. Smith has sold his hardware stock to Leech Bros. and Charles Prevost.

Carson City—Combs & Gilbert are succeeded in the harness business by M. Hutting, formerly of Carleton.

Ithaca—Henry Kinkenter is closing out his general stock here and will engage in the same line of trade at Sumner.

Woodland—Wm. Covert & Son have purchased the clothing, shoe and hat and cap stock of Mrs. Alice Flewelling.

Mackinaw—Glen I. Peck, meat dealer, is erecting a new building which he will occupy as a market when finished.

Adrian—Arch Seager has purchased the cigar and tobacco stock of E. P. Greenwald and will continue this line of business.

Yale—W. B. Lane, formerly of Carson City, has purchased the variety goods stock of L. J. Myers and will continue the business.

Morice—F. M. Towner, A. F. Watkins and Grant Hosmer have purchased the flour and feed mill formerly conducted by A. J. Brown.

Six Lakes—F. G. Rice, formerly engaged in business at Edmore, has purchased the S. P. Wiseman property and will open a hardware store.

Detroit—Benj. H. Dowding, formerly of Battle Creek, has purchased the cigar stock of Lorette Rivett and will conduct business at 301 Bamlet building.

Battle Creek—John Weickgenant has purchased the James G. Redner grocery stock and intends to conduct

the business with Bery Cortwright as a partner.

Caro—W. H. Gunsell, dealer in household goods and musical instruments, has sold a half interest to E. J. Maier. The firm name will be Gunsell & Maier.

Howard City—Joseph Taylor is succeeded in the bakery business by Mrs. C. A. Crenshaw, who will take possession June 1. Mr. Taylor will engage in farming.

Bay Shore—Herman Olson has purchased the general stock of the Bay Shore Mercantile Co. and will continue the business formerly conducted by these people.

Alpine—F. Thorn has purchased the interest of his partner, P. De Porter and will continue the general merchandise business formerly conducted by Thorne & De Porter.

Union City—W. H. Barrett, hardware dealer, has filed a petition in bankruptcy. His stock has a valuation of about \$4,000, which will partially pay the indebtedness.

Menominee—Oshinsky Bros. will open a dry goods and women's and men's furnishing and millinery store on Main street, which will be managed by M. L. and I. H. Oshinsky.

Casnovia—J. Hanville, dealer in harness and implements, has formed a co-partnership with M. Kelley under the style of Hanville & Kelley to conduct the same kind of business.

Houghton—Wm. J. Moir, acting as the agent of Earl F. Salisbury, of Villadania, Mexico, has purchased for him the grocery stock of Norman Dennett. Mr. Moir will manage the business for Mr. Salisbury.

Rockford—Hardie & Dutcher have purchased the hardware stock of F. J. Moore and will continue the business. Lynn Hardie has been in the store of Mr. Moore for some time past and his partner, T. B. Dutcher, was formerly of Fennville.

Alpena—The drug business formerly conducted by Foley & Stepler has been merged into a stock company under the style of the Foley-Stepler Drug Co., which has an authorized capital stock of \$12,000, all of which has been subscribed, \$6,200 being paid in in cash.

Marcellus—S. Stern & Co., who conduct a general store, have merged their business into a stock company under the style of the Center Store Co., which has an authorized capital stock of \$10,000, of which \$9,800 has been subscribed \$2,000 being paid in in cash and \$7,800 in property.

St. Joseph—The cigar business formerly conducted by Geo. W. Schneider has been merged into a stock company under the style of the Ben

King Cigar Co., which will conduct a factory with an authorized capital stock of \$3,000, all of which has been subscribed and \$1,500 paid in in cash.

Burr Oak—The Sheffield Banking Co., which has carried on a banking business here for many years, announces that the institution will be converted into the First National Bank of Burr Oak June 1. The capital and surplus of the new institution will be \$42,000. It will all be subscribed by local men.

Imlay City—Nelson Haskin, general merchant, has taken as partners Walter Haskin, of Bay City, and David Haskin, of this city. The business will now be conducted under the style of Nelson Haskin & Sons. Mr. Haskin has been a merchant here for the past thirty years and will now retire from active business.

Muskegon—G. D. Smith, for many years past engaged in business here, is closing out his stock of crockery at 92 W. Western avenue with a view to spending some time in New Hampshire with his son. Mr. Smith has been a Muskegon business man ever since 1872 and has been engaged in the crockery business since 1902.

Orleans—Frank Hill, formerly of this place, but for the past seven years clerk for J. Snyder and the Edmore Mercantile Co., at Edmore, will engage in general trade here about June 1. He will invade Grand Rapids for his outfit. Mr. Hill is a quiet, courteous gentleman and gives promise of a successful career as a merchant.

Tecumseh—The dry goods business formerly conducted under the style of Anderson & Rosacrans has been merged into a stock company under the style of the Webster Anderson Co., which has an authorized capital stock of \$25,000, of which \$15,000 has been subscribed \$2,400 being paid in in cash and \$12,600 in property, the stock being held as follows: Webster Anderson, 499 shares; Raymond K. Anderson, 651 shares; Julia D. Anderson, 250 shares, and Charles A. Bidwell, 100 shares.

Thompsonville—Mr. Farrington, of W. T. Farrington & Co., grocers, who had made arrangements to purchase the interest of his partner, A. G. Anderson, has left this place, giving no information as to his destination. M. G. Paul, trustee, has taken charge of the business. It has been announced that the accounts are in good shape and that there is more than enough stock on hand to satisfy the outstanding bills and Mr. Farrington's reason for departing so suddenly is, therefore, still unknown.

Kalamazoo—The Wm. E. Mershon Co., which deals in flour and feed, has merged its business into a stock company under the style of the Mershon-Bartlett Co., James E. Bartlett, of Jackson, having acquired an interest. The company will deal in building, paving and draining materials in connection with the flour and feed business. The new corporation has an authorized capital stock of \$36,000 common and \$24,000 preferred, of which \$36,130 has been subscribed, \$10,000 being paid in in cash and \$26,130 in property.

Manufacturing Matters.

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

Wacousta—G. W. Sherman, miller, has purchased the machinery of a water mill at Grand Ledge, which he will remove to this place and install same for grinding flour.

Flint—The Genesee Lumber Co. has been incorporated with an authorized capital stock of \$40,000, of which \$30,000 has been subscribed, \$20,000 being paid in in cash and \$10,000 in property.

Saginaw—The Wessborg-Gage Co. has been incorporated to manufacture furniture and novelties, with an authorized capital stock of \$5,000, all of which has been subscribed, \$210 being paid in in cash and \$2,490 in property.

Ogden Center—A petition in bankruptcy has been filed by Ira Smith, cheesemaker, in which he lists his debts at \$2,966.47. H. H. Treadway holds \$1,242.19 with which to pay as much as possible of this indebtedness.

Flint—The Heany Electric Co. has been incorporated to manufacture gas and electric fixtures, with an authorized capital stock of \$100,000 common and \$50,000 preferred, of which \$105,000 has been subscribed and paid in in cash.

Cheboygan—The Embury - Martin Lumber Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$150,000, all of which has been subscribed, \$15,000 being paid in in cash and \$135,000 in property.

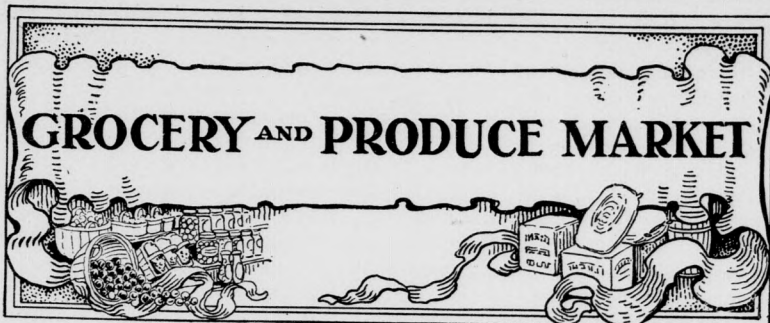
Bridgeport—A corporation has been formed under the style of the Saginaw Kraut & Pickle Co., which will conduct a manufacturing business with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Owosso—A corporation has been formed under the style of the Champion Metal Bung Co., which will conduct a manufacturing business, with an authorized capital stock of \$10,000, all of which has been subscribed, \$2,000 being paid in in cash and \$8,000 in property.

Detroit—A corporation has been formed under the style of the Standard Paint & Color Co., which will conduct a manufacturing business. The company has an authorized capital stock of \$50,000, of which \$25,010 has been subscribed, \$5,000 being paid in in property.

Allegan—S. A. Guard, who conducts a flour mill, has laid the foundation in the rear of same for a building to be 26x40 feet in dimensions, two stories high, which will be used as a warehouse for the present and will be built strong enough to contain machinery or hold a third story.

Howell—The Wickham Wire Works, formerly of Detroit, has removed to this place and merged its manufacturing business into a stock company under the same style with an authorized capital stock of \$12,000, of which \$6,000 has been subscribed, \$3,000 being paid in in cash and \$3,000 in property.



The Produce Market.

Apples—Hood River fruit is selling at \$2.75.

Asparagus—75c per doz. for home grown.

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

Beans—String beans and wax beans—both from Tennessee—command \$2.25 per bu.

Beets—\$1.25 per box for Illinois.

Butter—The market is very active and factory creamery is 1c higher. Receipts of fresh butter are showing better quality. There is some increase in the make and a better consumptive demand. The market is healthy at ruling prices, and an active trade is looked for during the coming week. The above applies to prints as well as to solids. Local dealers hold factory creamery at 25c for tubs and 26c for prints. Dairy ranges from 15c for packing stock to 19c for No. 1.

Cabbage—\$2 per crate for Texas; \$2.35 per box for Tennessee.

Carrots—New, \$1.50 per box.

Celery—California, 75c per bunch; Florida, \$3 per crate.

Cocoanuts—\$3.50 per bag of 100.

Cucumbers—\$1 per doz. for home grown hot house. Florida stock, grown outdoors, fetches \$1.75 per crate of about 5 doz.

Eggs—The situation is practically unchanged from last week, with no indications of any immediate change. The fact that the number of cases in store this season is about one-third less than the amount in store at the same time last year leads many to believe that there will be a scarcity and high prices next fall, unless the June business should be larger than ever before known. The quality of the current receipts is very good. Local dealers pay 19c f. o. b., holding case count at 20c and selected candled at 21c.

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

Green Onions—15c per doz. for Evergreens and 18c for Silver Skins.

Green Peppers—\$2.50 per 6 basket crate.

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

Lemons—\$3 for either Messinas or Californias. Cool weather has restricted the lemon trade, but values are firmly held.

Lettuce—Leaf, 9c per lb.; Florida head, \$1 per box.

Onions—Texas Bermudas are in strong demand at \$1.25 for yellow and \$1.40 for white.

Oranges—Navels are in fair de-

mand at \$3@3.50 per box. Mediterranean Sweets are moving freely on the basis of \$3@3.25. Oranges are selling freely at moderate prices, with the market showing some firmness.

Parsley—35c per doz. bunches.

Peaches—Every indication points to a large crop, so far as it is possible to predict a large crop so long in advance of fruitage. While the acreage is less than it was several years ago, some dealers are predicting that the record of 1902, when 2,804 carloads were shipped out of Grand Rapids, will be repeated this season. Of course, there is still a chance of damage by frost, but in the absence of any calamity of this kind there seems to be no reason why the peach crop of 1909 should not be a bumper yield.

Pieplant—90c per 40 lb. box of outdoor grown.

Pineapples — Cuban stock commands \$2 per box for 42s, \$2.25 for 36s and \$2.40 for 30s, 24s and 18s. Florida pineapples range about 25c per box higher than Cubans.

Plants—65c per box for cabbage or tomato.

Potatoes—90c for old and \$1.75 for new stock from Texas.

Poultry—Paying prices for live are as follows: Fowls, 11@12c; springs, 13@14c; ducks, 9@10c; geese, 11@12c; turkeys, 13@14c.

Radishes—25c per doz. bunches.

Strawberries—Tennessee stock is still arriving in carlots and moving freely on the basis of \$2.75@3.25 for 24 qt. crate. Illinois berries are beginning to arrive and will have the call for the next two weeks.

Tomatoes—Florida, \$4.50 per 6 basket crate.

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

O. A. Ball (Judson Grocer Co.) has been appointed by Governor Warner on the Board of Control for the Michigan Home for Feeble Minded and Epileptics, located at Lapeer. This is the first appointive office Mr. Ball has ever held. It goes without saying that he will discharge the duties of the office with credit to himself and with satisfaction to the State.

The Lemon & Wheeler Company has sold a grocery stock to G. W. Mason, who will engage in the grocery business at Michillinda, near Montague, for the summer months.

D. E. Staples has engaged in the grocery business at Montague and has purchased a new stock of the Lemon & Wheeler Company.

The Grocery Market.

Sugar—Raws have advanced to 3.98½ and the market is strong. The market for refined is strong and New York brokers are talking higher prices.

Tea—Certain large interests in New York and other tea centers are reported to have secured more than a million pounds of tea in anticipation of a tax being levied and in consequence are making every effort to influence the Finance Committee of the Senate to re-instate the duty clause in the tariff bill. It hardly seems possible, considering the almost universal sentiment against such a duty, that it will again be inserted. In the meantime trade is unsettled. Japans in particular are difficult to buy, being scarce and very high in price. Colombo reports offerings of April 21 opening of three million pounds, with prices remarkably firm considering the poorness of quality, Russians being the heaviest buyers of the better grades. Late cables report Ceylon greens as still firm, with easier tendency for blacks. Spot prices hold steady on all lines and grades.

Canned Goods—Tomatoes still hold the low point of the year, with no prospect of any immediate change. Spot corn holds about the same notch as for some time past, the market being about steady. It is said that packers are having difficulty in getting the required acreage this year, indicating the probability of a comparatively short pack. Peas hold about steady. A better movement is shown in peaches and apricots, the consuming trade beginning to realize the cheapness of these articles; but, considering the large stocks still available, there is no prospect of any higher prices this season, no matter how heavy the demand may be. A somewhat better demand for gallon apples is noticeable, but the market does not yet show any signs of advancing to the point warranted by conditions. Strawberries continue firm. The higher grades of salmon continue in a strong position; even pinks are showing more firmness. Available supplies of all kinds of salmon are rapidly diminishing. Columbia River salmon prices opened the week on the same basis as last year.

Dried Fruits—Apricots are unchanged, steady and fairly active. Raisins are still in the dumps, being dull and weak. Thompson seedless goods, however, have advanced on the coast. Currants are quiet and unchanged. Other dried fruits dull. Prunes are unchanged and very dull. Some of the packers are quoting around a 3c basis for new prunes, but nobody is at all interested, in view of the present condition of the spot market. Peaches are unchanged and in moderate demand.

Rice—Domestic Japan and head rices are gradually working higher. Heads are especially hard to get and foreign rices, Patnas and Javas, are being brought in to take their places. Broken rice has advanced to about the same level as the cheaper grades of whole Japs.

Rolled Oats—It is now intimated that the large manufacturers seem to control prices without regard to the

grain market, arbitrarily reducing the price to stimulate trade and then advancing to suit themselves.

Cheese—Old cheese is practically exhausted, but new is in fair supply and coming forward regularly. The receipts show very good quality for the season. A good consumptive demand is reported from every point and arrivals keep cleaned up daily. As the season advances there will be an increase in production, accompanied by an increased demand. The market is ruling at 10 per cent. higher than a year ago, and a slight decline may occur a little later on.

Fish—Cod, hake and haddock are unchanged and in fair demand for the season, though trade in the summer time is always dull. Domestic sardines are weak. The pack of 1908 can be freely bought at \$2.55, and while 1909 goods are not yet quoted under \$2.85, the future as to them does not look strong. Imported sardines are unchanged and in light demand. Domestic sardines are also moving, but very lightly. Salmon is steady and fairly active. New prices on Columbia River salmon were named during the week, on the same basis as last year. Mackerel is not doing much better. The feeling is dull and not overly strong, though choice mackerel are fairly well maintained. Many holders, especially on the other side, refuse to sell at present prices, preferring to wait until the market improves.

Provisions — Smoked meats are firm. Hams are ¼@½c higher. Pure lard is up ½c, while compound is unchanged. There is no change in dried beef, barrel pork and canned meats, all of which are in fair demand.

Dearborn—A corporation has been formed under the style of the Consolidated Chemical Works to manufacture hand pastes, tooth pastes, polishes and soap. The company has an authorized capital stock of \$6,000, of which \$3,000 has been subscribed and paid in in cash.

Battle Creek—The name of the Toasted Corn Flake Co. has been changed to the Kellogg Toasted Corn Flake Co. The old officers were re-elected as follows: W. K. Kellogg, President; J. F. Byington, Vice-President; Wilfred C. Kellogg, Secretary and Treasurer.

Ionia—The Marvel Manufacturing Co. has discontinued the manufacture of washing machines, in which they were formerly engaged, and are now turning out as their product oak chairs.

John H. Makinen is to open a general store at Kaleva. The Lemon & Wheeler Company will furnish the grocery stock.

The people who know all about the mind of God are not always of a good mind.

Many a man feels that his indorsement of a religion gives it its pre-eminence.

Shifting the blame for sin does not uproot its sowing.

RETAIL SALESMANSHIP.

Advice on How to Get and Hold Trade.

The subject of "good salesmanship" has been quite exhaustively treated by recognized authorities, yet a careful review of what has been written discloses the fact that the writers, in the majority of cases, had in view the interests of the "man on the road"—the traveling salesman. But all the native talent of the "drummer" and all the skill he can add to his natural cleverness by studying the advice thus freely offered him will count for little if the retailer does not succeed in disposing of his goods.

It therefore devolves on the "man behind the counter"—the retail salesman—to put "go" into the business, and a desire to aid and develop him has been the inspiration of this article.

According to the ideas of many, the real secret of good salesmanship lies in one's ability to sell more goods than a buyer really wants, or, in other words, to "load him up." This may be shrewd practice when you know you are to make but one sale to the party, but sound prosperity in the retail tea and coffee trade depends upon repeated orders. How important it is, then, to keep your customers coming back! Good goods, courteous treatment, prompt attention, and a neat, attractive store are the principal inducements.

Don't "Load Up" a Customer.

It is far better to sell a customer two pounds of coffee a week for fifteen weeks than to sell her a supply of thirty pounds at one time, to last fifteen weeks. Roasted coffee deteriorates in value and before the end of the supply is reached it has lost its crispness, together with some of the original strength and flavor, and you can consider yourself mighty lucky if this customer does not return with the balance and even accuse you of the dishonest act of filling up the bottom with inferior goods. It is better to have her call every week, even if it does take a little more time and attention and cost a little more for paper and wrapping.

Quality, Not Quantity, Counts.

In my estimation it is not so much the question of quantity as quality. To sell 30-cent coffee to a person who previously paid only 25 cents is good salesmanship.

I am going to illustrate this argument with coffee, but the same applies to the sale of tea and almost any article. A stranger in your store might ask: "How is your 25-cent coffee?" or, "Do you sell 25-cent coffee?" or, "Is your 25-cent coffee good?" Any such remark would be pretty good evidence that 25 cents was the price this customer usually paid for coffee and you would at the same time take it for granted that this person is not quite satisfied with the coffee supplied by another dealer and desires to make a change. Good advertising or your window display may have been the means of attraction or, perhaps, some one recom-

mended your coffee. At any rate, you have an excellent chance of getting one of your competitor's customers, who has, probably, been buying 25-cent coffee. To any one of the previous inquiries you might answer: "Yes, we have a 25-cent coffee which is very fine; there is none can equal it for the money, but our 30-cent grade is so much better that I know you would appreciate the difference in the quality, compared with the slight difference in the price." Your 25-cent coffee may be better than your competitor's at the same price, yet if you can sell the 30-cent grade, you take no chances.

Two vital advantages result from this kind of salesmanship—viz., in selling the higher-priced coffee you are naturally giving better value and surely have a better chance of pleasing and winning a permanent customer. Then, too, you are making more money for your employer, from the fact that the higher the price the greater the margin of profit. Do not be too persistent in this matter; let it go with what you have said. You have merely made a suggestion, yet you will be surprised how often you can sell 30-cent coffee where an ordinary salesman would feel satisfied to sell it at 25 cents, or some clerks would deliberately drive away a possible customer by selling 20-cent coffee with the argument that "our 20-cent coffee is positively as good as any sold at 25 cents elsewhere."

How Samples Help.

If, however, your customer decides to buy the 25-cent grade, give along with it a liberal sample of the 30-cent coffee, with a request that the two be compared at home. This, at least, gives you two chances to please your purchaser, for you must remember that usually this first sale will either win or lost a regular patron.

With a little diplomacy you can induce some of your regular customers to buy a better grade of coffee and many will wonder why they had not done so long before.

You can recall some of your customers who regularly buy coffee, but never tea, or vice versa. You have probably not been able to sell tea to your coffee customers or, perhaps, your tea customer tried your coffee, just once, and did not care for it, and both buy from your competitor, yet you are pleasing them with one and there is no reason why you can not satisfy them with the other as well.

Find out first how much they usually pay for tea or coffee and give a sample of yours at the same price. Urge that it be given a thorough trial and compared carefully with what they are using. At the same time you might also give a sample of a better grade—this may please if the other fails, and with more palatable tea or coffee, together with the convenience of being able to buy both at one store, your customer would willingly pay the little difference in price if the goods are liked.

Indiscriminate sampling is often a waste of time and money, but giving samples to win trade where you know

they are truly appreciated is a most profitable investment.

But always recommend the best—talk quality, quality.—O. B. Reimel in Tea and Coffee Trade Journal.

Movements of Live Gideons.

Detroit, May 25—Bros. Webb, of Detroit, and Reeven, of Philadelphia, conducted the service at the Cass Avenue Mission last Sunday afternoon, the former doing the singing and the latter the speaking.

C. H. Joslin conducted the service at the Griswold House last Sunday evening. Mr. Patterson, a former competitor of his on the road selling boots and shoes, did the speaking, and those in attendance said it was a splendid meeting.

Mr. and Mrs. Gordon S. Gage gave the members of Detroit Camp a fine surprise a week ago by walking into the Griswold House just before the service begun. It is always an inspiration to have them present and a great help in the musical part. Sister Gage will visit for several weeks in and about Detroit before her return to Muncie, Ind. Gordon expects to be with us again on June 5 and 6, the occasion being the rally of Camp No. 1.

Geo. S. Webb started away on a two weeks' trip last Monday morning and before he gets through "caning" his customers and selling them parlors for their wives he will have made territory as far south as Louisville, from where he will jump home in time for the rally.

State President Gage and Secretary and Treasurer J. J. Kinsey are both planning on being in this city for the rally; also State Chaplain Todd, who will conduct services at Birmingham on the morning of June 6, but will give the rest of the day to the Gideons and their various services.

Next Sunday night's hotel service will be led by the Auxiliary, who are expected to be out in full force. Mrs. Webb will conduct the exercises, assisted by Mrs. Miller, an Ohio friend.

The Highland Park Presbyterian church service was conducted by the Gideons last Sunday night. W. D. VanSchaack, church Treasurer, himself a Gideon, had charge of affairs and gave each one present something to do. A. C. Holmes read the scripture Judges, 7th chapter. Geo. S. Webb sang two solos and added a ringing testimony, after which the Bible in Hotel Work was presented by Chas. M. Smith. The church voted to give toward the cause a specific amount and have no collection taken as is their usual custom. The service was well attended and everybody was delighted with the Gideons and expressed themselves as in love and sympathy with the splendid work now being done by them.

The programme for the first of the rallies to be held in Michigan during the coming year by order of the newly-elected State President, Gordon E. Gage, will be held in Detroit on June 5 and 6.

A banquet will be served at the Griswold House on the evening of June 5 and a fine time is anticipated

on this occasion. Special music will be given and other entertainment provided so as to make it an evening long to be remembered by the Christian traveling men of Michigan. On Sunday morning a sermon will be preached for the Gideons by a Methodist bishop in the Grand River M. E. church, Rev. W. R. Nixon, pastor. At 3 p. m. the Randolph Street Mission services will be in charge of the Gideons, at which time Rev. Maurice P. Fikes, of Woodward Avenue Baptist church, will speak. At 7 p. m. the service at the Griswold House will be of the rousing and soul-stirring kind. Samuel P. Todd, State Chaplain, will deliver the sermon and all Gideons will be expected to take part. Special music will be furnished for this service and undoubtedly tax the parlors to hold all who will attend.

The following news comes from El Verano, California: Born to Mr. and Mrs. Ernest O. Gates, May 12, a son. Name, Chester Briggs Gates. This is the first grandchild for Mr. and Mrs. Lafayette Briggs, of Muskegon Michigan, and the third for Aaron B. Gates, of this city.

Charles M. Smith.

A Few Blows by Breezy.

The man who works for six o'clock usually never gets above a six-dollar job.

You can tickle the average buyer better with a price than with a funny story.

The man who does not believe in printer's ink seldom believes in himself.

If you are a round man in a square hole either round off the corners or find a square hole.

The man who never does more than he is paid for usually gets paid for what he does.

Trouble is easy to borrow, but you always pay a usurer's interest on the investment.

The office boy can give goods away. It's the profits that count with the old man.

It isn't so much the quantity of the goods which you sell as the quality which makes a permanent business.

One dissatisfied customer may not put you out of business, but talk is cheaper than printer's ink and much more effective.

Post mortem sympathy doesn't do a dead man any good; a buttonhole bouquet and a smile is much more appreciated by a living man than a floral piece and tears are by a dead one.

Courtesy to your customers and kindness to your associates are two stocks in trade which pay Standard Oil dividends.

All progress is individual. The standards of merchandizing will not advance until you yourself advance.

Whatever may be said against it a "jolly" is always better than a jar.

Take care, in your hurrying around after wealth, that you do not soon have to worry around after health.

We get out of life just what we bring to it. Hate and we get hate. Love and the world is ours.

OLD FRENCH MARKET.

One of the Unique Features of New Orleans.

Written for the Tradesman.

New Orleans is a most remarkable city and has very many points of historical and other interest which every person visiting the place for the first time should not fail to see. One of the most notable of these is the Old French Market.

Standing at the proper corner on Canal street, which is the great business thoroughfare of New Orleans, you will before long see a little street car marked "French Market." This takes you directly to as unique a place of traffic as one could wish to see.

It is quite the thing to go early in the morning and take breakfast at the Market. There are people there who do a sort of restaurant and lunch room business, so it is very easy for a visitor to gratify any ambition he may have to write to his friends at home that he has taken breakfast at the French Market.

The buildings at the Market are long, low, unpretentious structures, of which the roofs are the most important part. The floor space of each is divided into a large number of little stalls. Each stall is marked with its number and many of them with the name of the occupant.

One building is largely given over to those who sell beef and other meats. Each stall has its own ice chest, its own block, its own business separate from all the others. One or two persons at each stall are busily engaged supplying the people who have come to buy, all of whom are anxious to drive as good a bargain as possible.

A little farther on you find fish of all kinds, and also crabs, lobsters, oysters, shrimp and frogs of a size to satisfy the biggest and bravest French appetite.

Surely as tiny spring chickens as were ever thrust upon the cold mercies of a heartless world are to be seen at the French Market, hanging by their long, slender necks. Full-grown turkeys, ducks and dressed fowls of all kinds are on sale.

Many boxes and coops containing live poultry are there and it is a common thing to see a customer walking away from the market carrying a live chicken by the legs.

I understand that some of those who conduct stalls at the French Market run delivery wagons and send goods to all parts of the city, but the real way to do is for the purchaser to carry a covered market basket in which to place each item as it is bought. When done the whole lot is taken home on the arm. On the street cars in other parts of the city, you frequently see tidy, wholesome looking housewives with their baskets, and you know they are going to or coming from the French Market.

There are telephone lines to the Market, and doubtless many persons order supplies by phone, but the method of going in person, making selection from among what the different stallkeepers have to offer and

driving one's own bargain on the spot seems to prevail largely in New Orleans.

Cash registers, as well as telephones, are in use at the French Market, but such innovations as these seem really incongruous and out of place here where most things seem to be done just as they were fifty or a hundred years ago.

Foreign speech is heard on every hand, or broken English when the salespeople are pressing their wares upon American purchasers. Evidently some of the stallkeepers are Italians, while the dark hair and eyes and stout figures of the bourgeois French are everywhere to be seen.

Looking at the quaint old buildings across the street from the Market, the visitor might easily imagine himself in some ancient portion of Paris.

I understand that the part of the city which is near the French Market is occupied largely by foreigners, and surely this can be set down as one spot in the United States where America has failed to Americanize, for the French quarter of New Orleans has never "Yankee'd over."

A long space at the French Market is devoted to the fruit and vegetable stalls, many of which are in charge of women. Some of these stallkeepers are well along in years. All manner of fruits and garden products are temptingly displayed. A few stalls are given over to the sale of flowers.

The reader should bear in mind that the business of supplying this great city with the perishable food products seems to be done almost entirely at this Market. Of course, you will see fruit stands occasionally in all parts of the city, but the groceries do not usually carry garden vegetables and the like. The fruit and vegetable stalls at the French Market keep open all day long, the meat stalls only in the forenoon.

Near the Market we came upon a little grocery where was displayed about a dozen different kinds of vermicelli and macaroni, and had enough dry peas, whole and split, to supply the average Michigan grocery store a thousand years.

But those who sell in the Market itself seem to deal almost entirely in those things which must be gotten fresh from day to day.

Doubtless many critics would find fault with this curious old place of business and would like to see all such archaic methods of traffic done away with at once. But the lover of the quaint and picturesque can not but hope that many long years will elapse before Progress will lay its inevitable destroying hand upon the dear old French Market of New Orleans.

Quillo.

He Knew Her Qualifications.

Affectionate Mother—When that boy threw stones at you, why didn't you come and tell me instead of throwing them back?

Johnnie Tough—Tell you! Why, you couldn't hit a barn door.

No man can feed his soul who is starving his servants.

Doings in Other States.

Written for the Tradesman.

A vote on a State flower has been taken in the schools of Wisconsin, and while the returns are still incomplete the violet is strongly in the lead.

The Greater Iowa Club will undertake a campaign to show the Iowa farmer that he is extravagant in the use of his good soil and that better cultural methods will increase the present returns at least six fold. Government records show that the production of small grain in the State has fallen off, both in quantity and quality, during the past ten years, and it is asserted that the fertility of the soil has made the tillers lazy. The Greater Iowa Club will try to wake the farmers up.

The State of Iowa will engage in the newspaper business. J. C. Simpson, Secretary of the State Agricultural Department, will conduct a semi-monthly journal to exploit the wealth and resources of Iowa. It will be called The Greater Iowa.

Gov. Hughes, of New York, has signed a bill which makes it a misdemeanor to advertise or present any obscene, immoral or impure drama, play, exhibition, show or entertainment which would tend to the corruption of youth or others.

Gov. Stuart, of Pennsylvania, has signed a measure which strictly regulates the business of the loan shark. The dealer in small loans must take out a license. In addition to 6 per cent. interest he may charge 10 per cent. "brokerage fee," but no more, and no assignment of salary or wages to secure such loan is valid unless the employer formally accepts the same in writing. No such assignment, when made by a married man, is valid unless signed by his wife.

An anti-spitting law has been pass-

ed in Pennsylvania which provides a fine of \$1 or imprisonment from one to five days for spitting on any sidewalk or the floor of any railroad or street car or any building to which the public has access. Spitting receptacles must be cleaned and disinfected daily under penalty of a fine from \$5 to \$50. Almond Griffen.

The Boy Was Independent.

The other day a druggist was awakened at 1 o'clock in the morning by a lad clamoring at his store door. Opening his bedroom window, he saw a small boy who was gesticulating wildly.

"What's the matter?" enquired the druggist.

"I want a nickel's worth o' camphorate chloroform for t' toothache!" howled the lad.

The druggist was not overjoyed when he found how small the order was for which he had been so rudely awakened from his slumber, but, taking pity on the sufferer, he dressed himself and went downstairs to supply the much-desired relief. While measuring the drug he could not help doing a growl at the lad.

"It's like your cheek," he observed, "to wake me up at this time of night for a paltry sale of chloroform."

"Oh, is it?" said the boy resentfully. "Then I'll tek mi custom somewhere else. Yer can keep yer chloroform. I woan't hev it neaw for yer blooming sauce!"

And he didn't. He went off quite indignantly, nursing his jaw, to wake up another druggist.

He Had Had Experience.

Manager (who has advertised for a floor walker)—Have you had any experience?

Applicant—We have had twins in our family twice.



155,000 TELEPHONES

IN MICHIGAN.

That was our record on January first, 1909
—a gain of

15,000 Telephones in One Year

We attribute this remarkable increase to our policy

"To furnish the best grade of service which skill and money can supply."

Realizing our responsibility to the public, if we continue to grow as we expect to, it will be our aim to supply good telephone service and accord courteous treatment to all our patrons.



Michigan State Telephone Co.



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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

Wednesday May 26, 1909

THERE ARE OTHERS.

When a salesman in a store or on the road becomes weighted down with the impression that he is bestowing an everlastingly kindly act by remaining in the service of his employer and coddles the belief that if he should leave that service the business he represents would be very seriously injured, perhaps irreparably, then comes the psychological moment when he should respectfully tender his resignation.

And the same rule applies to any person who is performing specified duties for wages paid by some person other than himself.

To begin with, the chap who, without being requested to do so, presents his resignation may offer in explanation any of a dozen separate pleas as to the reason for his action or he may say simply that he "desires to make a change" and let it go at that. In all likelihood he will thus be able to seek new employment without leaving any sore spots behind. And it is sometimes an excellent asset to leave the service of an employer, at the same time retaining his respect and good will.

Of course, there is the other alternative. A man may remain in secret possession of his own knowledge as to his matchless value to his employer and, filled with a conviction that his wages are inadequate, his privileges meager and his opportunities limited, suffer in silence because of the chagrin that goads him mercilessly and because, also, of the jealousy which irritates him constantly.

That is to say, a man may punish himself in this fashion for awhile, but it will be a short-lived resource because the experience will very quickly ruin the victim's ability as a salesman or whatever may be his calling; will breed distrust in the mind of his employer, and if he is a married man bring privation and discomfort to his family, for it is inevitable that such a man will be very soon seeking new employment.

There are very few men in any department of business whose ability and faithfulness may not be duplicated upon somewhat short notice.

Therefore, if you doubt this statement, try to get away from the thought. If you find this impossible your wisest and best resource is to make an amicable change as soon as possible.

Doing this you will, beyond any question, presently awaken to a realization of your former error and, thanking the Omnipotent that you have employment and admitting that "there are others," you will apply the very best there is in you toward retaining your position by virtue of your merit and your contentment.

"That's all very pretty," said a man who had been advised that his resignation would be accepted, "but the doctrine you preach knocks ambition sky-high and makes a mere menial of a man."

The answer to such an estimate is that no self respecting employer ever holds a faithful, competent employee in the light of being a menial and, also, no such employee ever considers himself as of such a class. As to a man's ambition, that is purely an individual matter which can not be affected one way or the other except by the doubts, the fears, the weaknesses in general of the individual who possesses them, and the greatest of such faults are called insincerity, laziness, thriftlessness and discontent.

GOOD FIRE FIGHTERS.

Considering the reported inadequacy of our city's water supply and the alleged faults of its distribution service, it is an extremely fortunate thing that our Fire Department is so well organized and so competent that in such an emergency as was afforded by the fire in the Gilbert block a few nights ago the community was saved from the excitement, losses and distress of a very considerable conflagration.

True, the value of a well-built and wisely-located fire wall was fully demonstrated, but, after all, it is to the rank and file of the Fire Department that the chief credit belongs. There is much more to the successful fighting of fires than merely arriving upon the scene within the shortest possible time; more even than the taking of lines of hose into a building and getting water into the structure. The firemen must decide almost instantly where the hottest fire is located and with that point fixed as a base, the stairways, doors, windows and elevator openings must be speedily considered in relation to the fire, the direction of the windows and character and amount of inflammable material in the most readily exposed portions of the buildings. Then stairways, partitions and all dividing walls between the fire and adjacent buildings are comprehended within half a minute and the plan of battle is decided upon.

And there must be no mistakes, no futile use of water, no needless exposure to danger and adequate cool headed and prompt resources to be utilized in case of explosions, falling walls and suffocation.

It is a fascinating study embodying a multitude of known factors and a vast number of unknown revelations.

And the Fire Marshal, his assistants, the ladder men, pipe men, engineers and all are conscientious, faithful and efficient students. Every member must "keep his head" and obey orders or the entire working machine of which man is a vital part may run away with itself and so become hopelessly out of service.

To attain the degree of excellence shown by the Grand Rapids Fire Department every member must be constantly on to his job. He must know with considerable detail that is very nearly exact just what he is up against as soon as he knows the building that is in flames. So it happens that when the citizen who, not a fireman, sees a lot of firemen about an engine house seemingly idle and observes, "Those fellows have a snap," the man who knows reminds the captious critic that every man is on call and that in a systematic practical way each separate man is required to become informed as to the plans, construction and condition of every important structure in his district.

The buildings survey of the Fire Department is made frequently and it cuts a very important figure both in the preservation of property and in its influence upon fire insurance rates. Truly, Grand Rapids has reason to have great confidence and pride in its Fire Department.

MAN OF MYSTERY.

Certainly President Taft has the newspaper correspondents guessing.

The facetious ones give much attention to their imaginations in relation to the Golf Cabinet, while the belligerents find plenty of "good stuff" romancing as to what is about to happen to the Senate Committee on Finance.

And there is nothing coming out of the White House that confirms or disproves any of the hallucinations.

Mr. Taft, thus far, is a Man of Mystery and everybody is guessing.

According to despatches from the South, he is the great pacificator of the age. Another message from the Pacific Coast declares that he is raising merry hades with party politics out that way, while "one of the most prominent of Wall street operators" is charged with declaring that "the street is entirely satisfied with the President."

New England is said to be in a continuous state of anxiety, bordering upon fear, lest the President shall, at the crucial moment, tell Senators Aldrich, Hale and Lodge and their confreres that things must move differently and then proceed to move them, while in and around Seattle the sentiment is that "Big Bill will come our way before we get through with him."

Already, down in Indiana, a movement is being shaped to put Col. Roosevelt in the field in 1912, the slogan being "Taft's policy is to overturn every advance undertaken by Teddy and our policy is to overturn Taft."

