



## •• Rules of Conduct for the Successful Man ••



1. I will be square—I will not do any man; nor shall any man do me.
2. I will be thorough—I will do my work so carefully to-day that to-morrow will bring no regrets.
3. I will be happy—I will train my face to wear a smile and my tongue to say pleasant things.
4. I will be faithful—I will stick to my task till it's done and forget the clock.
5. I will be energetic—when the alarm clock rings I will get up at once.
6. I will be more saving—I will put by something from my salary each week.
7. I will work harder—I will remember that a man who does no more work than he is paid for never gets paid for more than he does.
8. I will be prompt—I will do it now, and do it right.
9. I will be optimistic—I will remember that “if you boost the world boosts with you; if you knock you knock alone.”
10. I will believe in myself—there is no devil but fear and there is no sin but ignorance.



## Policyholders Service & Adjustment Co., Detroit, Michigan

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

We audit your Policies.

Correct forms.

Report upon financial condition of your Companies.

Reduce your rate if possible.

Look after your interests if you have a loss.

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

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

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

For information, write, wire or phone

**Policyholders Service & Adjustment Co.**

1229-31-32 Majestic Building, Detroit, Michigan

Bell Phone Main 2598

## Every Cake



of FLEISCHMANN'S

YELLOW LABEL YEAST you sell not only increases your profits, but also gives complete satisfaction to your patrons.

**The Fleischmann Co.,**

of Michigan

Detroit Office, 111 W. Larned St., Grand Rapids Office, 29 Crescent Av.

On account of the Pure Food Law  
there is a greater demand than  
ever for ❖ ❖ ❖ ❖ ❖ ❖

## Pure Cider Vinegar

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

**The Williams Bros. Co.**

Manufacturers

Picklers and Preservers

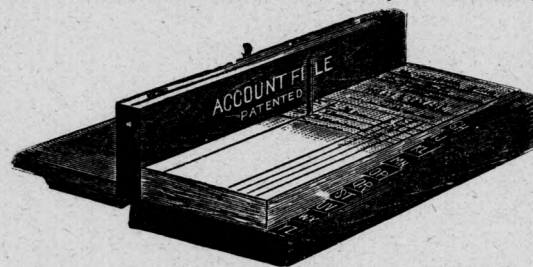
Detroit, Mich.

## Simple Account File



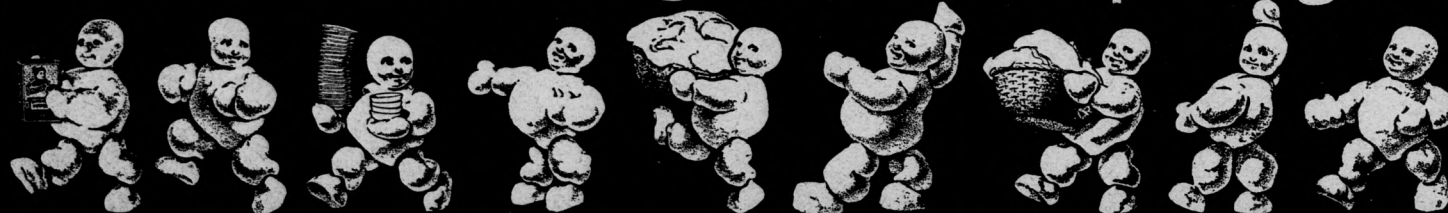
A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping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

**Snow Boy keeps moving out-Profits keep coming in**



**Start your Snow Boy sales a'moving**  
**The way they grow will make your friends sit up and take notice**

Ask your jobber's  
Salesman

Lautz Bros. & Co.  
Buffalo, N.Y.



# MICHIGAN TRADESMAN

Twenty-Sixth Year

GRAND RAPIDS, WEDNESDAY, JUNE 23, 1909

Number 1344

## SPECIAL FEATURES.

- Page.
2. The July Sales.
  3. The Stone Canoe.
  4. News of the Business World.
  5. Grocery and Produce Markets.
  6. A Dead Factor.
  8. Editorial.
  10. Tell the Truth.
  12. Butter, Eggs and Provisions.
  15. New York Market.
  16. Politeness Best Policy.
  17. Back on the Farm.
  20. Woman's World.
  22. Shoe Market.
  24. Just That Difference.
  28. A Demonstration.
  32. Sponge aGathering.
  34. Michigan Druggists.
  36. Summer Resort Guests.
  38. Dry Goods Market.
  40. Commercial Traveler.
  42. Drugs.
  44. Grocery Price Current.
  46. Special Price Current.

## PROFIT BY EXAMPLE.

A party of Michigan investors recently visited Vancouver's Island and spent a fortnight in "cruising" through a large timber claim in which they are interested. And one of the gentlemen, in his enthusiasm, says: "There's enough high grade timber up there to last a couple of centuries and to supply all demands that may come."

In 1871-72, when the great Sage mill at Portsmouth (now South Bay City) and the McGraw and scores of other big mills in the Saginaw district contributed their portions as did the Grand River, the Muskegon, White, Pere Marquette, Manistee, the Grand Traverse, Cheboygan, Alpena and Au Sable districts, toward making Michigan the first lumber producing State in the Union, a newspaper man had the "nerve" to predict that inside of thirty years the lumber resources of Michigan would be practically depleted.

Henry S. Dow was the name of this prophet and he had just founded, at Bay City, the Lumberman's Gazette, after considerable experience as editor of a daily paper in that city. Mr. Dow, a college bred New Englander of superior executive and journalistic ability, although he lived to see his new paper well established, popular and prosperous, did not survive long enough to witness even the beginning of his forecast, passing away suddenly in Detroit while there on business.

"Henry," said the late Hon. N. B. Bradley, a day or two after Mr. Dow had made his ominous announcement, "I am inclined to believe you're right on the length of life of the Michigan lumber resources, only I would have put it at fifty years instead of thirty."

Just then the late Thomas Pitts, of Detroit, entered the office and said: "Mr. Dow, I want to subscribe for the Lumberman's Gazette and have it sent to my Detroit office; but you need not do it if you are going to publish any further pessimistic folde-

rol about Michigan's lumber supply." "All right, Mr. Pitts," said Mr. Dow as he laid down his pen, "I am sorry you are not going to be on my subscription list."

"Why, Henry," exclaimed Mr. Pitts, at once forgetting his habitual dignity, "you're simply crazy. Thirty years? Why, it will require at least a century to handle the stumpage in the Upper Peninsula, to say nothing of the half century that will be necessary to get out the standing timber in the Lower Peninsula."

At that time the cutting in the north end of the Lower Peninsula had but just fairly begun; the AuSable, the Alpena and the Cheboygan interests were well under way and the Alger-Smith interests had but recently inaugurated the use of logging railway, cars and locomotive in back of Harrisville. The Upper Peninsula had barely been touched, and it is not strange that a majority opinion, in Michigan was in opposition to Henry S. Dow's claim.

Moreover, thirty-seven years ago the Pacific coast timber resources were not realized in Michigan, Minnesota or Wisconsin, while Southern pine—

What, only seven years after the close of the Civil War and with the carpet-bag regime not yet extinct, go to the South for lumber?

Not much, we've got all we need right at home.

And yet here we are to-day bringing lumber into Saginaw, Detroit, Bay City, Muskegon, Flint, Lansing, Jackson, Battle Creek, Kalamazoo and Grand Rapids from Washington, Oregon, California, Arkansas, Louisiana, Mississippi, Alabama, Florida, Tennessee and Kentucky.

The populations of Canada and the United States are increasing as the lumber supply decreases, and in about equal ratios so that while the volume of standing timber on the Pacific Coast and Southern States is, to the naked eye, overwhelmingly beyond comprehension, we still have the dead and gone records of Michigan, Wisconsin and Minnesota to remind us "Lest we forget."

## THE SLIME OF THE DOLLAR.

With New York to lead the rest of the world are crowding into the court room to see and to listen to the abandoned woman, as she impudently reveals the characteristics which have won prominence for her in a certain level of life to which only she and those like her care to attain and which only she and they can possibly enjoy. Up to the present writing there is an attempt to show that an extravagance in the expenditure of money has been going on; but with this extravagance, so great as to make the "spectators gasp," the

leading item to be noted is that the woman in the case, in her attempts to be smart, has so far succeeded as to learn from the presiding justice that "the witness has given much unnecessary trouble" and from the opposing lawyer the exclamation, "Oh! I am sick of trying to be polite"—an exclamation which means that before the trial is over things are going to be brought out and that this had better be done behind closed doors.

The mournful fact which is robbing this trial of much of its interest is that it is only one of many. A noble branch of this same family is divorced from one titled husband only that she may become the happy bride of an equally titled husband, the first's equally notorious cousin. The infamy that still keeps alive the criminal wantonness that disgraces Pittsburgh has left upon the lips and the tongue even of the nation a foulness not soon to be removed. Recent advices from over sea are to the effect that the English King has snubbed another American multimillionaire who has depended upon his money to shield him from well merited disgrace. Who has forgotten the loathsome story—but why recall it? It will only lead to the bringing up of similar instances that oblivion has mercifully buried, every one of them bearing testimony to the infectious slime of the dollar that the maker of these vast fortunes has transmitted with his money to his descendants.

With these instances which mark and illustrate the development of American animalism there is too often connected the thought that it is the American coin which is to blame. The statement is as untrue as it is illogical. The coin is there, in itself untainted; it is its use that does the mischief. In good men's hands the blessings that attend it are as widespread as the humanity that receives and enjoys it. Let evil grasp it and the thoroughfares of the earth are crowded with evil-doers who strive in vain to keep up with the wickedness and the vileness that lead them on. It was not the dollars of Jim Fisk that drove him to his death a generation or more ago, but it was the unbridled lust which dictated the use of those dollars that brought him to the shambles. An overruling Providence, impiously called upon to "Damn the public" directed the curse to the descendants of the old sinner until the family name is besmeared with the slime of the dollar.

The dollar, then, is not necessarily the root of all evil, or of any evil; but its real value lies in the estimation put upon it by its possessor.

There lies the secret of its best use and of its best development and there, too, the world is beginning to believe, lies the antidote for the poison that is undermining the health of the nation. The coming inheritor of this enormous wealth must learn—must be made to learn—that life is more than meat and the body than raiment; that he can not serve God and mammon; that good is only God's name misspelled and that mammon is only another name for evil, to be watched and looked out for as fire is, lest it become master and so an element of destruction.

The surest way to keep clear of this slime is in remembering that the dollar is only a means of getting the happiness for which it can be made to stand. If with the gain there is no reaching after better things and no getting them; if, coarse and common and vulgar, the money getter grows coarser and commoner and more vulgar there can be but one result, and the world knows that already, and that same world, too, is not wanting in examples where the dollar, free from slime and every trace of it, is the foundation of that virtue and goodness and truth, of that culture and refinement and Godliness which is civilization's grandest aim. This is the dollar at its best and this, in spite of the slime that besmeared it to-day, is what it is attaining to and what it may be confidently stated is going to be realized.

Since the last issue of the Michigan Tradesman, information has come to this office to the effect that Fort Wayne and Toledo have been placed on the stop-off list by the railroads, so that holders of through tickets from Chicago to New York, or vice versa, can have the privilege of stopping over ten days at either city. This concession ought also to be enjoyed by Grand Rapids. It has long been enjoyed by Detroit and Niagara Falls and has recently been given Rochester and other cities. The information received from Toledo is to the effect that it required several months of energetic effort on the part of the commercial organization of that city to accomplish the result and the Tradesman sees no reason why the Grand Rapids Board of Trade should not take up the matter at the earliest opportunity and press it forward to a successful issue.

Grafting is simply the difference between the get life and the give life. The man who despises his brother

A good deal of public generosity hides a lot of private meanness.

The baggage car does not go through on the heavenly train.



## THE JULY SALES.

## No Space Untaken in the Exposition Buildings.

The autumn furniture season will open this week. Thursday, June 24, is the date. The local manufacturers are mostly ready for the coming of the buyers. Some of the outside lines will be a few days late, as usual. The outside lines will represent a total of about 200 carloads of samples. These samples began coming early in the month. During the past ten days they have been coming at the rate of ten to fifteen carloads a day. The Elston Packing and Storage Company, which handles the bulk of this business, has had about twenty teams at work hauling the goods from the freight depots to the exposition buildings, and eighty to 100 men have been employed at the buildings receiving the goods, unpacking them and placing them on the floors. This rush will continue until the last line has been installed, and it will involve considerable night work.

There will be a greater number of exhibitors of this opening than ever before, and among them will be several lines which will be seen here for the first time. The four exposition buildings, the Waters, the Manufacturers, the Shepard and the Blodgett, will be filled, with no space untaken. These buildings in January had considerable space to spare. In addition to these buildings two floors of the Leonard Ottawa street building will be filled, and at still other places exhibits will be made. No count has yet been made of all the lines to be shown here, but the total will be considerably above any previous season. The goods shown will represent every grade and class of furniture, in metal and wood, furniture for the bed room, the kitchen, the parlor, the library, the hall, the porch and the lawn. There will also be exhibits of accessories, such as pillows and mattresses, ornamental wares, brass goods and specialties. The whole range of prices will be covered from the highest priced to the cheapest. The exhibit this season will be especially strong in upholstered goods—in which this city used to acknowledge itself weak. In recent years half a dozen Grand Rapids houses have developed such strength in parlor goods that the furniture trade has been compelled to take notice. Instead of Chicago being at the head of the parlor goods column it is now Grand Rapids, and in acknowledgment of this fact the biggest and best known parlor goods manufacturers in the country are now sending their samples here instead of to Chicago. Several of the big Chicago manufacturers will have their lines here.

Not much can be said of the new goods at this time. The local manufacturers are very jealously guarding the secrets of their show rooms and will continue to do so for another week. The outside samples are in too much confusion and burlap to be sized up with any degree of satisfaction. It may be said, however, that the autumn patterns will not be radically different from those brought

out in the spring. It is doubtful if the novice would notice any difference. The period styles are still in vogue. This covers a wide range from old English to new Mission. There will be French and English, Dutch and Colonial styles, with a dash of Italian and an occasional trace of Spanish. Those who will carefully study what the pacemakers produce will notice in the new goods a greater attention to detail, an evident desire to perfect the types affected. Several of the Grand Rapids furniture men have visited Europe in recent months and others have taken trips East and South. These excursions have been to see and study the best works of the old masters in the furniture craft. They could gain good ideas from photographs or drawings, but wanted to see the furniture itself to make the reproductions more exact, and also to gather inspiration. The influence of what has been seen and studied will be observable in some of the best of the new lines.

As to the trade prospects, the manufacturers as a rule are optimistic. Retail stocks, according to the reports received, are not as low as they might be, and buyers are going to be conservative in placing initial orders, but the manufacturers have noticed with satisfaction the growing strength of Wall street, which means an improvement in the Eastern market, and with equal satisfaction the excellent crop prospects in the West. The reports from the Coast are not as flattering as they might be, but the indications in that quarter are better than they have been.

The buyers will begin to arrive this week—in fact, some are already on the ground. The Eastern buyers will be the first in the market. The Middle West and the Western territory will not have much of a representation until after the Fourth. One party of Eastern buyers, coming one each from Baltimore, Washington and Philadelphia, will come through by automobile from Washington. It is probable that there will be several automobile parties from different points in the East, and from Ohio, Indiana and Illinois. Some of these buyers will bring their families along and make the trip an outing. The Ottawa Beach Hotel will be opened July 1, and many of the buyers will make that their headquarters, coming up in the morning to look over the lines and returning in the evening to the lake breezes. This will be the rule if the weather should be warm. The new Furniture Club rooms, adjacent to the Pantlind and with kitchen connections, will be one of the favorite places to entertain the visitors. The Club rooms have been fitted up by six of the local houses, but other concerns will be admitted to membership and the privileges, and will thus gain the right to entertain their friends there, too.

Some people hope to get into heaven by looking for hell.

You can not wed vanity without being divorced from sincerity.

## Prints Your Ticket While You Wait.

Every railway ticket to your order is the fadism in Cologne. The printing machine which is in operation there carries as many printing plates as varieties of tickets required for issue from the station. The names of all stations are arranged in alphabetical order on a scale. On a ticket being demanded the clerk inserts a blank piece of cardboard of the conventional size into a sliding carriage which is the printing apparatus, moves it along until it is opposite the name of the station required on the indicator, depresses the handle, and immediately the ticket drops out imprinted with the name of the departure and arrival stations, date, consecutive number, fare, route, class of carriage, and any other fact that may be required.

At the same time a duplicate is printed on a continuous sheet so that no working operation by the clerk is necessary. No card can possibly be printed by any unauthorized person without being registered on the control sheet, which can not be altered by the clerk. Misuse is out of the question and the working office is proof against theft since no ticket is of any use until passed through the machine, being merely a blank until this operation is over. Any type of ticket can be issued without delay, including clerical, tourist, excursion, etc. One official at Cologne issued 500 tickets in an hour. On leaving each day the clerk simply totals the amounts recorded on the duplicate sheet and balance with his till.

Clandestine printing of tickets is entirely prevented, as the plates for printing the tickets can not be withdrawn except by the printing apparatus itself, which is returned to its original position directly after impression. The success in Cologne has resulted in the adoption of the new railway ticket system by the German, Swedish, Danish and Austrian state railways. The idea is also applicable to any other business where tickets are used.

Items of Interest From Other States.  
Written for the Tradesman.

The pugs must fight shy of Wisconsin. Governor Davidson promptly vetoed the bill which provided for ten round bouts with five ounce gloves.

The boll weevil has appeared in Louisiana and portions of other states and the work of spraying with Paris green to save the cotton crop has begun.

The State Food Inspector of Kansas has issued orders that all fruit handled by peddlers and commission men must be screened when sent out. Two commission men in Topeka were arrested recently for sending out cherries exposed to flies.

President MacLaurin, the new head of the Massachusetts Institute of Technology, means to keep up with the times. He is arranging a course in aeronautics.

Illinois has passed a bill making it a felony punishable by a fine of \$2,000 and from one to ten years imprisonment for any member of a firm or corporation to make false represen-

tation concerning its financial condition for the purpose of obtaining credits.

The Supreme Court of Minnesota, in a recent decision, lays down the general proposition that to divert to one's self the customers of a business rival by the offer of goods at a lower price is, in general, justifiable as fair competition; but that when a man starts in business, not for the sake of profit to himself but for the sole purpose of driving his competitor out and with the intention of retiring from business upon the accomplishment of his purpose, he is guilty of a wanton wrong and actionable tort. The case on which this decision was based was that of a barber whose business had been ruined by a banker in a little country town.

Florida's fruit crop is growing. The yield of the present year will be at least four million boxes of oranges, and there are estimates that place it as high as six millions.

Kansas has passed a law making it a felony to operate a bucket shop in that State, and the owner of a building used for gambling of this sort is deemed guilty of a misdemeanor.

The Indiana Railroad Commission is getting after the interurbans and hopes to raise the standard of efficiency of employees. On a steam road a man does not become an engineer until he has served several years as a fireman, but the Commission finds that on electric roads a man is often put in as motorman after not more than two weeks experience on the car, and his instruction during this short period is not always of the best.

A contest in strawberry growing will be carried on again this year in the different counties of North Dakota by the school children, under direction of the State Agricultural College. The plants are sent out to county superintendents for distribution, with instructions in caring for them, and prizes are given for the best results. Strawberry growing has been shown to be profitable, especially on the lighter soils of the State.

Almond Griffen.

## Trip To Europe In a Balloon.

Across the Atlantic in a balloon is the hope of Prof. Henry H. Clayton, for sixteen years the meteorologist at the Blue Hill observatory. He believes there are upper air currents flowing constantly eastward which would make it possible to do this in three or four days. He expects to use a large balloon of about 230,000 cubic feet capacity and is at present in San Francisco, from which point he expects to make a preliminary flight across the continent. Prof. Clayton's project is like that proposed lately by Joseph Bruckner, who expects to make an aerial tour to Europe before long. His idea is to take an airship and make use of the trade winds going eastward during a certain part of the year.

A saving faith is a faith that makes the world seem worth saving.

Prayer without labor means paralysis.



## THE STONE CANOE.

## Its Legendary Relation To the Indian Heaven.

Mackinac Island, June 22—Once upon a time, many moons ago, a beautiful Otchipwe girl who dwelt on Michilimackina Island suddenly died the day she was to be married to a brave. That brave lost heart the moment she passed to the other shore. He avoided the hunting grounds and the chase, cast aside his bow, arrows and war club and mourned often by the side of her grave. Old Indians said there was a straight and narrow path that led to the Land of Souls and he longed to follow that way. One morning, after addressing the Sun, Moon and the Four Winds, he spread his hands toward Ishpeming (Heaven) in devotion, and determined to start on the journey to the Happy Land. Not knowing the way he should go, tradition and his fairy pointed towards the South. Forests, fields, valleys, brooks and rivers were passed and the land did not appear to change. When he left there was snow on the ground, often piled in drifts over bushes and trees. At length there was less snow and soon it vanished from the land. The trees put forth their buds and flowers bloomed, for it was spring. Far behind was ice and snow and the dark clouds of winter had rolled away. Above him was the blue sky and birds were darting through the air and sporting with cheerful songs in the fields and bowers. By these signs and tribal traditions he knew he was on the right way. Soon he spied a path that led through a grove, up a high ridge to a lodge. An old white haired man whose sunken eyes were fiery bright stood at the door. There was a long robe of skins about his shoulders and in his hands a staff. The man was Che-bi-ab-os.