And all of this is because the people of America have been and are still living so fast that they are ab-

solutely restless and wax impatient over any delay whatsoever. There is one exception to this National rule. President Taft is not to be driven fast, neither will he be led blindly. He knows the needs of our Nation as well as any man living and in his own way and his own time he will do his level best to satisfy those needs fairly and abundantly.

Not yet three months in authority and a veteran in the discipline of court practices, in the manifold mazes of politics and in the conventionalities of diplomacy, he is serenely, competently gathering up the reins upon the lead horses in each team until, finally, when he gets good and ready, with his foot on the brake and firmly placed in his seat, he will crack his whip and things will be doing instantly.

So, gentlemen, be patient. Wait for the main show in the great big canvas.

EXPERIMENT ORDERED.

For a considerable time the people of Oregon have been under the impression that so far as freight and passenger traffic in their State is concerned E. H. Harriman has had them fenced in, as it were, and has played horse with the development of the great commonwealth at will.

Because of this and in spite of strenuous opposition credited to the Harriman influence, the Oregonians experienced many disappointments through the failure of their efforts for the adoption and introduction into their constitution of a clause authorizing and requiring the use of the referendum.

Now that they have won in this struggle the people of Oregon have enacted statutes under the authority of which the State can build a railroad when and where the people, upon the matter being referred to them for an expression, may dictate; or, if it is decided that a railway already built and in operation should pass into the control of the State, the State may acquire it by purchase. If, on the other hand, the people voice an opinion that some railroad already in existence and in operation is unnecessary and an obstacle in the way of the development of the State the charter of such a road may be revoked and its operation discontinued.

In case the people declare such action necessary and desirable the State may operate such roads as it may build or such as it may acquire by purchase.

It remains to be seen whether an attitude so revolutionary can be successfully sustained and, if upheld, whether it is a wise and profitable movement. But, as a citizen of Oregon recently expressed it: "Harriman will know for awhile at least that he doesn't own Oregon body, soul and breeches."

The smart man knows when to quit the game, but the fool keeps everlastingly at it until he advertises his failure.

It takes more than manicuring to make hands clean for heavenly inspection.

FROM FARM TO TOWN.

A New Yorker had the floor and with much earnestness he was stating the foundation reasons for the shocking condition of the average American country road. It is well enough here to give those reasons: "Imperfect State laws; inefficient and improper administration and management of roads; ignorance on the part of local road builders of the principles and methods of road construction; ignorance of the qualities essential in road building materials and lack of facilities for ascertaining such qualities; lack of sufficient research and experimental work to devise changes or improvements in road materials or existing methods of construction sufficient to meet material conditions, reduce cost, or increase efficiency;" all of which are conceded without contention, if only the great underlying reason be added, the supreme selfishness of the men to be most benefited by the improved piece of road.

Smith, for example, is twenty miles from market with five miles of the meanest road outdoors between him and his nearest neighbor townward. One would suppose that he would be the most enthusiastic man on the line for a well built highway; but, as he looks at it, if he goes in with the others to build the road, he can't see that he is to be benefited more than the others between him and the market; while the man nearest the town, knowing that the road passes his place anyway, refuses to pay for building any more of the road than he uses. Of course there is no road building; not for any of the reasons which the New Yorker gives, but simply because the supreme selfishness of the endmen has prevented them from seeing the substantial advantages which a good road is sure to give.

It is easy to ask here: What else could be expected from a lot of hayseeds? But, taking men as we find them, they come honestly enough by this characteristic, purely human. Those ancestors of ours were bothered in much the same way. Tom Paine's "times that tried men's souls," when it would seem that a great common interest should have bound them together, illustrates pretty fairly the same old selfishness in about the same old way. Thirteen little discordant states were looking out sharply for number one and fighting like fiends for every slight advantage. New England wanted to exclude all imports and exports by British ships, but the Southern States, having no ships of their own, wanted to know why they should be asked to give the monopoly of the carrying trade to the North. The states which had no seaports had to pay tolls to the states where the goods were received. New York laid a tax on the New Jersey and Connecticut market boats, and New Jersey evened the account by taxing the lighthouse which New York had built at Sandy Hook on the Jersey shore. Finally when each was made to see that individual advantage could be best secured only as the general good was taken into account and worked

for did the way open for the coming of the Great Republic.

Gradually, and it is a joy to say it, the people of a neighborhood, of a county, of a state, are finding out even in roadmaking that "In union there is strength." The children must go to school, whether rain or shine, and ignorance and the bad road can be cared for together. The rural free delivery service, hindered by the extremes of mud and dust with rough roads and rocks thrown in as undesirable accompaniments, is creating a lively wondering Why? The desertion of the farm for the town by the young people, the lack of rapid and easy communication, the rarity of neighborhood gatherings and the consequent loneliness and concentrated selfishness are all doing each their part in the countryside for the coming crystallization even now begun. Even the farmer has been indulging in a little thoughtful arithmetic, and he concludes—not guesses—that from properly constructed roads he would be able to save \$250,000,000; that in the marketing of a single crop—wheat—the saving would amount to \$10,000,000, while in the marketing of the corn two millions more would be added to the bank account.

Much more remains to be said, but the above will answer. It pays in the first place to take "the other feller" into consideration even while looking out for number one; and while all of this road improvement makes easier the going to town, it does make the coming back again just as easy and, what is much to the purpose, it makes the young folks want to stay at home after they get there.

POULTRY SUPPLIES.

In any prosperous farming community there is room for at least one dealer who makes a specialty of poultry supplies. There are thousands raising chickens in the old way simply because it is too much trouble to send away for these things, the trouble of writing or having goods shipped being a bugbear to the uninitiated. Yet if these same goods were offered at their own town there would be small need for argument to secure purchasers.

Poultry netting to protect garden and flowers, if it is desirable to give the poultry wide range, is now a common article in many places, and it would be much more liberally used if it were more generally kept by the small local dealer. Leg bands, markers, drinking fountains, etc., need but to be seen to be appreciated.

The various insecticides, too, may be used to fill a show window for a week and you will be astonished at the result. Build a tower of some standard brands of insect powder with the placard, "Lice multiply by the thousand," or arrange lumps of brimstone in the form of the above letters on a background of dark blue or black tissue paper. The effect of the clear yellow mineral thus shown will be found exceedingly pleasing; and while everyone knows that burning sulphur, or better, brimstone, will destroy lice, this artistic suggestion

will jog the memory regarding a timely duty.

As to poultry foods, local conditions will rule the selection. While professionals assert that the prepared foods are better for small chicks, those having an abundance of wheat or other grain may prefer to substitute the home product. Select your goods with discretion, but emphasize the fact that you are specializing along the line of poultry supplies.

THE SPRING FEVER.

With the first really warm days comes a lassitude which makes us almost not care "whether school keeps or not," but it will not do for the tradesman to submit to this feeling. Remember that your customer may also be a victim and thus rendered a less profitable patron. It will never do for you to indulge in the indifference you may feel; for just now the patron especially needs your push, energy and inspiration.

He may want to buy only what is necessary and get home and out of the hot dust as soon as possible. Show by your sprightly look and manner that the whole world is not lying in a hammock—even if you do wish that you had nothing else to do. Push out one of your new lawn mowers and show him how nicely it works. Expand if necessary upon the beauty and the comfort of the well-mown lawn. If the article happens to be needed the tired feeling will be removed by this stimulant and the customer induced to take home a new mower, resolving that he will have the best of places in which to rest.

Perishable products, too, require extra attention. If there are ants in the vicinity they will be out in force, and you must get them located and their headquarters destroyed. Your fresh strawberries must be worked off before they become stale. The same is true of butter and eggs. Dried fruits must be kept in sealed packages and all food products more carefully protected from dust and other enemies.

The best cure for spring fever is a general cleaning up and rejuvenating of the entire premises, especially the cellar. Then breathe deep draughts of fresh air at every opportunity; resolve to work off the dissipation of the season and to enliven those around you with your own increased energy.

A Des Moines liquor dealer has established what is probably the first anti-treating saloon in the United States. A notice in a conspicuous place on the bar says that patrons are not expected to "treat the crowd," and parties are requested not to invite others to join them a drink. Bartenders in charge will attempt to induce drinkers to accept a substitute for liquor in the form of buttermilk, sweet milk, tea, coffee and other soft drinks. The liquor habit will be discouraged as far as possible in harmony with the ideas laid down by the Iowa temperance forces. The proprietor controls fifteen saloons and he says if the experiment proves a success the same policy will be adopted in the entire chain.

LOOK OUT FOR THE AUTO.

In almost any town surrounded by fairly good roads there is a paying demand for automobile supplies. Good gasoline is especially a desideratum and the man who can establish a reputation for making a specialty of the prime article is certain to find a liberal patronage.

The trade is not a difficult one to work up for auto drivers are, as a rule, observing and communicative. Secure a supply of a superior brand and post a notice in front of your store. Tourists passing through will soon find you out; they will tell their friends about you; and if you are not sailing under false pretenses there will be a goodly trade worked up almost without effort on your part except the furnishing of a prime article. In many towns the auto man is so hampered by the poorer brands that he more than appreciates that of first quality, and will drive several miles out of his way if necessary to get it rather than endure the article of doubtful quality.

This is a branch of the business which any man may easily handle. There are other supplies which require more or less familiarity with the machine, yet which to one skilled in this line will yield a handsome revenue. As a rule, the owner of an auto is willing to pay good compensation for his work, but he wants it done about right. While he is supposed to provide himself for emergencies, we all know that this is cumbersome and scarcely practicable. The man who makes a specialty of supplying the accessories will find even in a small hamlet a paying patronage.

One thousand dollars for a tooth is a price that would make a full set represent a small fortune, and is probably more than any Utica dentist has taken from a customer. The New York Central Railroad has been ordered to pay \$2,000 for two teeth knocked from the mouth of a passenger by an employee. Robert T. Cross is a grain broker on the New York Produce Exchange, living at Fordham, and he goes to and from the city daily by train on the Central road. After leaving a train on the morning of August 28, 1906, he discovered that a part of his watch chain was missing, and started back to the train to look for it. He was stopped from entering the train by a guard, and when the broker tried to explain his reason for re-entering the car, it was testified, the guard struck him in the mouth, knocking out two of his front teeth. Last week a jury in the Supreme Court gave him a verdict against the company for \$2,000 damages.

If a child keeps faithfully busy each hour of the day he may safely leave the final result to itself. Silently there will have been built up within him a possession that will never fail him, and which will make him a power in the land.

The daily deeds of individuals are recorded in the character and quality of the state, and the integrity of the nation demands the most careful attention to the habits of daily life.

GROWING RECOGNITION.

The Retailer's Position in the World of Trade.

One of the most frequent objections raised to advertising to farmers a national product sold to dealers is the supposed infrequency of use of trade-marked goods in rural districts. It seems to be assumed by some that farmers still shift along with home-made products, and also that the greater part of the farmer's response to advertising is confined to ordering by mail. This is a real mistake, for while farmers have in past years patronized very heavily the mail order houses and catalogue firms, there have been advances in transportation made which alter the situation considerably.

The phenomenal advance of the trolley and the introduction of automobiles, to say nothing of telephones, have placed the great majority of farmers in very direct and frequent touch with retail dealers. It is a surprisingly poor and unusual farmer who does not go to the village or city more than once a week. In many cases it is now two, three and four times a week, and sometimes even every day. The trolleys are penetrating farm sections, and for a nickel or two make it possible to go to town in a few minutes at any time of the day.

Advertisers have not always appreciated the advertising significance of the trolley in rural districts. The retail merchants realize this, however, and if advertisers would interview them they would find that retailers are most particularly interested in the farmer's trade.

Now if the retailer is interested it is certainly very much worth while for the national advertiser to be interested, for the farmer and his wife are making acquaintance with trade-marks and trade arguments, which have all the strength of first impressions. Every commodity, practically, which city buyers use can now be advertised to the farmer with profit.

Incidentally, it may be mentioned that the Board of Commissioners appointed by ex-President Roosevelt have found conditions on the farm very good. They say, "There has never been a time when the American farmer was as well off as he is today, when not only his earning powers but the comforts and advantages he may secure are considered."

Jobbers' Special Brands.

The jobber has been and is a valuable part of the machinery of distribution in many fields; possibly he would be in nearly all lines of goods if he were a very wise and progressive jobber. But it is the plain truth that many jobbers have been a serious stumbling block in the way of manufacturers in many lines and have consequently succeeded in making themselves very much of a superfluity by their own obtuseness.

Blinded by the desire of making manufacturers' profits in addition to the legitimate middleman's profits, and made confident, in the days of little or no advertising to the consumer, by the helplessness of the manu-

facturer, some jobbers believed themselves omnipotent powers in controlling trade and pushed their own brands to the exclusion of manufacturers.

The jobber is a distributor, and as such he is a valuable force in business economics. As the economical pivot for supply and demand to move upon, his reason for existence is sound and he is entitled to recompense for his work. But the moment he endeavors to influence the free action of supply and demand by selling his own brands he can not be performing his proper function, and is like a loose bolt in a machine. The manufacturer eliminates him then, just as soon as he addresses the consumer through advertising, and does the jobber's work from his own office by selling direct to dealers.

At present many advertisers who still cling to the jobber sell much more goods direct to their dealers than through their jobbers—proving that jobbers have stood still while manufacturers have progressed through advertising. There is much waste in manufacturers' efforts to do their own jobbing, but as the jobbers have not all lived up to their opportunity for distributing, there is no choice left the progressive manufacturer who is ambitious for a national market.

For those manufacturers who sell only through jobbers, however, there is a most excellent way to assert their individuality—by advertising to the trade through good trade papers, as well as to the consumer. This method is bound to be used more and more. It is a businesslike co-operative plan which the jobber can not but welcome.

A Damaging Practice.

One of the things that the best magazines are at present desiring to reform is the practice of issuing exaggerated announcements of advertising to dealers. On first examination it may seem as though few magazines need care if an advertiser reprints a page advertisement which he is using, and credits the magazine with a great deal more circulation than it has; but from the standpoint of thoroughgoing publishing it is distinctly harmful to both magazine and advertiser.

There are not a few advertisers who are extremely free and easy in the things they say to dealers that they are going to do in the way of advertising. One big advertiser recently issued large and imposing advertising announcements in which he reproduced the page advertisements he was using in a large number of magazines and said a great deal about the total number of homes he was going to reach through it, and the amount of money it was costing him. As a matter of fact, the exact figures both of circulation and of advertising cost were immensely less than he stated, and what made matters worse he decided at the last moment to reduce his appropriation by \$12,000, but did not reduce the announcement he made to the trade. The advertising manager of one of the magazines he used went to him

and told him frankly that he thought it was neither honest nor good business, but the advertiser was not to be dissuaded, and the announcements went out. This was a year or more ago, and that advertiser is by no means doing as well as he ought to now.

It is perfectly easy to follow the course of events. The dealers were persuaded through the striking announcements of advertising made that a big campaign was on which it would be profitable to connect with. Possibly a large number of these dealers never knew that the advertising was not as large as announced. But they did unquestionably discover that the sales were not as heavy as they had anticipated. Those dealers who did discover that the advertising was not as heavy as announced—and dealers are becoming wise about such things—not only received the impression of dishonesty, but from a purely business standpoint they found that line not nearly so profitable to handle as they had imagined.

A still more vital and significant thing about this practice is that it directly undermines the estimation of magazine advertising by dealers. It undermines faith in the statements of advertisers about the advertising they are planning, and it makes them cynical about the co-operative value of magazine advertising in general. This is a bad thing for everybody concerned. It limits the opportunities for every advertiser in the country who appeals to dealers, and for that reason it is a matter of general interest that misrepresentation be discouraged.

It is curious how advertisers sometimes conceive the great body of dealers to be a mere collection of unthinking sheep, to be driven pell-mell in any direction that the dog barks. As a matter of fact, dealers are usually rather reasonable, and sometimes cynical men, who can not be caught with a little salt. It is to the general interest of all advertising success that the faith of the dealer in advertising co-operation be carefully preserved, and that hurrah promises and inflated figures be eliminated not only in advertising folders to dealers but by salesmen who are using the advertising as an argument.

Observations of a Gotham Egg Man.

The subject that is discussed more than any other at the present time is the probable prices that will rule for butter during the storage period. Opinions, as usual, differ materially, but they seem to be centering around the figures ruling last year, or perhaps a little higher. Among the more conservative operators there is a feeling that values ought to be less than in 1908 in view of the larger production of butter that is indicated by the increased spring make, notwithstanding the cold, backward season.

It is recalled that the storage accumulations during the summer months last year were very heavy, and that up to the time that the effects of the late summer and early fall drouth began to be felt no one thought that there was any good in the deal. Lines

of June and July butter, embracing thousands of tubs, could have been bought early in September at practically what they cost. In some cases it was intimated that the carrying charges, which amounted to about 1/4c per pound, might have been thrown in. Even on that basis very few buyers were inclined to take hold. The burning up of the pastures and light fall feed cut down the output during September and October to such an extent that the excess holdings were rapidly reduced, and the final outcome was a pretty close clearance at prices that made good profit to the original holders. This naturally affects the views of operators for the coming season, and some are half inclined to take any reasonable chance expecting that something will turn up in their favor.

What are the conditions as they are seen to-day? Good prices for several years have encouraged the raising of heifers and there will be more cows to milk this year than ever before. In the great dairy belt the conditions for butter production are very favorable, and while the cool weather has kept back the growth of grass it is not unfavorable to later pasturage. It would be entirely futile to attempt to say what the increase will be this summer because the weather will be an important factor. If the year 1909 should run 5 per cent. ahead of 1908 it would surprise no one.

That the consumptive demand will be large is now very evident. The industrial condition of the country is vastly better than a year ago, money is plenty and cheap and the buying capacity of the masses of consumers is undoubtedly greater. The fact that money can be borrowed at such low interest will also make it easier to store butter. It would be easier to figure on a safe speculative basis if the probable increased sale of oleomargarine next fall and winter could be more fully discounted, but the extent to which these goods will be consumed may only be guessed at in view of the more liberal interpretation of the various State laws.

I have felt for two or three years past that if butter could be stored at a price that would enable the holders to take it out by November 1 at 25c and show a little profit it was a reasonably safe proposition, and I think that it would be reasonably safe again this year. That would mean 23@23 1/2c. So far as I can catch the drift of the feeling here at present it is that values will rule somewhat higher. It may not be amiss, however, to interject a word of caution for some of these days the tide will turn and the speculative deal will prove as unprofitable as it has been satisfactory for the past two years.—N. Y. Produce Review.

Plenty of Good Company.

The way of the transgressor may be hard, but it isn't lonesome.

The office seldom seeks the man, and during the baseball season the man frequently seeks the office boy in vain.

Come to Grand Rapids MERCHANTS' WEEK

June 9-10-11

Bigger and Better Than Ever

A Grand Civic Pageant

Or Floral Parade will take place on the down town streets Thursday afternoon, June 10, at 2:30, conducted by the Grand Rapids Advertisers' Club. Scores of specially designed Floral Floats costing hundreds of dollars, together with Brass Bands, Secret Societies in beautiful costumes, Fire Department, etc., will form altogether one of the most inspiring spectacles imaginable and never to be forgotten by those fortunate enough to behold it.

A "Seeing Grand Rapids" Street Car Ride

Will be given on Friday Morning at 9 o'clock, starting from the Board of Trade Building at 97-99 Pearl Street.

It is important that everybody be on hand promptly at 9 as every car must be pulled out on time.

The route will be first to John Ball Park, where time will be allowed for enjoying the beautiful bird's-eye view of the city obtainable there and for inspecting the greenhouse, also the "Zoo" with its cages of bears, wolves, monkeys and birds.

Returning from John Ball Park the route takes us north on Canal Street to the Michigan Soldiers' Home, where the party will be conducted through this quite remarkable State Institution.

A band will accompany the party and two guides will be on each car to explain points of interest, answer questions, etc.

Make it a point to take in this beautiful ride.

Theatre Program

Friday afternoon at 3 o'clock the Ramona Theatre at Reed's Lake will give one of the best vaudeville entertainments in its history, including such well known acts as:

Maizee King and Dancers. One of the most popular acts on the vaudeville stage coming from England.

Post & Russell in their Artistic Singing and Dancing Skit.

Howard Brothers with their "Flying Banjos," a most difficult and unequalled musical act.

"Arcadia," the great Singing Violinist, with four other acts, announcement of which cannot be made until later, making eight acts all told.

Don't miss this entertainment.

Your ticket admits you free.

A Balloon Ascension with Thrilling Triple Parachute Drop

Will take place at 5:30 on the banquet hall grounds, immediately south of Ramona Theatre Pavilion.

Dropping from a height of a thousand feet in his parachute, the daring aerialist cuts loose from that, dropping with another parachute, from which he in turn cuts loose, making his final drop to the ground in the third parachute.

Absolutely the latest and most sensational death-defying balloon ascension and parachute drop ever attempted.

**The Grand Banquet For 2,000 People Will Take Place Friday
Evening at 6 O'clock. Send For Tickets Now.**

PLEASE bear in mind that NO BANQUET TICKETS WILL BE ISSUED AFTER THE SEVENTH DAY OF JUNE, and if you do not get your request for a ticket in before that time it will be too late, as after that date the caterer will not permit us to change the number of plates ordered.

In applying for ticket mention individual name to be placed thereon.

All OTHER tickets will be issued to you on your arrival in this city and you do not need to ask for them in advance, but if you wish to attend the banquet you must apply for your ticket BEFORE JUNE 7.

Don't forget or overlook this. We want to treat everybody right and so we ask your help. Make up your mind about the banquet just as soon as you can and write to MR. C. A. COTTON, the Secretary of the Grand Rapids Board of Trade, at the earliest possible moment if you want a ticket. We want you to come.

WHOLESALE DEALERS' ASSOCIATION
Grand Rapids Board of Trade

MAKING OF SUMMER.

Indian Legend Revealed by Spirit of Wa-wa-tam.

Many years ago, in Fairy Indian times, a great and powerful hunter lived beyond the Kitchi-Manito, on the eastern and northern shores of Michili-Mackinac Island, who was also a Manito, and there was nothing he could not accomplish. He dwelt in this wild, lonesome place with his wife and a son, his only child, 13 years old.

The hunter's name was Otchig, or Ermine, the name of an animal of the weasel family, common to the Lake region. He was so successful in the chase that he seldom returned without bringing to his wife and son a supply of game. Hunting was his occupation. The son soon began to imitate his father in hunting and would take his bow and arrows and try to kill birds and squirrels. The greatest impediment was the coldness of the climate. He often returned home with cold and benumbed fingers, crying with vexation and disappointment. Many, many days passed, but a mantle of snow always covered the ground.

One day after a fruitless trial the lad was returning homeward with a heavy heart when he saw a red squirrel gnawing the top of a pine but. He advanced the proper distance, bent his bow and adjusted an arrow to shoot when the squirrel, poised on his hind legs, addressed him thus: "My grandchild, put up your arrow and listen to what I have to say." The lad complied reluctantly, then the squirrel continued:

"My son, I have often seen you passing with cold and stiffened fingers and crying, for you had not killed any birds or other game. Now, if you will follow my advice, I will try to attain your desired object. We may then have perpetual summer and you may have the pleasure of shooting ducks, geese, snipe, robins and other birds and of killing bison, elk and deer. Then I will have beech-nuts, hazelnuts, maize and a variety of roots and buds to eat. When you go home cry and throw away your bow and arrows. If your mother asks what is the matter do not answer but continue crying. In the evening when your father returns from hunting he will ask your mother the cause of your trouble. She will reply: 'He came home crying and would not tell.' You must not stop crying. At last your father will say: 'My son, why this grief? Tell me the cause. You know I am a spirit and nothing is impossible for me to accomplish.' Reply, 'I am depressed with the sight of snow continually on the ground and wish you could cause it to melt so that we may have perpetual summer. That is the cause of my grief.' Your father will say: 'It is hard to do that, but for your sake and my great love for you I will try my utmost. Cease sobbing and perhaps I can bring summer with all its loveliness.' Then be cheerful and eat what is set before you."

The lad promised Achitamo, the squirrel, obedience. When he reach-

ed home he followed instructions and all was finally fulfilled as Achitamo predicted. Achitamo was a Spirit Fairy who had changed to a red squirrel.

Otchig knew it was a great undertaking. He must make a great feast and invite some of his friends to go with him on a journey. The next day he had a bear roasted whole. All those invited to the feast, the otter, beaver, lynx, badger and wolverine, came punctually. After the feast they arranged to start on a journey in three days. When the time arrived the Ermine took leave of his wife and son, as he foresaw the result. The party traveled many days, meeting nothing unusual. On the twentieth day they reached the foot of a lofty mountain, when they saw tracks of someone who had killed an animal; that they knew by blood that marked the way. The Ermine said, "Let us follow this trail and we may find something we can eat." They did so and came to a lodge in a cave under the mountain. The Ermine told his party not to laugh on any account. There was a man standing in the doorway so deformed that he appeared not to be human. His head was enormous, mouth large with queer looking teeth and he had no arms. They wondered how he could kill anything, but they soon found out. He was a Gnome and a Great Manito. They were invited to pass the night and they accepted.

He boiled meat in a hollow wood vessel and took it out in an unseen way. Then he served each their portion but made so many odd movements that the Otter could not restrain from laughter. The Gnome frowned with rage and made a spring to catch and smother him, as that was his method of killing. When the Otter felt him on his neck he slipped his head back and ran for the door and passed out in safety, leaving only the curse of the Manito. The others conversed part of the night on different subjects, then slept. In the morning the Manito told Otchig he could accomplish his object, but it would probably cost him his life. He directed them how to act and described a road to follow that would lead to the place for action.

They started, after a full meal, and overtook the Otter, shivering with cold, but Otchig had taken care to bring some meat that he gave him. Twenty days they traveled before they got to the place the Manito had mentioned. It was a very high mountain range and they camped on its most lofty peak to fill their pipes and rest. Before smoking they went through the customary ceremony of pointing to the heavens, the four winds and the zenith, in the meantime in a loud voice addressing the Great Manito, hoping their object would be accomplished. They then began smoking.

They viewed the sky in admiration and astonishment, they were so high it appeared to be near their heads. After smoking they arranged for work. Otchig told the Otter to attempt to make a hole through the sky. With a grin he consented. He leaped,

but fell down the hill stunned and slid on his back over the moist snow with velocity down the mountain side. When at the bottom he thought he would make his way home after so great a jump. The Beaver tried next, but fell back senseless and was followed by the Lynx and Badger without success.

Now the Ermine said to the Wolverine, "You try. Your race is celebrated for its activity, hardihood and perseverance. I depend on you." The Wolverine sprang into the sky and fell back. He tried a second time and fell, but they saw the sky was cleaving. Making a third leap, he went through, followed by Otchig, the Ermine, weasel-like.

They landed in a beautiful plain, extending far and wide, a prairie covered with fragrant flowers of a thousand hues. Here and there were clusters of tall, shady trees and innumerable streams of purest water that filled the plain with beautiful lakes that were covered with waterfowl sporting in the sunlight. The trees were alive with birds of different plumage warbling sweet notes. It was the delightful perpetual summer that Otchig's son desired.

The Ermine and the Wolverine, now in Ishpeming, the Indian Heaven, saw long lodges in the distance and the Celestials, far away, amusing themselves. Words can not express the charm and beauty of the place. The lodges were stored with Makaks filled with all kinds of birds and fowls. Otchig thought of his son and began opening the Makaks and letting out the birds. They descended in whole flocks through the rent they had made in the sky of Ishpeming. At the same time the warm air of Heaven rushed down and spread its genial influence over the Northland.

When the Celestials saw the birds were loose and leaving and the warm air descending they raised a shout of surprise that sounded like thunder and ran for their lodges. But it was too late. Spring, summer and autumn had gone. Even perpetual summer had almost disappeared, but they separated it with a blow and only a part descended; but the ends were so mangled that wherever it prevails the inhabitants of the lower space are always sickly.

When the Wolverine heard the noise he rushed for the opening and descended. But the Ermine, anxious about his son's wishes, continued opening the Makaks. He was at last obliged to run, but the opening was closed. Racing with all his might over the plains of Heaven he took a northerly course. His pursuers got so close that he had to run up the first large tree in the way. They shot arrows at him without effect for his body was invulnerable except a space of an inch near the tip of his tail. At last one of the arrows hit that spot, for he had in the chase assumed the shape of an Ermine, for which he was named.

Looking down from the tree he saw some of the assailants with totems of his ancestors. He claimed relationship with them and asked them to desist, which they did at the approach

of night. He then crept down to find an opening in the celestial plains through which he might descend to earth. But all was closed. Being faint from loss of blood in the wound of his tail he lay down in the north part of the plain and stretched out his limbs and said: "I have fulfilled the promise to my son, although it will cost my life, but I die satisfied that I have done much good, not only to him but to fellow beings. Hereafter I will be a sign to the habitants below for all ages. They will venerate my name for procuring the varying seasons. They will now have seven to eight moons without snow." The next morning he was found dead with the arrow fast in his tail, and it can be plainly seen in the Heavens to this day.

Time is not counted by spirits and fairies, and Otchig only lost the life of the Ermine he had assumed. Spirits can roam at their own sweet will through space and visit the earth and other worlds, as permitted by the Great Manito. They can assume any form and appear seen or unseen to anyone. So Otchig, the Ermine, after the lapse of thousands of years, returned to the Northland. He found the earth had changed her inclination so that the sun appeared to travel towards the north for one-half of the moons, then to the south for the other half. That caused the change of seasons in her circuit around the sun. Most of the Otchipwes (Chippewas), his tribe, were dead and replaced by Yinges, pale-faces, who lived in unsightly wigwams where he could not breathe. Not liking the surroundings and people, he returned to his Ishpeming to stay forever with Osceola, Tecumseh, Red-Cloud, Pontiac, Wawatam and all the other good Indians. Wawatam repeated visions and legends of Indians to the Kitchi-Mashkiki (Big Medicine) that can be published.

John R. Bailey,
(Kitchi-Mashkiki).

Michili-Mackinac Island, Mich.

Exchanging Places With City and Country.

Grand Rapids, May 25—I was reading the other day a little book entitled, "Education and Industrial Evolution," by Prof. Carlton, of Albion College. Incidentally I noticed an account of something that might be of interest: Prof. Carlton spoke of the plan that has been adopted by some New Zealand cities whereby the children from country districts are brought to cities for a day or two to see some of the sights and the industries, giving them a better understanding of the work of the cities, and the children from schools in the cities are taken to see some of the country industries in progress. I have no doubt that there are hundreds of children in Grand Rapids who have very little idea of how many of the processes of agriculture are carried on and, of course, the same is still more true with reference to children in the country in regard to industries in the city. I pass this along to you for what it is worth. Samuel H. Ranck.

So many mistake anxiety to wear a crown for endeavor to win one.

Now for the Luscious Shortcake

This is the season when the strawberry shortcake has its innings.

Shortcakes are good if the crust is "short."

But if the crust is heavy and soggy the glory of the shortcake is not there.

Light, tender crust with ripe and juicy berries makes the ideal shortcake.

Here is where the science of the miller, the bounty of Nature and the art of the cook combine to make life worth living.

In manufacturing and placing

Lily White

"The Flour the Best Cooks Use"

On the market, we feel that we have done our share toward pleasing, developing and upbuilding humanity.

Wholesome food is the foundation of wholesome life. The well fed person is usually well behaved and grows better as the years roll on.

How important, then, to provide food for the family which is pleasing, digestible and wholesome.

The few extra cents for a sack of Lily White and the little extra pains to see that you get it are well worth while when you thoughtfully consider "results."

Let your family have the "real thing."

VALLEY CITY MILLING COMPANY
Grand Rapids, Mich.

THE SQUARE DEAL.

Only Platform on Which the Retailer Can Live.*

In this day when the rich and successful malefactors of Wall street have monopolized the spirit of co-operation and organization it is a pleasure to find this healthy and vigorous Association committed to the advancement of the grocery trade. And as I contemplate this great State of Kentucky, with its motto: "United we stand and divided we fall," I feel there is a peculiar appropriateness in holding this session of grocers within its boundaries.

As the great National anthem says: "Union forever, freedom for all," there is a peculiar propriety in this gathering; for if the grocery trade does not commit itself to "Union, forever" and the principles of reciprocity and co-operation, "freedom for all" in the grocery trade will shortly be a memory.

In the few minutes in which I shall address you to-day it is my purpose to paint a picture of facts as I find them in a close and intimate association with the grocers of this country. I fear I must paint my background in gloomy colors, but I hope that the picture which will eventually stand out from the background may prove an inspiration.

It has been said that ninety-two out of every 100 retail grocers who start in business eventually go to the wall and that only eight survive. With the wholesale trade it is said that from 45 to 48 per cent. of the volume of business is in commodities on which the trade make no profit and in many instances suffer an actual loss. So far as I am able to discover these figures, bad as they are, are not disputed. Assuming them to be correct, it is of vital importance that every thoughtful grocer consider the reason for this most unhealthy state of affairs. There certainly can be no justice in it, for the grocer is just as much entitled to a living profit and a successful business as any other merchant. It is every man's mercantile right to buy in the cheapest market and sell in the highest, but that privilege, like every other, must be exercised with due regard to the rights of others.

Open competition is the life of trade, but when that competition results in the cutting of throats and the driving of a large share of the trade into bankruptcy it ceases to be open competition. Rather, it should be dealt with as any other scourge against the rights, liberties and pursuit of happiness, which are guaranteed by every constitution on which human liberty rests.

The average grocer is a small merchant, usually with a store of only modest size, over the destinies of which he personally presides. That he sometimes becomes a merchant of larger caliber reflects credit upon his mercantile acumen, but when that development leads him so far from the type as to inspire him with a desire for "specific privilege" and a

preferment not accorded his fellows he ceases to be a comrade and often proves himself a foe.

The equality of all men is the cornerstone on which the democratic life of America rests. The Goddess of Justice is always depicted in sculpture as blindfolded, that she may not see her suitors and depart from the strict letter of equity.

Now in the creation of "preferred" classes before the law is detrimental in the body politic I hold that it is just as demoralizing in trade. Its practice in civic affairs has brought the "boss," the "boodler," the "graft-er" and a general state of affairs in our large cities which brings a blush of shame.

In a somewhat less pronounced way the same disgraceful conditions have followed its path in the trade and I fear that mercantile policies which rest on the selection of certain grocers for benefits denied the rest will inevitably undermine the whole structure of prosperity.

Out in this Blue Grass country these abuses have, fortunately, attained but slight hold, but if you will go East with me to New York, Philadelphia and Boston—or even nearer at hand, Cincinnati—I will show you a condition of affairs which is startling and will inspire every one of you to a realization of the dangers which follow any departure from the strict letter of the "square deal." I will show you that the germ of "special privilege" is eating the very life out of the small grocer and building up a system of trusts to crush the small dealer. And the large dealer is growing greater and greater until he threatens to become one of the most oppressive trusts in the land.

If this were the result of fair competition there would be little occasion to find fault. There may be some satisfaction in shaking dice or playing cards with an honorable opponent, but what can we conclude when we discover that our opponent has been playing with loaded dice and marked cards, against which we had no ghost of a chance to win?

The chain store and the department store once commended the admiration of the world, but as they have attained greatness and demanded that their magnitude as trade outlets be recognized by "special privileges," they have forced the producer into paths against which, as a fair minded merchant, he should have rebelled. Now he finds himself so badly snared that he is unable longer to stand against their tyranny.

On the other hand, these same "preferred buyers" have undermined the very life of their retail competitors. Not content with applying their advantage to their own profit they have used it as a weapon to cut the heart from the rest of the trade until to-day profits are all too scarce with the grocer who conducts his business along legitimate lines. It is no mark of a good merchant to sell goods at cut prices—the good merchant makes a profit—but the cut price has assumed such a power of late as to call for united action and the application of heroic measures.

What chance for life has the small grocer against the chain store which can buy in quantities to supply ten, fifty, 100—in one or two instances even 200—stores under one management? Some have sought to meet this development, not by joining hands with the manufacturer in a campaign of co-operation and reciprocity to drive out unfairness and favoritism, but by joining the evil itself and forming buying exchanges. I contend that the buying exchange is no better in principle or in effect than the chain store. Both depend upon "preferred" treatment for their continuance and in the end both spell ruin to all who are not on the inside—and they are still 98 per cent. of the whole. Let us take the instance of Philadelphia: Seven years ago there were in Philadelphia 7,000 retail grocery stores, but the development of the department store, the chain store and the buying exchange has gradually squeezed the small merchant out of existence until to-day, in spite of a natural growth of 25 per cent., that community is supplied by only 3,500, and almost half of these are included in eleven systems.

The same is true, although in a somewhat lesser degree, in Boston, Baltimore, New York and Cincinnati. The lot of the merchant who is not in the "inner circle" has become intolerable. In desperation he has sought various makeshifts—the buying of futures free deals, premium schemes, trading stamps and similar devices, devices which may for the moment and under the play of good

luck produce temporary results, but which in the end lead to the speculative spirit and ruin.

Thoughtful students of the situation are convinced that the continuance of these makeshifts or the further encouragement of "preferred" treatment will lead to the domination of the trade by a few trusts. Only a few months ago there were rumors—fortunately proved to be untrue, but which were so natural as to be generally credited for a time—that the Standard Oil Company was planning to absorb the handful of grocers who dominate the entire output of Philadelphia and control, as it does now in so many other lines, the actual bread and butter of the people in that great city. No man can foretell if "preferred" treatment and quantity price are to govern the trade how soon these deplorable results may actually come to pass.

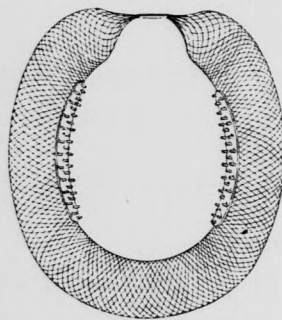
But the time has come to paint the brighter side of my picture:

I want to bring to you the testimony of one of the leading manufacturing concerns in the United States, as well as my own personally, that the reaction has commenced.

Only recently a great association was formed in the City of New York, embracing nearly 100 of the leading manufacturers of the country, for the purpose of rooting out some of these devouring elements and establishing in their place those good old-fashioned simple principles of the square deal: honest treatment of all men and the recognition of the truth that every merchant is entitled to a

HAIR ROLLS

The present style of dressing the hair requires the use of hair rolls of various shapes.



"Can't Slip"

This is the "Queen of Pompadours." It's an all wire roll with soft rubber grips to hold same in place. Price per dozen, \$2.00.