The young Otchipwe began his story, but was cut short by Che-bi-ab-os before he had said ten words. "I expected you and bid you welcome to my abode. The spirit you seek rested here a few days past. Enter my lodge and I will direct your journey from this point. You see yonder gulf and the wide blue plains beyond. It is the Land of Departed Souls. You stand on its brink and my lodge is the entrance gate. Leave your body here, your bow and arrows, bundle, pipe and dog. Get them when you return. He entered the lodge and in spirit bounded forth as if endowed with wings of a dove. All things appeared of natural shape and color. The leaves and woods, streams and lakes were brighter than usual and animals and birds sported about without fear. There was no war, pain nor bloodshed there. He noted his passage went directly through the trees and other objects. They were but the souls of material things. He was in the Land of Shad-ows. When a half days journey through a fine country he came to a lake in the center of which there was a fairy island, and on its shore a shining white stone canoe with as shiny paddles. He was now sure the

aged man had directed him to the right place. Entering the canoe he grasped the paddles, when, to his surprise and joy, he saw the maiden of his search in another canoe of the same make. She exactly imitated his motions and side by side they pushed out from the shore to cross the lake. Distant waves seemed ready to swallow them, but just when at the crest they melted away like images that they were. No sooner was one wreath of foam passed than another more threatening arose and vanished as mist. They were in constant fear, to which the clearness of the water added. They could see heaps of bones on the bottom of the lake of those who had perished before. But the Master of Life had decreed to let them pass, as neither had been bad. They saw many others struggling and sinking in the waves. Others, old and young, were there. Some passed and many sank, but the canoes of little children were able to pass through quiet waters. At length all danger was over and they leaped ashore to the happy island. The very air, their food, gave strength and nourishment. They wandered hand in hand over fields where every prospect pleased. No canndounporscvihyll storms were there and none required clothes. Wars did not exist, there were no deaths nor graves and want and hunger had no place. The young warrior would gladly stay forever, but he was obliged to return to his body. He did not see the Master of Life, but heard his voice in the breeze exclaim: "Go back to the land from which you came. The duties which I made you to perform are not finished. Return to your tribe and continue to be a good man. You will be their ruler many moons. My messenger at the gate will advise you when he returns your body. Listen and you shall rejoin the spirit whom you have left behind. She is accepted and will ever remain here as young and happy as she was when called from the land of snow, hunger and tears." Wa-wa-tam.

## What Other Cities Are Doing.

Written for the Tradesman.

"Health, Wealth and 50,000," is Battle Creek's slogan.

The Ludington Board of Trade has put out a thirty-two page booklet advertising that city. The issue consisted of 10,000 copies. Muskegon issued 15,000 copies of a similar booklet and both cities are supplementing these by an advertising campaign in Chicago newspapers.

Jackson's new Chamber of Commerce is "making good." A contract has been signed with the American Gear and Manufacturing Co., of Indianapolis, for the removal of its plant, with its 250 employees and their families, to the Prison City.

East Jordan has adopted a curfew ordinance similar to the one in force in Grand Rapids, the fire whistle sounding the blast of warning to boys and girls under 16 years.

Allegan's Home Coming celebration will take place Aug. 3, 4 and 5.

Escanaba is completing a \$75,000 water filtration plant. It is constructed entirely of reinforced con-

crete and has a capacity of six million gallons every twenty-four hours, which is sufficient for a city of 30,000.

Fort Wayne has been placed on the stopover list by the Nickel Plate Railroad and after Aug. 1 any first-class railroad ticket held by a passenger going through will have the stopover privilege of ten days. Other roads will probably follow suit. Toledo recently received the same concession after a long fight by the Commercial Club and other civic organizations.

Houston, Texas, will build an auditorium and a Committee sent out to see what other cities have in this line has recommended one similar to that of Atlanta, Ga., with the armory feature cut out. It is proposed to combine the good points of the different great auditoriums over the United States. The building is to cost about \$150,000.

Milwaukee's Home Coming Committee has let contracts for fifty-four concrete columns to be placed in the court of honor on Grand avenue, also for band stand, reviewing platform, electric lighting and 5,000 yards of arbor vitae garlands.

Pittsburg has a nurse for poor families at each of the six milk and ice stations in the tenement districts this summer. In this way the work will be systematized, each nurse having her own district. Last year a house-to-house canvass was made.

Pittsburg has been presented with a natural park of 150 acres by H. C. Frick. It is known as Clayton Heights and is located in the 22d ward, near the Country Club. The ground is conservatively estimated to be worth \$1,500,000.

The great city of Paris, in France, believes that beauty pays in dollars and cents and so a gigantic program of embellishment, which will involve in the opening of new thoroughfares, the creation of new gardens and other similar undertakings an expenditure of no less than \$135,000,000, has just been approved by the Municipal Council of that city.

Mayor Ward is transforming Birmingham, Ala. He has put behind his "city beautiful" movement all the force of the city government. He has organized more than 500 Block Improvement Societies and each block is working in its own way toward the common end. In each of the eleven wards four prizes will be awarded.

The Smoke Inspector of Toledo says that 180 firms there are now using either automatic stokers or automatic smoke abatement devices, out of more than a thousand heating and power plants using coal for fuel in that city, and that conditions are gradually improving.

Almond Griffen.

## Bulgaria Part of World's Rose Garden.

The rose garden of the world is Bulgaria and Roumania, where soil and climate are particularly suited for the cultivation of the varieties that yield the best oil. A certain quantity of fine oil is obtained from the south of France and Algiers, while roses are also cultivated for

distillation in Germany, although the product is less valued than the Balkan oil.

The method of preparation is primitive. Leaves are distilled with water in stills of the simplest construction. In order to obtain the best results it is essential that the leaves should be gathered before they have been heated by the sun's rays, and the work is therefore discontinued soon after sunrise. The distillation takes place as soon as possible after the leaves have been picked. In many cases neglect of this precaution results in an inferior oil. The stills in Bulgaria during the last season were quite unable to cope with the supplies of roses sent in.

Under the present conditions of distillation in Bulgaria the yield of oil from the leaves of the damask rose is about 1-10 per cent., but the yield largely depends on the kind of season, the wet summer being the most productive.

Adulteration of rose oil is widespread and, owing to the high price of the genuine product, is most profitable. The chief adulterant is geranium oil. The adulteration is often difficult if not impossible to detect.

## H. J. Hartman Foundry Co.

Manufacturers of Light Gray Iron and General Machinery Castings, Cistern Tops, Sidewalk Manhole Covers, Grate Bars, Hitching Posts, Street and Sewer Castings, Etc. 270 S. Front St., Grand Rapids, Mich. Citizens' Phone 5329.

## Post Toasties

Any time, anywhere, a delightful food—"The Taste Lingers."

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

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich.

## For Dealers in HIDES AND PELTS

Look to

Crohon & Roden Co., Ltd. Tanners

37 S. Market St. Grand Rapids, Mich.

Ship us your Hides to be made into Robes

Prices Satisfactory

## 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





### Movements of Merchants.

Blanchard—A meat market has been opened by Newman Fitzgerald.

Greenville—A grocery store has been opened here by S. G. Hutchins.

Galesburg—The H. R. Gray grocery stock is to be sold on June 28 at mortgage sale.

Marshall—Lorenzo C. Brooks is succeeded in the grocery business by Lewis Wood, of Hastings.

Charlesworth—E. B. Bramble is succeeded in the general merchandise business by C. C. Stringham.

Sylvester—C. W. Slade, general merchant, will be succeeded in trade by Floyd Hafey, formerly of Altona.

Jackson—A grocery store has been opened at the corner of Wilkins and Francis streets by B. L. Myers & Son.

Fennville—N. G. Nelson has opened a drug store. F. W. Hamilton, of Marion, has been engaged as pharmacist.

Clio—Wm. English has opened a baked goods, confectionery, ice cream and cigar and tobacco store here.

Mt. Pleasant—Mary Otis has sold her millinery stock to Nina Knickabocker, who will take possession on July 1.

Hawkins—A grocery store is being opened by Lawrence O'Neil in the store building which he recently purchased.

St. Johns—Eugene Parker has sold his jewelry stock to Alva Ruff, formerly of Grand Rapids. Mr. Parker will go on the road.

Goodwell—Emil Johnson & Son succeed C. H. Kenshol in the grocery business at this place. They will put in a full general stock.

Boyne City—J. G. Carr & Co., grocers, are succeeded in business by J. D. Parrish, formerly engaged in the same line of trade here.

Mulliken—W. J. Ramsey & Co. are succeeded in the grocery, bakery and fruit business by H. S. Ives, who was formerly his salesman.

St. Joseph—Frank Benning and Edward Kenroy, formerly employed in the bakery of J. F. Wilson, will open a bakery on Broad street.

McMillan—Harry J. Bloch has sold his interest in the general merchandise firm of Caplan & Bloch, to his partner and has returned to Escanaba.

Ann Arbor—Douglas C. Kellogg has resigned his position of manager of the Crescent Works, which makes corsets, and is succeeded by S. Fouch, of Chicago.

Detour—Eugene Brown has started a logging camp on Albany Island, twelve miles from this place, at the

head of Lake Huron, where he owns a tract of timber.

Vestaburg—Crawford & Co., of Breckenridge, who have rented the elevator here, which is part of the estate of the late Dr. Ballou, have purchased same at the administrator's sale.

Manistee—F. M. Roberts succeeds Fred N. Edie as manager of the salt sales department of the Bulkley & Douglas Lumber Co. Mr. Roberts has been in this department for nearly a year.

South Range—A two-thirds interest in the bakery formerly conducted by A. Kallio and others, under the management of C. Seddeck, has been purchased by Andrew Jarvis and Jacob Jarvela.

Saranac—Charles and Carrie Wallington have taken possession of the drug stock of A. W. Burnett & Co. on a chattle mortgage. They are taking an inventory and the stock and fixtures will be sold June 24.

Alanson—A corporation has been formed under the style of the Alanson Grocery Co., which has an authorized capital stock of \$10,000, all of which has been subscribed, \$400 being paid in in cash and \$6,000 in property.

Union City—The bankrupt millinery and notion stock of Kimmel & Co. has been purchased by Mrs. Albert Harris and Geo. Gray, while Messrs. Moore and Sweet have bought the W. H. Barrett bankrupt hardware stock.

Benton Harbor—H. S. Jacobs, proprietor of the shoe stock in the Ender & Moore Co. store, has made an assignment to I. W. Riford as trustee. The stock will be invoiced by W. D. Kidd and will probably be sold at closing out sale.

White Pigeon—C. H. Farnham & Co. are succeeded in the grocery business by Geo. B. Gattar & Co. The new firm is composed of George and Nelson-Gattar. Their predecessor had been the proprietor of this store for the past nine years.

Six Lakes—Wm. A. Wood drug-gist, has purchased the hardware stock of F. G. Rice, which Mr. Rice recently bought of W. F. Alberts. It is stated that Mr. Wood will build a new store next to his drug store for this newly acquired stock.

Fennville—Burton R. Barber has presented his son, Lynn Irving Barber, with a quarter interest in his general stock here and conducted under the style of Burton R. Barber & Son. The presentation was made on the occasion of the wedding of the junior partner to Miss Ruby Clarke, of Kalamazoo.

Kalamazoo—Fishel & Son have leased the building formerly occupied by the Edwards & Chamberlin Hardware Co., which they will occupy with a stock of dry goods, shoes, jewelry, ribbons and men's furnishings. These gentlemen have been for some time past engaged in business at 120 North Burdick street. They will probably be ready for business at the location in about two months.

Wyandotte—After an experience covering a period of fifteen years with Detroit business houses, George H. Little has resigned his position as window trimmer for Crowley, Milner & Co., to engage in business for himself in Wyandotte, having purchased a stock here. Mr. Little began selling dry goods in Detroit for W. N. Winans fifteen years ago. He had charge of the display windows in the Partridge & Blackwell stores for seven years, during which time his work attracted more than ordinary attention and praise.

Owosso—Stanley E. Parkill has sold his drug stock to Wade B. Camburn, who will continue the business at the same location. The store was established in 1865 under the firm name of Parkill & Rowell. J. H. Howe bought out Mr. Rowell and about 1870 Mr. Parkill purchased his partner's interest. Stanley E. Parkill was taken into partnership by his father in 1885 after having been practically in charge of the business for eight years. The elder Mr. Parkill died in 1893, and his son has since been the sole proprietor. Mr. Camburn came to Owosso from Lansing where he was in charge of a drug store, in 1894, and has since been connected with the Parkill pharmacy. While nominally he has been clerk, he has shared the duties and responsibilities of the business management and is thoroughly familiar with all its details.

### Manufacturing Matters.

Detroit—The capital stock of the Specialty Knitting Works has been increased from \$10,000 to \$15,000.

Cheboygan—The Lakeside Lumber Co. has started its new mill, which has a capacity of 20,000 feet daily.

Detroit—The D. E. Meyer Cigar Manufacturing Co. has decreased its capital stock from \$10,000 to \$7,000.

Detroit—The Northway Motor & Manufacturing Co. has increased its capital stock from \$100,000 to \$250,000.

Elsie—The Mapleton Cheese Co. has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and \$440 paid in in cash.

Detroit—The Cunningham Auto Co. has been incorporated to deal in automobiles, with an authorized capital stock of \$10,000, all of which has been subscribed, \$2,500 being paid in in cash.

Bay City—The Handson-Ward Veneer Co. will erect a maple flooring plant in connection with the extensive veneer plant. The city has vacated property to allow the company more room.

Gladstone—The Northwestern Cooperage Co. is constructing a large

concrete hop mill. The walls are 51x100, and the roof will be of steel. The machinery will be taken from the veneer mill addition.

Muskegon—The Western Stay Works has been incorporated to make dress and corset stays, with an authorized capital stock of \$50,000, all of which has been subscribed, \$5,000 being paid in in cash.

Mosherville—A corporation has been formed under the style of the Lakeside Creamery Co., which has an authorized capital stock of \$5,000, of which \$4,800 has been subscribed, \$4,700 being paid in in cash.

Pinckney—A copartnership limited has been formed under the style of the Pinckney Creamery Co., Ltd., which has an authorized capital stock of \$1,550, all of which has been subscribed and paid in in cash.

Bronson—The Visel-Conover Co. has been incorporated to manufacture trade display fixtures and novelties, with an authorized capital stock of \$25,000, of which \$13,000 has been subscribed and paid in in property.

Omer—William Stone has bought 17,000 acres of stumpage from the Flint Land Co., along the Rifle River. Mr. Stone has three years in which to remove the trees, which consist of ash, elm, beech, pine, etc.

South Haven—The Melin-Winkel Piano Co. has been incorporated to conduct a manufacturing business with an authorized capital stock of \$30,000, of which \$15,000 has been subscribed and \$3,000 paid in in cash.

Escanaba—The Escanaba Veneer Co. has been reorganized and, in spite of delay in getting lumber to the scene of operation, the construction work is being pushed rapidly. It is expected that the industry will be in full operation by the first of August.

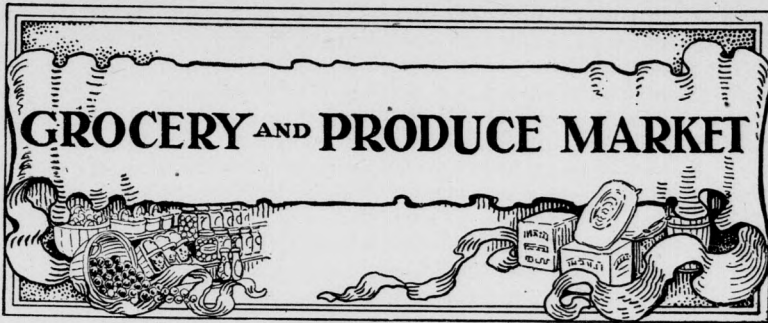
Detroit—A corporation has been formed under the style of the Demot-car Company to manufacture automobiles and their parts and accessories, with an authorized capital stock of \$100,000, of which \$65,000 has been subscribed and paid in in cash.

Benton Harbor—The Peters-Pitkin Co. has been incorporated to manufacture paints, oils, stains, varnishes, enamels, etc., with an authorized capital stock of \$10,000, all of which has been subscribed, \$5,000 being paid in in cash, \$2,500 being paid in in property.

Onsted—The lumber and grain firm of Onsted & Kerr has merged its business into a stock company under the style of the Onsted & Kerr Co., which has an authorized capital stock of \$28,000, all of which has been subscribed, \$3,000 being paid in in cash and \$2,500 in property.

Owosso—Grieve Bros., who have conducted a grist mill here, have formed a corporation under the style of the Grieve Bros. Milling Co. with a capital stock of \$20,000. The officers of the new organization are A. M. Grieve, President; Peter Grieve, Vice-President and W. R. Grieve, Secretary and Treasurer. The company has purchased the elevator of H. Ainsworth, the business conducted there to be managed by W. R. Grieve.





### The Produce Market.

Asparagus—90c 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 Virginia—command \$1.50 per bu.

Beets—35c per doz.

Butter—The market has shown active trading during the week in all grades. Creamery grades are down 1½c. The make of butter is normal for the season and the quality is fine, and there is a very good consumptive demand and some speculative demand. We are still having very favorable weather for making good butter, and the indications do not point to any radical change in the near future. Local dealers hold factory creamery at 25½c for tubs and 26c for prints. Dairy ranges from 15c for packing stock to 19c for No. 1.

Cabbage—Virginia commands \$1.25 per crate. Texas fetches \$1.75 per crate. Tennessee ranges around \$1 per crate.

Cantaloupes—Texas stock commands \$2 per crate for either 45s, 54s, or 60s. Rockyfords, \$5 for 54s and \$7 for 45s.

Carrots—New, \$2 per box.

Celery—California, 75c per bunch.

Cucumbers—50c per doz. for home grown hot house. Florida stock, grown outdoors, fetches \$1.50 per crate.

Eggs—The receipts are about normal for the season and owing to the cool weather up to Sunday, the quality is running better than usual at this time. The consumptive demand is fair and there is also a moderate speculative demand. 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—10c per doz. for Evergreens and 15c for Silver Skins.

Green Peppers—\$2 per 6 basket crate.

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

Lemons—\$4 for Messinas and \$4.50 for Californias.

Lettuce—Leaf, 7c per lb.; home grown head, 60c per box.

Onions—Texas Bermudas are in strong demand at \$1.25 for yellow and \$1.50 for white; Louisville, \$1.35 per sack.

Oranges—Navels are in fair demand at \$3.50@3.75 per box. Mediterranean Sweets are moving freely on the basis of \$3@3.25.

Parsley—25c per doz. bunches.

Pieplant—75c per 40 lb. box of outdoor grown.

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

Plants—65c per box for cabbage or tomato.

Potatoes—65c for old and \$1.25 for new stock from the South.

Poultry—Paying prices for live are as follows: Fowls, 11@12c; broilers, 20@22c; ducks, 9@10c; geese, 11@12c; turkeys, 13@14c.

Radishes—15c per doz. bunches.

Strawberries—Home grown are in liberal supply at \$1.25@1.50 per 16 qt. case. The quality is superb as to size, color and sweetness.

Tomatoes—Texas, 75c per 4 basket crate.

Veal—Dealers pay 5@6c for poor and thin; 6@7c for fair to good; 8@9½c for good white kidney.

### An Eye To Future Business.

Minister—Who was that fellow talking to you so earnestly in front of the church to-day?

Sexton—That's Mr. Hustler, the famous divorce lawyer.

Minister—What did he want?

Sexton—He offered me \$10 to pass around his business cards to all the bridegrooms who are to be married here this month.

Charles A. Coye, manufacturer of awnings, tents, flags, covers, twines, cordage, cotton ducks and similar goods, has merged his business into a stock company under the same style, with an authorized capital stock of \$30,000 common and \$30,000 preferred, of which \$50,000 has been subscribed and \$50,000 paid in in cash.

A corporation has been formed under the style of the Bousman Manufacturing Co., which will manufacture oil filters, oil cans, oil tanks and their appliances, with an authorized capital stock of \$17,500, of which \$15,000 has been subscribed, \$750 being paid in in cash and \$7,500 in property.

Dobbin & Schruer have opened a grocery and shoe store at Fremont. The Lemon & Wheeler Company furnished the grocery stock and Hirth, Krause & Co. and the Herold-Bertsch Shoe Co. the shoe stock.