"Grecian"

Another one of the popular shapes. It is covered with the best wavy hair and an invisible net. This style is especially adapted for parted front hair.

Price per dozen, 4.50.

Washable Wool

rolls and other kinds without wire at \$1.25, \$2.00 and \$2.25 are also to be found in our line. Our men are showing the samples.

GRAND RAPIDS DRY GOODS CO.

Wholesale Dry Goods

Grand Rapids, Mich.

*Paper read before Kentucky Retail Grocers' Association by Ellis L. Howland.

fair reward for a service honestly performed.

I have chosen to call this the policy of the square deal. You well know that I am representing a certain manufacturer, but I wish to be understood as divorcing myself from that connection and talking to you from the standpoint of one intimately and fraternally associated with the grocery trade.

What the future of the grocery trade must rest upon are reciprocity and co-operation. They are the dominant notes which are ringing to-day in the theme of harmony which is reflected in all the recent trade combinations. It is the keynote which underlies the new song, and if our chorus is to send it ringing through the land until its vibrations shall set every channel of trade in its right place in the harmonic scale this convention, and every other which exists honestly for the welfare of the trade, must take a firm stand in favor of the new era.

The manufacturer should honestly produce a product which has as much merit as possible. He should conscientiously guarantee it to conform to all food laws and agree to stand by the trade in supporting that guarantee. He should adjust his price scale on a basis which shall pay a living profit to the trade. He should divide the trade into two, and only two, distinct classes: the wholesaler and the retailer.

We believe that the wholesaler, who on the average costs the manufacturer approximately 10 per cent., is entitled to at least that reward for the service he performs for manufacturer and retailer—so long as he performs that service loyally and fairly.

From the manufacturer's standpoint 3,000 jobbers covering the trade of the United States are far more valuable than 350,000 retail accounts, each fraught with its own uncertainties of credit, delayed payment, annoyance and demand for detail attention. Having placed his goods with the jobber the manufacturer should determine the price at which he shall sell them to the retailer and then protect that price.

A deal which works in only one direction could hardly be regarded as "square," and the manufacturer who having placed his goods with the trade fails to exercise every function at his command to promote their ready sale would be false to the principle of reciprocity.

I believe that there is no asset so valuable to the manufacturer as the goodwill of the trade, and I know of no practice so certain to bring that goodwill as honest goods well advertised and sold on the equality basis and protected against price-cutting.

In the "square deal" policy there is no room for free deals, trades and other false economic makeshifts. Free deals should never be encouraged. At best they are designed for the purpose of loading the retailer beyond his normal wants and frequently for no other purpose than to close the door of an open market to competitors. Free deals, premium schemes and

some other annoyances of the trade have no place in such a system.

The "square deal" policy must rely on the true spirit of friendship, co-operation and reciprocity. If a manufacturer trusts his destinies in the market to a jobber it is not fair that that jobber should manufacture competing goods or that he should withhold from that manufacturer a fair and reasonable attention to the widest distribution of those products. In precisely the same way if a manufacturer protects the retailer in an honest profit it is fair that that retailer should do everything possible to the interests of that manufacturer. When a jobber has sold a retailer a line of goods it is not fair, it is not honest that he should supply that retailer's customer at the same price—or at any price, for that matter. The retailer bought those goods with the view to selling them and any action on the part of manufacturer or jobber to restrict that retailer's outlet is false to the principle of co-operation. In the system of the "square deal" a manufacturer should manufacture; a jobber should sell the retailer and the retailer should have a free unrestricted and profitable field for selling the consumers. With such a policy there is no occasion for interrupting the natural operation of the law of competition.

The moment that free deals, premium schemes or other devices are introduced is the time for suspicion and doubt. They can have but one purpose: to turn the scale of equity in an unfair way. They lead to overstocking and overstocking is one parent of cut prices. Quantity price is the other parent and once entered upon is difficult to check short of the point of ruin. Any device which tempts the retailer to forget that the manufacturer, jobber and retailer are in all respects allies is bound to lead to destruction sooner or later.

Now, gentlemen, I believe that this organization is designed to promote correct principles and to eliminate false and mistaken policies. I believe that you are as much interested in the bettering of conditions as I am. I believe that you agree with me that the "square deal," supported by friendship, reciprocity and co-operation, can have but one end: a steady volume of business at profitable prices and mutual respect between all the factors in the merchandising of goods. I believe that only through organization can the foundation for future prosperity in the trade be laid. I believe that honest co-operation and brotherly reciprocity can erect a structure of commercial prosperity such as has not been known in years.

Never have these thoughts been so prominent in the public mind as to-day. Never have the factors of the trade been so fully awake to the necessity for united action and never has the trade been so well organized.

You have local associations, district associations and now this vigorous and thrifty State Association. You have your great National Association, and I want at this time to urge upon

you with all the sincerity that I may the need for supporting each and all of them.

I admit that there may be local conditions which need local treatment, but the great fundamental evils which beget your troubles exist in one form or another from the Atlantic to the Pacific. Only through a strong united effort, fathered in the last instance by National associations of retailers, wholesalers and manufacturers, can public opinion become thoroughly stirred to reform. As that greatest of all old Kentuckians said: "You may deceive all the people part of the time, and part of the people all the time, but not all the people all the time." The time is fast coming when men will recognize how far

astray they have drifted from the path of common honesty, and I believe, with that same confidence in the ultimate justice of American public opinion, that this Association and other associations, linking their interests with those of the honest manufacturer, can bring to pass a correction of the evils which now prevail and the era of the "square deal."

One On the Coal Dealer.

Teacher—Johnny, can you tell me what an unknown quantity is?

Johnny (son of a coal dealer)—Yes, ma'am; it's what you get when you buy a ton of coal.

Some men seem to think that the only way to handle straight truth is to make a dagger of it.

We offer 36 inch printed Henrietta.....	9c
36 inch printed Gaffney Cloth	9c
36 inch printed Chiffon Panama	9c
28 inch plain Linette	6 3/4c
8 oz. Canvas Gloves	55c
In 10 Doz. Lots	
10 oz. Canvas Gloves, knit wrist	75c
In 10 Doz. Lots	

P. Steketee & Sons

Wholesale Dry Goods

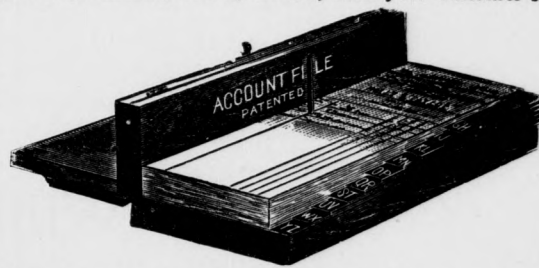
Grand Rapids, Mich.

Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids

NEW YORK MARKET.

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, May 22—The spot coffee market has had a week of slight ups and downs, and at the close business is rather conspicuous by its absence. Buyers take small quantities and seem quite loath to be found with stocks on hand more than sufficient to meet current requirements. As last week, Rio No. 7 in an invoice way is quoted at 8@8¼c. In store and afloat there are 3,511,929 bags, against 3,511,495 bags at the same time a year ago. Mild grades are even quieter than usual, although some jobbers report a better trade than last week. Good Cucuta is worth 10¼c.

Sugar is steady. The weather continues very cold and furnaces are generally kept going in residences. Until we have a change in this respect there is likely to be a dragging sugar trade. At the close granulated is generally quoted at 4.85c.

Some lines of teas in Hysons and Young Hysons, as well as Gunpowders and low-grade Greens, have been sold, and while invoice trading has been nil, there is a feeling of confidence among dealers and quotations are generally well sustained. The feeling about the tariff is by no means quieted and dealers continue on the anxious seat.

Rice has been in satisfactory movement. This great staple pursues the even tenor of its way and quotations from week to week are hardly varied

one fraction. Good to prime domestic, 5¾@6c. If rice could "come to its own" there would be less outcry over the price of wheat in this country.

Molasses is selling as well as could be expected and quotations are firm. Stocks are moderate. Good to prime centrifugal, 22@30c; Ponce, 36@40c.

There is rather a better feeling in the canned goods trade. Jobbers are doing more business and the outlook is certainly more cheerful than for some little time. Quotations on 1909 pack of some goods, like asparagus and peas, have been cut somewhat since opening rates were made. Standard tomatoes are selling with some frequency at 62½c, but this figure takes account of some worn and torn labels and some battered cans. To get straight goods one will have to pay 65c f. o. b. Standard Baltimore peas are worth 67½@70c. Corn shows no change. Stocks are rather limited—comparatively speaking—of Maine style Southern pack. Little interest is shown in futures and both sides seem to be letting the matter drift whichever way it will.

Butter continues in light supply for the top grades and quotations all along the line are well sustained. Creamery specials, 26½c; extras, 23½@26c; Western imitation creamery, 21@22c; Western factory firsts, 20c; seconds, 18½@19c.

Cheese is in good demand and firmer. The quality of new stock improves from week to week, but there is still a good deal that is off and

sells for what it will bring. Full cream, 13@13½c for top grades.

Eggs are very firm for practically all grades. Storage pack Western are worth 22½@23c; firsts to extra firsts, 21½@22½c.

Congressional Contest Thirty-Two Years Ago.

Written for the Tradesman.

The death of Judge Hiram J. Hoyt at Muskegon on May 17 recalls a very exciting campaign preceding the election of a congressman in the year 1877, in which Judge Hoyt was an active participant. Following the financial panic of 1873 Congress passed a bill providing for the resumption of specie payments to take effect in the year 1879. The Greenback party was organized soon after the enactment of this law, avowedly for the purpose of bringing about its repeal. Many prominent local Democrats, including C. C. Comstock, W. L. Powers, Freeman Godfrey, Henry F. McCormick, Julius Houseman, Col. Messmore, M. H. Clark, Crawford Angell and John L. Curtiss joined in the movement. As usual with Democrats, other prominent members of the party upheld the resumption act and organized the Hard Money League with Dr. George K. Johnson as President and George W. Thayer, James Blair, William M. Hathaway and many others as members.

The Greenback party nominated C. C. Comstock for Congress and an effort was made to secure his endorsement by the Democrats. The Republicans nominated John W. Stone, re-

cently elected to a seat in the Supreme Court, to oppose Comstock. To endorse Stone might cause an alienation of Democratic voting strength and it was resolved by the League to forestall the endorsement of Comstock by holding a Democratic convention and nominating a candidate in the usual form.

The Fifth Congressional District in that year was composed of the counties of Allegan, Ottawa, Muskegon, Kent and Ionia and it was deemed practical to select a candidate outside of Kent county, as the candidates already in the field were residents of Grand Rapids. When the convention of the Democratic party assembled it was learned that a majority of the delegates, chosen mainly through the influence of the Hard Money League, were unalterably opposed to giving an endorsement to either of the candidates then in nomination, and Hiram J. Hoyt, of Muskegon, was chosen as the candidate of the party. Every honorable proposition possible was presented to Judge Hoyt as an inducement to decline the nomination, but his acceptance was filed with the Secretary of the convention in due time and the Judge remained in the race. Three thousand and five hundred votes were cast for Hoyt and Judge Stone was elected to Congress by 800 plurality. Had the Democrats endorsed the nomination of Mr. Comstock the representative of the Fifth Congressional District would have voted for the repeal of the resumption act.

Arthur S. White.

"The Proof of the Pickles Is in the Eating"

"Williams" Sweet Pickles

IN AIR-TIGHT GLASS TOP BOTTLES

always prove satisfactory—anybody with a tongue will appreciate their delicious flavor and quality. Most of your customers *have tongues*, by the way, and you can make them all wag in your praise by selling them "Williams" Sweet Pickles. All products bearing our name

Conform With the Federal Pure Food Law and Are Prepared From Fresh, Sound Raw Materials

None better could be sold and none sell better. It will pay you to stock our complete line of Sweet and Sour Spiced Pickles, Jellies, Preserves, Fruit Butters, Vinegar and Table Condiments, because they are uniformly certain to please your customers. When you carry a complete line of goods that are right, one article sells all the others for you, making an endless chain of profits.

The Williams Brothers Company

Picklers and Preservers

DETROIT

MICHIGAN

Happiness Possible Where Soul Has Control.

Man was made for happiness, and just as soon as he takes to heart God's intention towards him in the divine plan of the universe his soul will be transferred from the temperate zone of intermittent happiness and fever of doubt and disbelief, and sometimes poisoned with the miasma of despair, into the beautiful tropical realm of health and happiness amid the luxuriant foliage of hope and love.

That the soul has plenary powers to control all outward conditions and circumstances is fully demonstrated by the examples of countless individuals, both in sacred and profane history, who rose triumphant over every adverse surrounding and rounded out full and perfect lives.

Moses, betrayed, defeated, driven to the desert, accepted consolation from a divine source, bowed his spirit in subjection to a high will and gained peace of soul. At length when he had led his people to the verge of the Promised Land, but was not allowed to enter, he meekly submitted. From "Nebo's lonely mountain" he cast his eyes over the valleys "flowing with milk and honey," but there was no wistfulness in the glance, there was no repining of spirit. He had done his part, he had fought the fight, there was nothing more but submission to the will of God. Resignedly he laid himself down on the mountain side to rest after his labors and awoke with the angels.

Socrates was condemned to drink the hemlock juice in prison because he had tried to lead the youth of Athens to think for themselves, aspire to the sublime heights of knowledge. Was he wretched in his life or in his death? Not at all. He gave up fortune, fame and friends for his philosophy, and pagan although he was, believed that an immortality of consolation awaited him beyond the portals of the tomb. Socrates bore affronts, ridicule and persecution with magnanimity of soul. Even the nagging of Xantippe failed to disturb his equanimity.

Galileo, father of physics and savior of science, was forced to retract what he was convinced was true. He had to publicly abjure the Copernican theory of the earth's rotation around the sun, but, although he bowed to the powers that prevailed, in his soul he rejoiced, conscious that he was in the right. Science and time vindicated him, but his upright life and conscious knowledge were his own vindication while in the flesh. Although his friends and followers were forbidden to visit him, he did not complain. Like many another he bent his knee to temporal power, but his spirit remained erect. John Bunyan, the Puritan mystic, was thrown into prison because of his religious convictions. There he spent twelve years, during which he wrote the greatest allegory in all literature. The jail confined his body, but not his soul. His great spirit soared beyond the bars and the confines of his cell. It traversed the "Elysian fields where the angels roam" and saw that which

is denied to mortal wisdom. His body was wasted, starved, but what of that? His soul was far away on the hilltops wandering with Christian and Great Heart. His wooden couch was the delectable mountain and the faint streamlet of light that came in through the lattice of his cell was the River of the Water of Life.

Bunyan in his prison was far happier than those outside, and in his solitude he had more and better companionship than in the heart of a great city.

Cervantes was also a great soul who soared beyond the walls of a dungeon. He commenced his great and the greatest romance of all time while in a debtor's prison in La Mancha. He was then past middle age, his body was emaciated from sufferings through which he had passed as a soldier and a captive, but despite infirmity, hunger, rags and confinement he evolved from his glowing fancy two characters whose absurdities and antics have made the world split its sides with laughter ever since, who have dispelled "the blues" like mists before the sunshine, who have chased despondency before them, brought smiles to the wan lips of sickness and stayed the hand that was upraised to strike the suicide's blow.

"Don Quixote" has passed through the world like a ray of sunshine and his brightness is undiminished as when poor Cervantes called him forth in the cell of La Mancha. The story of the Algerian captive inserted with consummate skill into his narrative brings the fantastic unrealities of the romance into admirable contrast with the tragic struggles of actual life, which Cervantes knew so well. Was this persecuted Spaniard unhappy? No; in the luxuriance of his fancy he would not have changed places with a king nor changed his cell for a throne.

In later times we have had many examples of heroic spirits rising superior to their surroundings, and by the alchemy of buoyant natures extracting happiness from seeming misery as the chemist extracts one of the most brilliant dyes from coal tar.

Robert Hall, one of the greatest of English preachers, was bent and twisted by spinal disease, yet his sermons breathed with the odor of spring flowers and the redolence of summer sunshine.

Alexander H. Stephens, the brains of the Southern confederacy, weighed only ninety pounds and had to be wheeled about in a chair, yet laughter bubbled from his lips, joy swelled from his heart and his body, never free from pain, seemed to exude happiness.

In our own day and near at home we have had Paul Leicester Ford, weak and diminutive of body, never without physical pain, giving to the world novels of sunny life which have delighted thousands. His "Janice Meredith" breathes the unconquerable spirit as well as the genius of the author.

Physical defects can be turned into incentives to success instead of drawbacks, what we look upon as handicaps in the end may prove spurs to

enable us to reach the goal of desire, if we know but how to use them. We make our own happiness, we carve our own success.

Madison C. Peters.

Character in the Making.

I tried to get a job the other day from a man who thinks he can judge character from one's face. If the conclusions he arrived at are correct I ought to be a good subject for a student of the criminal face. Of course I never thought before that I was such a bad actor—except when I tried to play Hamlet at our last amateur play—and my mother thinks that there is no one anywhere who is as near perfection as I am, but that was before the great judge of character was turned loose on me.

Personally, I believe that the man was mistaken in his conclusions, for never have I done any of the things he accused me of. He declared that I would rob the poor box, and although I take up the collection every Sunday at our church I never have had the slightest inclination to do such a thing. He gathered that fact from the condition of my eyes, but I could not explain to him that the condition of my eyes was due to the fact that I had tried to take Red Harrigan's girl home from prayer meeting without first making absolutely certain that Red was out of town.

Then he said that if temptation ever befell me to set fire to an orphan asylum I couldn't resist it. This he knew from the droop of my mouth. But said droop was caused by eating my pie the other morning with a too sharp knife, and as my mother always criticised eating pie with a knife I did not think that I would stand well with my future—or hoped to be future—employer if I told him how I happened to make that gash in my mouth.

One thing he did say in my favor, and that was that I had a strong and well built chin. He said my chin indicated firmness, so I didn't tell him where the aforesaid square jaw came from. The fact was that the cow kicked me the other day when I was milking, so that my jaw had been straightened out to an unusual degree. I took this compliment modestly and thought that perhaps I might yet get the job, when he said

that my ears being close to my head indicated the criminal type.

Now, my ears originally were far from being close to my head and my poor mother worried long years and worried me with all kinds of straps and headgear in order to stick them closer to my intellectual cranium, but before I had a chance to explain matters I was shown out and a better marked individual of the book-keeper breed was given the job.

What I am worrying about now is whether I should strive to change my character by doing right and working for the good or whether I should change my character by raising a mustache. Oscar Newman.

She Knew the Difference.

"How stupid you are, Lola!" exclaimed her mother. "I don't believe you know the difference between a fried oyster and a whale."

"Yes, I do, mamma," replied the little miss. "One is cooked and the other isn't."

Sawyer's
CRYSTAL
See that Top **Blue.**



For the
Laundry.

**DOUBLE
STRENGTH.**

Sold in
Sifting Top
Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice
as far as other
Blues.

Sawyer Crystal Blue Co.
88 Broad Street,
BOSTON - MASS.

STEIMER & MOORE WHIP CO.
Westfield, Mass.

Not in a "Combine." Not a "Branch."
They make all their whips from start to finish and are not ashamed to put their name on the whips. The stuff inside and the making tell in time TRY THEM.

GRAHAM ROYS, Agt., Grand Rapids, Mich.

WILLS

Making your will is often delayed.

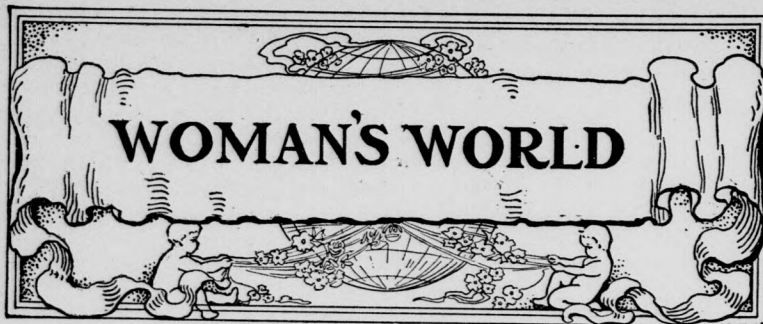
Our blank form sent on request and you can have it made at once. We also send our pamphlet defining the laws on the disposition of real and personal property.

Executor
Agent

The Michigan Trust Co.

Grand Rapids, Mich.

Trustee
Guardian



Why Some Women Prefer Husband To Career.

With all the ado made nowadays about the new woman, who, after all, as Austin Dobson says, is "as old as Eve," it is much to be doubted whether the average woman has any genuine or deeply rooted hankering after independence. To be sure, there are many women who, clever and capable, naturally take pride and pleasure in the talents which render them able to fight the battle of life for themselves, and not only to fight but to win; to owe no man anything. But St. Paul qualified that precept of independence with the injunction to "love one another," and the men who really desire to put love out of their lives are not many; the women are so few as to be practically nonexistent.

It is a mistake to speak as if that dependence were a thing of the past. It is not, neither indeed is it ever likely to be. "Male and female created he them;" in the scheme of the universe the sexes are interdependent, and it is impossible to do away with love and marriage which makes them one.

Although every year more women are breaking free and entering the arena of economic independence, yet a great proportion of those are pushed forth by circumstances, of necessity rather than volition, and would gladly return into the shelter of dependence if a favorable and pleasant opportunity so to do were afforded them. Also it is to be fairly questioned whether many of those whose mental ability requires an outlet do not feel in their secret souls that they have missed that which in life is best worth having, and that they would give up their careers should the right man lift a finger.

Else why is it that so many of the workers themselves, women who

surely may be supposed to have attained freedom, still are susceptible to masculine opinion and conform to convention? Able, free and successful women insist upon the fact that they are the "old fashioned type of woman" in the conventional sense, although their way of living, and their ideas of what a "womanly woman" may fitly do, are such as their grandmothers would have held up their hands at with horror.

It was a wise woman who said that any who would was welcome to the rights of woman, so long as she might freely enjoy all her privileges. The woman who can stand alone justly may be proud of her strength, but it is much to be doubted whether she greatly enjoys the exercise of that strength; whether she would not rather lean upon or, at most, stand shoulder to shoulder with a good man and true. Indeed, the stronger a woman mentally is, the greater is her delight in voluntarily submitting her will to the greater strength of the man whom she loves.

A boy at a district school once gave as his own original definition of the word husband: "A man who marries a woman to take care of her," and the idea was greatly to his credit. A man ought to marry a woman expecting to take care of her, and to make that his first duty in life. Her maternal function, its exigencies and requirements, constitute the strongest of claims upon his manhood, and where that is not called into exercise she still requires protection; she is or ought to be necessary to his happiness in her natural relation of companion, sympathizer, helper and consoler. If the women need the men, the men equally are, as said Mrs. Poyser, "poor creatures without the women."

Dorothy Dix.

The Story of Esaw Wood.

Esaw Wood sawed wood.

Esaw Wood would saw wood!

All the wood Esaw Wood saw Esaw Wood would saw. In other words, all the wood Esaw saw to saw Esaw sought to saw.

Oh, the wood Wood would saw! And oh, the wood-saw with which Wood would saw wood!

But one day Wood's wood-saw would saw no wood and thus the wood Wood sawed was not the wood Wood would saw if Wood's wood-saw would saw wood.

Now, Wood would saw wood with a wood-saw that would saw wood, so Esaw sought a saw that would saw wood.

One day Esaw saw a saw saw wood as no other wood-saw Wood saw would saw wood.

In fact, of all the wood-saws Wood ever saw saw wood Wood never saw a wood-saw that would saw wood as the wood-saw Wood saw saw wood would saw wood, and I never saw a wood-saw that would saw as the

wood-saw Wood saw would saw until I saw Esaw Wood saw wood with the wood-saw Wood saw saw wood.

Now Wood saws wood with the wood-saw Wood saw saw wood.

Oh, the wood the wood-saw Wood saw saw would saw!

Oh, the wood Wood's wood-shed would shed when Wood would saw wood with the wood-saw Wood saw saw wood!

Finally, no man may ever know how much wood the wood-saw Wood saw saw wood would saw, if the wood-saw Wood saw saw wood would saw all the wood the wood-saw Wood saw saw wood would saw.

Looking Forward.

Myer—Young Bilkins' bride is rather homely, isn't she?

Gyer—Yes; but she'll be a beauty when her father shuffles off this mortal coil.

Myer—How's that?

Gyer—The old man is worth a million and she is the only child.

Jennings' Extracts

36 Years on the Market

Jennings' Flavoring Extracts

For years standard in quality, are today made better than ever; with increasing demand the grocer grows more interested.

That's why the Jennings' Extracts are made better.

Jennings Flavoring Extract Co.

Grand Rapids, Mich.

Established 1872



The Purest, the Sweetest, the Freshest, Yet the Cheapest==Baker's Shred Coconut

BRAZIL in 5c packages. We say "the purest" and "the sweetest" because of the perfect sanitary conditions under which it is made. We say "the freshest" because we only hold it half as long as others. We say "the cheapest" because BRAZIL is in 5c packages on which you make 40 per cent. profit. The best evidence of the truth of our statements is that we sell about twice as much as any one else.

THE FRANKLIN BAKER CO.

Philadelphia, Pa.

THE HUMAN MIND.

Light Is Gaining a Victory Over Darkness.

Evansville, Ind., May 25—What is the difference between individuals, between the lives of the intelligent and the ignorant, the happy and the unhappy, the good and the vicious, the useful and the useless?

The difference is in the quality of the stuff we are made of.

We are made out of fire, earth, air and water. Some of us are very near all fire, some are near all earth, some are near all air and others have water on the brain.

We are all born to have domain over all things, but if we let ourselves believe that we can not control the fire we are surely going to burn and go back to earth, air and water.

There is no doubt that most of us are in error and darkness. If this is true, ignorance is the cause and intelligence is the cure.

Every child born into this world has a right to use everything nature offers it, but nature's values are taken away from us on account of too much fire in some people.

We close our eyes to the great multitude of men and women, flesh of our flesh, blood of our blood, who live in agony. We have plenty of water to put out the fire which is burning these poor people, but we will not give them enough fresh air and so they go back to earth again.

"Be ye perfect, even as your Father in Heaven is perfect."

Light is gaining a victory over darkness, and a much more harmonious companionship is being taught through the intelligence of the human mind. To be able to embrace the opportunities that have been and are still within the reach of our minds is to live in the native sphere whence all harmonies proceed.

We all know that we must deal with fire, earth, air and water. We also know the great value these four elements possess. We know what energy we can get out of them, but we have not been taught how to use them within our own system. We build great systems of business out of these things, but please show me great families of human beings.

We have plenty of families who think they are great, but they meas-

ure themselves with the value of the dollar and not of the intellect, which is the only master of our kingdom.

There is a great desire for knowledge in regard to the above, and this desire is increasing as rapidly as the human soul is allowed to express it. The fire which burns in our hearts for the truth concerning the welfare of our being is put out with the water which floats in the minds of some of our teachers. Hard words, but the truth shall make us free.

The regenerate man, or the divine human, knows that thought is the supreme master and matter the obedient servant.

We should take thankfully and heartily all that nature has to give us in the way of intelligence before we try to gather in too much of the results. Too many of us want to live in our temples before the windows are put in place and the cold air puts our fire out.

We are all impossibilities until we are born again. To be born again is to believe in ourselves. We must learn how to control the different natural powers which make great men.

The trouble with most of us is we can not see the action until it is done. What we want is the reflection of opinions and events before the real act is in the material world. What we must learn and teach our children is that there is a power in the intellectual world that is working in silence long before there is anything made of the material we see.

We must learn to conquer this intellectual force. We have to fight it just as we have to fight all other forces known to man.

We have to organize ourselves or organize this force within ourselves before we can organize anything else. We have to take the earth, fire, air and water and mix them well. It will never do for us to attract too much of either of these four elements. If I have too much fire within my mind, the water in some other mind will put my fire out if I am not very careful. Since it is a fact that our bodies have more water in them than either fire, earth or air, lots of us have a hard time to live and we wonder why we do not succeed in life as well as others do.

We may go to school and college for years and years and yet never

learn how much of each of these four elements we should attract. No man on earth can teach us this lesson. There is only one law to follow, and that is common sense. The very best of human intelligence is in every day common sense.

There are untold numbers of human beings living their one-sided, unbalanced lives, year in and year out, who fall by the wayside in death on account of not knowing how to control the elements of their bodies. It seems to me we have educated people among us who want the people to live in ignorance. Please think along this line. Watch the Government. Any farmer can get advice as to how to take care of his hogs, but not a word about how to take care of himself; lots of free advice how to raise good fruit trees, good corn and wheat, but not a word about how to raise good children. I mean this advice can not be had from the Government. What Government is doing in regard to how the human family should be is to spend millions every year getting ready to kill somebody.

The Government is full of fire and I hope that the water that is in the minds of the people will all run out some day and put the Government's fire out.

Well, that's enough about the Government. Now let us get back to our own kingdom again.

Fear and worry and all kindred mental states are too expensive for any person, man, woman or child, to entertain or indulge in.

Anger, jealousy, malice, continual fault-finding, lust, have each their own peculiar weakening, tearing down effect and all of these things can be traced to the fact that we are not well organized within our own mind.

What is in our bodies has been attracted there by and through our minds. If we will not allow our fire to be put out with the water we have allowed in our minds we will be able to walk out on the earth and enjoy the fresh air.

Jesus knew the law when He said, "Love thy neighbor." Let us seek for the good in all people and in all things. Let us stop doing things we know are wrong. Let us learn that there is no forgiveness. God can not forgive a wrong and by doing so make it right. Great principles can

not be changed. Let us organize ourselves.

Edward Miller, Jr.

The Power To Do.

The man who waits for opportunity and when he sees it takes it is not so good a man as he who does not wait, but makes it.

If I were asked what is lacking in the majority of men, I should say: "Initiative coupled with judgment."

By the power of the former a man is impelled to do things and may make mistakes. On the other hand his mistakes tend to cultivate judgment and his earlier failures may be turned into stepping stones to success. Many men fail because they fear to attempt.

William A. Field.



H. G. Behrens
Phrenologist

39-41 Porter Block
Grand Rapids, Mich.

What is Phrenology?

Phrenology is the practical end of psychology. It treats of mind as dependent upon a material organ and subject to physiological laws. No one can fairly examine phrenology under the guidance of a competent examiner without finding

satisfactory evidence that it is strictly in accordance with nature. Certainly no subject is more interesting and of more importance than man and his relation to the external world.

But, phrenology, like many other sciences, had to fight its way inch by inch into popularity over old-fogyism and prejudice. Its founders, Drs. Gall and Spurzheim, not only had to encounter the philosophy of the schools, but the theology of the churches.

There was a metaphysical system of mental philosophy taught in all the superior schools—a science of the mind with the organs of the mind left out. Now, phrenology simply recognizes these organs, the existence of which is not a matter of faith but of positive knowledge, to which hundreds, yes, thousands, of anatomical experiments attest.

In fact, test after test has been made upon phrenology, but from every trial it has emerged with flying colors until it would seem that every rational being would make it a part of his study, a part of his business, and, thus enhancing his own welfare, his own happiness, become a more useful and potential factor in the community.

The phrenological profession has made most remarkable advancements in the past few years; volunteers from every walk of life stand ready to defend it. Many of our most successful business and professional men can not say enough in behalf of it as a means toward their accomplishments.

In short, phrenology as it is now studied and applied is a twentieth century achievement.

If you would know how to increase your business, conquer difficulties and make the most of your opportunity, you should call at my office for a delineation. I have made hundreds of professional examinations and can give practical advice worth many dollars to you.

Send stamp for booklet containing a few of the many testimonials which I have received.

Ceresota Flour

Made in Minneapolis and Sold Everywhere

Judson Grocer Company

Wholesale Distributors

Grand Rapids, Michigan

FACTS FROM THE WEST.

No Dangers for United States Interests Evident.

Written for the Tradesman.

"I read an article in the papers the other day," said K. G. Hartwell, of Spokane, "a thrilling series of admonitions to the people of the United States as to the industrial, commercial, mercantile and agricultural dangers to their interests because of the developments that are in progress—and they are under way no doubt—in British Columbia, Alberta, Athabasca, Saskatchewan, Assiniboia and Manitoba, and I could not help wondering why it is that somebody, some publisher or perhaps our Government itself, does not prepare and scatter broadcast a series of authentic and accurate articles—not to belittle the wonderful progress Canada is making but to show that the United States is just as ambitious, energetic, enterprising and progressive as our neighbors.

"I travel regularly all over both sections of our continent and I am somewhat observing; have to be because of business. And I want to tell you," continued Mr. Hartwell, "that Canada Northwest has been and still is making tremendous strides and has a great future before her. Her resources, not yet developed, are nothing less than wonderful and they are quite largely controlled by citizens of the United States. It is true that hundreds of thousands of farmers, artisans and merchants from our country have been attracted to Canada, and that hundreds of millions of good American dollars are going into the railways, mines, wheat farms, cattle ranches and timber forests of Canada.

"But what of it? Hundreds of millions of our dollars and hundreds of thousands of our people go to Europe, to Japan, to China, to Africa and to South America each year. The dollars stay for awhile, but they come back two to one and the people who stay away permanently are very much in the minority and many of them are better away than here. Those Americans who go to Canada are of the industrious, valuable sort, and you will find them almost to a man thoroughly loyal to that country. Of course their first love is best, however, and like most Canadians who locate in the United States a majority live in the hope of some time or other going back to their real home country to live.

"Now look at the United States. The States of Iowa and North and South Dakota are most frequently referred to as contributing the larger quota of emigrants who move into Canada, and the claim is approximately correct. It is true that in most cases the move is made because they find it possible to sell their farms at good prices and with the money thus obtained can go to Canada and get very much larger farms.

"All this is so, but you will search in vain for any considerable decrease in land values or in population in either of the Dakotas or in Iowa. More than that, you will find that

other thousands have emigrated from those and from other of our States into Idaho, Montana, Washington, Oregon and elsewhere in our own domain. The people of the Central States have no conception at all adequate as to what is going on in the Far West and Southwest, while the multitudes in New England and along the Atlantic coast do not want to know of anything west of the seventy-ninth parallel.

"The territory west of the Mississippi and the Red River of the North is as certain to become the dominating influence in the affairs of the world in due time as that, when that time comes, the United States and Canada, together with Mexico and the Central and South American States, will, as harmonious neighbors, tell all the rest of the world what it may and may not do.

"To return to the emigration factor: More people by far have moved into the States bordering on Canada than have moved out during the past six or eight years. And another thing, we do not want hundred thousand acre cattle ranges, sheep ranches, wheat farms and orchards. We can not long abide fifty thousand acre tracts of timber in the hands of gentlemanly-agreement organizations. We want people, men and women who do things, and we are getting them. Because of our Government's irrigation policy, because of the recently enacted stone and timber act and because of the forestry policy we are getting small farms. Ten, twenty and forty acre land holdings are becoming common out West, where a few years ago cattle, sheep, wild animals and men, together with isolation, inconvenience and mental stagnation, were the rule.

"Why, there is enough in the nature of industrial, agricultural, commercial and social development in Arizona, Nevada and Idaho—any one of the really Western States—to fill a good sized book, and it is matter which would be absolute news to nine-tenths of the people out this way," concluded the enthusiastic speaker.

L. F. Rand.

"With a Big, Big D."

A couple of city men were playing golf when they saw an old gentleman looking at them wistfully. They asked him to join the game, which he did with alacrity. He was mild in speech and manner and played well. But once when he had made a fizzle he ejaculated vehemently the word "Assouan!"

A few moments later, when he had made another bad play, he repeated: "Assouan!"

The fourth time he said this one of his new-made friends said:

"I do not want to be inquisitive, but will you tell me why you say 'Assouan' so often?"

"Well," said the old gentleman, "isn't that the biggest dam in the world?"

He was a Presbyterian clergyman.

Selah.

The woman that maketh a good pudding in silence is better than she who maketh a tart reply.

TRACE YOUR DELAYED FREIGHT Easily and Quickly. We can tell you how. **BARLOW BROS.,** Grand Rapids, Mich

G. J. Johnson Cigar Co.

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Capital - - - \$500,000
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3½ %
Paid on Certificates

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Commercial Credit Co., Ltd.

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MICHIGAN OFFICES
Murray Building, Grand Rapids
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CHILD, HULSWIT & CO.

INCORPORATED.

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DEALERS IN

STOCKS AND BONDS

SPECIAL DEPARTMENT DEALING
IN BANK AND INDUSTRIAL STOCKS
AND BONDS OF WESTERN MICHIGAN.
ORDERS EXECUTED FOR LISTED
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CITIZENS 1999 BELL 424

823 MICHIGAN TRUST BUILDING,
GRAND RAPIDS

GRAND RAPIDS
FIRE INSURANCE AGENCY

THE MCBAIN AGENCY

Grand Rapids, Mich. The Leading Agency

THE NATIONAL
CITY BANK
GRAND RAPIDS

WE CAN PAY YOU

3% to 3½ %

On Your Surplus or Trust Funds If They Remain 3 Months or Longer

49 Years of Business Success

Capital, Surplus and Profits \$812,000

All Business Confidential

We Make a Specialty of Accounts of Banks and Bankers

The Grand Rapids National Bank

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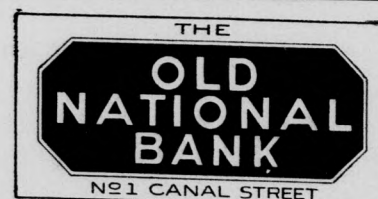
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We Solicit Accounts of Banks and Individuals

Capital
\$800,000



Surplus
\$500,000

Correspondence is Invited

with those who have the charge of funds in large or small amounts
Out-of-town accounts solicited

PLUCK AND PERSISTENCE

Enabled the Farmer To Improve His Condition.

Written for the Tradesman.

Oftentimes people wonder how Julius Kriger, head of the great Chicago bond and brokerage house, "got his start." As this noted financier grew up in a little country community in Central Michigan a few chapters from his early career may prove interesting to other young men of Michigan.

Accidental death took Kriger's father from his family in the prime of life and left a heavily mortgaged farm of 160 acres for the young widow and a large family of youngsters to cope with. There were four boys and two girls and Julius was the eldest of the sextet, being at that time 9 years old. Consequently considerable of the responsibility of steering the craft fell on him. He was lucky in having a mother splendidly endowed with ability in handling money matters, and after ten years' hard work the mortgage was lifted and the children were of an age to help handsomely in causing prosperity to smile on the Kriger family.