No man knows anything about the divine friendship who does not exhibit human friendliness.

A life is holy in the measure that it makes lives really happy.

### The Grocery Market.

Sugar—The market is without change, refiners' prices for granulated ranging from 4.75@4.85c. The market is unsettled and a higher range of values is confidently anticipated.

Tea—The outside and local demand is moderate but steady, many dealers having taken advantage of the lower prices during March to stock up for a few months ahead. Japan teas, particularly Yokohamas, are coming in earlier than usual this year, with prices advanced from 11@12c. The quality of new Japans, as shown by advanced samples, is good. The Ceylon quotations remain the same as last reported.

Coffee—Rio is dull and featureless, but more attention is paid to Santos because of actual scarcity of fine grades. Mild coffee is unchanged and dull. Java and Mocha quiet at ruling prices. It seems generally expected now that no tax will be placed on coffee, and large operators are beginning to lose interest in the market.

Canned Goods—Tomatoes are holding on the same low basis, with little prospects of any higher prices for some time. The demand for corn has been good all through the spring months and stocks are cleaning up rapidly. Purchases at present prices are considered very safe and it is expected that a considerable higher basis will be reached before long, due to shortage in acreage and consequently a comparatively light pack. Peas are about steady. The announcement of opening prices on practically all California canned fruits is the feature of the week. The prices on cherries are the lowest ever known, considerably under last year's opening prices, which were thought to be very reasonable. Prices named on peaches and apricots are also somewhat lower than last year's opening figures, which is probably due more to the large carry-over stocks in the hands of packers rather than any increase in the size of the crops. Both old and new pack sardines show a decline of 50c per case. This decline was entirely unexpected, but is thought to be occasioned by competition between packers and the dissolution of the trust, which has heretofore controlled the pack of domestic sardines. Old goods are quoted 50c under new pack. All canned salmon hold strong.

Dried Fruits—Raisins are somewhat firmer on the coast, but in light demand. Crop conditions on currants on the other side look strong, but on this side the situation is unchanged and the demand light. Apricots are getting well cleaned up and are in light demand at unchanged prices. Other dried fruits are dull and unchanged. Old prunes are in light demand. Size 40s are scarce and have advanced ½c for anything good. Other grades are unchanged. New prunes are about unchanged at 2¾@3c basis, although some holders are asking a shade more. Peaches are firmer on the coast, though not in the East. The demand is light.

Syrups and Molasses—Glucose is without change, but is firm on account of the high prices of corn.

Compound syrup is unchanged and seasonably dull. Sugar syrup is still scarce and is absorbed as fast as made. Molasses steady and quiet.

Cheese—The market is firm and unchanged, with an active consumptive demand for all grades. The make is about normal for the season and the quality fine. Indications are for a steady market and unchanged prices for the next few days.

Rice—The market continues on a very firm basis, with every prospect of higher prices as soon as harvest demand comes. Spot stocks are rapidly cleaning up and a heavier demand would likely clean them up before the new crop arrives.

Rolled Oats—There has been no change, but a very firm tone is still in evidence.

Fish—Cod, hake and haddock are unchanged and in light demand. The domestic sardine market seems to have gone completely to pieces. Large sales of 1908 goods have been made at \$2, and 1909 goods at \$2.25. Some holders are now asking more, but will probably not be successful, for any time at least. Imported sardines are steady and unchanged. Salmon is fairly active and unchanged in price. There has developed quite an active demand for mackerel during the past week. Norways have been inquired for and considerable sales have been made at about the prices which have been ruling for several weeks. New shore mackerel are very scarce, as the new catch has been almost a failure up to date. The new fish has been rather poor in quality and has been offered at around \$11 per barrel. Some new Irish mackerel has also been offered at from \$10 to \$11, which is a fairly low price, though it brought few orders as Norways are so cheap.

Provisions—Smoked meats, pure and compound lard have all advanced ¼c. Barrel pork shows an advance of 25c per barrel. Dried beef and canned meats are unchanged.

The McCaskey Register Co., of Alliance, Ohio, has closed its various office in Michigan and will now conduct its business in this State from its general offices at 1013 and 1014 Chamber of Commerce building, Detroit. W. P. Hughes, formerly special representative in Michigan, will have charge of the Michigan sales department, as well as the general affairs of the company in the State.

The Judson Grocer Co. received to-day direct from Yokohama by S. S. Montague and fast freight an importation of the first crop of 1909 firings Japan teas. This is the very first arrival of the 1909 crop into Michigan and breaks the record for early receipt of Japan teas in Grand Rapids, the date usually being not earlier than the middle of July.

Geo. L. Rood, the Terre Haute capitalist, passed through the city yesterday with his family en route to his summer home at Neahtawanta. They are making the trip the entire distance, about 500 miles, in a new Overland automobile.



## A DEAD FACTOR.

## Personal Fitness Now the Only Criterion.

First Young Man (incidentally wearing cuffed trousers turned up to show low shoes, network socks and the tumultuous colorings of the same) — "What are you going to do?"

Other Young Man (in louder clothes and the prominent fraternity pin) — "Oh, I haven't figured just yet, you know. 'Tisn't bothering me yet; the old man has a strong pull, you know, socially and otherwise, and he will land me somewhere in a good berth."

But will he? Can he? Fifteen years ago probably these two question marks would have been more or less gratuitous. To-day one might put two more of them after the statement and not excite wonderment in the business world.

For in this matter of pull of any kind in bringing about a business position for the average well-to-do young man just out of college, the times have changed almost past recognition. Huge organizations of capital, with vastly wealthy capitalists as president, vice-presidents and other active officials at the head of an institution, no longer lend countenance to the old time pull method. They are less immune from its influence than is the single head of the big private business. Twenty men at the head of the big corporation may have a thousand friends and acquaintances who would like to command positions for sons and sons of other friends.

But just here the business manager becomes active.

This business manager is the one indispensable flywheel in the whole business machinery. From him the working force of the organization is delivered. Officers and board of directors look to him for sufficient horse power, intelligently distributed, to accomplish results. How can they look to him for an accounting if Thomas, Richard and Henry at large have been building the engine plant regardless of proportions and the results are not as they have anticipated?

"You've put in boilers and engine which I haven't even inspected," is the complaint of the business manager. "You've ordered coal that I know nothing about. You are expecting 2,000 horse power from the driving belt, while it looks as if the whole engine plant can't develop 100 horse power."

This exactly is the position taken literally by the business manager of one of the largest institutions in downtown Chicago. At the same time another business man, head of a great commercial institution, tells me that he is heartsick of the letters and calls and overtures through third persons, all looking to him to place young men in positions in the establishment of which he is virtually proprietor and head.

"I am manager of this institution," said the representative of the big downtown corporation. "Results are required of me; president, officers and directors don't go to Smith and Jones

and Black and Brown to question. They come to me and I must answer. On this basis, then, I say that the moment I am deprived of the power of regulating the office machine I've got to resign.

"To-day, in general, social prestige of any kind as a lever to lift a favorite into a favored place has lost most of its force in just this way. Where it is used, however, it most frequently is in the effort to lift some one into high position in an establishment regardless of the person's knowledge of that business' fundamentals. Such a thing is an impossibility. Such a practice must ruin any business.

"Every little while we hear of Papa Railroad President putting his son out to learn the business from the bottom up. The son is 'braking' on a freight train we hear, and prick up our ears with interest. But what an absurdity on the face of it. That young man's whole life has been such as to unfit him wholly from ever doing the real work of the real brakeman. He can't get into sympathy with the work, even if he has the physical strength and determination to carry out the plan literally. Without this working sympathy where is the value of such a lesson?"

"I know the father of two young men in Chicago who recently went into the business world. The father, after the sons had been graduated, took them into his own business. The manager of the house didn't have the nerve to tell the father that they were impossible. But the boys were of grit and intelligence and they decided for themselves that they were misfits. The situation is that the father never has been reconciled to his business and he took the sons into it in the hope that they would prove a staying influence. One of these young men is here with me now—not because his father is my friend, mind you, but because I know the family stock. But that young man is staying here simply because he is making good and feels that he is in a congenial atmosphere.

"Mark this difference between taking the son of a good fellow and social factor and the son of some man whom you know and admire for his sturdy honesty, good breeding and common sense. There are such men whom an employer in need of help might ask at first sight: 'Have you a son old enough to go to work that you'd like to send around here?' The feeling of the employer would be: I'd like to have the son of that kind of man in the house; he'd get there, seems to me.

"But in most businesses the young man coming into the work must serve an apprenticeship. He's got to take the apprentice regimen, and the young man whom social influences would put into the place must rebel at the conditions. There's a good deal of tommy rot talked about this 'working up from the position of messenger boy to the head of the great house.' It isn't a good schooling for even the poor boy off the street.

"To be an available small messenger to-day a willing, unquestioned

obedience to orders is necessary. Not every person empowered to give orders is considerate. The average boy's pride will be hurt many times in the course of a year. He will feel the small humiliations and perhaps writhe under them. Timidity may be engendered that will require years for the small boy to overcome. As he is promoted, reminders of his former place in the house may be thrust upon his attentions. He is handicapped in his early powers of authority.

"Would you believe that this is a good school of training for the man that finally may be graduated to the head of the institution? Not by any means! That boy who has the spirit to smart under the humiliations of the messenger experience and the capacity for doing something in the world, is likely to leave the house of his apprenticeship at the first opportunity. He will try to forget the whole experience.

"That one impossible thing in taking in the young man from the well-to-do family, wholly upon the influences that he can bring to bear, lies in this fact of the inevitable apprenticeship conditions in his work. This average young man out of college comes in here at 21 or 22 years old. Nothing that he has learned in school is at once applicable to his work. He will find in here the boy who came in from high school at 17 or 18 years, who at his own age may be in a position considerably above him at a good salary. Don't you see how depressing the condition is to the young college man? Don't you see how big a risk it is to take the young man of the well-to-do home save on his own merits as he appears to you, an applicant for a position, without pull or pressure?"

Perhaps that greatest of all repudiations of the "pull" in job finding has been shown in the civil service movement in government. Where this repudiation has been in earnest and in full force, doubtless even the politician in office finds it a marked relief from the old regimes under which he had to try to reward all followers with political preferences in appointments.

But the civil service did not originate with the politician who had been reared to the belief that "to the victor belongs the spoils." The movement began on the part of the tax-paying public which so long had been paying the salaries of incompetent appointees through political preferences. The ability and tastes of the appointee for a particular work had been overlooked altogether in the payment of the political debt which put the employe on the pay roll. His pull was everything. "What does he want?" was the sole question of the political debtor and under it the business of decent government was going to smash.

Yet the business of government under the old conditions was no worse than the business of the industrial or commercial great house which would hold itself open to the personal and social influences which would fill its pay rolls.

A reasonable certainty of an employe in holding his salaried position is accepted by the employer as necessary to business success. But that certainty can not be based in the influences which merely gave the employe the position. For him to feel that the influences which found him place are sufficiently strong to hold him there, regardless of his accomplishments as a worker, can not fail of being destructive. It is the invitation to decadence on the part of both employe and house.

To-day, in the opinion of the veteran cashier of one of the largest banks in Chicago, that father or mother, kinsman or friend of social influence is making a mistake when he tries to use such leverage in securing a position for the young man. He insists that the whole scheme of organization is so out of sympathy with the idea as to make the attempt react against the chances of the young man in many cases. It may excite prejudices that are difficult to overcome, even should the candidate in person appear most desirable.

"Too many parents are bent upon choosing the life work for their children," he says. "That impulse which most often would prompt the father to bring his influence to bear to secure this opening for the son has its rise in the father's suspicions that otherwise the son would be considered impossible by the employer.

"Suppose that this influence does secure the position for the boy. It may be strong enough to impress the head of a department who has supervision of the young man's work. This chief may not have nerve enough to report the unfitness of the young man for the place or for even that line of work. The boy himself does not recognize his unfitness. The result, likely, is that the employe is carried along from year to year, making no progress and with no future promising him in the business. Suddenly he may find himself too old to try to recover lost opportunities.

"Right here, however, there are some wrong conceptions about age in the matter of employes. Young men of 18 or 20 years old have come in here and in the first two or three years have shown surprising adaptability, going right up the ladder for a few rungs—and there stopped, past any further ability to progress. On the other hand, men of 25 to 30 years have come in, plodded faithfully, learning the sound principles of the work, and in the end have gone to the top places of responsibility and effectiveness. Age at the beginning has had nothing to do with this fact; the capacity and the fitness of the man have been all important factors."

"Let your boy have his head," seems to be the advice of the business man who is dependent upon an organization of men. More than ever the man of business is seeking for the employe who can invoke enthusiasm in his work. Don't force your boy into a four year medical course when he wants to be a locomotive engineer. When he has chosen his line of work help him prepare for it. Tell him that in his taste and preparation for



it, together with his own developed personality, rest his chances, and that it is he alone who must present himself for that inspection which must precede his acceptance as an employe.

For the pull—personal, social and political—is a dead factor in the modern live business!

Hollis W. Field.

#### Cards Often May Be Marked.

Every little while you meet a friend or acquaintance who, in a business deal of some kind, has been "stung." The deal may involve cents, dollars, hundreds or thousands of dollars. But the man who relates the story—the old, old story—has been stung good and proper!

He tells you the story to illustrate the crookedness of the business world in general. It doesn't occur to him that in posing himself as the innocent sort of bystander to the circumstance he is proving himself akin to the victim of the old three card monte and the green goods game.

Years and years ago it became axiomatic among men addicted to cards that it was unwise to sit in on a game you didn't know. Bret Harte never might have written his "Heathen Chinee" if the childlike and bland Ah Sin hadn't impersonated the hypocritical part of the innocent.

Business is a term of such broad interpretation as to include the hold-up man and the cracksman. Upward in the scale it ranges to that highest type of business house to which honesty no longer is considered as a best policy, but as the only principle upon which to build for the future. But between these extremes are a thousand lines of business which are literal beehives for the stinging of the innocent who doesn't know the game.

"What do I know of the game?" is the question for the average man who is tempted to walk into the hive.

In the bee sting line it may be taken for granted that the house which keeps open a month on the same corner, turning out even an occasional stung customer, has its system. Otherwise it would have to go out of business altogether. At least it would have to move.

Yet, largely because it has a literal or figurative sign over the front entrance, the customer steps inside and sits into the system game as if he were an expert, privileged to use his own marked cards.

Only the other day a wealthy man of business, who ought to have known better, told me of an experience with a local upholsterer in his section of the city. In the wealthy man's house was an old chair of old fashioned, solid material and finish which had endeared itself to his family. He sent it over to the upholsterer's, ordering for it a new leather covering of first class material, to be put on in a first class manner.

But he more than sat up in this chair when a week or so after the chair was delivered he received a bill for \$125 for recovering the piece of furniture. To make sure of the overcharge he priced a similar style chair in a downtown house which he could have bought new for \$100, even.

Then he kicked, but the upholsterer was firm; he had put especial pains upon the work, knowing how the piece of furniture was appreciated by his customer; it was worth \$125—and his customer was able to pay for it!

"If you can make him come down in his price," said the man to the housekeeper, "you may have the difference," and the housekeeper scaled the work only \$25 at that.

The wealthy business man didn't know the game of the upholsterer. Had he sent over for a price upon the work, the upholsterer might have been pleased to have taken the job at \$50. But with the wealthy business man the upholsterer evidently had had his system when the wealthy customer didn't ask prices. In evolving his particular system he had discovered that a wealthy man wouldn't go to law for a mere \$50 to \$75; he may have discovered that they never came twice, anyhow. Therefore, when the unsuspecting rich men "sat in" on his particular game he skinned them.

You're up against a business game when you deal with the business man. It may be a crooked game. But whichever it be, the man in the business house has studied you and prepared for your coming. You may step inside as a prospective customer merely because of some particular article in a window. Even the sign over the door may have attracted you.

But the man in the business has been waiting for you. He is not in the business for his health. He'll take a profit out of you if he can. He may have had to work and study for weeks in order to perfect his system in general, and if he does not work he may have half a dozen special ways and means of meeting men of just your type. But you probably wouldn't know the proprietor of the place if you met him standing outside his own front door. He has all of the advantages of you.

"Don't buck the other man's game" long has been regarded as a safe policy for the gamester.

"What's this business game?" is an excellent question for the average layman to put to himself when he feels inclined or is forced to "sit in" in some new deal that isn't standardized at least. The other fellow knows the game. He's had the framing of it. If by any reason it is a ten to one chance, you'll be handed the short end of it.

Irwin Ellis.

#### A Rural Uplift.

The boy that went to the city five years before was back visiting the old neighborhood. To a former chum he remarked sympathetically: "Still slaving on the farm, old pal? By George! I can't understand how you stand it."

"It's dead easy now, Bill," replied the young farmer, smilingly, "about two years ago, in our weekly barn bout, I licked the old man to a frazzle!"

A happy married life depends upon wedding our opposites. It doesn't do to be too evenly matched.

# Fans For Warm Weather



Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled as follows:

100	-	-	-	\$ 3 00
200	-	-	-	4 50
300	-	-	-	5 75
400	-	-	-	7 00
500	-	-	-	8 00
1000	-	-	-	15 00

We can fill your order on five hours' notice, if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

**Tradesman  
Company**  
Grand Rapids, Mich.





DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

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

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

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

June 23, 1909

### MICHIGAN A WINNER.

"I can not understand why it is that young men and middle aged men from Michigan migrate to Western or Southern States in order to begin life, either in reality or anew, as farmers," observed a Northern Michigan merchant who had just returned from a tour of the States he mentioned. And he continued:

"Our journey was made with a view to finding out, first hand if I could, why such men did not look about them right here at home before making a change, and as it seemed to me making it blindly. I thought that if such migration was good for one class it might be good for another, and so my son—who expects to soon begin merchandising on his own account—and I started off for investigation. The result is that we are, both of us, more than ever entirely satisfied with Michigan, and the boy is even now negotiating for a store building in a Michigan town of about 1,500 inhabitants, where he has decided to locate."

Questioned farther the man so well satisfied with Michigan offered the following points as the influences operating toward the conclusion he had finally reached. First, as to the value of lands, farm lands within profitable distance of shipping points are quite as high priced as in Michigan, while farming lands away from shipping facilities are so far away and the villages are so small, with poor roads winding about up the mountains and down the canyons that if a man goes on to a farm he can not expect to do more than make a bare living, and that in an isolated, lonesome fashion. As to Government lands and irrigation projects, he says a man may get in on any of these propositions, but he must expect to become dependent largely upon the rules and consideration of some large corporation owning either the timber or the irrigation plant and lands. Speaking of climate, the gentleman said: "Michigan has it over all of them as to the uniform seasons, spring, summer, autumn and winter, and in relation to frosts and drouths she can not be beat."

On the other hand, the gentleman

cited the fact that the Michigan railways have plenty of unoccupied land for sale, a large proportion of it good tilable land, which may be had from ten to fifteen dollars an acre. Also that in nearly every part of Michigan farm lands already occupied and in operation may be had at from \$30 to \$50 an acre, and any man who locates anywhere in Michigan is, so far as schools, churches, railways, market towns, postal and telegraph facilities are concerned, a veritable potentate compared with the widely scattered settlers in Washington and Oregon.

If a man contemplates engaging in a mercantile occupation in Michigan he will find no stronger competition than is to be found in every four corners in the Far West, while in Michigan a man can handle his business with much greater certainty as to results than is vouchsafed to those who go to the new country. Talking about taking up a land claim in Montana, Idaho, Texas, Oregon or anywhere else, the gentleman said: "Yes, it can be done and is being done, but it means six or seven years' privation, self-denial, isolation and hard work, and even then—so widespread are the holdings of the large corporations—it is no sure thing that the effort is worth while. In all our six months of looking around we did not see a single colonization group of Western farmers that has achieved a success comparable with the splendid record made by the colonies of Dunkards—who hailed from Indiana—up in Manistee county, who have during the past seven or eight years wrought positive miracles along industrial and business lines. And they secured their lands from a railway company at less than five dollars an acre."

### A WONDROUS EVOLUTION.

Some patient investigator has collected and analyzed a multitude of data, reaching the conclusion that the average buyer of goods at retail who systematically reads the advertisements of "special sales," "bargain days," and the like, and takes advantage of the opportunities thus afforded may, on a basis of a total annual expenditure of \$1,000, secure the ownership of merchandise which purchased by a man or woman who takes no heed of such exceptional occasions would cost the latter \$1,367.

While this claim in behalf of a practice which nets over 36 per cent. is quite attractive, it would be much more interesting if some hint were given as to the formula followed in arriving at the conclusion.

Whether authentic or not, the assertion directs attention to a practice in merchandising still somewhat misconstrued by the general public simply because twenty-five years ago fake special sales were the rule.