As time ran on Julius, at the age of 23, married and purchased a farm adjoining the homestead. Crops were good and prices high and Julius was prospering when, after four years, his wife died after a very short illness, leaving him with two young children. His mother became a mother to the younger and his wife's mother took charge of the elder.

For four years more Julius ran the farm and worked early and late, living in the little farm house alone

with the exception of the hired man and his wife. Julius "potatoed" his land heavily and accumulated quite a comfortable bundle of money. Then ambition began to grow within him. He realized that his education had been sadly neglected when he was a youngster, and that he left school when entering the fifth grade.

It took genuine grit to do it, but Julius one autumn day hied himself to a small city up-State which boasted of a very excellent business college and had a frank heart-to-heart talk with the principal—one of those men who believed every man could rise wherever his ambition led him if he only possessed the requisite pluck and sticktoitiveness. Julius told the Professor that he would have to start in the fifth grade, but he wanted to do it and would spend five years if necessary in mastering a commercial education.

He began to spend the winters at the commercial school, first taking up the preparatory, common school branches. The summers he spent on his farm, working and planning. He kept at it and after four years' continuous struggle was graduated with honors from the commercial department.

What did he then do? He returned to his farm and by studying constantly and watching the markets he made the old farm bloom forth as it never had before. Farm lands had increased in value in the meantime and one day he sold his eighty acres for \$8,000 cash and moved to a nearby village. He made small investments in property one or two seasons and then entered the office of a reputable bond broker, thoroughly learned the busi-

ness, and a few years later went to Chicago, where, after acquainting himself with conditions, he organized a company composed of earnest young hustlers and entered business for himself. He has made good and now, after twelve years there, his annual income is said to reach between \$75,000 and \$80,000. He has given his children a fine education and they are a credit to their father in every way.

It took nerve to enter a fifth grade class at 31 years of age, but nerve wins in this world. Julius Kriger's achievements only illustrate the chance there is in America for the man who has it in him. He accepted the responsibility his father's death left him. He accepted the greater one left him when his loved companion was taken from him. But he did not give up. He stoically pushed forward and made good. When his mother died his brothers were all grown and able to carry on the old farm. His son he placed in a private school. When his mother-in-law passed away, shortly after, he took his daughter home and placed her in a seminary to complete her education.

At the age of 40 Julius Kriger occupied a position that few men of 50 born and brought up in the metropolis did. His success was due to his humble Teutonic origin, his pluck and persistence, his ability to meet baffling discouragements, to wanting to "know how" and honestly admitting that he needed education he did not possess.

James B. Haskins.

To make the life a serious search for happiness is to lose sight of the happiness of simply being alive.

Telephones Curiosity of Budapest.

News telephones are Budapest curiosities. The system has been in operation in the capital of Hungary for several years past, and is owned and managed by a private corporation, whereas the regular telephone system is owned by the government and administered by the ministry of posts and telegraphs. The annual subscription is nearly \$7.50 and is paid quarterly in advance and entitles the subscriber to two receivers and the full service of news, music, etc. The service begins at 8:55 a. m., when a buzzing noise loud enough to be heard across a large room and lasting fifteen seconds announces the correct time. At 9:30 the day's programme of important events is announced; that is to say, the ceremonies, lectures, plays, races, etc. At 10 and 11 o'clock stock quotations and general news items are given.

At noon comes a second announcement of the correct time, followed by parliamentary news and general items of interest. At 12:45 stock quotations from the local, Vienna and Berlin exchanges and general news. At 2 o'clock more parliamentary and general news, and at 3 p. m. the closing prices of stocks, weather forecast, local personals and small items, and in winter the condition of the various skating places. At 4 p. m. court and miscellaneous news. From 4:30 to 6:30 military music from one of the great cafes or gardens. In the evening the subscriber may choose between the royal opera or one of the theaters and later music by one of the orchestras. The programme is varied enough to satisfy all classes of subscribers and is enthusiastically enjoyed.

Tradesman Company
Rotavers
 PRINTERS AND PUBLISHERS.
 GRAND RAPIDS, MICH.

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 TELEPHONE NO. 5095



Courtesy As a Business Asset.

There are many ways by which to attract attention to your business, to draw trade to your store. Among these might be mentioned, first and foremost, a liberal and judicious use of printer's ink in the columns of your newspapers, and then by circulars, personal letters, window displays, etc. But there is only one sure and unfailing way by which you can keep a customer, after you have had him once enter your place of business, and that is by a uniform, natural display of real, old-time courtesy.

Courtesy is by no means all, but it is the "sine qua non" of a prosperous business, and as such, should be cultivated and considered a prerequisite of a successful salesman. No matter how polished or capable, how industrious or energetic, if courtesy be lacking, there is the absence of that element which holds with hooks of steel those whom the magnet of advertising draws.

Courtesy means more than common politeness. It carries with it the idea of being interested in the welfare, a desire to be of assistance, not only in your capacity as salesman, but in showing a willingness to give information, and to be accommodating even at the expense of your own ease and pleasure.

It also presupposes an ability to smooth over the rough places that are always to be encountered, and sometimes frequently encountered, under the most careful supervision and inspection. Occasional mistakes are unavoidable; some article, after several days' usage, develops a flaw; some good customer gets a dun for a receipted bill; some tool, unwarranted it may be, breaks from careless handling, and you are asked to replace it free of charge. These and many other things of like nature come up for adjustment, and can be satisfactorily adjusted by the use of a little tact and courtesy and your customer sent home without a "bad taste in his mouth."

In carrying out this ideal of a successful salesman you will doubtless be put to some inconvenience and will meet with some disappointments, but just as sure as day follows night just so sure will courteous treatment produce results. The results even in dollars and cents will be far in excess of the sacrifice necessary to be courteous at all times, to all persons, in all conditions.

If called upon to manage a retail hardware business, or any mercantile business for that matter, with limited capital, assisted by courteous

salesmen, or with unlimited capital and salesmen lacking this one quality or trait, you should unhesitatingly choose the former. Besides, unlimited capital for a retail business is not a necessity and not always desirable, as it takes away a strong incentive for pushing collections and also leads to careless buying. Whether your capital be large or small, you may rest assured that one buyer has but little advantage over another, or rather, we might say, a good buyer is not especially handicapped by a lack of capital, so the main thing is the selling end.

As a business asset, open to all and monopolized by none, easy to be cultivated and of unlimited possibilities, there is nothing comparable, nothing that can be substituted, nothing productive of such satisfactory and lasting results, as a square deal backed by kindly, courteous treatment.—T. W. Dixon in Hardware.

Theory of Colors in Plants.

The summer leaves and their brilliant color have new theories to explain them. One Stahl argues that the green hue is a complementary adaptation to the color of sunlight, in which, when filtered through the atmosphere, red and yellow rays preponderate. Similar complementary adaptation is exhibited, according to Schorler, by the flagellates and diatoms of the black ponds of the Erz Mountains, between Saxony and Bohemia. In clear water these plants are golden yellow and brown, but both assume a green hue in the coffee colored water of the ponds. This change of color in the same direction in two organisms so unlike can only be attributed to the action of external influences, of which the brown moor water is unquestionably the chief.

Gaidukov and Engelmann have found that certain blue and red plants have the faculty of changing their color with the light by which they are bathed. They produce pigment cells of a hue complementary to that of the illumination. Thus they become green in red light, blue-green in orange light, red in green light and yellow-brown in blue light. The moor water, which appears coffee colored in thick and yellow in thin layers, absorbs some of the rays and transmits the red and yellow rays which develop complementary shades of green in the organisms, thus increasing their power of absorption and assimilation and making life possible under adverse conditions.

Some people get so close to the facts that they can not see the truth.

The Sunshine Boy.

Sunshine in his whistle,
Sunshine in his eye,
Sunshine in his laughter,
Sunshine in his cry,
Sunshine in his forehead,
Sunshine in his voice,
Sunshine always with him,
Sunshine is his choice!
Sunshine where we find him,
Always such a joy;
If you aren't already,
Be a sunshine boy!

Love never has to advertise for a job.

Established in 1873

Best Equipped
Firm in the State

Steam and Water Heating
Iron Pipe

Fittings and Brass Goods
Electrical and Gas Fixtures
Galvanized Iron Work

The Weatherly Co.

18 Pearl St. Grand Rapids, Mich.



"Sun-Beam" Brand
When you buy
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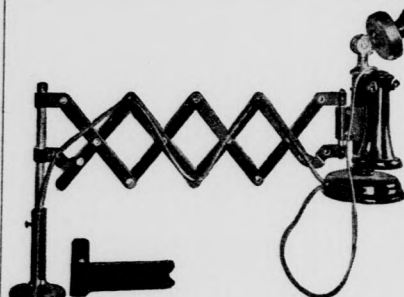
See that they
Have the "Sun-Beam" label
"They are made to wear"

M'F'D ONLY BY

Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY



No. 83 No. 85

Burns' Adjustable Desk Telephone Brackets

Have You One?
Over 30,000 In Use

"Fits any Telephone." Its intensely practical and time-saving features will instantly appeal to every busy 'phone user.

You can't afford to be without one, it brings the 'phone to you and takes it out of the way when you don't want it. Takes up very little space and holds your 'phone right. Can be mounted anywhere a screw will hold. Made also for holding two telephones.

Write for No. 31 Bracket Bulletin.
Price, \$3.00 for Standard Length.

AMERICAN ELECTRIC CO.
CHICAGO, ILL.

Baker's Ovens, Dough Mixers

and bake shop appliances of all kinds on easy terms.

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

A HOME INVESTMENT

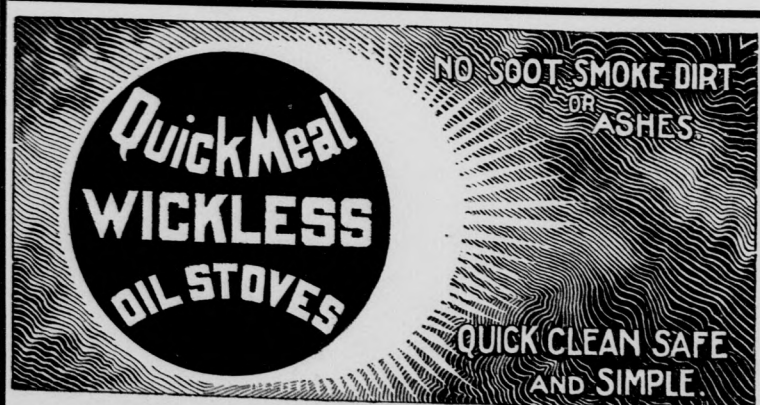
Where you know all about the business, the management, the officers

HAS REAL ADVANTAGES

For this reason, among others, the stock of

THE CITIZENS TELEPHONE CO.

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

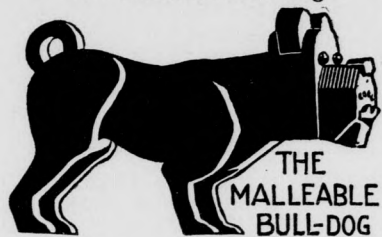


FOSTER, STEVENS & CO.

Grand Rapids, Mich.

Exclusive Agents for Michigan. Write for Catalog.

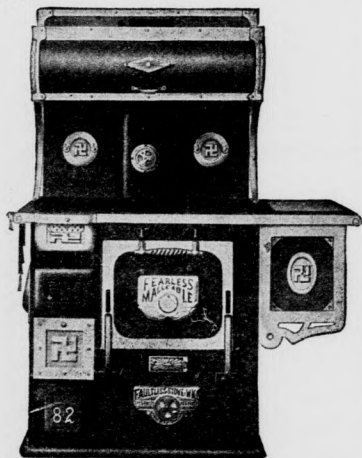
The Malleable Bull Dog



Recently employed by the Faultless Stove Works, St. Charles, Ill., to assist in gathering malleable range orders, certainly possesses a trade-compelling mug, and few merchants are inclined to say "no" to any serious request or suggestion regarding orders which this representative might present; his initial trip was recently made on a large number of envelopes covering the announcement of a recent addition to the Faultless malleable family in the shape of a semi-malleable range, the Fearless, a half-brother, so to speak, to the big Faultless (full malleable).

The new range is referred to by the makers as "the only range of its type" and its interesting features are described as follows:

"The construction of a malleable iron range which can be retailed for \$30 to \$40 (about \$15 below standard malleables) has been accomplished in the Fearless, a range which is guaranteed satisfactory as to quality and finish.



"The Fearless Malleable is claimed as absolutely the only range of its type thus far offered the trade. In its construction the highest grade refined malleable stove plate is used for those parts most frequently broken by shipment and usage, namely: Oven door and handle, two oven door stakes, two stake supports, hinges and latches (4), high front of range 9 inches wide by 20 inches high, left-end draft frame, clean-out frame, back flue boot, damper handle. Top of range, including covers, centers and key plates and all other parts not named above are of gray iron, made in 14, 16, 18 and 20 inch bodies.

"The key plate top, with the front plate is made with ratchet lift for top broiling. Hot duplex draft supplies the heated air to the rear end of the fire box. The body is standard gauge, rust-protected genuine Wellsville polished steel, with triple walls of steel and asbestos at all exposed points. The back flue is heavy sheet steel with malleable boot at the bottom.

"The fire box is extra heavy with du-

plex grate and wood extension at the end.

"The oven damper is full width of the back flue, the damper opening 10½ inches wide.

"The pull-out damper handle is on the right end and saves leaning over a heated range (or moving utensils) to operate the direct damper.

"The broad pin water front is tapped for 1 inch pipe for city connections or copper contact reservoir for regular trade. Reservoir hooks on. All square ranges are made with heavy stamped steel reservoir pocket. Any square range can be changed to reservoir style in one minute. No extra reservoir damper is required."

A special catalogue illustrating this new range has been issued by the manufacturers and may be had on application.

Employ None But Men of High Character.

Character is essential and is one of the most important factors in every successful business. The character of a business house is often judged by the character of its employees. It is, therefore, wise to secure the services of good, honest, straightforward help and not be partial to friends and relatives.

The man who has succeeded in building up a good, strong, sound mind in these days of temptation is entitled to some consideration. It should be the aim of every business house to secure the services of such men. Young men and boys who start in business at the very bottom—which is to my mind the only way to start—should remember that character will play a very important part in their life, and they should not be discouraged at the many apparent hardships which are bound to come. It is overcoming these difficulties that strengthens the mind and builds up will power.

Boys that are kept hustling, with their minds constantly occupied, are fortunate, inasmuch as they can not find time to think and do foolish things.

In starting out in the mercantile business it is well to remember that it takes lots of laborious work to accomplish things, and no real success can be achieved without useful effort. Hard work helps develop character as well as brains, both of which are absolutely necessary if one is to be successful in these days of progressiveness.

Clean Recreation Essential.

After a young man has done a hard day's work he should not look for degrading recreation. All of us require good, clean recreation to enable us to perform our daily duties without looking upon them with dislike. It is surprising how little one accomplishes along any line that does not appeal to him.

Young men should not make the mistake of thinking that they are making wonderful headway in life if after their day's work is finished they can hang over a bar in a cafe and drink intoxicating drinks. No man of character will allow his brain to be-

come dull by excessive use of alcohol.

Salesmen of Character.

Success in the mercantile business depends largely upon the selling end of the business. If a firm does not employ salesmen of character the reputation of the business is at stake, and if the firm continues to employ irresponsible salesmen it will soon discover that its business is falling off, and no matter if such a firm offers the highest quality goods it is very hard to dispose of them.

When a firm once loses its reputation it takes many years of toil and honest endeavor to regain the good will which was lost in an apparently short time. It is, therefore, of great importance in any line of business to conduct the same on such lines as to command the good will of the trade.

Proprietors and managers should not forget that it is very trying upon a salesman to sell goods for a concern that has a poor standing and a poor reputation in the trade, and often the proprietors and managers are responsible for the poor standing.

If the head of a concern is not liked by the trade it seems to cast a damper over the salesman's chances and handicaps him to a very large degree. If the salesman has good personal qualities he can secure and hold

considerable business through his own individuality, but there is always a large majority who will not deal with a concern that does not have a good reputation, which can only be obtained by having good character in all departments.

Character and Personal Force.

Whitman said: "Character and personal force are the only investments worth anything."

How very often that is demonstrated to be the truth! What is it but character that makes the largest hardware firms in this great country of ours?

The characters of men, who have passed away years ago make the reputation of many of the leading successful business houses of to-day.

One must work hard to build up character and one must also work hard to keep it, but is it not worth working for?—Lewis A. Abrams in Hardware.

Nothing costs less than encouragement and few things are worth more.

General Investment Co.
Stocks, Bonds, Real Estate and
Loans
Citz. 5275. 225-6 Houseman Bldg.
GRAND RAPIDS

F. Letellier & Co.

Grand Rapids, Michigan

Manufacture to Order

Hardwood Doors, Special Mantels

Stairs, Cabinets

Cases and Fine Interior Finish

For the Home, Store and Office

High grade work that will be a satisfaction in years to come

Estimates Furnished

Correspondence Solicited

No doubt when you installed that lighting system for your store or invested your money in gasoline lamps for lighting your home you were told to get "The Best Gasoline." We have it.

CHAMPION 70 TO 72 GRAVITY

Pure Pennsylvania Gasoline. Also best and cheapest for engines and automobiles. It will correct the old foggy idea that Gasoline is Gasoline. Ask us.

Grand Rapids Oil Company

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



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

POLITICS VS. BUSINESS.

Disastrous Result Politics Had on Swanson's Business.

Written for the Tradesman.

It was a Saturday night in early March. The usual quota of evening callers were gathered around the stove in Compton's corner grocery. The probabilities of a quick thaw and consequent high water had been exhaustively discussed by the worthies, when Mr. Compton, during a temporary lull in business, leaned far over the counter and, with a face beaming with smiles and an expression in his eyes which foretold important news, answered:

"They've been trying to get me to run for alderman of the sixth ward, what do you think of that?"

It took several seconds for this piece of intelligence to percolate itself into the minds of the audience. As a matter of fact all were extremely astonished at the announcement, but each felt that the proper behavior was to sit still and await further developments. Finally Mart Denby, who had in past years worked some around the polls at election time, spoke up:

"I tell you, Hi, you've got a clean sweep if you run. There's nothing to it if you run. We'll get behind you and push until you're the next alderman from the sixth. That Barker is a poor stick. He has no more chance of being elected again than I have of finding a barrel of gold dollars. You go after that, Hi, and count on us. Ain't that right, boys?"

This outburst was received with rather limited enthusiasm by the rest of the group, who one and all looked upon Mart as a sort of political grafter and one who would not be above influencing a man to enter a hopeless race for public office for his own individual gain.

While Compton disposed of the late Saturday night purchasers his candidacy was warmly debated. The result of the sagest deliberation seemed to be that it would "boom the neighborhood to have Hi run."

"Hi Compton, before you listen to what these fellows or any other fellows have got to say on this matter let me just tell you a little experience of a friend of mine in this alderman business."

The loungers as one man brought their eyes to beam on one of their number who had been sitting quietly all the evening on a coffee box, smoking his pipe and absorbing the conversation. He was one whose opinions were respected, so all remained quiet.

"George Swanson, up at Fenton fifteen years ago, ran just as nice a little store as you could wish to see; and now what he's running nobody can tell, and all on account of politics. I tell you, politics and business don't mix and I'll show you in a minute how well that worked out in Swanson's case. Here is the story:

"Come along about this time of the year several of the boys in the first ward made up their minds that Swanson ought to dig in for alderman. Swanson didn't know much

more about politics or city affairs than his delivery boy, but some of the wise ones got hold of him and first thing we knew Swanson's face came out on a large card along with an announcement that he was out for alderman. Some of us told him that he was foolish and that he didn't stand any show, but after that card began to be circulated you couldn't have stopped him with a log chain.

"Well, he hadn't been in the field more than three days when the greatest looking assortment of rascals used to come around that store that you ever saw. Why, every homeless loafer in the ward and a lot out of the ward bore down on poor Swanson like a cat on a mouse. They all had influence, they said, and they all wanted money. Swanson began by giving them each a few dollars and telling them to get out and work. About the only work that any one could ever find out that they did was to talk politics to some bums in a saloon for half the day and then come up to Swanson's for the rest of the day and eat his crackers and baked goods and chew his tobacco and spit on his floor.

"This lasted for about a week and Swanson was so excited that he did not seem to notice that his profits were being eaten up. Finally he decided that he'd better get out personally and meet the voters. That was where the real trouble began. He wasn't in his store two hours a day. His oldest son and clerk did the work. If tobacco and crackers had seemed to slip away mysteriously before, the whole stock was fading away now.

"One of the heelers would come tearing in about any time of the day and tell the boy that the old man wanted him to bring out a box of good cigars right away. All the meals that those fellows ate they had right in that store and two of them started sleeping in the storeroom. Canned goods were opened and consumed as freely as water and there never was a cooky or doughnut in the showcase. Some who had a family or said they had one began to carry home coffee and tea and sugar.

"The election was a close fight and the hotter the campaign got the more did our friend Swanson's stock suffer.

"But the politicians weren't the only detriment to business. Young Swanson didn't know much about the grocery business and was selling sugar for 3 cents a pound and salt for 5 cents. The clerk took advantage of the general chaos and entertained his young friends highly on candy and smoking tobacco. The store was always full of loafers, but when old Swanson happened to come in and see it he thought it was a sign of his popularity and he would make things worse by treating everyone in sight to cigars himself, setting a bad example to the two youngsters, so that they'd repeat the trick as soon as the old man went out.

"Well, things went from bad to worse and from worse to worst until finally it got so bad that the women and small children were afraid to come in the place. It was all an

able bodied man could do to dodge the showers of tobacco juice and find his way through the smoke, and the species of profanity that rolled out of that place was the loudest and most fantastic you ever heard.

"The other grocer on the next corner began to pick up more trade than he had any capacity to do and pretty soon the only business Swanson was doing was politics. He didn't sell a pound of lard a day. That's as true as I sit here—not a pound of lard a day.

"The final bust up came election night. All the ward heelers had persuaded Swanson that he was as good as elected and it made him so excited that he gave up to the persuasions of the crowd and opened a keg of beer in his cellar.

"I don't need to enlarge on the very great damage done with that keg of beer. About 10 o'clock the beer was half done and the news came that Swanson was defeated. As soon as this was announced old Swanson seemed to suddenly come to his senses and he ordered the drunken gang out of his place and started flaying one of them with a broom. Of course, this meant a fight, and when the last word was spoken and the last blow struck Swanson was suffering from several compound fractures and his name had been registered in the police records along with several others of doubtful character.

"His trade was gone, his good name was gone, so Swanson gathered his belongings together and went him-

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self. I think he's in New Mexico now."

The narrative seemed to have made a decided impression upon Mr. Compton, for he maintained exceptional interest all through, and when it was finished continued to stare at the narrator.

"So you see, Compton," continued the last named person, "when you go into politics you want to look twice and decide what you'd rather be—a grocer, an alderman or neither one."

Wm. A. Mulhern.

What One Railroad Corporation Is Doing.

The Pennsylvania Railroad is planning to set out this spring more than 1,000,000 trees. This will make a total of 3,430,000 trees which have been planted in the last three years to provide for some of the company's future requirements in timber and cross ties. This constitutes the largest forestry plan yet undertaken by any private corporation.

Heretofore the company's forestry operations have been confined to a limited area between Philadelphia and Altoona. This year, however, 65,000 trees are being set out on tracts of land near Metuchen and New Brunswick, N. J. In addition, there are to be planted within the next month 207,000 trees near Conewago, Pa., 186,000 in the vicinity of Van Dyke, 334,000 at Lewistown Junction, 7,000 at Pomeroy and 205,000 at Denholm.

The bare places in the locust tree plantations, which were started some years ago, are being filled in with new seedlings, in order that these may follow as a second growth after the older trees have been removed for fence posts and other purposes. Of the trees that are to be set out this spring 893,000 are red oak, 40,000 Scotch pine, 29,000 locust, 14,000 hardy catalpa, 14,000 pin oak, 5,000 European larch, 3,000 chestnut, 3,000 yellow poplar, 2,000 black walnut and 1,000 white pine.

The policy of encouraging reforestation on the part of the public has been actively pursued this spring. Some 151,000 trees have been furnished practically at cost to private corporations and individuals. In addition 8,000 privet hedge plants have been supplied to private individuals. Privet hedge plants to the number of 7,000 are to be set out to ornament boundary lines along the company's right of way.

A special effort has been directed this season in growing ornamental shrubbery for use in parking the lawns around stations and unoccupied spaces along the roadway. To save the time required to grow these from seed 6,000 plants have been imported from France. They will be placed in beds at the company's nursery at Morrisville, N. J. Part of them will be ready for transplanting next year and the remainder in 1911.

Indicative of the scope of the forestry plan of the company this year is the fact that at the Morrisville nursery alone approximately 1,250,000 trees have been dug, bundled and shipped to places along the railroad.

The area occupied by these trees has been plowed, fertilized and is to be replanted with about 200 bushels of acorns. Half a million coniferous seedlings, which were grown last year, are being set in transplant beds to remain for a year before being set out permanently. In addition to the above there will be planted this spring about 100 pounds of pine and spruce tree seed, which should produce about a million plants. These in time will be transplanted in permanent locations.

Doings in Other Cities.

Written for the Tradesman.

Pupils in the manual training department of the public schools of Cincinnati have just completed 1,200 bird houses, which will be delivered to the park department in a few days and will be distributed in all the parks. The average house is 9 inches long, 7 inches wide and 9 inches high, being intended to accommodate one pair of birds. Some of them are larger to shelter martins, who like to dwell in company.

A city market will be opened for the first time in Jackson this spring. The Chamber of Commerce and Business Men's Association have the matter in hand and a suitable site is being looked up.

The Commercial Club of Manistee has 125 members and is pushing for a membership of 500 before June 1.

The meat dealers of Kalamazoo favor a central slaughter house. They also want an ordinance requiring transient meat dealers and house-to-house peddlers to pay a license equal to that paid by the regular dealers.

The Board of Public Works, Hancock, is taking summary measures to bring delinquent water users to time. People who do not square up by the end of May are to have the pleasure of getting their names in the local newspapers in bold black type, under the head of "Dead Beats." The water service is to be cut off also.

"South Bend, World Famed," is the slogan adopted by this hustling city from more than 1,600 suggestions offered in a contest.

The Chicago Association of Commerce will abandon its publication of Chicago Commerce, a weekly paper, and Greater Chicago, a quarterly magazine, on the ground that the money expended for these publications is being taken from local publishers and that it is not right. Almond Griffen.

Doesn't Pay To Be Accommodating.

The man was sitting on his front steps smoking his pipe after his day's work, when a pedestrian came along and halted to ask:

"Does Mr. Regan live here?"

"No, sir," was the reply.

"Does Mr. Thomas live here?"

"No, sir."

"Does Mr. O'Kelly live here?"

"No, sir."

"Well, does Jim McGraw live here?" continued the stranger.

"He does not," was the answer.

"Nor Mr. White?"

"No, sir."

"I'm sorry."

"So am I, if it disappoints you. May

I ask what you wanted of the gentlemen you have named?"

"You may. I wanted to lick at least one of them out of his boots, but it's my hard luck to find I'm on the wrong street."

"As to that, sir, you needn't go away disappointed. I'll give you a twist myself."

"Will you? That's very kind. Come on."

After a conflict lasting ten minutes the stranger went his way and the other returned to the steps to be told by his wife:

"Tom, your nose is broken."

"Yes."

"And you have lost teeth."

"I have."

"And you'll be bunged up for days."

"I will. It never did and never will pay to accommodate every stranger that comes along, and I'm going to quit!"

A Steady Flow.

A truly eloquent parson had been preaching for an hour or so on the immortality of the soul.

"I looked at the mountains," he declared, "and could not help thinking, 'Beautiful as you are, you will be destroyed, while my soul will not.' I gazed upon the ocean and cried, 'Mighty as you are, you will eventually dry up, but not I!'"

Fall of the Mighty.

"Teddy bears at half price," is a shop-window sign that carries its own moral.

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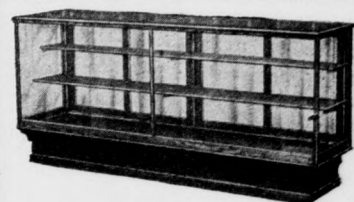
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Straw Hat Season Opens With Trade Spotted.

Business in straw hats last week was somewhat spotted. Those dealers and departments that were best patronized report the actual sales ahead of the corresponding week a year ago. All report, however, that the opening week of the season lacked the snap and life of a rush. A little of all styles in straws appears to be selling and with the fine trade the early buyers have bought expensive hats in Bankoks, Panamas and imported straws. One large department catering to the medium trade largely reported a very satisfactory sale of inexpensive Bankoks, \$5 being the popular price—this because special display of the stock, which this house has in goodly variety, was made. Another dealer reported inexpensive Panamas doing well. While all dealers apparently prepared in their early purchases for a rough straw season, the early buying seems to favor splits. And already the dealers are disposed to hold back on their splits and push their rough straws. While all declare it is yet too early to predict with any certainty what will lead, early demand favors wide-brim yachts.

Panamas.

Such Panamas as are being sold are for the most part staple shapes and what is known as the "Gentleman's Hat," that is to say, a flat hat. The demand for "telescopes" is less this year than formerly. One of the most up-to-date and best hat buyers in a large metropolitan city makes the following statement in regard to Panamas: "Somehow or other, the buyers in most of the big shops about town learned some time ago that I went in rather heavily for Panamas, and I have been receiving criticisms for my action in so doing from almost every source imaginable. My friends in the business were loud in their statements that Panamas were not going to sell this summer, and that I would find myself with almost any number on hand. I can honestly say to them that the last ten days has proven me right in my stand in regard to Panamas, and I would willingly wager that I have sold more Panama hats within the last ten days than any other three shops in town, and this because of the large assortment I have on hand. Panamas are good and are going to be worn."

This is one opinion out of many. There are a number of the large buyers who disagree with this point of view. "Everything depends upon the point of view."

Growing Vogue of Imported Straws.

It is very interesting to see how the demand for imported straw hats has grown. These foreign novelties, of course, have always been obtainable in the few exclusive and high-

priced specializing shops, but it was not until about seven years ago that they were introduced by one of the larger metropolitan men's furnishing shops catering to the better class of trade. They met with immediate favor at the hands of the general public and their vogue has been on the increase ever since that time. We are speaking, of course, of the more expensive hats, the prices of which range from \$5 to \$12, and, in spite of the fact that their intrinsic value is no greater than that of the same grade of domestics, yet their lightness, beauty of finish and their novelty make a particular appeal to such men as are able to afford these distinctive examples of headwear, and the particular shop in question has always done a big business in them. At the same time staples have moved well, and one of the other stores in the immediate neighborhood, a dry goods firm which makes a specialty of fine men's furnishings, looks to do an especially large amount of trade this season in staple hats.

It is pointed out, and justly, too, that the majority of men buy staple hats, domestics, usually, but, curiously enough, the novelties play a large part in helping along the business in staples. According to one buyer there are more people attracted by a window display of novelties than most people have any idea of, and the placing of one "queer" hat in a window will usually result in bringing a tremendous amount of trade into the shop. The same authority says that he buys quantities of unusual hats which he has no idea of selling and which he generally burns up at the end of the season, but that they are the best cards with which to attract purchasers that he knows of. The fact that when the purchasers come into the shop they usually buy staples is quite beside the question.

Milan and Bankok Straws.

One of the leading retail shops is very well pleased with Milan straws that have been put in, stating that the Alpines in this straw with the bow in the back, and rather a high crown, are selling well. This same concern has put in a line of split straws with the sweat band of silk in three different colors, green, blue and brown, and with a leather front to the band. This house has made rather a specialty of fancy linings and bands, stating that as the public grows more and more fond of novelties, and as the scope of novelties in straw hats is limited, the only novel feature the consumer can obtain is in attractive and new linings and bands.

Some of the leading hat shops are making rather strong displays of Bankoks, and buyers who have bought comparatively heavily on them state that from early indications they have no fear of being "stuck." These Bankoks are to be seen in almost every variety of shape, with the Alpine selling best.

Colored Straws.

From all early indications colored straw hats in the large metropolitan cities are a failure, and, although in nearly all hat shops one can obtain a

green straw hat on demand, very few are being displayed, and very few are being worn. Green bands for straw hats, especially in the softer tones of green, are proving attractions, as are all fancy hat bands. The wearing of these hat bands is not so general in the early part of the summer season, but as we run into July and August the sale of these bands increases. Nothing tends to freshen up a somewhat worn-looking stiff straw hat as an attractive multi-colored hat band.

As To Felt Hats.

Soft hats of late have been only fair sellers, with the whole spring hat season not being quite up to the high-water mark of last year, but, in spite of the sudden demand for straws, it is thought that there will still be a steady business done in soft felts, as they are a necessary part of every man's wardrobe for stormy days. Imported felts are meeting with particular favor at the present time because of their individuality. In this country all the energies of the manufacturers are devoted to turning out staple goods which are better than any importations that can be brought into the United States, but the majority of our men seem to like the style and individuality, the little almost indescribable touch that characterizes the foreign hats. It may be a special band, some little kink in the bow, or some odd effect of stitching which makes just that difference which the very smart dresser likes so well, but which he is unable to

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obtain in the output of local manufacturers. It has been said that if our manufacturers would let their imaginations guide them a little and get up something really smart, but not freakish, they could hold their own against all European arrivals. The Italians, for instance, are particularly happy in their ideas and for this season Italian hats seem to be in very good demand. Stiff hats have been acknowledged by manufacturers and dealers alike throughout the country to have been very poor drawing cards for any substantial amount of business, and, despite early predictions that a keen scarcity would be felt in stiff hats, owing to the manufacturing situation, this has not been the case, except in isolated instances. All concerned agree that if a strike had to take place no better time could have been appointed than during the past four or five months.

The Strike Situation.

It is stated on good authority that the Danbury strikers are weary of the strike and will return to work without much hesitation, and would have done so six weeks ago had the manufacturers of that district only been able to resolve on a joint agreement under which their shops could be opened. It has been a case of stick together with the Danbury people for over twenty years, it is said. They have acted in a body and it has been this wish to continue to act as a unit that has thus far prevented those who wanted to begin work without the union label from doing so. For it has been pointed out there are

certain of the manufacturers who feel that the label in the past has been their stock in trade, and that from a dollars and cents point of view a hat offered for sale by them without the label could not find the market it previously did. The attitude of these few men, it is hinted, has been the cause of all the recent disturbance in Danbury and the continued source of the rumors that the Danbury men were contemplating a break from the National Association. It is thought, now, however, when the local manufacturers have seen the firm policy of the National Association with regard to the use of the label, also the indications that their former employees will be glad to return to work, they will doubtless interpose no further objections to the opening of the Danbury factories on the basis of open and non-label shops. Another point has been made that the demand for the union label in hats is constantly growing less, as the United Hatters have not the sympathy of the public in their strike.

It was said by several on Saturday that the National Association had been very liberal with the Danbury men, even offering to let them run closed shops provided there was no use of the union label, but it is understood the local Association did not feel this would be of any material help. Every inducement has been offered to the Danbury men by the United Hatters, it is said, to break with the National Association, the union promising, it is reported, to grant the local Association such small

bills of prices that competition with them would be cut to a minimum figure, to say the least. But it was pointed out that this was only one of the many steps taken by the United Hatters to disintegrate the Manufacturers' Association, and the offer was turned down. Conditions with the strikers are said to have reached such a crisis in Danbury that the manufacturers have gone to the extent of feeding a number of their older hands every evening, the only meal the unfortunates get from day to day, the strike benefits having been reduced to \$1 per week for each man.—Apparel Gazette.

He Went To Sleep, But—

Recently a friend who had heard that I sometimes suffer from insomnia told me of a sure cure: "Eat a pint of peanuts and drink two or three glasses of milk before going to bed," said he, "and I'll warrant you'll be asleep within half an hour." I did as he suggested, and now for the benefit of others who may be afflicted with insomnia, I feel it to be my duty to report what happened, so far as I am able to recall the details:

First, let me say my friend was right. I did go to sleep very soon after my retirement. Then a friend with his head under his arm came along and asked me if I wanted to buy his feet. I was negotiating with him, when the dragon on which I was riding slipped out of his skin and left me floating in midair. While I was considering how I should get down, a bull with two heads peered

over the edge of the wall and said he would haul me up if I would first climb up and rig a windlass for him. So as I was sliding down the mountainside the brakeman came in and I asked him when the train would reach my station.

"We passed your station 400 years ago," he said, calmly folding the train up and slipping it into his vest pocket.

At this juncture the clown bounded into the ring and pulled the center-pole out of the ground, lifting the tent and all the people in it up, up, while I stood on the earth below watching myself go out of sight among the clouds above. Then I awoke and found I had been asleep almost ten minutes. Frank Stowell.

Pat Broke the News.

Pat had been delegated by his fellow employees to tell Mrs. Casey the news of her husband's accidental death. On the way to the Casey home, Pat pondered on how to break the news to the widow. Finally he hit on what to him seemed a most humane way of preparing Mrs. Casey for the sad news.

Knowing the violent hatred which Mrs. Casey as well as all loyal Irishmen have for the A. P. A., he said on greeting the woman:

"Ah, Mrs. Casey, it is bad news I have to bring you. Your husband, Mike, has turned an A. P. A."

"Mike turned A. P. A.! The scoundrel, I hope he is dead."

"He is," answered Pat.

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KEEP IN TUNE.

Remain in Harmony With Nature's Laws.

Evansville, Ind., May 25—To keep step with the music of the spheres one must be in tune with the universe. "In my Father's house are many mansions." The real, vital force at work in our own lives and in the world about us are not seen by the ordinary physical eye, and the beautiful mansions Nature has in store for us are on this universe, but the hopeful, confident and cheerful ones are the only persons who can attract the elements of success.

People ruled by the mood of gloom attract to them gloomy things. People always discouraged and despondent do not succeed in anything and their lives and their business are a burden to them and almost everybody else around them.

To the young men who are thinking about starting out in life for themselves I would advise to determine resolutely to expect only what you most desire; then you will attract only what you wish for.

Nature has many mansions for the men who are determined to have what they want. To have everlasting faith in yourself is nothing more nor less than the operation of the thought force back of your earnest desire.

"The Lord thy God in the midst of thee is mighty." There are no limitations to the mind that is open and subject to the universal power of the universe. We get our power out of the universe just the same as the

wheat and corn. If we divide ourselves from this force we can not hope to enter into the beautiful mansions.