During the 70s and far into the 80s great circus poster banners and entire store fronts curtained by signs announcing Fire Sales, Sheriff's Sales, Bankrupt Sales, Repairs Sales, Going-out-of-Business Sales, Auction Sales and scores of other eye-catching titles were common in all cities. Brass band methods in directing attention to these events drew crowds of po-

ple who came to buy.

For this reason and because of this ignorant frenzy on the part of a large proportion of the general public the upright merchants who marked their goods in plain figures, who believed in the fairness of their prices and maintained their rectitude were made to suffer by the pretenders.

As the fair and honest merchants could be relied upon year in and out as liberal patrons of their advertising patrons and as such advertisers were sure and constant in their growth as experts in legitimate advertising there came changes fatal to the fakirs. The newspapers aided in the cause and legislation was enacted which steadily drew the limits of the law so that the bogus claims of the fly-by-nights found it more difficult each day to continue their dishonest influence.

And so, in due time, the ancient catch-phrases, the blatant bill board advertising and the loud demeanor of the boasting cheats lost their potency. The public had been educated to hold its nose in the stench of such make-believes.

On the other hand the science of offering goods for sale in an entirely honorable manner; of handling special lines wisely; of maintaining a continual freshness of style and condition in every line and of occasionally accepting an individual deficit in order to secure the general good result and at the same time bestow actual privileges upon their customers, has evolved the strongest factor in successful retail advertising—the publication of prices.

The public, especially the wives, mothers and daughters, have learned their lesson. The average good housewife knows the actual condition of the local market—wherever she may be—with an accuracy that approximates the knowledge of the average merchant, and she knows it in detail so that the butcher, the grocer, the dry goods man, the boot and shoe man, the clothier, the fancy goods man, all of them, know that there is absolutely no use at all to publish fiction as to the goods they offer and the prices they stipulate.

The wives, mothers, daughters, sisters and sweethearts read the advertisements and they are fully entitled to the more than 36 per cent. net gain that has been figured out for them by the patient, investigating statistician.

### GENEROUS LEEWAY.

A fortnight ago in the city of Philadelphia the corner-stone of John Wanamaker's new store was laid with imposing ceremonies and among the notables who delivered addresses on the occasion was Robert C. Ogden, of New York, formerly of the Wanamaker firm. Among other things Mr. Ogden said: "No merchant can be classed among the great ones of this country who has not imagination and a great deal of idealism in him."

Mr. Wanamaker is a great merchant, so was the late Marshall Field and so are other well known Americans. So, also, was Mons. Chau-

chard, the merchant prince of Paris, whose obsequies the other day presented the most pompous burial ever given a citizen of Paris in modern times.

It is undoubtedly a truism, in spite of the sticklers for the purely practical that Mr. Wanamaker is a man of imagination and that he possesses idealism is evidenced by the fact that his new store in Philadelphia occupies an entire city square and has a total of forty-five acres of floor space—the largest store in the world under one roof; also by the fact that his Philadelphia store and his New York store are the only stores in the world having store fronts directly on the levels of the respective subways.

Neither Mr. Field or Mr. Wanamaker had the imagination of Chauchard the world famed founder of the Magazins du Louvre the pioneer department store organizer and the inventor of the marked price, the special sale, the money-back policy at least for the city of Paris. He was first to install a free buffet first to give away toy balloons and finally succeeded in making his place so important in the public eye that people talked familiarly of 'The Louvre,' while meaning the shop and not the National museum in the historic palace of that name.

Mons. Chauchard was an idealist in more ways than one as is shown by the fact that he had four pearls valued at \$100,000 which he utilized as buttons for his waistcoat and, more than that, he stipulated in his will that these four pearls should be buried with his body at the end. Much to the disgust of Paris the stipulation was carried out to the letter.

Mr. Field and Mr. Wanamaker, long known as men of refinement and culture, strong in their purely utilitarian qualities but equally powerful in their appreciation and support of the fine arts and all educational advances, can not by any stretch of the imagination be considered as the perpetrators of any strikingly foolish eccentricity, such as is recorded in Mons. Chauchard's history.

With extremes of temperament such as these marking the limits of imagination and idealism requisite for the winning—according to Mr. Ogden—a position among the great merchants of America, it will be seen that there exists wide latitude for all who may aspire to a classification so distinguished.

And so the thousands of merchants who covet the renown Mr. Ogden mentions may take heart. They may not be able to pay a hundred thousand dollars for Muncakys's "Christ before Pilate," as did Mr. Wanamaker, or to have Gari Melchers paint their portraits as he has those of Mr. and Mrs. Field, or to buy Millet's "Angelus" as did Mons. Chauchard; but in their own individual fields they may utilize their imagination and work toward their ideals as serenely, steadily and successfully as have any of the more eminent merchants.



**"UNKINDEST CUT OF ALL."**

From the time that industrial Europe was obliged to confess not that the Yankee could make things, but could make them quicker and better and cheaper than she could, there has been a growing fear that in a by-and-by not sweet the older continent would gradually give way to the new. At first the crudeness of the American manufacture, the result always of the beginner, awakened only ridicule. What else could be expected? It was the workmanship of European riff-raff, transported to a wilderness so remote from modern civilization as to preclude the possibility of comeliness, most certainly of comfort; but naturally America was agricultural with no possible chance of becoming anything else.

Times changed, however, and America changed with them. She began to tire of the plow and the hoe. She tried in a modest way to make hats and shoes and to spin and weave, so that for homewear, anyway, she need not be dependent upon a foreign market. She learned to dye her wools in butternut and, to her credit be it said, to be proud of her success. It was good home-made stuff, made to wear and it wore and to last and it lasted, and beyond that there was little thought or care. She was too busy clearing the land of the primitive forest, putting up a shelter from the cold and storm and getting something to eat to care for the quality produced. These important matters settled, betterments came creeping in. She made a shoe that was good to wear and equally good to look at. She wove cotton and wool so that it excelled the loom-fruit of the Old World; and when at this success the boast was made that America knew nothing of the secrets of the dyetub, that same America proceeded at once to show that the American dyetub acknowledged no superior on either side of the sea; and, worse than all this, unacknowledged superiority was proclaimed in regard to anything that ingenuity could conceive or skill could execute. It was not, however, until the American invasion of manufactured goods began in Europe that that part of the mundane world began to show signs of restiveness in other directions.

It was much in evidence that the United States of America was Americanizing Europe! Wherever the Yankee machine or the product of that machine went it always did double duty. First commercially, for it gave the most satisfaction for the least outlay in every direction; but worse than all—Oh, very much than all!—it set going and kept going the wildest thoughts and the wildest fancies about that "strangest country under the sun." They could not take and use the machine; they could not wear the clothes "made in America" and rest contented. What a marvelous country and what a marvelous people to create such marvels! and with that, the inspiration of American commercialism, came the desire and then the determination to "Hitch your wagon to a star," the westward-

wending star of empire, and to see with their own eyes what it all meant. So the crowds—such crowds—came. They filled the towns first and then, star-lighted, found their way to the fertile valleys and the gently sloping hills, whose echoes first taught their astonished ears what the song of Liberty really is. How glad the waiting earth was to receive them! How it took to its breast and warmed and watered the seeds of the future harvest, until the very hills clapped their hands over the yield of more than a hundred-fold!

This was not all. The wheat and the corn fed the famishing multitudes, and, sated at last, for the first time in their lives they found time to thank Heaven for an unheard-of increase; for the divine something they had inhaled with the free air sweeping down from the snow-crested, sky-supporting mountains and for that starting into life of—was it freedom-loving manhood?—the inheritance which America alone can give. How the East and the Great Northwest responded to their earnest touch! How the aced grain field expanded into territories of wheat and corn which only the square mile can measure, and how these square miles, in a time so short as to awaken wonder, became dotted all over with happy homes and crowded school houses and gleaming church spires.

Had these emigrants stopped here it might have been well enough, but that they did not do. Like the woman who swept the house until she found the silver piece, they must rejoice and home to the Old Country they must go for that, and here is the result of that going: "A greater efficiency of labor, due to the leaven of the returned emigrant;" "Greater energy and efficiency which these men had learned and carried back to their countrymen;" "Their example has been infectious and whole communities where there are large numbers of these returned emigrants have been revolutionized;" "The returned emigrant is a new man," this from a Hungarian pastor, "he carries himself differently, he commands the respect of his fellows, he treats his wife better, and he keeps the windows of his house open."

Here is "the unkindest cut of all:" "The changes wrought in many sections of Europe by this Americanizing often almost amount to a social and economic revolution. Hopeful ideas have supplanted despair and indifference and introduced a higher standard of living. From the results of the return of the comparatively small per cent. of those who went out to America it is evident that we in this country scarcely realize how largely and how quickly our immigrants absorb our ideals and habits."

It is the old story of the leaven "hidden in the measures of meal until the whole was leavened," and Europe, with good grace or without it, must learn to bend to the inevitable.

Every man knows just how to play the game until he goes to the bat.

**THE AMERICAN WEAKNESS.**

Had the speaker used the word "a" or "an," he would have attracted little attention; but, when he began to speak of "the" American weakness, curiosity was at once aroused and every individual began to wonder if his own observation in this direction had at last been recognized. It was found, however, that the Almighty Dollar did not hold the leading place in this instance. The American boaster was passed by with contemptuous silence. The apathy, centering in the marriage certificate, passed by like the idle wind and for the same reason; and when the conundrum, unanswered, was given up and lawlessness was declared to be the American weakness—"the great American, weakness," with "great" in italics—the word brought out the strongest dissent and was pronounced as unjust as it is untrue.

It may be that the majority was right and that lawlessness is not the great weakness that clings to the American public, and yet the minority of one did state facts that truth can not gainsay. He said, for instance, with the conviction of a sufferer, that the automobile would serve as an illustration. In the majority of cases it is America's best that owns them and as long as the law insists that the employer is responsible for the act of the employee on duty it follows that the carelessness, too often resulting in the most appalling consequences, is due to the driver's utter indifference to law. There is no growling at or haggling over the fine. Indeed the matter-of-course way in which the motor-owner hies him to the police office to pay his fine indicates his respect for the law and his indifference to it as well. "I'm in for it, there's no doubt nor question about that. Here's your fine," and he pays it, but with the air that means that the account is squared and with that record cleared he is ready for the next violation of the law, which can come not a minute too soon!

With that for a starting point it is easy to understand how the question of lawlessness opened up; and the daily record of the newspaper offered abundant testimony. Capt. Haines was indeed convicted of man-slaughter, but there was evident disappointment at the verdict of the jury. In spite of the criminal lawlessness of which there was not the slightest doubt, the murderer, a law unto himself, killed his victim for reasons to him sufficient, and like the rest of his class, whose lawlessness ends in bloodshed serves to strengthen the statement that that kind of weakness is getting to be national if it is not that already.