We will never get into the place where we will be independent of Nature. To be absolutely independent in anything is a matter of impossibility. Lying thoughts will make us believe that if we reach this or that point in life we can become independent. Young man, don't you let any thought lead you that will preach this idea in your ear. We build great institutions and associations for self protection, but none of these things do us any good. We must always come back to our own little world and fix things up there.

The only institution or association which can do us any good is the intuition of our own minds. Intuition is the most wonderful power anyone can develop, and no one can cultivate it when he depends on institutions or associations for protection, or thinks that he is independent.

Thousands of people have gone to church thinking that the institution within itself has comfort there for them, but they all find when they get home and think the matter over that it is themselves that needs more attention. It is a good thing to go to church if you have not built up a good strong organization within your own temple, for you may happen to find the way that leads people right.

We have built many great churches and many different kinds of creeds and still there seems to be something lacking. What is it? It is the

failure of the individual organizing himself. He has failed to get in tune with the universe. We are running away from God every day and He lets us go. We are free to do as we feel, but we must not complain of the results. I love to think and write about building up great enterprises, great institutions and associations, but we must not forget what it requires to make a great foundation.

In my opinion we have too many people telling us what to do and not enough to show us how to do it. It is an easy matter for me to sit here and write these things, but doing them is another question. When we pay out our hard earned money for advice we ought to get some real benefit. The teacher, yes, and the preacher ought to show us by their works. "By their works ye shall know them."

The institutions which teach people to have faith are generally asking them to have faith in the association and not in the individual himself. It takes individuals to make institutions and associations. You never in your life heard of an institution which made a man. It takes men to make men and good men make good institutions.

What we need most in this world is a reunion of the different families of thought. In the beginning there was only one great thought, and from time to time this thought has been dividing itself into many different families. The children have married and their sons run off with other men's daughters and built up great

institutions and have from year to year been asking their fathers to come and help them out of their troubles.

Our fathers will not go to the institutions. We must go to our fathers just as Jesus told us. "Your Father is within you." If my Father (my God) is within me why go to an institution of any kind to find him? "Seek ye first the Kingdom of God and His righteousness and all these things shall be added unto you." What does this mean? It means: Get in tune with the laws of Nature before you start to build anything else.

Some of the readers of this journal may think that this does not apply to building up a great business, that it means getting ready for the "sweet bye and bye," but if you do you are mistaken. If you want to do anything right get right yourself. Find the law that governs your mind and you will never make any mistakes.

There is no man on earth but what makes some mistakes in life, but he can attract thoughts to him that will surprise him and the whole world. We must learn to have faith. Without faith we can do nothing. Don't try to have faith in any other person or thing until you have built up that faith in yourself first, for this is just what Jesus taught: "Why callest thou me Master?" "There is but one Master and that is your Father within." Your Father within is nothing else but the higher intelligence of your mind. Have faith in it. After you have found this influence and you are sure you are



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 marketed 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 fellows—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.

right I think you can begin to build up an institution, but if you do what is the use? It can do no one any good, for every man must go and do as you have done, and if he finds his God he will not need an institution any more than you do.

To the business man I would advise, Make your business the only institution in the world; look at it as the masterpiece of your mind and continue to have faith in the thought that put it where it is; don't forget the power back of you; don't run off somewhere to thank this power that gave you what you have; look your God in the face and shake hands with Him; tell Him that you know He is within you and that you feel His guiding hand each and every second of the day and He will pat you on the head and say, "This is my son in whom I am well pleased."

Edward Miller, Jr.

Advertising in the Smaller Towns.

The merchant in the small town should give consideration to the methods of successful merchants in the larger cities. It will not do to say that it is impossible for the smaller dealer to follow in the footsteps of the merchant prince. The proprietors of the great department stores were all small merchants once upon a time. The reason they grew to their present position in the commercial life of the country is because of their advertising and merchandising methods. It is not just the viewpoint to say they can afford to advertise; they can not afford not to do so. They would not have their present immense establishments if they had not begun to advertise in the days when a hundred dollar advertising bill looked as large to them as it does to you and me to-day.

One thing that the average country advertiser has to learn is that to attract attention and to bring purchasers to the store he must offer some inducement. It is well enough to tell about the merits and attractiveness of the goods when advertising an "opening" display of new goods; but as a general thing the advertiser should insist upon the attractive prices he is able to quote. To advertise a line of 25 cent dress goods at 25 cents will not bring a crowd of bargain seekers—why should it? People can buy 25 cent goods for 25 cents at any time, anywhere. Advertise 25 cent fabrics at 18 cents and it should fill the store.

The merchant may say that he can not afford to sell 25 cent goods at 18 cents. I would reply that the merchant princes to whom we have been giving consideration found a way to do so. Of course they are not selling all their 25 cent goods at 18 cents.

The bargain offer brings people to the store, and they buy other articles that pay a profit. When making an especially low price on a line of goods the merchant need not necessarily take a loss, although it may be found profitable to do so at times. If he keeps his eyes open he will be able to pick up an occasional line of goods that is selling considerably below its regular value. He should not only give his customers the benefit of

his close buying, but should knock off most of his usual profit. This will enable him to write up an advertising story that will cause a flurry in his town, and what is better he will be able to make good—he will be able to give the values advertised. Other goods will be purchased as well as the line on which he is making his special drive; he will be able to make a profit on these other goods large enough to more than recoup him, even although he loses on the "leader." He will bring many new customers to his store, and these customers will come again if his values and store service are such as to deserve patronage. Clearing sales offer another chance to quote attractive prices. It is not only good advertising to do this but good merchandising as well. The clearing sale enables him to rid his shelves of left-overs and slow-sellers and replace them with new and up-to-date stock. The merchant in a small town who adopts these modern methods will soon acquire the name and prestige of being enterprising and of giving good values. People who want the latest and newest goods will come to his place in expectation of finding them.

He will soon be able to hold the trade of many who were formerly in the habit of attending bargain sales in the nearby cities. He will draw trade for miles around to his store. This has been proven in dozens of cases.

The country dealer should adopt other methods which obtain in the city stores. He should first of all have a bright, attractive store; his goods should be well displayed and they should be plainly marked with price tickets. His window displays should be attractive and changed often. This costs a little beside the time and attention given it and is the means of getting many a customer to come inside the store.

Tack About.

The late Bishop Potter once in his early days had occasion to officiate at a christening in a small fishing village on the Massachusetts coast. The proud father, a young fisherman, awkwardly holding his first-born daughter, was visibly embarrassed under the scrutiny of the many eyes in the congregation, and his nervousness was not decreased by the sudden wailing of the infant as they stood at the font.

When the time for baptism of the babe arrived the Bishop noticed that the father was holding the child so that its fat little legs pointed toward the font.

"Turn her this way," he whispered, but the father was too disconcerted to hear or understand.

"Turn her feet around," the Bishop whispered again; and still there was no response. The situation was fast becoming critical, when an ancient mariner in the back of the church came to the rescue. Putting his weather-beaten hand to his mouth he roared across the room, "Head her to the wind, Jack."



There's a good profit for you in Karo—

There's satisfaction for every customer in Karo.

It is good down to the final drop. Unequalled for table use and cooking—fine for griddle cakes—dandy for candy.

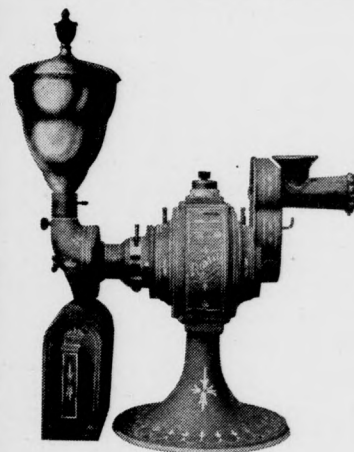
Karo

on your shelves is as good as gold itself—doesn't tie up your money any length of time, for the steady demand, induced by its quality and by our persistent, widespread advertising keeps it moving.

Develop the Karo end of your business—it will pay you handsomely.

Your jobber will tell you all about it.

**CORN
PRODUCTS
REFINING CO.
NEW YORK.**



The "Royal" Combination Coffee Mill and Meat Chopper

A "ROYAL" electric coffee mill and a "ROYAL" electric meat chopper all in one handy, compact machine is a combination hard to beat.

The coffee mill side is equipped with our famous steel knives that cut 50 pounds of coffee at a cost for electric power of only one cent!

The meat chopper side will chop 35 pounds of meat at a cost for electric power of only one cent! And our famous double cutter, green bone cutter, tool grinder and pulley attachments may be attached to our meat chopper in a jiffy.

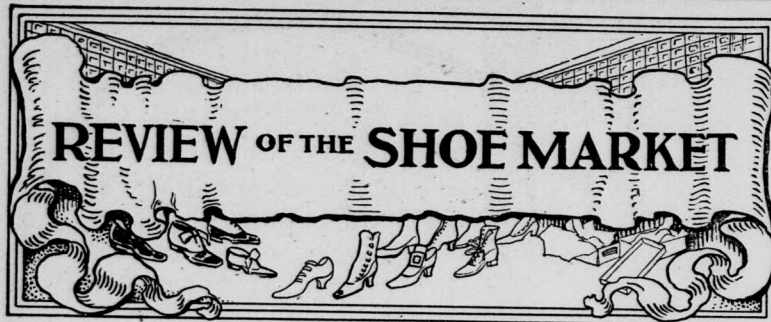
"ROYAL" machines are sold on easy payments, and our motto is: THE BEST MILL IN THE WORLD AT THE LEAST COST TO YOU.

Write today for a copy of our latest catalog that tells all about the "ROYAL" line. It's free.

The A. J. Deer Company

446 West St.

Hornell, N. Y., U. S. A.



Some Conspicuous and Wide-Spread Errors.

Written for the Tradesman.

That the business of shoe retailing is not one roseate dream of delight is not particularly startling; but that there should be so many discouraging, profit-consuming features by way of complaints and periodic sacrifices to that insatiable Moloch of present-day merchandising, namely, the bargain-hunting spirit of the times, is a subject that calls for serious consideration.

Many alert, resourceful and really capable shoe merchants are living on the ragged edge of failure, oscillating between a bare living and a very limited prosperity, because of conspicuous and fruitful errors which they themselves have helped to create and perpetuate. They lend themselves to methods of merchandising that can mean nothing but demoralization. They are given to a short-sighted policy. Grasping for the dollar of today, they frustrate the prospect of two dollars to-morrow. Thus they queer their own game.

Trade evils in the realm of shoe retailing (leaving the shoe manufacturer's side of the question out of this discussion) are of the retail shoe merchant's creating. If they are ever corrected (and I think they can be and ultimately will be corrected) it will be done only by concerted activity and intelligent co-operation on the part of shoe retailers. They "done it;" and when it's undone they've got to undo it.

Skinning the Profits.

Close selling is a precarious business policy to which many struggling shoe dealers are hopelessly committed. Somebody in the community started the profit-skinning game by marking down his shoes under the impression that he was handing out a coup de main to the everlasting undoing of his competitors. Thereupon the shoe merchants of that locality made a run on the stationer for blue pencils, and the mark-'em down epidemic waxed feverish and furious.

A query for the thoughtful at this point: Does any one, with even a modest endowment of gumption, really think that the shoe merchants of any community under the sun are going to sit down and placidly chew pine slivers from packing cases while one erring brother is toling off the trade to the tune of "Come to me and I'll Save You Dollars?" It overtaxes the imagination trying to fancy their sitting around doing nothing. Unless they are a set of numskulls they'll rise up on their hind

legs and do something desperate before the sun goes down. And it's dollars to doughnuts they'll do, in their haste, what the other fellow did—only they'll do it harder.

This penchant for cutting the profit-margin is a bad business policy. You have to have a reasonable profit to pay operating expenses, keep the stock up and have something left over to reimburse yourself for your time and talent; for the chances you take and the money you have invested in the goods. The hew-close-to-the-line policy may sound feasible to some folks, but it doesn't look good to me.

Now it is the easiest thing in the world to get a good profit on the sale of a pair of shoes. All you have to do is to ask it. Have a fixed price on every pair; and fix the price right to start with.

On a pair of men's shoes retailing at \$2 you ought to make from 40 to 50 cents profit; shoes retailing at \$2.50 ought to yield you a profit of from 60 to 75 cents; shoes priced at \$3 should give you a profit of from 75 cents to \$1; \$3.50 shoes, from 90 cents to \$1; \$4 shoes should be bought for \$3; while you ought to make \$1.25 profit on a \$5 pair of shoes. On a pair of high grade shoes retailing for \$6 the profit should not be less than \$2 or \$2.50; on a \$7 pair of shoes you should make a profit of \$2.50 or \$3. In women's shoes the selling price should be fixed so as to show a still larger profit. You ought to make at least \$1 on every \$3 pair of shoes; \$1.50 on a \$4 pair and \$2 on a \$5 pair.

Unhealthy Competition.

The all too prevalent price-cutting evil among shoe merchants has an expression which has been called "unhealthy competition." Competition, of course, is inevitable; and, while it isn't precisely "the life of trade," it has a whole lot of good qualities, socialism to the contrary notwithstanding. But sometimes competition goes wrong and becomes extremely unhealthy.

It is all right to be eager for the business, but it is well enough to remember that the alertful effort must be directed and curbed by the spirit of sanity.

Unhealthy competition among shoe merchants often expresses itself in little under-handed schemes that reveal a lack of confidence in the other fellows. Sometimes tricks are resorted to that would be hard to vindicate on ethical grounds; as, for instance, the stock trick of buying a few seconds of an advertised line carried by a competitor and marking

Notice This Trade Mark



On a shoe it wakes up the most indifferent customer to the fact that he is getting extra value for his money.

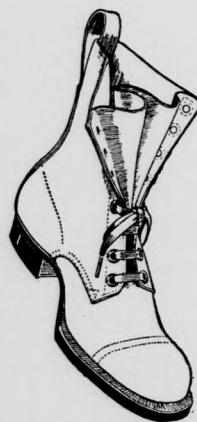
Among the quick sellers we make are:

GENUINE HARD PANS
BOYS' STARS
PENTAGON WELTS and
RIKALOG HIGH CUTS.

Write for our salesman to call and show you how good they are.

We extend a cordial invitation to you to visit us during Merchants' Week

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



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 into which he 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.



them way below the regular price. Sometimes these goods can be imported from another city or gotten through a jobbing house or from a store that has gone broke. The implication is that this little stunt will make the people think that because Bill Smith sells Bodkin's \$3 shoes for \$2.15 therefore Bill Smith sells all sorts of shoes about 33 1/3 per cent. cheaper than anybody else can sell them. Now Bill Smith hasn't the nerve to round this argument out and set it forth in cold type, but he covertly tries to create that sort of an impression, and he tacitly assents if anybody arrives at that conclusion. Now Bill isn't fighting fair. Not to mince matters Bill is staging a lie in his windows.

The appeal to cupidity in modern advertising is worked to a frazzle. Shoe dealers are not the only ones who are guilty; but shoe dealers are the fellows I am concerned with just now. And I submit it as a sober fact that shoe retailers, by their unhealthy methods of competition, are themselves fostering the bargain-hunting spirit. People are acquiring the habit of holding off their footwear purchases for several weeks after they begin to really need new shoes, waiting for the price-cutting contagion to set in. They can postpone their investment in new shoes by having their old ones repaired, or by enduring the discomforts of walking for a time on their uppers that they may enjoy a little later on the luxury of saving a dollar on a pair of shoes. The public is getting wise to the frailties of retail shoe merchants.

Exaggerative Advertising.

Some one has very pertinently suggested that as we are getting our pure food laws, our pure shoe laws, and the like, we might just as well make a clean swath of it and have some pure advertising laws.

Advertising men themselves have come to see the extremes to which they have gone in their hunger and thirst after publicity. While the advertising experts are beginning to ease up a bit and turn out their copy with more deference to the canon of veracity, a good many of our retail shoe merchants are still spreading themselves out on extravagant lines. All manner of changes are wrung on the time-honored (or rather time-discredited) note—"Come to me and I'll save you money on every pair." Now the cheapness-motive is not the only motive to which the advertiser may appeal. Some of the very best shoe advertisements ignore it entirely.

Another very common mistake is the unwise advertising talk about the fitting qualities of shoes. The merchant may mean well, but often he is unfortunate in his statements and unwise in the impressions he creates by his statements.

It is the exception foot that feels perfectly at home in a new shoe. The shoe may be exactly your size and your width, and in a last well adapted to your foot requirements. At the same time there may be several irregularities in your feet which must require time to adjust themselves har-

moniously to the new shoe. Modern leathers are vastly more pliant and comfortable than the heavy cow-hide stock of our grandparents, and the lastmaker has improved marvelously upon the past; but the fact remains that factory made shoes are made on lasts which are ideal rather than individual and particular. Troubles between the shoe and the foot grow out of more or less apparent discrepancies between your foot and the normal or ideal foot, of which the last is a material expression. Don't create false hopes by over-doing the alleged comfort-feature of your shoes.

And then don't create the impression that your shoes are going to wear always. The wear-quality is a good thing to feature in your advertisement—provided you have shoes that justify its use—but don't over-do it.

Excessiveness, exaggeration—in other words, misrepresentation—should be eliminated. They get you in bad. They build up hopes that you can not fulfill. They pave the way for complaints that you can not answer. They foster a fungus growth of trade evils. Cid McKay.

Simeon Simpson's Broadened Scope.

When Simeon Simpson bought his suit Of evening clothes, three years ago, He showed no unusual bulging out, He hadn't as yet begun to be stout— It isn't polite to say "fat," you know.

When
the
tailor
fashioned
those
clothes
for
him
he
was
straight
in
front
like
this
and
slim.

Like many another honest man,
Simeon Simpson broadened some;
The hair on his temples is getting gray,
He has put the hopes of his youth away
And sober ones in their stead have
come,

And
when
he
chances
to
loom
in
view
his
front
looks
something
like
this
to
you.

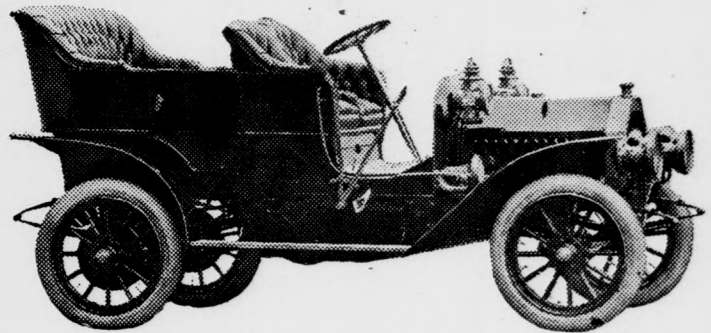
Simeon Simpson and his wife
Were invited out, a few nights ago;
It was an occasion for evening dress;
In tones that were laden with bitterness
He gave up after an hour or so.

When it
he was
hung open
his like
suit this
on is
the down
hook the
a- back.
l a c k!

THE BUICK RECORD

We have made many strong claims for the Buick cars, but none that we have not made good. We have said that Buicks are dependable—we have proved it through five years of satisfactory service.

We have said that they would stand all kinds of road conditions—we have not only proved it by winning endurance contests and hill climbs, times without number, but any Buick owner will tell you that he proves it every day that he drives his car.



Buick Model F, \$1,000, 22-Horsepower, 5-Passenger Touring Car

is the car on which the Buick reputation has been made and the fact that its sale shows a big increase each year is ample proof that it is what the public wants. Profit by the experience of others—buy a car that has earned a high reputation for reliability and all around merit. Ask for particulars.

BUICK MOTOR COMPANY

G. P. DOWLING, Branch Manager

Louis and Ottawa Sts.

GRAND RAPIDS

What Is the Good

Of good printing? You can probably answer that in a minute when you compare good printing with poor. You know the satisfaction of sending out printed matter that is neat, ship-shape and up-to-date in appearance. You know how it impresses you when you receive it from some one else. It has the same effect on your customers. Let us show you what we can do by a judicious admixture of brains and type. Let us help you with your printing.

Tradesman Company
Grand Rapids

THE TELLTALE SIGN.

Why Gray Hair Is a Terror To the Worker.

"Dye your hair and keep your job." No such sign has yet appeared in any office or factory. Nevertheless this is the motto of hundreds of middle-aged men who hold more or less responsible and desirable positions in offices and factories. They say that it is necessary to dye their hair to keep their jobs.

The dyeing of hair on the part of these men is only one of the many ways they resort to in order to conceal their real age and to postpone the day when they will be put on the retired list as having reached the age limit. In spite of the rapidly encroaching infirmities they seek to keep up their buoyancy. Although stern fathers of children who are of age, these same men are more than pleased when their younger and almost boyish colleagues call them by their first name—refer to them as "Bill" instead of "Mr. Brown."

In their eagerness not to lag behind in the strenuous business game they will take almost too long leaps forward. A younger employe will frequently complain that he is tired or fatigued, but these middle-aged men will work all the harder because they might give away their real age and those rapidly encroaching infirmities if they complained.

A man dyeing his hair from motives of foppishness or dandyism is usually as comical a sight as he is revolting. A wage earner who seeks to restore his gray hair to its former color of black or brown with the aid of a dye, who is "making up" or rather making efforts to appear still young and vigorous, is neither comical nor revolting—he is a tragedy. A gray hair to many such a worker brings no vision of a happy old age with all the honor and respect which were accorded gray haired patriarchs in the past. Rather it brings to him visions of "out of work," of inability to find steady employment for any length of time, of having to shift as an odd job man, depend upon children who may be as poor as himself, or apply for charity.

The extent to which hair dyeing among working men—men who earn from \$70 to \$100 a month—is prevalent can best be seen by watching the advertisements of hair dyes displayed in drug stores in industrial neighborhoods, where the mothers are good housewives and their daughters rely not upon hair dyes, paint and powders, but upon their innate beauty and charm to win for them love and admiration.

"I sell from seventy-five to one hundred bottles of hair dye a month," said a druggist in one such neighborhood on the West Side. "Only about one-fourth of this is sold to women who wish to give their hair a bright gold or a bright red color. The other three-fourths are sold to men. I do not ask the men what their object in dyeing their hair is. It is not policy, business or otherwise, to ask such questions. I know without asking them what causes them to resort to hair dye.

"I know it because the men who come here are not the sort who resort to hair dyes to make an impression upon a girl. They are not the men who earn their bread with pick and shovel and will be given a job whether they have gray hair or not. They are married men, model husbands, fathers, with clerical or other salaried positions in offices or factories. With them appearances count for a great deal. And the worst foe to a youthful appearance is gray hairs.

Many of them are men still in the prime of life. Naturally they should not have had a gray hair for ten or even fifteen years to come. But they do get gray. And about the only means they have of warring against this approaching sign of old age, when they are in reality in the best of health and energy, is the bottle of hair dye."

A druggist in another part of the city, who once worked in the loop district, said that the use of dyes among men from purely business motives is becoming more and more prevalent.

"It may sound sensational," he said, "but it is a fact that men are beginning to dread gray hair even more than women. No matter how capable a worker a man may be, as soon as his hair begins to turn gray all the other workers, as well as the foreman or manager, begin to look upon him as one who is falling in the rear of the procession. Involuntarily the other workers in the office gain a sort of respect for him. They begin to 'Mister' him. The foreman or manager can not be so sharp with him in faultfinding. He becomes a sort of a check or restraint upon every one, without meaning to do it.

"It may be the respect for old age, for gray hair, which has been inculcated in mankind from the dawn of

civilization that is unconsciously asserting itself. But it is there. He is treated with more deference than the other employes. This, however, is in direct contradiction with the iron rules of twentieth century industry. Hence it is, before many years, that the man is laid off, and all feel as if a burden had rolled off their shoulders."

But if a burden rolled off the shoulders of this man's fellow workers and foremen by his being discharged, numerous burdens descend upon his own head, especially if he have little money laid by for his old age. It is to prevent these strained relations between a man and his fellow workers and foreman or manager which gray hair causes that hair dye is resorted to. It can not restore to him his youth and vigor, but it can lighten the relations between him and his fellow workers. It serves to make him less conspicuous, less likely to attract the attention of manager or foreman to the fact that he is old and is a candidate for honorable but pensionless retirement.

But gray hair is not the only signal of approaching old age. There is the mustache turning gray and, informing the manager or foreman that his employe is getting old and, consequently, on the outs with modern industry, which is getting to be less and less tolerant of the man with gray hair. This signal, however, is easily removed by the barber.

Thus Mr. Smith, who wore a mustache for twenty-five years, makes his appearance in the office, shop or church without this adornment some morning. Some of his most intimate friends fail to recognize him for a moment. Then they all have a hearty laugh. Mr. Smith assures them that it was just a whim, a streak of fancy, that made him shave off his mustache.

Well, that may be all right for an explanation for the curious, but it is not the real reason. The real cause is in the fact that the mustache was turning state's evidence against him and testifying that Mr. Smith is getting old and, consequently, approaching industry's dead line. As Mr. Smith needed his job to support a couple of children who are still going to school, the mustache, with its treacherous evidence of age, had to come off.

Elias Tobenkin.

H. LEONARD & SONS

Wholesalers and Manufacturers' Agents

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

GRAND RAPIDS, MICHIGAN

HIGHEST IN HONORS

Baker's Cocoa
& CHOCOLATE

Registered,
U. S. Pat. Off.

50
HIGHEST
AWARDS
IN
EUROPE
AND
AMERICA

A perfect food, preserves
health, prolongs life

Walter Baker & Co., Ltd.
Established 1780 DORCHESTER, MASS.

You have had calls for

HAND SAPOLIO

If you filled them, all's well; if you didn't, your rival got the order, and may get the customer's entire trade.

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

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

THE NEW LAW

Governing Liquor Sales in Local Option Counties.

Section 1. Sections one, sixteen and twenty-five of act number two hundred seven of the Public Acts of eighteen hundred eighty-nine, approved June twenty-nine, eighteen hundred eighty-nine, entitled "An act to prohibit the manufacture, sale, keeping for sale, giving away or furnishing, any vinous, malt, brewed, fermented, spirituous or intoxicating liquors, or any mixed liquor or beverage any part of which is intoxicating, and to prohibit the keeping of any saloon or any other place for the manufacture, sale, storing for sale, giving away or furnishing of any such liquors or beverages and to suspend the general laws of the State relative to the taxation and regulation of the manufacture and sale of such liquors in the several counties of this State under certain circumstances; to authorize the qualified electors of the several counties of this State to express their will in regard to such prohibition by an election, and to authorize and empower the Board of Supervisors of the several counties, after such election, if they shall determine the result to be in favor of such prohibition, to prohibit the manufacture, sale, storing for sale, giving away or furnishing of any such liquors, or the keeping of a saloon or any other place for the manufacture, sale, storing for sale, giving away or furnishing of the same in their respective counties, and to provide for penalties and rights of action in case of its violation," as amended and added to by act number one hundred eighty-three of the Public Acts of eighteen hundred ninety-nine, approved April eighteen, eighteen hundred ninety-nine, and by act number one hundred seventy of the Public Acts of nineteen hundred three, approved June three, nineteen hundred three, are hereby amended, and fourteen new sections are added thereto to be known as sections twenty-six, twenty-seven, twenty-eight, twenty-nine, thirty, thirty-one, thirty-two, thirty-three, thirty-four, thirty-five, thirty-six, thirty-seven, thirty-eight and thirty-nine, said amended and added sections to read as follows:

Section 1. It shall be unlawful for any person directly or indirectly, himself or by his clerk, agent or employe, to manufacture, sell, keep for sale, give away or furnish any vinous, malt, brewed, fermented, spirituous or intoxicating liquors, or any mixed liquor or beverages, any part of which is intoxicating, or keep a saloon or any other place where any such liquors are manufactured, sold, stored for sale, given away or furnished in any county of this State on and after the first day of May next following after the adoption by the Board of Supervisors of such county of a resolution prohibiting the same, as provided by section thirteen of act number two hundred seven of the Public Acts of eighteen hundred eighty-nine, as amended, so long as said resolution remains unrepealed: Provided, however, That the provisions of this section shall not apply to druggists, or registered pharma-

cists, selling any such liquors under and in compliance with the restrictions and requirements imposed upon them by the general laws of this State and sections twenty-five and twenty-six of this act as amended.

Sec. 16. Any person, who himself, or by his clerk, agent or employe, shall violate any of the provisions of this act shall, for the first offense, be deemed guilty of a misdemeanor and upon conviction thereof be sentenced to pay a fine of not less than fifty dollars nor more than two hundred dollars, and the costs of his prosecution, and to imprisonment in the county jail not less than twenty days nor more than six months, in the discretion of the court. For the second and every subsequent offense so committed, whether in the same or any other county in this State where the provisions of this act are operative, he shall, upon conviction thereof, in any court of competent jurisdiction, be sentenced to pay a fine of not less than one hundred dollars nor more than five hundred dollars, and to imprisonment in the State House of Correction and Reformatory at Ionia for a term of not less than six months nor more than two years, in the discretion of the court.

Sec. 25. Every druggist keeping a drug store in any county adopting prohibition under this act shall make and swear to, or cause to be made and sworn to a true written or printed statement signed and duly sworn to by himself or his clerk, on Monday of each and every week, giving the full name and residence of every person procuring liquor at his drug store during the last week, the kind and quantity of liquor procured, and the date of procuring the same and the object for which each purchase was made, and on such Mondays shall deliver or mail, prepaying the postage thereon, the same to the prosecuting attorney of the county where such store is situated, who shall preserve the same in his office, and all such statements shall be open to the inspection of all citizens. Every such druggist so keeping a drug store in any county adopting prohibition under this act shall make and swear to or cause to be made and sworn to a true written or printed statement signed and duly sworn to by himself or his clerk on the first Monday of each and every month, giving the number of consignments of liquors received by the drug store over which he shall have charge since making his last previous monthly statement, the dates when such consignments of such liquors were received, the kind and quantity of such liquors so received and the name of the person or persons, firm or firms, corporation or corporations from which such liquors were purchased, and on said first Monday of each and every month shall deliver or mail, prepaying the postage thereon, the same to the prosecuting attorney of the county where such store is situated, who shall preserve the same in his office, and all such statements shall be open to the inspection of all citizens.

Sec. 26. Every druggist keeping a drug store in any county adopting

prohibition under this act shall by himself or his clerk be permitted to sell such vinous, malt, brewed, fermented, spirituous and intoxicating liquors for medicinal purposes, but only on the written (not printed or typewritten) prescription of a regular practicing physician: Provided, That the physician making such prescription shall state therein the name of the person for whom such liquor is prescribed, the kind and quantity of liquor prescribed, and shall issue the same in good faith and upon personal knowledge that the physical condition of the person for whom such liquor is prescribed requires the same for medicinal purposes; or upon the written and signed application of the superintendent of any hospital, medical or educational institution where such liquors are used only for medicinal or scientific purposes. Such druggist or clerk shall, before delivering such liquor to a purchaser, enter the full name and residence of such purchaser, together with the kind and quality of liquor procured, the date of procuring the same and the object for which such liquor was procured, in a blank book which shall be kept for that purpose by druggists keeping a drug store, and after having once filled any such prescription or application so made, as aforesaid, shall write or stamp across the face thereof the word "cancelled," together with the date when such prescription or application was filled and shall sign his name thereto. Each such prescription or application shall be plainly written, dated and signed by the full name of the maker thereof, and a true copy of all such prescriptions or applications filled by any such druggist shall be filed by him with the prosecuting attorney of the county wherein such drug store is located at the time of filing his report of sales as is hereinbefore required. Every such druggist, so keeping a drug store as aforesaid,

YX
BRAND
TRADE MARK

Ground
Feeds
None Better

WYKES & CO.
GRAND RAPIDS

VOIGT'S

**Do You Want
Your Customer's
Goodwill?**

Then just suggest to her that you're not only selling Crescent flour, but guaranteeing it to give absolute satisfaction.

She may not complain to you about the flour she now uses, but chances are she's complaining to some one, and the proper stunt for you is to sell her Crescent flour, then she can't complain to anyone.

In talking about your goods people are either boosters or busters, and on the flour proposition "Crescent" is the simple way to make folks boost.

VOIGT MILLING CO.
Grand Rapids, Mich.

CRESCENT

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.

Only the best wheat is used to make

**Fanchon
Flour**

There can be but one result, the flour must be the best. That is what we claim, and users will verify its truth.

SYMONS BROS. & CO., Saginaw, Mich.
Distributors

shall be permitted to sell pure alcohol or any vinous, fermented or spirituous liquors for art, chemical, scientific or mechanical purposes, but only on the written application of the purchaser stating the purpose for which such liquors are purchased, which application shall be subscribed and sworn to by the person making such purchase. All such statements so received, and filled by any such druggist, shall be cancelled, dated, signed and filed in the manner hereinbefore prescribed for medicinal prescriptions and applications. It shall be the duty of the Secretary of State to prepare printed blank forms conforming to the provisions of this act, and to furnish the same in proper quantities to the clerks of the several counties operating under the provisions of this act. Said clerks shall furnish the said blanks to druggists making application therefor, and druggists shall use such blank forms when making reports to the prosecuting attorney.

Sec. 27. If any person makes a sworn complaint or affidavit before any magistrate authorized to issue warrants in criminal cases, that he has reason to believe and does believe that any of the liquors mentioned in section one of this act, are being manufactured, sold, furnished, or given away as a beverage or kept for the purpose of being sold, furnished or given away or that any such liquors are stored, temporarily or otherwise, in any depot, freighthouse, express office, or in any other building or place with the apparent intention of being delivered for the purpose of being sold, furnished, or given away contrary to the provisions of this act, such magistrate shall immediately issue his warrant to any officer whom the complainant may designate, having power to serve criminal process, commanding him to search the premises described and designated in such complaint and warrant, and if such liquors are there found, to seize the same with the vessels in which they are contained and all the implements and furniture used and kept for such illegal selling, furnishing, giving away or storing of such liquors and them safely keep and make immediate return on said warrant. Such liquors, furniture and implements used for such manufacturing, keeping or selling shall be held subject to the order of the court or magistrate to be used as evidence in the prosecution of any case for the violation of this act.

Sec. 28. When such intoxicating liquors, or implements, vessels or furniture are seized as hereinbefore provided, the officer serving the warrant shall forthwith file a complaint in writing and on oath, charging the violation of the law which the evidence in the case justifies. If such officer refuses or neglects to file such complaint, then the person filing the affidavit for a search warrant or any other person may file such complaint, but nothing herein contained shall prevent any person or officer filing such complaint before the search warrant is issued or served, and all intoxicating liquors, vessels, furniture and implements seized may be used as evi-

dence at the trial or hearing based upon such complaint charging the violation of this act.

Sec. 29. No warrant for search shall be issued until there has been filed with the magistrate an affidavit describing the house or place to be searched, the things to be searched for, and alleging substantially the offense in relation thereto, and that affiant believes and has good cause to believe that such liquor is there concealed: Provided, however, that any description that will enable the officer to find the house or place to be searched shall be deemed to be sufficient. The warrant for search shall be directed to the proper officer and shall show by a copy of the affidavit inserted therein or annexed and referred to, or recite, all of the material facts alleged in the affidavit and describe the thing to be searched for and the place to be searched. A warrant for search and seizure substantially in the following form shall be sufficient:

The State of Michigan.....County, ss.

To Greeting:

Whereas—There has been filed with the undersigned an affidavit of which the following is a true copy (here copy affidavit);

These are, therefore, to command you in the name of the people of the State of Michigan, together with the necessary and proper assistance to enter into (here describe the house or place designated in the affidavit) of the said situated in the of in the county aforesaid and there diligently search for the said intoxicating liquors and implements, to-wit: (Here describe the articles as in affidavit) and that you bring the same or any part thereof found in such search forthwith before me to be disposed of and dealt with according to law.

Given under my hand this day of A. D.

Official Title.

Sec. 30. If fluids be poured out, secreted, or otherwise destroyed by the owner or occupant of the premises or by any tenant, assistant or other person, when the premises are searched or to be searched, manifestly for the purpose of preventing their seizure by officers authorized to make such search and seizure, said fluids shall be held to be prima facie intoxicating liquor and intended for unlawful sale.

Sec. 31. When liquors, vessels or furniture are seized as provided in the preceding sections, the officer who made such seizure shall in his return upon the warrant, make a statement setting forth their seizure by him and their place of detention and they shall be held by said officer subject to order of the court. Upon final judgment of the court on the complaint provided for in section twenty-eight, such intoxicating liquors shall be returned to their lawful owner in case of acquittal or destroyed or be otherwise disposed of according to the order of the court in case of conviction. When liquors, vessels or furni-

ture shall have been seized by virtue of any such warrant, said warrant shall not be held void, nor such liquors, vessels or furniture returned to any person claiming the same by reason of any alleged insufficiency of the description in the complaint or warrant: Provided, That a new complaint or warrant shall issue within twelve hours.

Sec. 32. If no one is found in possession of the premises where such liquors may be found, the officer taking the same shall post in a conspicuous place on said building or premises a copy of his warrant and take possession of such liquors, vessels and furniture and hold them subject to the order of the court or magistrate issuing the warrant and make return of his doings thereon. Whereupon it shall be the duty of the magistrate to fix a time for hearing and determining the purpose for which such liquors are kept and issue notice thereof to the officer who shall post a copy thereof on the building or premises where the liquors were found. If at the time fixed for said hearing no person or persons appear, nor within thirty days thereafter, to claim such liquors, vessels or furniture the magistrate or court shall order the same destroyed.

Sec. 33. No warrant shall be issued to search a private residence occupied as such unless it or some part of it is used as a store or shop, hotel or boarding house, or for any other purpose than a private residence or unless such residence is a place of public resort.

Sec. 34. The person making affidavit for the warrant to search any place may, personally or by agent, accompany the officer who serves the warrant and enter the place with such officer and give information, and assistance if requested, to such officer in searching such place for such intoxicating liquors as hereinbefore described.

Sec. 35. Liquors, vessels and furniture seized as hereinbefore provided, shall not be taken from the custody of the officer by a writ of replevin or

Post Toasties

Any time, anywhere, a delightful food—"The Taste Lingers."

Postum Cereal Co., Ltd
Battle Creek, Mich.

Henry Smith
FLORIST
139-141 Monroe St.
Both Phones
GRAND RAPIDS, MICH.

Grand Rapids Supply Co.

Jobbers
Mill, Steam, Well and Plumbing
Supplies
48-50-52-54-56-58-60-62 Ellsworth Ave.

FLOWERS

Dealers in surrounding towns will profit by dealing with

Wealthy Avenue Floral Co.

891 Wealthy Ave. Grand Rapids, Mich.



A Good Investment

PEANUT ROASTERS
and CORN POPPERS.

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

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

Buckwheat

Just what the name indicates. We furnish the pure, strong buckwheat flavor. We manufacture buckwheat by the old fashioned stone method, thus retaining **all the buckwheat taste**. Insist on getting **Wizard Buckwheat Flour**. Send us your buckwheat grain; we pay highest market price.

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.

Grand Rapids, Michigan

When you come to Grand Rapids on that business trip, don't forget that

RAMONA

IS OPEN

Two performances daily
of the best that

Vaudeville

affords

All the usual
Resort Diversions



other process while the proceedings herein provided are pending.

Sec. 36. All shipments of any of the liquors referred to in section one of this act from any point within the State consigned to any point within any county wherein the provisions of this act are in operation to be paid for on delivery, commonly called C. O. D. shipments, shall be held to be sales made at the place of destination in violation of the provisions of this act.

Sec. 37. The books and way bills used by any common carrier or any other person, firm or corporation in handling, shipping, transporting or delivering any liquors mentioned in section one of this act, shall be open to inspection at all times during business hours by any public official of said county or counties whose duty it is to enforce the law for the purpose of tracing such liquor to shipper or receiver and said public official shall be permitted to make copies of any part of said books or way bills relating to the transporting or shipping of any such liquors. Every person, firm or corporation or official, agent or employe thereof, who shall refuse to comply with the demands of any such official to permit the inspection of such books and way bills or the making of such copies shall upon conviction thereof be sentenced to pay a fine of not less than fifty dollars and not more than five hundred dollars or to imprisonment in the county jail not less than ten days nor more than six months or both such fine and imprisonment in the discretion of the court.

Sec. 38. The keeping or having in any house or building, or in any room or place occupied by any person, corporation, club, association or society, except a private residence occupied as such, of any of the liquors mentioned in section one of this act for the purpose of selling, giving away or furnishing to those frequenting such place, or to others, shall be held to be the keeping of a place where intoxicating liquors are sold, furnished or given away. Proof of consumption or intended consumption of any of the liquors mentioned in section one of this act by any person visiting, resorting to or frequenting any of the places mentioned in this section shall be prima facie evidence of the sale, giving away, or furnishing of such liquor or beverage to such person in violation of the provisions of this act.

Sec. 39. Whenever complaint shall be made by any person, on oath, before any justice of the peace, in any county wherein the provisions of act number two hundred seven of the Public Acts of eighteen hundred eighty-nine, as amended, have been adopted, or other officer or magistrate having jurisdiction, that any person is found intoxicated, or has been intoxicated in any hotel, store, public building, street, alley, highway, or other public place, it shall be the duty of such justice, municipal or police court to issue a subpoena to compel the attendance of such person so found intoxicated, or who has been intoxicated, as aforesaid, to appear before the justice or court issuing the

same, to testify in regard to the person or persons of whom, and the time when, and the place where, and the manner in which the liquor producing his intoxication was procured; and if such person, when subpoenaed, shall neglect or refuse to obey such writ, the said justice or court who issued the same shall have the same power and authority to compel the attendance of the person so subpoenaed and to enforce obedience to such writ as in other civil cases. Whenever the person so subpoenaed shall appear before the justice, municipal or police court, to testify as aforesaid, he shall be required to answer, on oath, the following questions, to-wit: When, where and of whom did you procure, obtain, or receive the liquor or beverage, the drinking or using of which has contributed to the cause of the intoxication mentioned in the complaint? And if such person shall refuse to answer fully and fairly such questions, on oath, he shall be punished and dealt with in the same manner as for a contempt of court as in other cases. If it shall appear from the testimony of such person that any of the offenses specified in this act have been committed, such justice or court, before whom such testimony is given, shall make a true record of the same and cause it to be subscribed by such witness; and the said testimony or answers, when subscribed as aforesaid, shall be deemed and taken to be sufficient complaint to authorize the issuing of a warrant to arrest any person or persons who may appear from said complaint to be guilty of having violated any of the provisions of this act. Any person arrested on a warrant issued pursuant to the provisions of this section shall be brought before the justice or court issuing the same, and all subsequent proceedings in such suit or prosecution shall be governed by the rules of law applicable thereto as in other criminal cases: Provided, that the person so testifying under the provisions of this section shall not be held or prosecuted for the intoxication concerning which such testimony shall be given: Provided further, that nothing herein contained shall be so construed as to prevent prosecuting persons for becoming drunk or intoxicated when the testimony of said person is not sought under the provisions of this section.

The Grouchy Philosopher.

Optimism is a good asset, if it isn't overdone.

The world is made up largely of all sorts of rans.

You can always tell a hard drinker by his mug.

Even the promoter isn't always faithful to his trust.

Success only comes to the man who goes after it.

The near-genius who wears long hair is seldom long headed.

The way of the transgressor is hard, but it isn't lonesome.

Nowadays it's a poor rule that won't work five or six ways.

It takes a certain amount of blow and bluster to raise the dust.

Every dog has his day, but unfortunately we can't all be dogs.

A man is generally on his mettle when he has a steely glitter in his eye.

To be treated as one of the family isn't always as pleasant as it sounds.

When Fame and Fortune travel together, Fame generally takes a back seat.

One way to distract your attention from your vices is to parade your virtues.

The ideal man only exists in the mind of the woman who has never married.

Force of habit would probably prompt a dentist to look a gift horse in the mouth.

Many a man looks down on his neighbor who is really head and shoulders above him.

The things that come to those who wait are generally the things that no one else wants.

Short Sayings of Great Men.

Sow an act and reap a habit; sow a habit and reap a character; sow a character and reap a destiny.—Thackeray.

Each year one vicious habit rooted out in time ought to make the worst man good.—Franklin.

One conquers a bad habit more easily to-day than to-morrow.—Confucius.

The diminutive chains of habit are seldom heavy enough to be felt until they are too strong to be broken.—Samuel Johnson.

Choose the best life, and habit, by and by, will make you like it best.—Epictetus.

Strive manfully; habit is overcome by habits.—Thomas A. Kempis.

To do so no more is the truest repentance.—Martin Luther.

The hardest duty bravely performed soon becomes a habit and tends in due time to transfer itself into a pleasure.—Oliver Wendell Holmes.

It is just as easy to form a good habit as it is a bad one. And it is just as hard to break a good habit as a bad one. So get the good ones and keep them.—William McKinley.

Whatever you would make habitual, practice it.—Epictetus.

Many men do not allow their good habits to take root, but pull them up every now and then, as children do flowers they have planted, to see if they are growing.—H. W. Longfellow.

In summer when other people are indulging in outings the baseball player devotes his time and attention to innings.

It takes a tremendous lot of religion to convert a man's pocket.

Punches, Dies

Press and Novelty Work

We also make any part or repair broken parts of automobiles.

West Michigan Machine & Tool Co., Ltd.

Grand Rapids, Mich.

FOOT OF LYON STREET

Becker, Mayer & Co.

Chicago

LITTLE FELLOWS'

AND

YOUNG MEN'S CLOTHES

We are manufacturers of

Trimmed and Untrimmed Hats

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Division St.

Grand Rapids, Mich.

All Kinds of Cut Flowers in Season

Wholesale and Retail

ELI CROSS

25 Monroe Street

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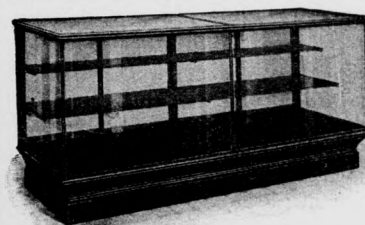
FIRE AND BURGLAR PROOF

SAFES

Grand Rapids

Safe Co.

Tradesman Building



Display Case No. 600

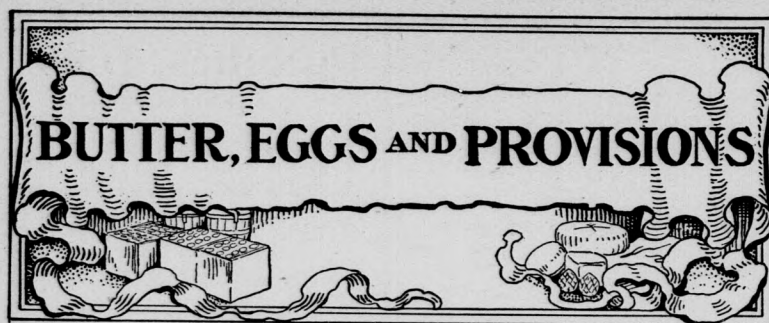
This Case Has Increased Sales 25%

Is attractive, durable and reasonable in price. Let us tell you about it.

B. F. SWEETLAND, Shelbyville, Mich.
Representative—Lower Michigan

GRAND RAPIDS SHOW CASE CO.
GRAND RAPIDS, MICH.

The Largest Show Case Plant in the World



Butter Adulterators To Be Prosecuted to the Limit.

In response to the protests of the N. Y. Mercantile Exchange Committee against certain methods adopted by the Internal Revenue Department in prosecuting the law affecting adulterated butter the following letter has been received:

Washington, May 17—Referring to the recent conference with the Committee of the Mercantile Exchange, relative to the conditions existing in the butter trade, growing out of the enforcement of the Act of May 9, 1902, you are advised that this office is now in receipt of the report of the revenue officers detailed to confer with the Committee and investigate the complaints in your city, with a view of relieving the situation if possible.

The grievances of which you complain may, for the purpose of answer, be grouped in three divisions:

1. Those growing out of the uncertainty as to whether or not the butter which may be offered for sale contains an abnormal quantity of moisture fixed under authority of the Act of May 9, 1902, by this and the Department of Agriculture and for which you urge as a remedy inspection at the place of production.

2. Those growing out of alleged discrimination in disregarding the moisture content of the butter produced by the farmer, but holding the packer thereof liable to tax if the same product repacked by him is found to contain 16 per cent. or more of moisture.

3. Those growing out of the methods of this office in sampling and classifying butter found on the market.

In answer to the first and the remedy you propose, you are advised that inspection at the place of production only is impracticable and not contemplated by law. The tax on adulterated butter does not attach until it is sold or removed for consumption or sale, and as no adulterated butter is manufactured with the purpose and intent of placing it on the market stamped and branded as such, an inspector at the place of production would be acting merely as an advisor to the butter producer, and not for the protection of the revenue, even if it was authorized by law and possible to station an officer at each of the several thousand creameries in this country. Furthermore, the inspection at the place of production would be no guarantee against subsequent manipulation and introduction of water into the butter, in which event the product would be just as

clearly adulterated and taxable as if the same result had been produced at the factory.

In the argument submitted by your Committee the following language is used:

"The banks will take no chances. They will ask the trade for receipts of legal butter. We in return will ask the production sections for legal goods, or we will not put our money in them."

In the judgment of this office there-in lies the true remedy to the first grievance. The question of whether or not butter contains 16 per cent. or more of moisture is one easily determined, and if dealers will positively refuse to accept or handle any butter not well within the legal limit the manufacturers or producers will be compelled to supply them with the legal product. It is idle to say that they can not do so in the face of the results of thousands of analyses and in this country, upon which is based the opinion of the best authorities that 13½ per cent. moisture is normal. As a matter of fact at the time when the abnormal content was fixed at 16 per cent. or more, the Department of Agriculture suggested 13½ per cent., but this Department finally secured an agreement on the larger figure, on the ground that a considerable margin should be allowed for safety. Doubtless if the limit had been fixed at 18 or even 20 per cent., there would have been same results through the desire of some engaged in the business to get as much water as possible in the butter, and yet keep just within the limit fixed. In any event it is clearly the duty of this office to continue the search on the market for butter which is adulterated and liable to tax, and when found to take the necessary steps to collect the stamp tax and special tax of manufacturer and of wholesale and retail dealers due the Government.

With regard to the second grievance or alleged discrimination in favor of the farmer in the matter of so-called packing stock, it is the understanding of this office that this grade of butter consists principally of the surplus product of the farmer, which reaches the market in small lots or parcels, and which is sold or traded to the country store or nearby merchant and by this purchaser consolidated until enough has been accumulated to warrant the shipment to the city merchant, who in turn sells to the packer. Here your attention is invited to the language of the law. The manufacturer of adulterated butter is defined:

BUTTER AND EGGS

are what we want and will pay top prices for. Drop us a card or call 2052, either phone, and find out.

We want shipments of potatoes, onions, beans, pork and veal.

T. H. CONDRA & CO.

Mfrs. Process Butter 10 So. Ionia St. Grand Rapids, Mich.

Michigan Butter and Michigan Eggs

Are recognized as the best products of the cow and hen that come from any section of the United States. We have always been the leading handlers of Michigan products in the Philadelphia market, and today are handling many of the leading creameries in Michigan. We have room for more, and can handle your goods to your entire satisfaction.

Many of our regular creameries are trial shippers in the start. Get in the procession and ship your butter and eggs to Philadelphia's leading commission merchants.

Yours for business,

W. R. Brice & Company.

P. S.—Ask Stowe of the Tradesman about us.

From Celery Grounds to Retailer

We ship direct from celery bed to dealer, thus assuring the consumer fine stock in fresh condition and giving the dealer an increased profit on his sales. Quotations furnished on request.

Muskegon Celery Co.

Growers and Shippers

Muskegon, Mich.

C. D. CRITTENDEN CO.

41-43 S. Market St.

Grand Rapids, Mich.

Wholesalers of Butter, Eggs, Cheese and Specialties

WANTED Eggs, Dairy Butter, Veal, Poultry

Send me your orders for Pineapples, Oranges, Bananas, New Cabbage, Etc.

Egg Cases and Fillers at factory price, also second-hand Cases.

F. E. STROUP, 7 North Ionia St., Grand Rapids, Mich.

Egg Cases and Egg Case Fillers

Excelsior, Cement Coated Nails, Extra Flats and extra parts for Cases, always on hand.

We would be pleased to receive your inquiries and believe we can please you in prices as well as quality.

Can make prompt shipments.

L. J. SMITH & CO.

EATON RAPIDS, MICH.

"Every person who engages in the production of * * * adulterated butter as a business."

Adulterated butter so far as is material to this question is described as—

"* * * A grade of butter produced by mixing, reworking, reurning in milk or cream, refining or in any way producing a uniform, purified or improved product from different lots or parcels of melted or unmelted butter, or butter fat in which any acid, alkali, chemical or any substance whatever is introduced or used for the purpose or with the effect of deodorizing or removing therefrom rancidity. * * *

And further—

"* * * Any butter in the manufacture or manipulation of which any process or material is used with intent or effect of causing the absorption of abnormal quantities of water, milk or cream." * * *

From this it will be noted that the law apparently intended to exempt the farmer from any liability when it defined a manufacturer as one who engages in the production of adulterated butter as a business, since it would be highly unreasonable to hold that the farmer in disposing of his surplus butter, over family requirements, engaged in the production of any sort of butter as a business. This evident intention of Congress to relieve the farmer was, doubtless, based on two reasons, the first being that the small surplus product of the farmer should not be taxed, and the other being that any law imposing this tax upon the product of the farmer would be impossible of enforcement, because of the impracticability of tracing the individual lots or parcels thus produced and marketed.

It will be noted that the law recognizes the production of adulterated butter not only in the original manufacture, but the subsequent reworking or manipulation of butter if made uniform from various lots or parcels, or if any processes are used by which it is made to contain abnormal moisture. But if neither the country merchant nor the commission man puts the butter received from the farmer through any process whatever, there is no liability as a manufacturer on their part by reason of the sale of these goods—therefore the responsibility for the excessive moisture in any reworked or repacked butter found on the market must necessarily lie between the original producer and the packer who has washed, reworked, colored and made uniform the product. While undivided lots of this packing stock might be loaded with water, it is considered by this office extremely doubtful if the average of any considerable lot would run as high as 16 per cent. In any event, if the butter after manipulation by the packer shows over 16 per cent. of moisture, he is prima facie liable for its condition and the burden of proof is on him to show that the process used by him did not cause the excessive moisture.

Referring to the third group of grievances arising from the manner in which the law has been enforced by

the officers of this Bureau: These, it seems, are principally the delay in determining the classification of the butter after samples have been taken, the method of taking samples and the fact that samples have been taken without notice to the owner and in his absence.

For the reasons already stated this group appears to offer the only field for a betterment of the conditions under the law as it now stands.

To meet the objection offered revenue officers will be instructed to notify ostensible owners of the date and time when samples will be taken of any lot of butter which it is proposed to examine. The smallest size sample which will serve for a preliminary test will then be taken, care being used that the sample represents the average contents of the tub, and no more samples than can be tested by the force of the officer taking same within twenty-four hours shall be secured at one time, the object being to secure a line upon the character of the goods with the utmost dispatch. As soon as a preliminary test is made the officer making the same will notify the owner of the results, relieving of suspicion all tubs containing normal butter and detaining those found to contain 16 per cent. or more of moisture. One-half pound samples shall then be taken from each of the tubs found on preliminary test to contain adulterated butter, one out of every ten of such one-half pound samples, where there are any considerable number of them, to be forwarded to this office for official analysis, the others to be retained by the officers taking same for use as evidence in case of litigation.

When samples are being taken it will be permissible for the owner, or the person present representing such owner, to take duplicate samples for his own purposes, but as these duplicates will not be necessary in the Government test the expense of the same will have to be borne by the owner.

In any discussion of the losses caused to dealers by delays in classification of suspected butter it is but fair to state one thing, which appears to have been completely overlooked by the dealers, and that is, that the delays in question have nearly all occurred in cases where the butter was finally held to be adulterated, and that in such cases the owners had no sound cause for complaint, since the adulterated butter was subject to forfeiture and its return to the former owners, ever after tax was paid thereon, was a matter of grace and not of right.

The necessity for the reworking of adulterated butter to remove the excess of moisture arises from the fact that the product can not be marketed unless stamped as adulterated butter. This necessitates the reworking of the butter, and if released after tax-payment its mutilated condition arising from taking samples would not be of consequence.

However, in view of the consideration that butter sold at seizure sale, stamped and branded as adulterated, would probably bring little if anything above the costs of the sale, this

office has felt warranted in releasing such butter after taxpayment, provided the excess of moisture was removed. Continuing that policy, and for the purpose of further avoiding unnecessary delay, the conclusion has been reached that when butter has been found to be adulterated on preliminary test, above referred to, the tax may be paid by the owner or claimant and the butter can then be released on condition that the excess of moisture is removed by reworking immediately upon release.

These measures would apparently relieve the situation so far as it can be relieved under the law.

Robt. Williams,
Acting Commissioner.

Dandelion Vegetable Butter Color
A perfectly Pure Vegetable Butter Color, and one that complies with the pure food laws of every State and of the United States.
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Grand Rapids, Mich.

UNIFORM RULES.

The Demurrage Question To Be Definitely Settled.

Written for the Tradesman.

No item of transportation charge is of equal interest to every receiver or shipper of freight in carload lots and no other charge imposed by the railroads in connection with freight transportation has resulted in as much controversy, litigation and legislation as has demurrage.

Having its origin in the old maritime practice of imposing additional charges for the detention of a vessel beyond the period for which chartered, demurrage has been construed, by courts and commissions, to be legally applicable to the detention of freight cars beyond a reasonable time for loading or unloading and to be a combined trackage and warehouse charge rather than a penalty to be imposed upon receiver or shipper for failure to comply with the rules of the carrier.

Since 1887 the carriers have jointly maintained bureaus or associations, formerly termed car service but recently designated as demurrage bureaus or associations, for the purpose of handling all demurrage matters. At present there are approximately forty such bureaus in existence, each in charge of a manager and a staff of assistants. The expense of maintenance is prorated among the railroads forming the association.

The Inter-state Commerce Commission has assumed jurisdiction over demurrage as applying to inter-state shipments and has ruled that the carriers must embody their demurrage rules in their printed tariffs or must show in each tariff reference to separate issues containing same; that demurrage charges, covered by tariff, must be assessed and collected as any other transportation charge and that failure to do so would constitute a violation of the Act to Regulate Commerce.

The various state railroad commissions have, in some instances, refused to assume jurisdiction over demurrage as applying to inter-state business or shipments moving wholly within the state because of no specific authority by statute or otherwise. This has resulted in legislation intended to give the state commissions such authority. Same has been strongly opposed by the carriers and little progress has been made in this direction.

In some states however, the railroad commissions have assumed authority even to the extent of prescribing demurrage rules with which the carriers have, in some instances, refused to comply. Various organizations of shippers have expended much time and money in the attempt to establish demurrage upon a fair and reasonable basis, admitting the justice to the carrier of a reasonable charge for undue detention of equipment, but combatting many of the present rules as arbitrary and unjust.

The greatest evidence of progress towards a satisfactory adjustment of the question is the appointment at the last annual convention of the Na-

tional Association of Railway Commissioners of a Committee on Car Service and Demurrage, consisting of one representative from the Railway Commission of each state and a representative from the Inter-state Commerce Commission to frame a system of car demurrage rules to be applicable alike on state and inter-state traffic.

The necessity of such a system is imperative for the reason that most of the present controversy is due to the lack of uniformity in the demurrage rules of the various carriers, as established by their associations independently of each other. A line of railway, operating within several states, may be a party to as many different sets of demurrage rules. Separate jurisdiction over state and inter-state demurrage by state railway commissions and the Inter-state Commerce Commission would create greater confusion than exists at present, and it has become convincingly apparent that the only solution of the problem will be obtained through a uniform system of demurrage rules applying on all traffic alike.

The question of demurrage embraces weather conditions, size and style of cars, the varying facility with which different commodities may be loaded or unloaded, delays in furnishing cars for loading as ordered by shippers delays in transit resulting in the bunching of cars at destination, delays in placing cars upon unloading tracks after arrival at destination, notification of arrival and of delivery and, in fact, every phase of the transportation of carload freight.

Recognizing the rights of the receivers and shippers to be heard with respect to the adoption of the proposed rules, it has been decided to hold a general public hearing in the rooms of the Inter-state Commerce Commission in Washington, D. C., June 4 and 5 next.

The importance to the receivers and shippers of being represented at this hearing can not be over-estimated. Without exception the railroads recognize the importance to them of representation at this hearing and will send their most able advocates to attend. The shippers should do likewise.

Ernest L. Ewing.

Improvement in Character of Factory Building.

In no branch of architecture has there been such a great change in recent years as in the planning and building of factories. In residence, church and public building architecture there is constant reversion to old types. Details may be changed to meet modern conditions, but the artistic skill and good sense of the ancients are shown in the general design and the room arrangement. In factory construction the modern idea does not find inspiration in anything past generations have left to us. In other days almost anything was good enough for a factory; to-day as much attention and thought are devoted to the lighting, heating and ventilation of the factory as to the residence.

Types of the old and of the new factory will be found in this city, and

it is interesting to note their differences: The old Comstock factory, at Canal and Trowbridge streets, is an example of the old. When this factory was built, about forty years ago, it was looked upon as embodying the best ideas in factory construction. A little farther up the street is the factory of the American Wheel Company, built a year or two ago. In the Comstock building the windows are small and narrow, the interior on even the brightest days is dark, and the open dome is about the only ventilation provided except such as may have been put in in later years. In the American Wheel Company's factory the windows are wide and high, the interior is bright and cheerful and no home is more carefully heated and ventilated.

When the Berkey & Gay was built it was thought to be as nearly perfect as a factory could be. But the new factory of the Grand Rapids Refrigerator Co., on Clyde Park avenue, has fully twice the window area and the windows are double, and even a novice can see how much better are its ventilation and heating system.

The Nelson-Matter Co. and the Bissell Carpet Sweeper Co. factories, when built, were planned with the comfort of the employes in mind, but see how they differ from the Oliver Machinery Co. and the Macey Co. factories in lighting and interior arrangements. The Stickley Bros. Chair Co. factory is only about twenty years old, and how recent has been the change in factory construction can be seen in the difference between the old factory and the large addition built last winter.

In the modern factory proper lighting is regarded as of first importance. The windows are large and sometimes, as in the Grand Rapids Refrigerator factory, they are made double, with air space between to insulate the factory from the changes in outdoor temperature. This is done not altogether with a view to the comfort of the workmen, but rather as a measure of economy. Daylight is cheaper than either gas or electricity. The well lighted factory is less liable to accidents than the factory that is dark, and the production is greater. The same considerations have brought the improvements in ventilation and heating and in the sanitary arrangements. Men keep their health and



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Ship us your Hides to be made into Robes

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Brand Vinegar

is made from Pure Michigan Sugar; excellent for preserving, unqualified for table use, correct in every way. Ask your jobber.

Oakland Vinegar & Pickle Co., Saginaw, Mich.

can do more work where the conditions are right and they are more contented.

This city has both types, the old and the new, in factory construction, but it may be added that even the oldest are not bad except by comparison. In their day the older factories were regarded as models, and as a matter of fact were models according to the theories then prevailing, but the models of forty, thirty, twenty or even ten years ago are not the models of to-day. For the convenience and comfort of the workmen none of the old factories will compare with such factories as those of the Imperial Table Co., the American Box Co., the Adjustable Table Co. and others that might be named, all of recent construction. There never will be a reversion to the old type. The tendency is to conditions that are still better.

Working Out a Formula For Making Good.

Show me a man who believes with his whole heart and soul that his business is the best business on earth, and proves that belief in every word he says about it, and I'll show you a man who is pretty sure to make good, even although he be a plodder.

He may easily out-distance a half-hearted rival of more brilliant powers. Faith and confident enthusiasm go a long way. But they must be the genuine article—not the kind displayed by the old lady who, reading from the Scriptures that prayer and faith would move mountains, tried the experiment on a particularly objectionable hill that obstructed the view from her kitchen window.

So she prayed long and with much apparent fervency that the hill be taken away, and when she opened her eyes, lo! the hill was still in evidence.

"There!" she exclaimed, "I knew right along that praying wasn't going to do any good!"

There are lots of salesmen who have that kind of faith in their line—in themselves.

They anticipate failure and are not disappointed.

I know of no power more irresistible than the power of enthusiasm, optimism, proper self-confidence.

It's the power that wins.

Take it in courtship.

What chance does the meek and lowly, self-effacing young fellow have with the girl when he proclaims himself as a worm in the dust and not worthy to tie her oxfords—when he timidly pleads his case with a mournful realization of his own insignificance?

And the girl, nine times out of ten, takes him at his own estimate, and breaks the news to him gently that he doesn't qualify.

No self-confessed failures for her!

Note the difference in the confident chap, who comes a-wooing as though he had a right and business to be there.

Does he put himself forward in his poorest light?

No, siree!

He presents his cause with enthusiasm and self-appreciation.

He refrains from hiding from his inamorata the fact that he's a pretty fair kind of a young fellow, after all, and he points to his success and the kind of home and happiness he can provide in a spirited way that clinches conviction.

That's the kind of an appeal that wins in lovemaking—in salesmaking, too.

There are hundreds of salesmen who are fooling themselves and fooling their friends for just one reason.

They complain that fate is against them, their territory is poor or their line is at fault.

And their friends comment that, "It's a shame poor Charley isn't hooked up right so that he could make a better showing for himself."

Don't be too sure that the fault is in the "hooking."

Most likely you'll find it plainly evident in Charley's own personality.

Charley is lukewarm as a salesman, that's all.

He may be a clean-cut, likable fellow, with pleasant manners and good habits, but if he lacks the spark of real, vital enthusiasm he'll remain a poor or indifferent salesman until the end of the chapter.

And real enthusiasm is not to be counterfeited. The imitation article is quickly detected. It fails to strike an answering chord and get the responsive "throb back" that real red-blooded earnestness commands.

That is the secret of the success of many a "star," whom his fellow salesmen regard as more favored in opportunity than themselves.

"Why, Biggs doesn't know the game any better than we," they argue.

Maybe he doesn't know it any better, my friends, but he loves it better!

"He's no better mixer, no better dresser nor more polished gentleman," they persist.

Granted—but, besides these requirements, he has a deep, dead-in-earnest conviction that his line is right, a genuine enthusiasm that bubbles right out of his heart and melts away objections as sunshine melts the frost.

That is salesmanship. And the best thing about it is that no one has a patent or copyright upon the method.

You may practice it, Sir Salesman-of-the-First-Year, with equal right with the seasoned veteran.

Real salesmanship will never be reduced to an exact science, nor restricted to a definite working code.

Work out your own formula for making good, but use this as a guide: "Just love the game with all your heart — and hustle." — Minneapolis Tribune Hustler.

Those Women.

"Why do you have a full length mirror in your room?"

"Well, I'm a woman, and I want to see everything that's going on."

How a man loves to find the house full of company when he comes home with something on his mind that he wants to scold about!

Michigan, Ohio And Indiana Merchants

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

Have The Money

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



STRIKE FOR FREEDOM.

Incident in Early Life of Old Drummer.

Written for the Tradesman.

"Did you ever feel lonesome and genuinely homesick right in your own home, Mr. Tanner?"

The speaker was Dave Hargrave, the old drummer who had been laid up for a month with a broken leg and who was now able to hobble about with the aid of crutches. The two were sitting on the porch of the former's residence overlooking the railroad and distant fields of growing grass and grain.

Old Tom had graciously taken in and cared for the aged drummer at the time of the railway accident which had put the old fellow out of commission for a term of weeks.

"I don't think I understand how that could be," returned the schoolmaster. "I have had experiences in connections with home longings, but that was, of course, when I was a long ways from the paternal domicile."

"I was right under the maternal eye when this fit of homesickness took hold of me," proceeded Hargrave. "I was a kid of some ten summers, and had been wanting to do certain things which my folks said no to with decided sternness. One of these was a trip to the north woods on a fishing excursion with some of the boys."

"It was to be a genuine outing of a week; all the boys worth mentioning were going and I, of course, wished to be counted in. My father, a Methodist deacon, told me with much gravity that the company was such and work on the farm so pressing he could not think of sparing me for even one day."

"Naturally, I rebelled at this. No boy likes the idea of being tied to his mother's apron string, as I felt I was and as the big boys said was the case. Bill Drager said I would never amount to a pint of porridge if I did not strike for liberty. The idea of a big boy of 10—almost 11—stopping home, sitting in the corner and waiting on ma, while boys of my size were having a good time running wild in the woods! 'I wouldn't stand it, that's what,' declared my much-admired big Bill."

"The days dragged after the boys had gone. I grew lazy and listless, homesick to be with the boys. There was lots of work, however, and I managed to live through it. After a week my chums came back and told some of the biggest yarns about their outing. I felt that my parents had

misused me and I moped worse than ever.

"Mornings I was usually very sleepy and father had often to call me several times before I would get up and come down to family prayers. All this time I brooded over the sorry life I was being forced to lead by my unappreciative parents."

"Now you, David, get up or get out!" shouted my father one morning after having called to me for the third time. I was thoroughly awake by this time. His words went through me like a dart. "Get out!" That's just what I would do. I had a grievance now and would be justified in leaving a home where I was misunderstood."

"You were having a sad time, truly," laughed the schoolmaster.

"Wasn't I?" and the narrator grinned. "I felt that father was a tyrant, mother a scold and that neither one cared a picayune for their one and only son. That day while at work I laid my plans. I had a tough cousin who was forever putting ideas into my head. He suggested that we run away from home and go out into the big world and carve a fortune. Sometime we would return to the paternal roof with a big slice of money, pay off the farm mortgage, give the old folks a lot of money and tell them to live in clover for the rest of their lives. That would be heaping coals of fire on their devoted gray heads."

"Ah, the air castles we build in our youth!"

"Yes," assented Tanner, "we all indulge in them—that is, every lad with a spark of sentiment in his nature. I haven't been exempt myself."

"One would hardly think it to look at you now," grinned the drummer.

"And as for you—"

"I am, of course, in the same boat," quickly interposed Hargrave. "My air castles loomed high that night when I crept from my room across the roof of the back porch and slid silently down the rainboard to the ground. I met Jack in a clump of trees and we went away together. I turned at a bend in the road and sent back a silent farewell to the old house and its fond memories."

"Where to go was a question. Jack, who was a year my senior, assumed superior airs and suggested the gold fields of California, which were then in the high tide of their fruitfulness. Neither of us imagined how far away those fields were. We tramped for the better part of the night and just before sunrise crawled into a straw stack and went to sleep."

"The sun was high in the heavens when we awoke and resumed our tramp. Points of the compass were

of little importance to us. We were breaking into the big world and cared little as to the particular portion of that crust we penetrated. At noon we stopped at a farmhouse and were given our dinner."

"By another night we halted, tired and hungry, at a wayside inn. The landlord was a big, red-faced individual, who eyed us askance when we applied for a job. Neither of us had any cash and the outlook for future success was not flattering. Jack was sent to clean spittoons in the bar-room, while I was given a shovel and bidden to clean out the stables."

"The hostler bossed me around in a way that discouraged and angered me. My blood tingled, my head ached when I went in to supper. Jack and I compared notes after supper and decided that we were yet a long way from that fortune we had set out to win. I missed father's prayer and mother's goodnight kiss. I had always felt a little ashamed when mother kissed my cheek every night at the chamber door. To tell the truth, that first night in a wayside tavern served to bring back the home life in a most forcible manner. Tossing on a restless pillow I was haggard and tired enough when the landlord's voice hailed me down to work."

"Jack called me aside and declared that we couldn't stand such menial work; we'd get out and seek a more congenial location. When we called for our time the landlord laughed uproariously at the idea. 'Why, you blamed little skunks,' he snorted, 'you ought to be thankful to be allowed to work for your board. If you can't do that, why get out.'"

"And you got, no doubt?"

"That we did. We tramped once more; found an odd job now and then, but we were too young to earn very much. Jack got sick; we were stranded at last, and at the end of the week I sat down and cried. No mother to pity or to brush away my tears. I tell you I was humble enough then. My ambition was gone, and yet for very shame I would not turn my face toward home. I did small chores about a farmhouse for my board. I could do very little for sick Jack."

"One day I lay in a fence corner about dead with homesickness when I heard the rattle of wheels. Someone had halted near, while a voice asked: 'Say, boy, is this Farmer Scotten's place?' I bounded about a foot into the air—it was the voice of my father! I scrambled up and ran forward, falling into dad's arms with big sobs welling up from below."

"So my boy has had enough of it, fighting the world," chuckled the old man. 'I guess we will go home to mother, eh?' You may be sure that was a happy moment with me. I was glad all over. My castles had tumbled, my rebelliousness was crushed. I was very willing to go back with father. Even the home of a Methodist deacon was something to be prized beside the cold, unfeeling world against which Jack and I had been rubbing."

"So you and Jack were cured of your longing to roam, Dave?"

"I was thoroughly cured, but Jack, who returned with us, ran away two years later and perished somewhere out West seeking a fortune he never was able to find."

The disabled old drummer sighed and closed his eyes. Tom left him thus dreaming over again the days of his youth and went softly down the steps and away to his simple chores.

Old Timer.

The Traveling Salesman.

A minister who had been doing mission work in India recently returned to New York for a visit. He was a guest at a well-known hotel, where everything pleased him except the absence of the very torrid sauces and spices to which he had become accustomed in the Far East. Fortunately he had brought with him a supply of his favorite condiments, and by arranging with the head waiter these were placed on his table. One day another guest saw the appetizing bottle on his neighbor's table and asked the waiter to give him some of "that sauce."

"I'm sorry, sir," said the waiter, "but it is the private property of this gentleman." The minister, however, overheard the other's request, and told the waiter to pass the bottle.

The stranger poured some of the mixture on his meat and took a liberal mouthful. After a moment he turned with tears in his eyes to the minister.

"You're a minister of the gospel?"

"Yes, sir."

"And you preach hell and damnation?"

"Yes," admitted the minister.

"Well, you're the first minister I ever met who carried samples!"

There is no harm in desiring to get ahead; the danger is in our anxiety to keep our competitors back.

The American in London starts for Hotel Cecil, the Englishman in America hunts for St. Regia.

The tide of popular favor in Grand Rapids is turned toward

Hotel Livingston Grand Rapids

Hotel Cody

A home for you in
Grand Rapids

Try it

American Plan:—\$2.00, \$2.50
and \$3.00

All Meals 50c

W. P. COX, Mgr.

LABOR.

It Was Never So Well Paid as at the Present.

Written for the Tradesman.

"I have been thinking, my boy."

Old Tom straightened his limbs to an easier position and cast his hook farther astream, the roiled waters of which seemed to preclude the probability of his making a successful haul.

"When I was a boy we never thought of catching suckers on a hook. There were dip-nets all along the river, from the mouth to the Newaygo dam. Suckers and milk was for a time the prevailing diet on the Muskegon. I make no doubt if you could dig up an ancient Republican of Jim Maze makeup, you would find at this time of the year mention made of 'suckers and milk,' and perhaps a little later on an article relating to 'Albany beef,' a dissertation on the excellent qualities of sturgeon as an article of food. Shiploads of said beef were, in a dried state, sent to alleviate the hunger of the Allied Armies before Sevastopol during the Crimean war."

"I see," returned the drummer, who, having a day off, was doing the Isaak Walton act along the banks of the Muskegon. "This Jim Maze was one of the early newspaper men of Western Michigan."

"Yes, the 'Bog Lily' of the old Cedar Springs Clipper," chuckled the schoolmaster. "He was a pretty fair sort of man too, and many are the amusing stories related of him and his doings—"

"Let us hear about them, Tom."

"I am not in a reminiscent mood. The suckers don't bite, and I am too tired to go back to the early days."

"Then your thinking was not—"

"Of the past? Oh, no, but of the immediate present, and of the problems which are confronting you youngsters of the great and all important now. Markham's man with the hoe must be having a hard time of it trying to make both ends meet. Do you know, Benson, I sometimes think there's a lot of humbug about the sympathy wasted on the humble and lowly farmer."

"Sure there is!" exclaimed the drummer. "The farmers are American sovereigns every one, the genuine aristocracy, perhaps I'd better say nobility of this land of the free and home of the brave."

"All right, Benson, you have it rated correctly. My thoughts, however, have taken another turn, this time toward the labor situation. Down among the anthracite coal mines they are talking of a strike, and there seems general discontent—an internal rumbling that is protentous. I don't like to see and hear these things. I feel sorry for the miners and laboring people generally. It is blamed tough to work for a living; don't you think so?"

The schoolmaster was becoming serious.

"I can't say that I do," responded the drummer, who was putting his third worm on the hook, having landed one slim, shiny fellow. "We

are obliged to work for our own good, Tom. Now, really, on the whole I think labor is a just and altogether wise provision of the All Father."

The drummer spat upon his bait and again tossed it into the flood. Old Tom sat back, lit his pipe and began a meditative smoke.

"The labor unions are bound to stir us up again, Benson," said he, "and they are going to do it soon too. It strikes me that the men who run the factories, the mines, the railroads and other industrial works might give this country an object lesson that would last for several decades, and shut down on the pestiferous unions to the lasting benefit of all concerned."

"How is that, Tom?"

"It would be drastic medicine, yet maybe the proper caper after all is said and done."

"What is it, old man? Don't keep any good ideas penned up in that brain of yours; let the world know all about it."

"You know," proceeded the old schoolmaster thoughtfully, "there is much said about equitable distribution of profits, and also that, since labor creates all wealth, it should share in its benefits. Fine spun theories perhaps. I have heard the leaders of organized labor assert that Capital with a big C was robbing the working man, making him, in fact, a white slave; all this in face of the fact that labor was never so well paid as at the present time. Our fathers saved more than men do now, and saved it out of half the wages. This great empire of the West was founded by men who laid its foundations in the sweat and toil of what might be termed ill-paid labor. And yet those old fellows builded well, made for themselves homes and reared the boys and girls who afterward became our statesmen and merchant princes. It wasn't through the help of a labor union that John C. Fremont hewed his way to the Pacific and planted our flag, not only there, but on the peak of the highest crag of the Rockies."

"The forensic brilliancy of a Webster and a Clay never had its inspiration under the spur and lash of walking delegate or jawsmith fanatic of a labor union. The paths hewn through the rebellious hosts of treason in 1861-5, by the great army of Northern boys, were not made by soldiers recruited from the beer halls, or from the lodge rooms of labor unions. What have these organizations done, let me ask you, for the upbuilding of the human race? You need not answer, Benson, for I know, however brilliant you are, the answer isn't handy just now."

"Suppose, on the eve of Gettysburg, when Lee's Southern hosts were treading the soil of the North with intent to lay waste our fair land a ukase had gone forth from a Gompers, commanding the men of Meade and Hancock, of Sickles and Howard to halt, to stack arms and refuse to work—that is to fight—till the administration at Washington saw fit to raise the wage scale. What, by the way, was that wage scale—a

paltry thirteen dollars a month! And yet on that wage, animated by a patriotism higher than that conceivable by a Gompers, a Mitchell et al, those men, that grand army of Northern boys, fresh from farm, forge and shop, faced the serried legions of Lee, fought the issue of the Union to the death, and thwarting the designs of a once victorious enemy, drove him in ragged disorder from our Northland forever."

"Those brave boys, a majority under twenty-one, fought the most terrible war of history to a successful termination, and went through those awful four years without going on a strike, and worked it out at the magnificent wage of thirteen dollars a month! What a chance that would have been for a Gompers! But there were no labor leaders to run the business of government in those days. The hands of Abraham Lincoln were upheld by men who were willing to work, to fight, to wait; and in doing all this they saved the country and her free institutions to remain unmenaced until organized labor reared a structure of class hatred and domineering despotism that the honest common sense of our people has of late discounted and sat down upon. I don't know what to think—"

"Now hold on," suddenly gasped the drummer. "Where did you learn all that fustian? You fairly take my breath. This isn't the Fourth of July, nor a Decoration day festival—"

"Only a riverside chat with a friend," laughed old Tom. "But I started out to say something altogether different, although I take back nothing, since it is all true. Now, for instance, suppose the capitalists—we'll call 'em that for the sake of clearness—should each and every one suddenly decide to take a six months' rest. Do you catch my meaning, Benson?"

"I am not quite sure that I do—"

"We will say that the manufacturers and mine owners themselves go on a strike—in concert, mind you—and tie up the business of the country for six months. They could do it, and considering the treatment accorded them by the unions I am not sure that they would not be justified in taking such a stand. What would happen with every plant shut down, millions of hands laid by, no work for a full half year? I am not going to answer that myself. I do know, however, that when the turkey cocks like Gompers and Shea brag of their ability to bring the employers to such terms as they shall dictate they count without their host. The employers have it in their hands, by concert of action, to bring on the most terrible state of suffering imaginable, and they could do it without going outside of their inalienable rights as American citizens. I tremble sometimes when I think how, pushed to extremity by the unreasonable demands of labor, our manufacturers may sometime shut up shop, throw the whole working class out of employment, and themselves go on a vacation. It is meet it seems to me that honest working men take heed of these things lest they grieve away

the day of grace and bring retribution down upon themselves."

"There are two sides to your picture, Tom," suggested the drummer. "The disgruntled workmen might take it into their heads to retaliate, destroy the property of the men who thus used them. It wouldn't pay the monied men to do anything of that kind. It will never happen."

"What good would a starving, workless workingman derive from a burned or wrecked factory, let me ask? That sort of recklessness would put no food in his mouth, no clothes on his back, kindle no fire in the furnace to warm his home, pay no rent bills. He would soon find himself a wanderer, a starving beggar on the face of the earth. I grant you this time may never come, and yet it is possible that such a state of affairs might be inaugurated by the long suffering employers. When men talk of revolution, of the labor unions dictating the policy and wage scale of employers, they talk like fools. There may be sporadic instances of the kind, but in general men who put their money into business claim and will exercise the right to conduct their business affairs to suit themselves; and it is right for them to do so."

"You are a queer duck, Tom," said the drummer. "Now, as for me I never lay awake nights conjuring up such dire pictures—"

"Oh, well, neither do I," the schoolmaster interrupted. "However, I can't help thinking that this whole matter of labor unions, capital and labor, rights and wrongs of every class, will come to a head sometime; when it does it will be settled in a manner altogether righteous and equitable."

"Not by civil war I hope," ventured Benson.

"No, that isn't thinkable. The labor organizations are not strong enough in this country to organize a respectable Donnybrook fair. The honest masses of labor outside the unions will dominate and hold in check their reckless brethren inside the ring."

Old Tom dusted his pipe and resumed his fishing. Old Timer.

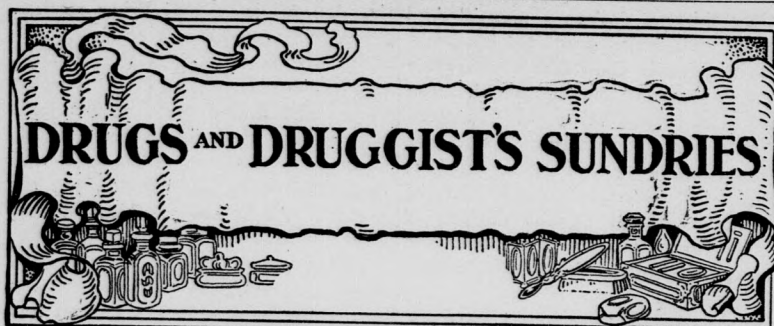
The Trouble.

There's a lump on her brow
And a lump on her neck;
Once so young and so fair,
Now a physical wreck;
There's a swelling or two
On her cheeks, ugly red;
And she sighs in despair
For her beauty has fled.

When we met she was sweet
As a peach, I declare.
Like a rose was her cheek,
And spun-gold seemed her hair;
But to-day she's a picture
That far from delights;
She's caressing with camphor
Sixteen 'skeeter bites.

Mother's Work.

Somebody has to mend the socks,
And starch the frocks,
And clean the crocks;
Somebody has to wash the floors,
And dust the doors;
Somebody has to boil and bake,
And make the cake,
And fry the steak;
Somebody has to buy things cheap,
And wash and sweep,
With little sleep—
That's mother.



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Notes on the Anti-Opium Remedy.

The history of the discovery of the anti-opium plant, *Combretum sundai-cum*, and the reason for its being roasted previous to use is as follows: A party of Chinese wood-cutters working in the jungle near Seremban ran out of tea, and to supply its place took the leaves of a jungle climber, dried them and made an infusion in the ordinary way. This, however, was not successful, as it made the men ill with bowel complaint. The leaves were then roasted, and a fair substitute for tea was obtained, which had no ill effects. Then for some obscure reason *tengko*, i. e., opium dross, or the refuse opium, after being smoked, was mixed with it, and the men continued drinking the mixture for a week or more in the place of tea. After this time it was found that all desire for opium smoking had been lost. Friends of the men were told of the discovery, so the news was spread and others were induced to try the remedy.

The following is the method of preparing the drug for use: The branches of the plant are collected in the jungle around Kuala Lumpur, and on arrival are coarsely chopped up, twigs and all, into pieces about 1 to 1½ inches in length. The chopped material is allowed to dry for three or four days, and then put on large circular bamboo trays about 2½ feet in diameter, and by the same winnowing action as is applied to padi (rice), after husking, the woody portions are separated from the leaves. The latter, being light, are thrown off the tray, and the stalks, by reason of their greater weight, remain upon it. These two qualities are put into separate sacks or baskets. The object of doing this is to prevent the leaves from being roasted as much as the sticks. The apparatus used consists of a large plate of sheet iron, set in brickwork, over a charcoal fire. While roasting the charge is kept in motion by two men furnished with hoe-like implements. After roasting the leaf and sticks are mixed together again. The infusion is prepared by boiling from 8 ounces to 10½ ounces of the roasted material in 4 gallons of water for about three hours.

Cleaned kerosene tins are used for the purpose, and are covered during the process with loose-fitting squares of tin-plate. The liquid is strained first into barrels through a rattan sieve with meshes of about ⅛ inch, and subsequently through pieces of white cloth into other barrels, whence it is ladled through a funnel into the bottles brought by patients. No preservative is used, so that the infusion is very subject to fermentative and other changes, and fresh supplies have to be obtained frequently.

The decoction is prescribed as follows: Whatever the amount of opium a man habitually smokes that amount is to be mixed with the decoction. The average opium smoker takes from 2 to 3 chi of chandu, i. e., opium, as prepared for the use of smokers by the Chinese (equal to 116⅓ to 175 grains), per day, although as much as 875 grains is stated to be the allowance of a particular smoker. The chandu is less potent than the B. P. extract of opium, and a considerable quantity of the alkaloids contained in the chandu is certainly destroyed, and only a mere portion is absorbed into the system of the smoker.

If a man has been in the habit of smoking 2 chi of chandu per day, then two reputed quart bottles (a) and (b), each containing approximately 25 ounces of the decoction, are taken, and into one (a) is put 2 chi of burnt chandu, roasted on an iron skewer-like instrument, in the same way as it would be prepared for smoking. Then a Chinese teacup, holding about 3 fl. ounces, is half filled from bottle (a) and taken by the patient, and half a teacupful from bottle (b) is put into bottle (a). This is repeated each time a dose is taken until bottle (b) is finished. The dose is to be taken as many times a day as the patient has been in the habit of smoking, usually three or four times, until the two bottles are finished, when the man should be cured of all wish to smoke. If not, the treatment is repeated, but with a smaller initial proportion of burnt opium in the bottle, the amount being again decreased if a third course is necessary. Generally three courses are required.

L. Wray.

The New Liquor Law.

The Tradesman publishes elsewhere in this week's paper the full text of the new liquor law governing the sales of liquor by druggists in local option counties. This law has now been signed by the Governor and will go into effect ninety days from the date of approval.

If you must laugh laugh with people, not at them.

Medicine Company Sued for Death Damages.

Milwaukee, May 25—Suit will be started at once by Sheboygan county against a patent medicine company of Jackson, Mich., to recover damages for the death of Martin Hilger, aged 24 years, of Adell, Wis., alleged to have been caused by the taking of a medicine advertised by the Michigan company.

It was revealed at the inquest of Mr. Hilger that he had given up treatment under his family physician after receiving circulars of the marvelous cures made by the patent medicine in question. It is claimed that he sent for several bottles of the mixture and began taking the doses as directed, but that he continued to fail rapidly, according to the testimony of witnesses at the inquest. An investigation by the coroner and relatives of the deceased revealed the fact that the physician at the head of the medicine company was not registered and at the advice of the Michigan State Board of Health suit will be brought by the coroner of Sheboygan county.

Federal Authorities Prosecute Wholesale Druggist.

John W. James, of Towns & James, wholesale druggists of 174 Fulton street, Borough of Brooklyn, New York City, has been arrested and arraigned before Commissioner Morle on a charge of shipping drugs from one state to another without properly marking the ingredients on the label. Mr. James waived examination and

was released on \$500 bail to await action of the Federal grand jury.

The complainant in the case is Inspector George Adams, of the Department of Agriculture, who charged in his complaint that Mr. James had sent from New York to Massachusetts three one-pound bottles of hydrogen peroxide which contained acetanilid, although that fact was not noticeably displayed on the label, in violation of the pure food and drugs law.

The Drug Market.

Opium—Is slightly lower on account of lack of demand.

Morphine—Is unchanged.

Quinine—Is steady.

Alcohol—Has advanced 4c per gallon on account of higher price for corn.

Glycerin—The market is very firm on account of the small amount of crude in the market.

Balsam Copaiba—Is weak and tending lower.

Canada Balsam Fir—Is still in very small supply and advancing.

Cubeb Berries—Are very firm on account of scarcity.

Juniper Berries—Are very firm and advancing.

Oils Lemon, Orange and Bergamot—Are lower.

Oil Cubebs—Has advanced.

Gum Asafoetida—Has again advanced on account of scarcity.

Buchu Leaves—Are very firm and tending higher.

Jalap Root—Has advanced.

Liquor Register System

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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.

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WHOLESALE DRUG PRICE CURRENT

Acidum		Copaiba		Scilla		Rubia Tinctorum		Vanilla	
Aceticum	60 8	Cubebae	1 75 1 85	Scilla	50	12 14	9 00 10 00		
Benzolium, Ger.	70 12	Erigeron	2 35 2 50	Scilla Co.	50	18 20			
Boracic	16 23	Evechthitos	1 00 1 10	Tolutan	50	4 50 4 75			
Citricum	48 55	Gaultheria	2 50 4 00	Prunus virg	50	40 50			
Hydrochlor	30 5	Geranium	70 75	Zingiber	50	40 50			
Nitrosum	30 10	Gossippi Sem gal	70 75	Tinctures		Sapo, G	15		
Oxalicum	14 15	Hedeoma	2 50 2 75	Aloes	60	Sapo, M	12		
Phosphorium, dil.	14 15	Junipera	40 1 20	Aloes & Myrrh	60	Sapo, W	10 12		
Salicylicum	44 47	Lavendula	90 3 60	Anconitum Nap's F	50	Seidlitz Mixture	20 22		
Sulphuricum	14 47	Limons	1 20 1 30	Anconitum Nap's R	50	Sinapis	18		
Tannicum	75 80	Mentha Piper	1 75 1 90	Arnica	50	Sinapis, opt.	30		
Tartaricum	38 45	Menta Verid	3 00 3 50	Asafoetida	60	Snuff, Maccaboy	30		
Ammonia		Morrhuae, gal.	1 60 1 85	Aatrope Belladonna	60	De Voes	51		
Aqua, 18 deg.	40 6	Myrica	3 00 3 50	Aurant Cortex	60	Snuff, S'h DeVos	51		
Aqua, 20 deg.	60 8	Olive	1 00 1 30	Barosma	50	Soda, Boras, po.	6 10		
Carbonas	13 15	Picis Liquida	10 12	Benzoin	50	Soda, et Pot's Tart	25 28		
Chloridum	12 14	Picis Liquida gal.	40 40	Cantharides	50	Soda, Carb	1 1 1/2		
Aniline		Ricina	94 1 00	Capicum	50	Soda, Bi-Carb	3 5		
Black	2 00 2 25	Rosae oz.	6 50 7 00	Cardamon	50	Soda, Ash	3 1/2		
Brown	80 1 00	Rosmarini	1 00 1 00	Cassia Acutifol	50	Soda, Sulphas	2 2		
Red	46 50	Sabina	90 1 00	Cassia Acutifol Co	50	Spts. Cologne	2 60		
Yellow	2 50 3 00	Santal	2 4 50	Castor	1 00	Spts. Ether Co.	50 55		
Bacca		Sassafras	85 90	Catechu	50	Spts. Myrcia	2 50		
Cubebae	30 35	Sinapis, ess. oz.	2 95	Cinchona	50	Spts. Vini Rect bbl	2 50		
Juniperus	10 12	Succini	40 45	Cinchona	50	Spts. Vi'i Rect 1/2 b	4		
Xanthoxylum	30 35	Thyme	40 45	Cinchona Co.	50	Spts. Vi'i R't 10 gl	4		
Balsamum		Thyme, opt.	61 60	Columba	50	Spts. Vi'i R't 5 gl	4		
Peru	2 75 2 85	Theobromas	15 20	Cubebae	50	Strychnia, Crystl 1	10 1 30		
Terabin, Canada	85 90	Tiglll	1 00 1 20	Digitalis	50	Sulphur Subl	2 1/2 3 1/2		
Tolutan	40 45	Potassium		Ergot	50	Sulphur, Roll	2 1/2 3 1/2		
Cortex		Bi-Carb	15 18	Ferri Chloridum	50	Quina, N. Y.	17 27		
Abies, Canadian.	18	Blechromate	13 15	Gentian	50	Quina, S. Ger.	17 27		
Cassiae	20	Bromide	25 30	Gentian Co.	50	Quina, S P & W	17 27		
Cinchona Flava	18	Carb	12 15	Gulaca	50	Miscellaneous			
Buonymus atro.	16	Chlorate	12 14	Gulaca ammon.	50	Aether, Spts Nit 3f	30 35		
Myrica Cerifera	15	Cyanide	30 40	Hycoscyamus	50	Aether, Spts Nit 4f	34 38		
Prunus Virginl.	10	Iodide	2 50 2 60	Iodine	75	Alumen, grd po 7	30 4		
Quillaja, gr'd.	15	Potassa, Bitart pr	30 32	Iodine, colorless	75	Annatto	40 50		
Sassafras, po 25	24	Potass Nitras opt	7 10	Kino	50	Antimoni, po	40 50		
Ulmus	20	Potass Nitras	60 8	Lobelia	50	Antimoni et po T	40 50		
Extractum		Prussiate	23 28	Myrrh	50	Antifebrin	20 25		
Glycyrrhiza, Gla.	24 30	Sulphate po	15 18	Nux Vomica	50	Antipyriz	25 30		
Glycyrrhiza, po.	28 30	Radix		Opil	1 25	Argenti Nitras oz	6 63		
Haematox	11 12	Aconitum	20 25	Opil, camphorated	1 00	Arsenicum	10 12		
Haematox, 1s	13 14	Aithae	30 35	Opil, deodorized	2 00	Balm Gilead buds	60 65		
Haematox, 1/2s	14 15	Anchusa	10 12	Quassia	50	Bismuth S N	1 65 1 85		
Haematox, 1/4s	16 17	Arum po	2 25	Rhatany	50	Calcium Chlor, 1s	10 12		
Ferru		Calamus	20 40	Rhel	50	Calcium Chlor, 1/2s	10 12		
Carbonate Precip.	1 00	Gentiana po 15.	12 15	Sanguinaria	50	Calcium Chlor, 1/4s	10 12		
Citrate and Quina	55	Glycyrrhiza pv 15	16 18	Serpentaria	50	Cantharides, Rus.	20 22		
Citrate Soluble.	40	Hellebore, Alba	12 15	Stromonium	60	Capicil Fruc's af	20 22		
Ferrocyanidum S	15	Hydrastis, Canada	2 50	Tolutan	50	Capicil Fruc's po	20 22		
Solut. Chloride	2	Hydrastis, Can. po	2 50	Valerian	50	Cap'i Fruc's B po	20 22		
Sulphate, com'l.	2	Inula, po	18 22	Veratrum Veride	50	Carmine, No. 40	20 22		
Sulphate, com'l, by	70	Ipecac, po	2 00 2 10	Zingiber	60	Carphylus	20 22		
Sulphate, pure	7	Iris plox	35 40	Semen		Cassia fructus	20 22		
Flora		Isalapa, pr.	65 70	Anisum po 20	14	Cataceum	20 22		
Arnica	20 25	Maranta, 1/2s	35 40	Blrd, 1s	40 6	Centraria	10 12		
Anthemis	50 60	Podophyllum po	15 18	Cannabis Sativa	70 90	Cera Alba	50 55		
Matricaria	30 35	Rhel	75 100	Cardamon	15 18	Cera Flava	40 42		
Folia		Rhel, cut	1 00 1 25	Carui po 15	25 30	Crocus	30 35		
Barosma	50 60	Rhel, pv.	75 100	Chenopodium	12 14	Chloroform	34 54		
Cassia Acutifol.	15 20	Sanguinari, po 18	15 18	Cordandrum	75 100	Chloral Hyd Crss 1	35 1 60		
Cassia, Acutifol.	25 30	Scilla, po 45	20 25	Cydontum	75 100	Chloro'm Squibbs	20 25		
Salvia officinalis,	18 20	Senega	35 40	Dipterix Odorate 2	50 2 75	Chondrus	20 25		
1/2s and 1/4s	8 10	Serpentaria	60 65	Poeniculum	7 9	Cinchonid'e Germ	38 48		
Uva Ursi	8 10	Smlax, M	25 30	Poenugreek, po.	40 6	Cinchonidine P-W	38 48		
Gummi		Smlax, off's H.	45 48	Zingiber a	12 16	Cocaine	2 80 3 00		
Acacia, 1st pkd.	0 65	Spigella	1 45 1 50	Zingiber j	25 28	Creosotum	45 50		
Acacia, 2nd pkd.	0 35	Symplocarpus	25 30	Spiritus		Creta, bbl. 75	2 5		
Acacia, 3rd pkd.	0 35	Valeriana Eng.	25 30	Frumentl W. D. 2	00 2 50	Creta, prep.	11 11		
Acacia, sifted sts.	0 35	Valeriana, Ger.	15 20	Frumentl	25 30	Creta, precip	11 11		
Acacia, po	45 65	Zingiber	25 28	Juniperis Co.	1 75 3 50	Cudbear	24 24		
Aloe, Barb	22 25	Semen		Juniperis Co O T 1	65 62 10	Cupri Sulph	30 10		
Aloe, Cape	25 30	Anisum po 20	14	Saccharum N E 1	90 2 10	Dextrine	70 10		
Aloe, Socotri	45 45	Apium (gravel's)	13 15	Snt Vini Galli	1 75 50	Emery, all Nos.	8 8		
Ammoniac	55 60	Blrd, 1s	40 6	Vini Alba	1 25 2 00	Emery, po	8 8		
Asafoetida	45 50	Cannabis Sativa	70 90	Vini Oporto	1 25 2 00	Ergota, po 65	60 65		
Benzoinum	50 55	Cardamon	15 18	Sponges		Ether Sulph	35 40		
Catechu, 1s	13 14	Carui po 15	25 30	Extra yellow sheeps'	1 25	Flake White	12 15		
Catechu, 1/2s	16 16	Chenopodium	12 14	wool carriage	01 25	Galla	30 30		
Catechu, 1/4s	16 16	Cordandrum	75 100	Florida sheeps' wool	3 00 3 50	Gambler	30 9		
Comphorae	60 65	Cydontum	75 100	carriage	3 00 3 50	Gelatin, Cooper.	60 60		
Euphorbium	40 40	Dipterix Odorate 2	50 2 75	Grass sheeps' wool,	01 25	Gelatin, French.	35 60		
Galbanum	1 00	Poeniculum	7 9	carriage	01 25	Glassware, fit boo	75 75		
Gamboge, po. 1	25 21 35	Poenugreek, po.	40 6	Hard, slate use.	01 00	Less than box 70%	11 13		
Gauclacum po 35	25 35	Lini	40 6	Nassau sheeps' wool	3 50 3 75	Glue, brown	11 13		
Kino, po 45c	25 35	Lini, grd. bbl. 2 1/2	75 80	carriage	01 25	Glue, white	15 25		
Mastic	45 45	Lobelia	75 80	Velvet extra sheeps'	02 00	Glycerina	18 24		
Myrrh, po 50	45 45	Pharlaris Cana'n	90 10	wool carriage	02 00	Grana Paradisi	25 25		
Opium	65 64 75	Rapa	50 6	Yellow Reef, for	01 46	Humulus	35 60		
Shellac	45 55	Sinapis Alba	80 10	slate use	01 46	Hydrarg Ammoli	11 13		
Shellac, bleached	60 65	Sinapis Nigra	90 10	Syrups		Hydrarg Ch. Mt	87 87		
Tragacanth	70 1 00	Spiritus		Acacia	50	Hydrarg Ch Cor.	87 87		
Herba		Frumentl W. D. 2	00 2 50	Auranti Cortex	50	Hydrarg Ox Ru'm	97 97		
Absinthium	45 60	Frumentl	25 30	Bergamii	50 50	Hydrargyrum	75 75		
Eupatorium oz pk	20 20	Juniperis Co.	1 75 3 50	Cajiputi	85 90	Ichthyobolla, Am.	90 1 00		
Lobelia, oz pk	25 25	Juniperis Co O T 1	65 62 10	Caryophilli	1 20 1 30	Indigo	75 1 00		
Majorium oz, pk	25 25	Saccharum N E 1	90 2 10	Cedar	50 50	Iodine, Resubi	3 85 2 30		
Mentra Pip. oz pk	25 25	Snt Vini Galli	1 75 50	Chenopadii	3 75 4 00	Iodoform	3 90 4 00		
Mentra Ver. oz pk	25 25	Vini Alba	1 25 2 00	Cinnamoni	1 75 2 85	Liquor Arsen et	25 25		
Rue, oz pk	25 25	Vini Oporto	1 25 2 00	Conium Mae	80 90	Hydrarg Iod.	25 25		
Tanacetum, V.	25 25	Sponges		Citronella	60 70	Liq Potass Arsenit	10 12		
Thymus V. oz pk	25 25	Extra yellow sheeps'	1 25	Oils					
Magnesia		wool carriage	01 25	Absinthium	40 90 50 00				
Calcined, Pat.	55 60	Florida sheeps' wool	3 00 3 50	Amygdalae Dulc.	75 85				
Carbonate, Pat.	18 20	Grass sheeps' wool,	01 25	Amygdalae, Ama	8 00 8 25				
Carbonate, K-M.	18 20	carriage	01 25	Anisi	1 90 2 00				
Carbonate	18 20	Hard, slate use.	01 00	Auranti Cortex	2 75 2 85				
Oleum		Nassau sheeps' wool	3 50 3 75	Bergamii	50 50				
Absinthium	40 90 50 00	carriage	01 25						
Amygdalae Dulc.	75 85	Velvet extra sheeps'	02 00						
Amygdalae, Ama	8 00 8 25	wool carriage	02 00						
Anisi	1 90 2 00	Yellow Reef, for	01 46						
Auranti Cortex	2 75 2 85	slate use	01 46						
Bergamii	50 50	Syrups							
Cajiputi	85 90	Acacia	50						
Caryophilli	1 20 1 30	Auranti Cortex	50						
Cedar	50 50	Ferri Iod	50						
Chenopadii	3 75 4 00	Ipecac	60						
Cinnamoni	1 75 2 85	Rhel Arom	50 60						
Conium Mae	80 90	Semilax Off's	50 60						
Citronella	60 70	Senega	50						

Grand Rapids Stationery Co.

HAMMOCKS
SPORTING GOODS
FIRE WORKS
AND
SCHOOL SUPPLIES

134-136 E. Fulton St.
Leonard Bldg.

Grand Rapids, Michigan



Fine
Half-
tone
Plates
of Fur-
niture,
Catalogs
Complete

Tradesman
Company
Engravers
and Printers
Grand Rapids, Mich.

A New Departure

We are agents for the

Walrus Soda Fountains

And All the Necessary Apparatus

We are prepared to show cuts of styles
and furnish prices that are right for
the goods furnished. * * *

Please talk with our travelers or write
us direct for particulars and general
information. * * *

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

Flour

DECLINED

Cheese

Index to Markets
By Columns

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3

CHEWING GUM	
American Flag Spruce	55
Beeman's Pepsin	45
Adams Pepsin	45
Best Pepsin	45
Best Pepsin, 5 boxes	2 00
Black Jack	55
Largest Gum Made	55
Sen Sen	55
Sen Sen Breath Per'f	1 00
Long Tom	55
Yucatan	55
Hop to it	55
Spearmint	55
CHICORY	
Bulk	5
Red	7
Eagle	5
Frank's	5
Schener's	7

CHOCOLATE	
Walter Baker & Co's	24
German Sweet	33
Premium	33
Caracas	31
Walter M. Lowney Co.	32
Premium, 1/4s	32
Premium, 1/2s	32
COCOA	
Baker's	39
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	35
Epps	33
Huyler	42
Lowney, 1/4s	36
Lowney, 1/2s	36
Lowney, 1s	36
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 1s	20
Webb	30
Wilbur, 1/4s	39
Wilbur, 1/2s	40

COCONUT	
Dunham's 1/4s & 1/2s	26 1/2
Dunham's 1/2s	27
Dunham's 1/4s	28
Bulk	12

COFFEE	
Common	10@13 1/2
Fair	14 1/2
Choice	15 1/2
Fancy	20

Santos	
Common	12@13 1/2
Fair	14 1/2
Choice	15 1/2
Fancy	19

Maracalbo	
Fair	16
Choice	19
Fancy	16 1/2

Guatemala	
Choice	15
Fancy	12

Java	
African	12
Fancy African	17
O. G.	25
P. G.	31

Mocha	
Arabian	21
Package	21

New York Basis	
Arbuckle	17 50
Dillworth	14 75
Jersey	15 00
Lion	14 50

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

Extract	
Holland, 1/2 gro boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43

CRACKERS	
National Biscuit Company	
Brand	
Butter	
N. B. C., Square	6
Soda	
N. B. C. Soda	6
Select Soda	6
Saratoga Flakes	15
Zephyrette	13

Oyster	
N. B. C., Round	6
Gem	6
Faust, Shell	7 1/2
Sweet Goods	
Animals	10
Atlantic, Assorted	10
Brittle	11
Cadet	8
Cartwheels	8
Cavalier Cake	14
Chocolate Drops	16
Current Fruit Biscuit	10
Cracknels	16
Coffee Cake, pl. or iced	10
Cocoanut Taffy Bar	12
Cocoanut Bar	10
Cocoanut Drops	12
Cocoanut Honey Cake	12
Cocoanut Hon. Fingers	12
Cocoanut Hon. Jumbles	12
Cocoanut Macaroons	18
Current Cookies Iced	10
Dandelion	10
Dinner Biscuit	20
Dixie Sugar Cookie	9
Family Snaps	8
Family Cookie	8

Breakfast Foods	
Bordeau Flakes, 36 lb.	2 50
Cream of Wheat 36 lb.	4 50
Egg-O-See, 36 pkgs.	2 85
Excella Flakes, 36 lb.	4 50
Excella, large pkgs.	4 50
Force, 36 lb.	4 50
Grape Nuts, 2 doz.	2 70
Malta Ceres, 24 lb.	2 40
Malta Vita, 36 lb.	2 85
Maple-Flake, 36 lb.	4 05
Flisbury's Vitos, 3 dz.	4 25
Ralston Health Food	
36 lb.	4 50
Sunlight Flakes, 36 lb.	2 85
Sunlight Flakes, 20 lb.	4 00
Vigor, 36 pkgs.	2 75
Voigt Cream Flakes	4 50
Zest, 20 lb.	4 10
Zest, 36 small pkgs.	2 75

Rolled Oats	
Rollad Avena, bbls.	6 35
Steel Cut, 100 lb. sks.	3 25
Monarch, bbl.	6 10
Quaker, 18 lb. sacks	2 90
Quaker, 20 Family	4 60

Cracked Wheat	
Bulk	3 1/2
24 lb. packages	3 50

CATSUP	
Columbia, 25 pts.	4 15
Snider's pints	2 25
Snider's 1/2 pints	1 35

CHEESE	
Acme	@15
Elise	@12
Gem	@
Jersey	@14
Riverside	@15 1/2
Springdale	@16
Warner's	@15 1/2
Brick	@17
Leiden	@15
Limburger	@15 1/2
Pineapple	40
Sap Sago	@20
Swiss, domestic	@16

Oysters	
Cove, 1lb.	85@95
Cove, 2lb.	1 60@1 85
Cove, 1lb. Oval	@1 20
Plums	1 00@2 50
Peas	90@1 25
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	@3 00
Grated	85@2 50
Sliced	95@2 40
Pumpkin	
Fair	85
Good	90
Fancy	1 00
Gallon	1 50

Raspberries	
Standard	@
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 1/2@4
Domestic, 1/2s	@5
Domestic, 3/4s	@6
California, 1/4s	11@14
California, 1/2s	17@24
French, 1/4s	7@14
French, 1/2s	18@28

Shrimps	
Standard	90@1 40
Fair	85
Good	85
Fancy	1 25@1 40
Standard	
Fancy	

Tomatoes	
Good	95@1 10
Fair	85@90
Fancy	@1 40
Gallons	@2 50

CARBON OILS	
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 1/4@10

BARRLS	
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 1/4@10

CEREALS	
Breakfast Foods	
Bordeau Flakes, 36 lb.	2 50
Cream of Wheat 36 lb.	4 50
Egg-O-See, 36 pkgs.	2 85
Excella Flakes, 36 lb.	4 50
Excella, large pkgs.	4 50
Force, 36 lb.	4 50
Grape Nuts, 2 doz.	2 70
Malta Ceres, 24 lb.	2 40
Malta Vita, 36 lb.	2 85
Maple-Flake, 36 lb.	4 05
Flisbury's Vitos, 3 dz.	4 25
Ralston Health Food	
36 lb.	4 50
Sunlight Flakes, 36 lb.	2 85
Sunlight Flakes, 20 lb.	4 00
Vigor, 36 pkgs.	2 75
Voigt Cream Flakes	4 50
Zest, 20 lb.	4 10
Zest, 36 small pkgs.	2 75

Rolled Oats	
Rollad Avena, bbls.	6 35
Steel Cut, 100 lb. sks.	3 25
Monarch, bbl.	6 10
Quaker, 18 lb. sacks	2 90
Quaker, 20 Family	4 60

Cracked Wheat	
Bulk	3 1/2
24 lb. packages	3 50

CATSUP	
Columbia, 25 pts.	4 15
Snider's pints	2 25
Snider's 1/2 pints	1 35

CHEESE	
Acme	@15
Elise	@12
Gem	@
Jersey	@14
Riverside	@15 1/2
Springdale	@16
Warner's	@15 1/2
Brick	@17
Leiden	@15
Limburger	@15 1/2
Pineapple	40
Sap Sago	@20
Swiss, domestic	@16

4

Fancy Ginger Wafer	
Fig Cake Assorted	12
Frosted Cream	8
Frosted Honey Cake	12
Fluted Cocoanut Bar	10
Ginger Gems	8
Ginger Gems, Iced	9
Graham Crackers	8
Ginger Nuts	10
Ginger Snaps N. B. C.	7
Ginger Snaps Square	8
Hippodrome Bar	10
Honey Cake, N. B. C.	12
Honey Fingers, As. Ice	12
Honey Jumbles	12
Honey Jumbles, Iced	12
Honey Flake	12 1/2
Honey Lassies	10
Household Cookies	8
Household Cookies Iced	8
Iced Honey Crumpets	10
Imperial	8
Jersey Lunch	8
Kream Klips	20
Laddie	8
Lemon Gems	10
Lemon Biscuit Square	8
Lemon Fruit Square	12 1/2
Lemon Wafer	16
Lemona	8
Mary Ann	8
Marshmallow Walnuts	16
Molasses Cakes	8
Molasses Cakes, Iced	9
Mottled Square	9
Newton	12
Oatmeal Crackers	8
Orange Gems	8
Penny Cakes, Assorted	8
Peanut Gems	9
Pretzels, Hand Md.	8
Pretzelettes, Hand Md.	8
Pretzelettes, Mac. Md.	7 1/2
Raisin Cookies	8
Revere, Assorted	14
Rosalie	8
Rube	8
Scalloped Gems	10
Scotch Cookies	10
Snow Creams	16
Sugar Fingers	12
Sugar Gems	8
Sultana Fruit Biscuit	16
Sunside Jumbles	10
Spiced Gingers	9
Spiced Gingers Iced	10
Sugar Cakes	8
Sugar Cakes, Iced	9
Sugar Squares, large or small	8
Superba	8
Sponge Lady Fingers	25
Sugar Crimp	8
Vanilla Wafers	16
Victors	12
Waverly	8

Honey Jumbles, Iced	12
Honey Flake	124
Honey Loggier	15

6	7	8	9	10	11
Spring Wheat Flour Roy Baker's Brand Golden Horn, family. 6 60 Golden Horn, bakers. 6 50 Duluth Imperial. 6 60 Wisconsin Rye. 5 00 Judson Grocer Co.'s Brand Ceresota, 1/2s. 7 05 Ceresota, 1/4s. 6 90 Ceresota, 1/8s. 6 80 Lemon & Wheeler's Brand Wingold, 1/2s. 7 10 Wingold, 1/4s. 7 00 Wingold, 1/8s. 6 90 Worden Grocer Co.'s Brand Laurel, 1/2s cloth. 7 00 Laurel, 1/4s cloth. 6 90 Laurel, 1/8s cloth. 6 80 Laurel, 1/2s & 1/4s cloth. 6 80 Voigt's Milling Co.'s Brand Voigt's Crescent. 7 20 Voigt's Flourloft whole wheat flour. 7 20 Voigt's Hygienic Graham. 6 60 Voigt's Royal. 7 10 Wykes & Co. Sleepy Eye, 1/2s cloth. 6 80 Sleepy Eye, 1/4s cloth. 6 70 Sleepy Eye, 1/8s cloth. 6 60 Sleepy Eye, 1/2s paper. 6 60 Sleepy Eye, 1/4s paper. 6 60 Meal Bolted. 4 30 Golden Granulated. 4 40 St. Car Feed screened. 33 00 No. 1 Corn and Oats. 33 00 Corn, cracked. 31 00 Corn Meal, coarse. 31 00 Winter Wheat Bran. 30 00 Middlings. 31 50 Buffalo Gluten Feed. 33 00 Dairy Feeds Wykes & Co. O P Linseed Meal. 34 00 O P Laxo-Cake-Meal. 31 50 Cottonseed Meal. 31 00 Gluten Feed. 29 00 Malt Sprouts. 25 00 Brewers' Grains. 28 00 Hammond Dairy Feed. 25 00 Alfalfa Meal. 26 00 Oats Michigan carlots. 66 Less than carlots. 64 Corn Carlots. 84 Hay No. 1 timothy carlots. 15 00 No. 1 timothy ton lots. 16 00 HERBS Sage. 15 Hops. 15 Laurel Leaves. 15 Senna Leaves. 25 HORSE RADISH Per doz. 90 JELLY 5 lb. pails, per doz. 2 25 15 lb. pails, per pail. 55 30 lb. pails, per pail. 98 LICORICE Pure. 30 Calabria. 25 Sicily. 14 Root. 11 MATCHES C. D. Crittenden Co. Noiseless Tip. 4 50 @ 4 75 MOLASSES New Orleans Fancy Open Kettle. 40 Choice. 35 Good. 22 Fair. 20 Half barrels 2c extra MINCE MEAT Per case. 2 90 MUSTARD 1/2 lb., 6 lb. box. 18 OLIVES Bulk, 1 gal. kegs 1 40 @ 1 50 Bulk, 2 gal. kegs 1 35 @ 1 45 Bulk, 5 gal. kegs 1 25 @ 1 40 Manzanilla, 3 oz. 75 Queen, pints. 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 7 00 Stuffed, 3 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 per box 1 25 Clay, T. D., full count. 60 Cob. 90 PICKLES Medium Barrels, 1,200 count. 6 00 Half bbls., 600 count. 3 50 Small Half bbls., 1,200 count. 4 50 PLAYING CARDS No. 90 Steamboat. 85 No. 15, Rival, assorted. 1 25 No. 20, Rover, enam'd. 1 50 No. 572, Special. 1 75 No. 98 Golf, satin fin. 2 00 No. 808 Bicycle. 2 00 No. 622 Tourist. 2 25 POTASH Babbitt's. 4 00 PROVISIONS Barreled Pork Mess, new. 19 00 Clear Back. 20 00 Short Cut. 19 50 Short Cut Clear. 19 50 Bean. 16 50 Brisket, Clear. 18 00 Pig. 24 30 Clear Family. 16 50 Dry Salt Meats S. P. Bellies. 12 Bellies. 11 Extra Shorts Clear. 11 1/2	Lard Pure in tierces. 12 Compound Lard. 8 1/2 80 lb. tubs. advance. 1/4 40 lb. tubs. advance. 1/4 50 lb. tins. advance. 1/4 20 lb. pails. advance. 1/4 10 lb. pails. advance. 1/4 5 lb. pails. advance. 1/4 8 lb. pails. advance. 1/4 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 Skinned Hams. 13 1/2 California Hams. 13 1/2 Ham, dried beef sets. 18 Boiled Ham. 14 Berlin Ham, pressed. 10 Minced Ham. 10 Bacon. 12 1/2 @ 15 Sausages Bologna. 4 Liver. 7 Frankfort. 9 Pork. 9 Veal. 7 Tongue. 7 Headcheese. 7 Beef Boneless. 12 00 Rump, new. 13 00 Pig's Feet 1/2 bbls. 1 00 1/4 bbls., 40 lbs. 1 80 1/2 bbls. 3 00 1 bbl. 8 00 Tripe Kits, 15 lbs. 80 1/2 bbls. 40 lbs. 1 60 1/2 bbls. 3 00 Casings Hogs, per lb. 30 Beef, rounds. 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. 2 50 Roast beef, 2 lb. 2 50 Roast beef, 1 lb. 2 50 Potted ham, 1/2s. 50 Potted ham, 1/4s. 50 Deviled ham, 1/2s. 50 Deviled ham, 1/4s. 50 Potted tongue, 1/2s. 50 Potted tongue, 1/4s. 50 RICE Fancy. 7 @ 7 1/2 Japan. 5 @ 6 1/2 Broken. 5 @ 6 1/2 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 10 Deland's. 3 00 Dwight's Cow. 3 15 L. P. 3 00 Wyandotte, 100 lbs. 3 00 SALT SODA Granulated, bbls. 85 Granulated, 100 lbs. cs. 1 00 Lump, 145 lb. kegs. 80 Lump, 145 lb. kegs. 95 SALT Common Grades 100 3 lb. sacks. 2 25 60 5 lb. sacks. 2 15 28 10 1/2 lb. sacks. 2 05 56 lb. sacks. 3 32 28 lb. sacks. 17 Warsaw 56 lb. dairy in drin bags 40 28 lb. dairy in drill bags 20 Solar Rock 56 lb. sacks. 24 Common Granulated, fine. 80 Medium, fine. 85 SALT FISH Cod Large whole. 7 Small whole. 6 1/2 Strips or bricks. 7 1/2 @ 10 1/2 Pollock. 5 Halibut Strips. 14 Chunks. 15 Holland Herring Pollock. 4 White Hp. bbls. 8 50 @ 9 50 White Hp. 1/2 bbls. 4 50 @ 5 25 White Hoop mechs. 60 @ 75 Norwegian Round, 100 lbs. 3 75 Round, 40 lbs. 1 90 Scaled. 13 Trout No. 1, 100 lbs. 7 50 No. 1, 40 lbs. 3 25 No. 1, 10 lbs. 90 No. 1, 8 lbs. 75 Mackerel Mess, 100 lbs. 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. 3 50 100 lbs. 9 75 @ 3 50 50 lbs. 5 25 @ 1 90	SEEDS 10 lbs. 1 12 55 8 lbs. 92 48 ANISE Anise. 10 Canary, Smyrna. 4 1/2 Caraway. 10 Cardamom, Malabar. 1 00 Celery. 15 Hemp, Russian. 4 1/2 Mixed Bird. 4 Mustard, white. 10 Poppy. 9 Rape. 6 SHOE BLACKING Handy Box, large 3 dz. 2 50 Handy Box, small. 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85 SNUFF Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. American Family. 4 00 Dusky Diamond. 50 80z. 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars. 3 60 Savon Imperial. 3 00 White Russian. 3 15 Dome, oval bars. 2 70 Satinet, 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 Marselles, 100 cakes. 5 80 Marselles, 100 cakes 50 4 00 Marselles, 100 ck toil. 4 00 Marselles, 1/2bx toilet. 2 10 A. B. Wisley Good Cheer. 4 00 Old Country. 3 40 Soap Powders Lautz Bros. & Co. Snow Boy. 4 00 Gold Dust, 24 large. 4 50 Gold Dust, 100-5c. 4 00 Kirkoline, 24 4lb. 3 80 Pearline. 3 75 Soapine. 4 16 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 Morgan's Sons. Sapolio, gross lots. 9 00 Sapolio, half gro. lots. 4 50 Sapolio, single boxes. 2 25 Sapolio, hand. 2 25 Scourine Manufacturing Co. Scourine, 50 cakes. 1 80 Scourine, 100 cakes. 3 50 SODA Boxes. 5 1/2 Kegs, English. 4 1/2 SPICES Whole Spices Allspice. 10 Cassia, China in mats. 12 Cassia, Canton. 18 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 65 Cloves, Amboyina. 22 Cloves, Zanzibar. 22 Mace. 35 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. 18 Ginger, Cochon. 15 Ginger, Jamaica. 25 Mace. 65 Mustard. 17 Pepper, Singapore, blk. 18 Pepper, Singap. white. 23 Pepper, Cayenne. 20 Sage. 20 STARCH Corn Kingsford, 40 lbs. 7 1/2 Muzzy, 20 lbs. 5 1/2 Muzzy, 40 lbs. 5 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. 5 48 lb. packages. 5 16 5lb. packages. 4 1/2 12 6lb. packages. 6 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. 1 19 1 1/2 lb. cans 1/2 dz. in cs. 1 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. 40 India Ceylon, choice. 32 Fancy. 42 TOBACCO Fine Cut Cadillac. 54 Sweet Loma. 34 Hiawatha, 5lb. pails. 55 Telegram. 40 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. 33 Standard Navy. 37 Spear Head, 7 oz. 47 Spear Head, 1 1/2 oz. 44 Nobby Twist. 55 Jolly Tar. 39 Old Honesty. 43 Toddy. 34 J. T. 33 Piper Heidsieck. 33 Boot Jack. 86 Honey Dip Twist. 40 Black Standard. 40 Cadillac. 40 Forge. 34 Nickel Twist. 52 Mill. 32 Great Navy. 36 Smoking Sweet Core. 34 Flat Car. 32 Wampath. 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails. 31 Honey Dew. 40 Gold Block. 40 Flagman. 40 Chips. 33 Kiln Dried. 21 Duke's Mixture. 40 Duke's Cameo. 43 Myrtle Navy. 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails. 40 Cream. 36 Corn Cake, 2 1/2 oz. 28 Corn Cake, 1lb. 22 Flaw Boy, 1 1/2 oz. 39 Flaw 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 Forex-XXXX. 30 Good Indian. 30 Self Binder, 16oz. 8oz. 20-22 Silver Foam. 32 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 State Seal. 12 Oakland apple cider. 14 Barrels free. 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. 2 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. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate. 35 No. 2 Oval, 250 in crate. 40 No. 3 Oval, 250 in crate. 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. 28 Case No. 2 fillers 1 sets. 1 35 Case, mediums, 12 sets. 1 15 Faucets Cork lined, 8 in. 70 Cork lined, 9 in. 80 Cork lined, 10 in. 90 Mop Sticks Trojan spring. 90 Eclipse patent spring. 90 No. 1 common. 90 No. 2 pat. brush holder. 90 12lb. cotton mop heads. 1 40 Ideal No. 7. 85 Pails 2-hoop Standard. 2 15 2-hoop Standard. 2 35 3-wire, Cable. 2 25 Cedar, all red, brass. 1 25 Paper, Eureka. 2 25 Fibre. 2 70 Toothpicks Hardwood. 2 50 Softwood. 2 75 Banquet. 1 50 Ideal. 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood. 80 Rat, spring. 75 Tubs 20-in. Standard, No. 1. 8 75 18-in. Standard, No. 2. 7 75 16-in. Standard, No. 3. 6 75 20-in. Cable, No. 1. 9 25 18-in. Cable, No. 2. 8 25 16-in. Cable, No. 3. 7 25 No. 1 Fibre. 10 25 No. 2 Fibre. 9 25 No. 3 Fibre. 8 25 Washboards Bronze Globe. 2 50 Dewey. 1 75 Double Acme. 2 75 Single Acme. 2 25 Double Peerless. 4 25 Single Peerless. 3 50 Northern Queen. 3 50 Double Duplex. 3 00 Good Luck. 2 75 Universal. 3 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 13 in. Butter. 1 25 15 in. Butter. 2 25 17 in. Butter. 3 75 19 in. Butter. 5 00 Assorted, 13-15-17. 2 30 Assorted, 15-17-19. 3 25 WRAPPING PAPER Common straw. 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. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Whitefish, Jumbo. 18 Whitefish, No. 1. 12 1/2 Trout. 12 Halibut. 10 Herring. 7 Bluefish. 14 1/2 Live Lobster. 29 Boiled Lobster. 29 Cod. 11 Haddock. 8 Pickerel. 11 1/2 Pike. 8 1/2 Perch. 5 1/2 Chinked, White. 12 1/2 Mackerel. 17 Finnan Haddie. 17 Roe Shad. 17 Shad Roe, each. 50 Speckled Bass. 9 HIDES AND PELTS Hides Green No. 1. 9 1/2 Green No. 2. 8 1/2 Cured No. 2. 11 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. 6 No. 2. 4 Wool Unwashed, med. 27 Unwashed, fine. 22 CONFECTIONS Stick Candy. Pails 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 Ribbon. 12 Broken. 10 Cut Loaf. 8 Leader. 8 1/2 Kindergarten. 10 French Cream. 9 Star. 11 Hand Made Cream. 16 Premio Cream mixed. 14 Paris Cream Bon Bons. 10 Fancy-in Pails Gypsy Hearts. 14 Coco Bon Bons. 14 Fudge Squares. 12 Peanut Squares. 9 Sugared Peanuts. 12 Salted Peanuts. 12 Starlight Kisses. 11 San Blas Goodies. 13 Lozenges, plain. 10 Lozenges, printed. 12 Champion Chocolate. 12 Eclipse Chocolates. 14 Eureka Chocolates. 15 Quantette Chocolates. 14 Champion Gum Drops. 9 Moss Drops. 10 Lemon Sours. 10 Imperials. 1 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. 30 Kisses, 10lb. bx. 1 30 Orange Jellies. 50 Lemon Sours. 50 Old fashioned Hore. 60 Pound drops. 60 Peppermint Drops. 60 Champion Choc. Drps. 65 H. M. Choc. Drops. 10 H. M. Choc. Lt. and. 10 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 Crms. 80 @ 90 Cream Wafers. 65 String Rock. 60 Wintergreen Berries. 60 O. Time Assorted. 2 75 Buster Brown Good. 3 50 Up-to-date Assmt't. 3 75 Ten Strike No. 1. 6 50 Ten Strike No. 2. 6 00 Ten Strike, Summer assortment. 6 75 Scientific Ass't. 18 00 Pop Corn Cracker Jack. 3 25 Giggles, 5c pkg. cs. 3 50 Pop Corn Balls 200s. 1 35 Azulikit. 100s. 2 25 Oh My 100s. 3 50 Cough Drops Putnam Menthol. 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona. 15 Almonds, Drake. 15 Almonds, California sft. shell. 12 @ 13 Brazils. 12 @ 13 Filberts. 12 @ 13 Cal. No. 1. 11 Walnuts, soft shell. 15 @ 16 Walnuts, Marbot. 13 Table nuts, fancy. 13 @ 13 1/2 Pecans, Med. 13 Pecans, ex. large. 13 Pecans, Jumbos. 16 Hickory Nuts per bu. Ohio new. 10 Cocomanuts. 10 Chestnuts, New York. 10 State, per bu. Shelled Spanish Peanuts. 7 @ 7 1/2 Pecan Halves. 58 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. Jumbo. 6 1/2	

At home—we serve the merchant with a complete catalogue of general merchandise—our only traveling salesman—which lists and prices the world's largest stock of merchandise—and guarantees its prices for the current month. For this reason our catalogue has become "the dictionary of buying"—the accepted price making standard in wholesaledom.

In market—we serve the merchant with an unique arrangement of sample rooms—light, airy, attractive—entirely divorced from stock rooms—thus enabling the merchant to buy intelligently and without miles of fatiguing tramping. And here we sample our complete lines—a feature of "The Butler Way." A copy of our catalogue goes to any merchant who asks for No. FF722. **Butler Brothers** (Wholesale Only) NEW YORK CHICAGO
ST. LOUIS MINNEAPOLIS

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—Grocery stock and fixtures, inventorying about \$3,500, in bustling town of 2,000. Splendid farming country. Business established forty years. Good reasons for selling. Address Box 665, Lowell, Mich. 640

A client has six beautiful lots overlooking the Kent Country Club grounds, that he is anxious to dispose of and will sell at a very reasonable price or exchange for good stock of general merchandise. W. H. Gilbert, 104 Ottawa St., Grand Rapids, Mich. 658

All new general merchandise stock for sale in best building and location in thriving county seat town. Address H. L. Cooley, Grant, Neb. 650

If you have a dog, send for sample copy and special trial subscription offer of the only weekly in America devoted exclusively to the dog. Field & Fanc, 16 Church, New York City. 649

Best equipped barber shop in the best hotel in Peoria, for sale account other business. A snap. Write Dick Townsend, National Hotel, Peoria, Ill. 648

Timber land for sale. 800,000,000 feet on Quotsino Sound, Vancouver Island, B. C.; 14 miles navigable water front. For particulars write F. C. Haverty, Secretary, 707 S. Third St., Missoula, Mont. 647

Middleby oven No. 3. Good condition, \$100 or f. o. b. Ottawa, \$135. Wm. Scherer, Ottawa, Ill. 646

For Sale—Clean stock of hardware in live town of 3,000 in Central Michigan. Fine farming community. Good factories. Town growing. Stock will invoice about \$5,500. Good competition. Address "Millington," care Tradesman. 645

Wanted—Stock of dry goods, groceries, general merchandise or real estate, for a good Texas farm. Address No. 644, care Michigan Tradesman. 644

For Sale—Stock of millinery, notions and stationery, good rural town 1,000. Stock \$600. Reason selling, sickness. Address No. 642, care Michigan Tradesman. 642

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. 641

For Sale—New and up-to-date stock of dry goods, shoes and gents' furnishings. Inventories about \$5,000. Brick block, electric lighted. Hustling country town of 1,500. Best of reasons for selling. Address P, care Michigan Tradesman. 657

For Sale—Or Trade—American Soda Fountain Co.'s marble fountain, having sixteen syrups, two soda drafts, three mineral drafts, fancy top with large mirror, refrigerator base, twelve foot counter with return, copper sink with drain boards; all in fine condition; cost over \$1,300; cash price \$500 or a trade; photograph sent on request. Address Matt Noll, Druggist, Atchison, Kan. 656

Step right into a good paying general mercantile business for \$2,000 or less. New stock, low rent, good location, live county seat town, Northwestern Iowa. Cash only. Address Box 737, Worthington, Minn. 655

For Sale—Job lots of fine five cent cigars at \$15 per thousand for quick sale. Send \$1 for sample box of fifty prepaid. Ajax Cigar Co., York, Pa. 654

For Sale—General stock of merchandise. Must be sold by Sept. 1. Will sell all or part. Can reduce stock one-half. Will invoice \$7,000. We have good farming country, two general stores in town. Reason for selling, wish to go in dry business. Address Lock Box 11, Climax, Mich. 653

For Sale—Strictly No. 1 shingles, \$2.10 per M. f. o. b. Nelson, B. C. Also 1,280 acres of timber land, \$1 per M. Address W. H. Kreysscher, Nelson, B. C. 652

Wanted—To rent, store building in live town, population not less than five thousand. Best location for bazaar line. Vacant store preferred. Will consider clean stock. Address No. 651, care Michigan Tradesman. 651

For Sale At a Bargain—A staple stock of general merchandise and store building, solid brick block, two stories high, with two living rooms in rear. Six large rooms upstairs and warehouse. In one of the best farming and fruit sections in Western Michigan. For particulars enquire of Dr. L. Barth, Grand Rapids, Mich. 629

Wanted—Two or three live men with \$2,000 to \$3,000 available capital to go in with me on the ground floor in a town site proposition in Arkansas, large tracts of fine timber with railroad and river bordering proposed site. Oil and gas field close by. Address Geo. W. Sharp, Thompsonville, Mich. 639

Wanted—To trade good eighty acre farm for stock general merchandise, to the amount of \$2,000. C. White, Midland, Mich. 637

For Sale—Jewelry stock with fixtures, in one of the best business districts in Grand Rapids, Mich. Good reason for selling. Invoices \$2,000, would reduce to \$750. Address R. H. G., care Michigan Tradesman. 636

For Sale—General store, stock and fixtures about \$3,300, located in a thriving farming community. No competition. On railroad, good market. Good reason for selling. Address Hansen, Miller, Mich. 631

For Sale—General merchandise stock, buildings, etc. Value \$10,000. \$7,000 will buy it if sold soon. Good clean stock. Good location, etc., and has always paid a good profit. Good reasons for selling. Address Box 111, Kneeland, Oscoda Co., Mich. 630

For Sale—An \$8,000 boot and shoe stock, well located in Indiana city of 6,000. Pays \$4,000 annually in profits. Stock absolutely clean, no old goods. John W. Holmes Co., Portland, Ind. 626

G. B. JOHNS & CO.

GRAND LEDGE, MICH.
Merchandise Brokers and Leading Salesmen
and Auctioneers of Michigan

We give you a contract that protects you against our selling your stock for less than the price agreed upon.

For Sale—150 men's suits at 75c on the dollar. Most of them new stylish garments. Sizes from 35 to 40. Address No. 625, care Tradesman. 625

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 or Exchange—All health compels me to dispose of my \$8,000 to \$12,000 stock general merchandise, nice up-to-date stock. Good business, splendid location, excellent chance. Best town in northwestern Ohio. Will divide stock to suit. Want city property or farm. Fully describe your property. B. G. Reed, Payne, Ohio. 622

For Sale—Good clean stock of general merchandise about \$5,000, fixtures \$1,000, store buildings and valuable lots \$3,000. All at a bargain for cash only. Town about 400, good public schools, grain elevator and flouring mill, churches, factory and surrounded by the finest fruit and farming land in Michigan. Address C. M. C., care Michigan Tradesman. 621

For Sale—General stock near Grand Rapids on railroad. Enquire of Judson Grocer Co., Grand Rapids, Mich. 632

For Exchange—Splendid 40 acre fruit farm near South Haven. Eleven room residence, barn, 30 acres in fruit. V exchange for residence property or grocery stock anywhere but it must be clear. A. L. Cornelius, Syracuse, Ind. 619

For Sale—Cigar, tobacco, pipe and candy store. Lunch counter in connection. Well established business. Good reason for selling. Address No. 617, care Michigan Tradesman. 617

Drug and grocery stock for sale; inventories \$2,500; owner wishes to sell on account of poor health. A. G. Holmes, Vernon, Mich. 615

The only vacant store building in good town for \$700. J. L. Shigley, LeRoy Mich. 612

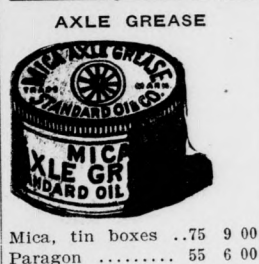
For Sale—Hardware in small town, best of farming country. Inventories about \$2,000. Poor health. Address W. O. Phillips, Owosso, Mich. 596

For Sale—Retail lumber yard, planing mill; growing city of 8,000 population. Old established and prosperous company, sells because owners wish to retire from active business; coal and ice business can be secured to consolidate; make good money. Box 727, Monroe, Mich. 594

Good hardware stock for sale. Good country. Cash business. Inventories about \$4,000. Good reason for selling. Box 23, Ortonville, Mich. 589

Want Ads. continued on next page.

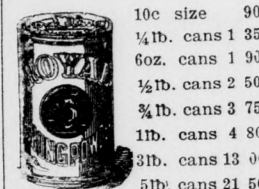
Special Price Current



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

BAKING POWDER

Royal



BLUING



C. P. Bluing

Small size, 1 doz. box. 40
Large size, 1 doz. box. 1.10

CIGARS

Johnson Cigar Co.'s Brand



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

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
18 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass 7 1/2 @ 9 1/2
Hindquarters 8 @ 10 1/2
Loins 9 @ 14
Rounds 7 @ 8 1/2
Chucks 6 @ 7 1/2
Plates 6 @ 6
Others 6 @ 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 @ 15
Spring Lambs @ 15

Veal

Carcass 6 @ 9

CLOTHES LINES

Sisal

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

Jute

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

Cotton Victor

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

Cotton Windsor

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

Cotton Braided

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

Galvanized Wire

No. 20, each 100ft. long 1 95
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids.
Lee, Cady & Smart, Detroit;
Symons Bros. & Co., Saginaw;
Brown, Davis & Warner, Jackson;
Gods-mark, Durand & Co., Battle Creek;
Fleibach Co., Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

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

Cotton Lines

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

Linen Lines

Small 20
Medium 26
Large 34

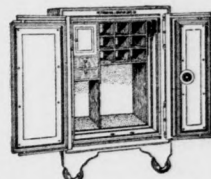
Poles

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

GELATINE

Cox's, 1 doz. Large 1 80
Cox's, 1 doz. Small 1 00
Knox's Sparkling, doz. 1 25
Knox's Sparkling, gr. 14 00
Nelson's 1 50
Knox's Acidu'd, doz. 1 25
Oxford 75
Plymouth Rock 1 25

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Thirty-five sizes and styles on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP

Beaver Soap Co.'s Brands



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

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25
TABLE SAUCES
Halford, large 3 75
Halford, small 2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

A "GIT-THAR" SPIRIT.

Another boost to the general business interests of Petoskey has been given and another evidence that "There's only one Petoskey" has been provided by the publishers of the Evening News, the Daily Resorter and the Independent, of that city, by the purchase, installation and operation of a new double deck Webb perfecting press, with folder and linotype accessories, which put the papers named on a metropolitan basis.

There are few, if any, cities having the population of Petoskey which are equally well equipped as to newspaper printing facilities, and few, indeed, are the publishers who possess the confidence in their city and circulation territory necessary to inspire the courage to make such an investment.

The theory of the Petoskey Evening News people is sound. Any city's stability and spirit of progress are the result of well-directed records of news and opinions as expressed through the columns of a city's newspapers. When the newspapers play the laggard the city suffers.

And so, in turn, it is up to the merchants and manufacturers in and around Petoskey to demonstrate their approval of and confidence in the Evening News as a most potent factor in their own individual progress and comfort. The very best way to exhibit such a spirit is to advertise judiciously, effectually and liberally; to subscribe for the daily delivery of the paper and to pay all newspaper accounts promptly. Doing this, there will not remain any unexpressed evidence as to the truth of the city's slogan, "There's only one Petoskey."

Letter Telegrams Sent in France.

Letter telegrams are the latest innovation in the French postal service. From certain offices in France and Corsica letter telegrams, paid in advance, are transmitted by wire during the night at the rate of a fifth of a cent the word. No messages are forwarded at a charge of less than 10 cents. The messages are sent out as mail matter by the early deliveries. Although messages are only forwarded during the night after 9 o'clock, they may be deposited after 7 in the evening and at the designated offices, which are open up to 11 o'clock. They are received up to midnight at offices which are open all night.

The letter telegram is an experiment, and its continuation will depend upon the extent the public avails itself of the opportunity. The rate is low, and there is an immense convenience to business interests that admits of lengthy messages being sent at the close of a business day and received early the morning following at points two or more days distant by ordinary mail facilities, as is the case when letters are sent from Corsica to Paris, and twenty hours when sent from the southeastern section to the capital.

Salesmanship.

A salesman in a furnishing store displayed to a friendly customer a gentleman's plain linen handkerchief at five dollars. The man had always

thought he was doing well to pay fifty cents, and said he:

"How can a man figure it that he gets his money's worth when he pays five dollars for a handkerchief? It doesn't serve the purpose any better, and he couldn't afford to tell any one that he was big enough fool to pay that price."

"He gets his money's worth," said the salesman, "from the added force of self-respect that comes with his own personal assurance that he has the best that can be produced. That conviction helps him in urging his point and in swinging the big deal his way, and the five dollars is a mere item of incidental expense."

Ever afterward that customer gladly paid more, not only for handkerchiefs, but for every item of his wardrobe.

That is salesmanship.—Collier's Weekly.

Why He Quit the Church.

Bishop Willard Francis Mallalieu, of the Methodist Episcopal church, is opposed to the diminutive salaries that congregations able to do better sometimes pay their pastors. "I once knew an excellent young man who was in the church, just married, on a small salary, but contented and happy. Twelve or fifteen years went by. I had lost sight of this young minister—forgetting him, as we all do sometimes—when suddenly I met him, dressed well, but not at all clerically.

"We shook hands. He said he was doing excellently.

"What church?" I asked.

"Oh," he said, 'no church—the wholesale hat business.'

"But why did you leave the church?" I asked.

"For seven reasons," said he.

"And what," said I, 'were they?'

"A wife," he answered, 'and six children.'"

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

Buffalo, May 26—Creamery, fresh, 23@26c; dairy, fresh, 18@22c; poor to common, 14@18c.

Eggs—Strictly fresh, 21½@22c.

Live Poultry—Fowls, 16@16½c; ducks, 12@12½c; geese, 10@11c; old cox, 10@11c; broilers, 30@32c; turkeys, 15@17c.

Dressed Poultry—Fowls, 16@17c; old cox, 12@12½c.

Beans—New Marrow, hand-picked, \$2.85@3; medium, hand-picked, \$2.80; pea, hand-picked, \$2.80@2.85; red kidney, hand-picked \$2.25@2.40; white kidney, hand-picked, \$2.50@2.65.

Potatoes—80@85c per bu.

Rea & Witzig.

Family Fire in the Rear.

"Do you love your papa?" asked the minister.

"Yes, sir," replied Willie.

"And do you obey him?"

"Yes, sir."

"And now comes the most important question of all: Do you honor him?"

"How can I if he is the kind of a man ma tells him he is every little while?"

The glory of love is that it never knows its own cost.

Some Unique Orders For Remedies.

A New York druggist is preparing a unique scrap-book. It contains the written orders of some customers of foreign birth, and these orders are both curious and amusing. Here are some that were copied from the original:

"I have an acute pain in my child's diagram. Please give my son something to release it."

"Dear Docther, ples gif bearer five sense worth of Aundie Toxyn for gargle baby's throat and obleage."

"My little baby has eat up its father's parish plaster. Send an anecdote quick as possible by the enclosed girl."

"This child is my little girl. I send you five cents to buy two sitless powders for a grown-up adult who is sick."

Importance of Painting Tin Roofs.

Every roofer knows that the life of a tin roof is greatly prolonged by the frequent applications of proper paint. Sooner or later, and very often to their sorrow, property owners realize the value of keeping their tin roofs well painted. The hardware dealer handling paint would do well to inform his trade of this necessity and keep before the public the fact that he carries roofing paint of quality.

He should not only know that his line of roofing paint is good, but should be able to tell in a comprehensive manner the various reasons why it is adapted to the protection of exposed metal work.

It is better being a hand car on the right road than a private one on the wrong.

BUSINESS CHANCES.

Hotel for sale or will trade for stock of general merchandise. Only hotel in Michigan town 400. Occupied and doing good business. Address No. 662, care Michigan Tradesman, 662.

Bakery—Modern, up-to-date, successful; established over 38 years; doing first-class business in thriving town of 6,000 population. Only bakery here; keeps three and four teams busy year around. Property consists of large house, barn, store room and complete equipment; all machinery for baking business of most modern type, in first-class order. Trolley passes store. An opportunity of a lifetime; ill health is my only reason for selling. For particulars, address Frank Faith, Southington, Conn. 659.

Administrators Sale—Completely equipped elevator, machinery, lands, warehouses, etc., located in Vestaburg, Mich. Sale takes place June 9th, at 1 p. m. Only elevator in town. Here is a good proposition for some one. F. H. Rowland, Adm. Riverdale, Mich. 643.

For Sale—At Medford, Wis., stock of groceries, crockery and glassware, invoices about \$3,800. Doing a \$20,000 business. Good reasons for selling. E. C. Leonard, Medford, Wis. 661.

General stock for sale in Southern Michigan town 1,000. Invoices \$4,000, at ninety cents on the dollar. Address D. care Tradesman. 560.

For Sale—Clean up-to-date stock of groceries and fixtures in city of 6,000. Doing better than \$1,000 month business. Other business, reason for selling. Address A, 436 W. Main St., Ionia, Mich. 634.

For Sale—A \$12,000 clean stock of dry goods, clothing, furnishing goods, in one of the best country towns in Western Michigan. Building can be bought or leased. Address L. E. Bahle, Suttons Bay, Mich. 603.

Drug store for sale. Elegant new stock. Fine soda fountain, fine fixtures. Will inventory about \$3,000. Not being a druggist and having other business, I wish to sell. Will make purchaser a good deal. B. T. Curtis, Reed City, Mich. 597.

For Sale—Drug store, invoices \$3,500; will sell for \$2,000 if taken soon; good reason for selling. Address A. C. Mills, Nauvoo, Ill. 595.

Will pay spot cash for shoe stock to move. Must be cheap. Address P. E. L. care Tradesman, 609.

Miscellaneous—Merchants or parties looking for business locations will find splendid opportunities in Washington and Idaho, near Spokane. Write for information to P. O. Box 1441, Spokane, Wash. 624.

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.

For Sale—Stock of clothing, furnishings and shoes in a town of 5,000 inhabitants. Only one other store handling same lines in the city. Stock inventories about \$10,000 but can be quickly reduced. Best of reasons for selling. Write at once. Address No. 580, care Tradesman, 580.

British Columbia Timber Investment. Willow River Timber Company, Limited, St. Catharines, Ont.: authorized capital, \$250,000; shares \$100 each; holding fifty-two square miles, containing eight hundred million feet selected British Columbia timber; twenty-five square miles paid for, balance under option, all at less than twenty-six cents per thousand feet. Prospectus and maps free on application. 607.

For Sale—Fine home, modern conveniences, good business opening for warehouse for potatoes and produce. Best town in Northern Michigan. Address R. E. care Tradesman, 582.

For Sale—Bakery, confectionery and ice cream parlor. Good business, in the best little town in the State. Address Joseph Hoare, Fremont, Mich. 585.

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.

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—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.

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.

Wanted—To buy cheap for cash, stocks of dry goods, clothing, shoes and men's furnishings. H. Kaufer, Milwaukee, Wis. 481.

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.

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 31x54½x73 inches. One set Standard computing grocers scale. All nearly good as new. Address Nelson Abbott, Moores-town, Mich. 482.

SITUATIONS WANTED.

Wanted—Position by young man, in clothing or shoe store in town of 3,000 or 4,000. Ten years' experience. Can manage store. References. Address No. 600, care Tradesman, 600.

HELP WANTED.

Wanted—An experienced traveling shoe salesman for Eastern Michigan. Must have had experience selling shoes to the trade over the territory mentioned. A goodopportunity for the right man. In answering give full particulars as to road experience. Geo. W. Farnham Co., Buffalo, N. Y. 633.

Wanted—Salesman with trade, to sell fancy vests in Ohio, Michigan and Indiana. Resident man preferred. Address A. B. Falk & Son, 16 Waverly Place, New York City. 620.

Salesmen to call upon drug and shoe stores, with a live article. Can be carried as a regular or sideline. J. E. Naregan, Kalamazoo, Mich. 614.

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman, 242.

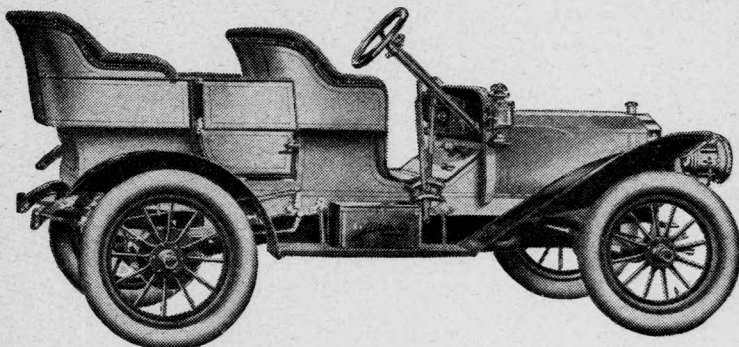
"Economy" Road Rollers and Floats

Recommended by best authorities on road making. Agents wanted among implement dealers in every locality.

F. L. Gaines, 509 Ashton Bldg., Grand Rapids

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 upholstering or Mitchell blue with black upholstering.

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.

A BAD EGG

grows worse with age

SO DO BAD ACCOUNTS

You don't have BAD EGGS (ACCOUNTS) with the
McCASKEY REGISTER SYSTEM

You know the condition of your accounts all the time.
They are kept fresh by being constantly before you.

Every account is posted and totaled ready for settlement at any minute.

You can tell in five minutes' time how much one hundred customers owe you.

You can place the automatic stop or credit limit on any customer and no danger of clerks forgetting or extending credit.

YOU HOLD THE REINS AND GUIDE.

The McCASKEY safeguards your business.

Credit sales handled as fast as cash sales.

Information is free. Drop us a postal.

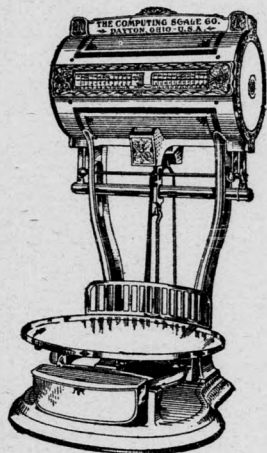
The McCaskey Register Company
Alliance, Ohio

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

Did You Get It All?



The new low platform
Dayton Scale

Thousand of Merchants are confronted by the fact that their sales show only 5 or 10 per cent. profit when the goods are marked for a profit of 25 per cent.

They know that a bank can loan money at 4 per cent. and pay handsome dividends on the stock, while 90 per cent. of retail merchants cannot make enough profit at 25 per cent. to keep the sheriff from the door.

Using old style scales and an up-to-date cash register is like "locking the barn door after the horse has escaped."

The finest cash system on earth cannot prevent the losses caused by slow or inaccurate scales.

Your operating expenses such as light, heat, clerk hire, delivery, etc., run as high as 17 per cent. according to statistics.

Suppose they are only 12½ per cent.; this is one-half of your profit on a 25 per cent. basis, leaving only 12½ per cent. as a net profit.

Suppose you give a ½ ounce overweight on a ½ pound package, this represents 6¼ per cent. loss or half of your net profit.

Suppose you give a ½ ounce overweight on a ¼ pound package; this represents 12½ per cent. or all of your net profit.

You cannot afford losses of this kind. Your only safety is in the use of a system of weighing which will prevent them.

DAYTON MONEYWEIGHT visible weighing scales have proven themselves the only kind and make which will assure 16 ounces to the pound and protect both merchant and customer. Ask for catalogue.



Moneyweight Scale Co.

58 State Street, Chicago

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.

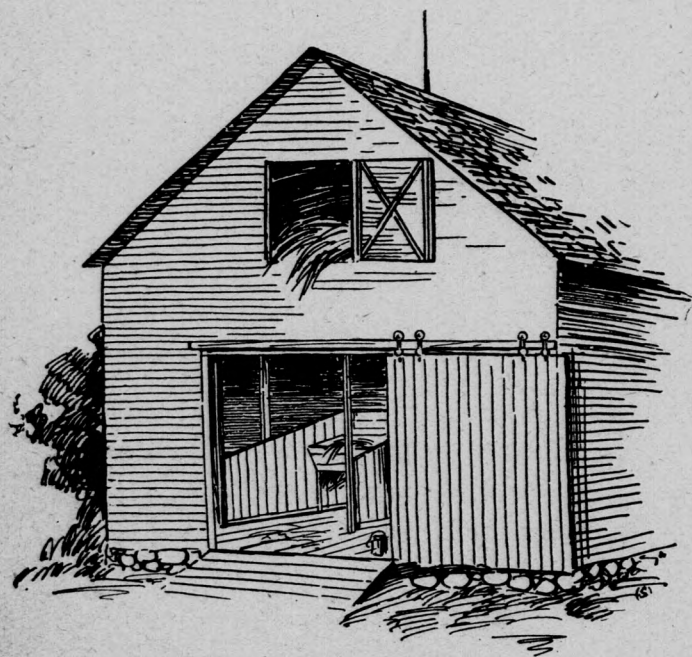
We have made ketchup for over forty years. We never stopped improving it until we couldn't find another brand anywhere that was as good as **BLUE LABEL**. We are satisfied now because **every one who uses it is satisfied that no other ketchup is as good.**

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.