One would suppose that stealing is an offense that the law looks carefully after, buttressed about, as it is, with the censure of public opinion, but every grade of life from United States senator down has developed a weakness in this direction that is appalling. It was the custom once to rely upon the city officials for instances, and Boss Tweed and his impudent "What are you going to do

about it?" stands for that class of lawlessness. It makes tame reading now, however. "The Case of the Seventeen Holes" beats it a hundred to one, because Tweed and his gang were the riff-raff in power while the modern instance is made up of men, supposed to be respectable and claiming to be, who nevertheless resorted to the plans and the practices of the sneak thief. Reduced to a single statement it is only another evidence of "the great American weakness."

To account for its prevalence is not a difficult matter. There is hardly a home that does furnish an example, and the lack of wholesome restraint, beginning at the very beginning and remaining unchecked through all the developing years, has produced a lawlessness which, if not brought under control, is going to lead to difficulties more serious than any that has been encountered yet. The home tendency to let the child have his unreasonable way, taken to the school room, at once creates a condition of things which the discipline there can not tolerate, and the rapid increase of the private schools of the country shows America's increasing weakness, pandered to by a paternal affection too short-sighted to see that harm, if not ruin, is the inevitable result of such indulgence. So the military schools, plenty as blackberries, are filled to overflowing with boys from town high schools whose parents can no longer control them. The teachers with crowded classes have no time or inclination to struggle with such stubborn and senseless lawlessness, and such schools thrive just in proportion as their management gets along with the youthful American weakness without too much agitation of the folks at home.

The remedy? The constant exercise of a wise, loving, devoted, Christian parent-heart, from childhood up.

A man never feels so virtuous as when his friends have persuaded him to do something creditable which will work out to his pecuniary advantage.

Observe the able man—how he toils up the steep path to success! Behold the flatterer—how he is carried thither on the shoulders of other people!

Some people who complain about this being a cold, cold world are not going to be any better pleased with the temperature in the next one.

It takes three generations to make a gentleman, provided nature doesn't step in and make a monkey of him.

A man may sometimes feel that he has no friends, and at other times that he has too many.

You may know what a man really thinks of his Father by what his children think of him.

No man works so hard that he hasn't a little energy left to pat himself on the back.

You never know how much good there is in men until some dark day falls on you.



## TELL THE TRUTH.

## The Most Uncertain Nitroglycerin of Social Dynamics.

"Truth is mighty and will prevail." You've heard the expression a thousand times. We've all heard it all our lives, and probably it's the sneaking fear that it's going to, sometimes, that makes us all so much afraid of the blamed thing.

Truth is the uncertain, fickle, powerful nitroglycerin of social dynamics. You don't know when it's loaded. Prepare a charge of it for setting off, handling it gingerly and guardedly, and placing it at the psychological moment in the geometrical dead center of a prescribed circumference—and it's as unresponsive as a can of buttermilk.

Then, suddenly, news comes to us of one of the most appalling catastrophes of modern times. One of the oldest and most experienced conservators of truth, walking along with a can of it protected by cotton batting and measuring his steps so that it shall be spared the slightest jostle—and boom! A social cataclysm has occurred that will be recorded in school histories for 4,000 years.

Some unthoughtful person might ask just here: What does any one monkey with it for? That's the infernal complexity which is involved in truth. We are agreed that you can't tamper with it safely, but just when we have drawn up resolutions, ordinances, laws, or even constitutional clauses to that full effect, suddenly we are confronted with the condition that if we don't make a show of tampering with it we'll be blown up anyhow. It's a blast if you don't and a blast if you do, with the remains if any to the public coroner. Is it any wonder that we are afraid of the truth?

Somebody right here is going to challenge this statement that he's afraid of the truth, and I'm going to digress a little and wallop him off the face of the map. He's that average, impersonal man, of course—the man who on occasion materializes into the "innocent spectator," the ordinary "innocent purchaser," or the "vox populi" of the newspapers.

Out of the ranks of these average men millions of dollars are spent every year in having their individual fortunes told. On occasion they have the stiff price of admission to a seance at which the ghost of a dead friend is materialized, who in sepulchral tones out of the dark brings the startling news that his spirit is "well and happy." In a sort of tremulous anxiety they are willing to approach the edges of the unknown in order to discover if truth in any tangible shape really is masquerading there.

Well, out of the expenditure of these millions of money every year it must be conceded that these people paring with it for the purpose occasionally get something that is fairly satisfying. If it is a little too definite and disconcerting it can be laughed away on the basis that maybe the whole thing is a fake, anyhow.

But where I would challenge the world on this fear of the truth is on the granted premise that somewhere in the country to-day is a seer who has this unquestioned power of reading the future of all men. Let the stranger from the uttermost parts of the earth appear suddenly before this seer, and within ten minutes his whole past and his whole future, typewritten in any language to the utmost detail, is handed to him without a word of question. We will assume that the most rigid scientific investigation has left this particular divinator in unquestioned possession of this marvelous power.

How many customers would this man have in the next year? How long would it be until he starved to death behind his unopened door? With this whole past and future of yours in the hands of this preternatural horoscopist, ready to be handed to you in folios, typewritten, on the payment of 10 cents, wouldn't you shoot your grandmother rather than allow her to buy one and read it to you?

Of course you would! You'd rather go to the penitentiary to-morrow for five years than have this fellow tell you only on what day of the month in what year you're absolutely certain to die! It's unquestioned truth that you've got to die, but you are more afraid of that truth as to time and place and manner than of anything else concerning your mortal existence.

An old friend of mine, a most capable physician, has told me that one of the first truths he learned from medical practice was to lie, under certain circumstances, and then stick to that lie closer than to a brother.

"It's when I'm called on to make a prognosis of a case by some relation of the patient who is desperately ill," said the doctor. "In the beginning I was honest enough to tell the tearful wife, or husband, or mother in such a case that there was no hope for the dying one. This was the truth. But what happened to me? I was fired into the street! If another honest doctor was called and made the same prognosis he was fired, with the result that the firing process went on until the family got a doctor who would lie to them—and they paid his bills cheerfully even after they discovered that it was I who had told them the truth!"

Some time ago a man who is little more than a casual acquaintance of mine put on his overcoat, paid round trip car fares of 20 cents and rode thirteen city miles to talk to me about something he intended doing next year. I didn't care 20 cents' worth whether he emigrated to the Australian bush or decided on the other hand to open a waffle wagon route in South Halsted street. But in coming in on me he smiled a four inch, gold filled greeting and confided to me that he wanted to ask a little advice and talk over a few things with me.

"Well," I thought instantly, "I'll hand you just as nice a package of shiny lies as I feel you've come for."

And I did. He got his 20 cents' worth all right. I not only agreed with him in everything that already he had made up his mind to, weeks before, but I congratulated him upon his perspicacity, forethought, and knowledge of men and things. It was delightful to see him swelling up under it. He went away, bowing and smiling back at me for thirty yards up the street.

Why did I do such a thing? That isn't the question. Why did Jones come away out there to see me?

Jones came for the simple reason that in our casual acquaintanceship extending over a number of years each of us had been handing the other anything but the truth in word and act. That first time I ever met Jones, if I had spoken the truth, I'd have told him to get out or I'd hand him a stiff punch in the jaw. But I didn't say it, with the result that Jones, finding me a hypocritical listener and himself aching for a confidant, jumped my eardrums every time he could buzz them with something that I didn't give a continental about.

Jones had known better than I did that I'd been handing him lies for years. That's what he came for, always. That's what he rode thirteen miles for the other Sunday afternoon. I've been chuckling over that little 20 cent trip of his across two sides of the city. It has suggested what might have happened that particular Sunday if I had taken the initiative and had called on Jones upon a basis of absolute frankness and truth.

Suppose I had been familiar with the subject which Jones had upon his mind that day and had gone to the telephone, announcing that I was to be expected at his house by the next train? Suppose that in starting I had made up my mind that on seeing Jones I would sit down and light into him on the basis of the truth, the whole truth, and nothing but the truth?

Jones would have felt the magnetism of the determination in me the moment I entered his door and would have been squirming within ten seconds. I would have seen the look of apprehension in his face instantly. The atmosphere instantly would have been set into silent clicking of wireless interrogations that would have jammed the world's

Marconi towers past the point of intelligibility!

And before I could have framed the announcement that I had come all the way down there to talk with him on a plain, blunt basis of inescapable truth, Jones would have jumped out of a first story window, carrying sash and curtains with him in the flight!

George Washington couldn't tell a lie. Biographer Weems said he couldn't, and in accepting the story nine-tenths of the world, in order to preserve its perspectives, lets it go with the reservation that if George couldn't Weems could—easily!

We forget that times have changed immensely since Washington. If George were to step into the White house to-night he wouldn't know how to turn on an electric light, and if he should turn one on by accident, he would take to his heels in frantic fear of witchcraft.

The fact is, the further we progress along the lines of modern civilization the more disconcerting and obtrusive truth becomes. Originally this thing called truth is obstructive. It is the can of social nitroglycerin lying in the road. There isn't room to drive around it and it is unsafe to meddle with it. What are we going to do about it?

Every little while our social body becomes disturbed about something. One-third of us are kicking, one-third of us are on the defensive, and the other one-third are from Missouri. If the element waiting to be shown is satisfied, some sort of investigation becomes necessary. Speech making becomes imperative. Since time began the person who is in the wrong and is depending upon an appeal breaks his neck, almost, to get there first with his story. Suddenly in the middle of a session of oratorical inquiry, some one rises slowly and impressively and moves, r. u. e., across the room!

Ssh! Hist! Hark! Hush! Something is going to drop! What is it? Who is he? What does he know? Who of us ought to duck. Where did he get his information?

Half the questions are idle! Everybody in the room has recognized him in this psychological moment! He is truth, embodied, walking with sure tread to that literal point of vantage from which he may send his thunder-

**WORDEN GROCER COMPANY**

**The Prompt Shippers**

**Grand Rapids, Mich.**



ing challenges down upon the cowering, trembling masses of the pusillanimous sitting just under the range of his accusing forefinger!

In such a circumstance you can't imagine truth, embodied, putting up any other front than this, can you? There is implied menace in every movement! His pose is less argumentative than is that of the Sphinx! The can of nitroglycerin is placed! The detonators are ready! The explosion will come in a moment!

John A. Howland.

#### Latest Innovation In the World of Graft.

What is the average buyer's "price?" Don't be shocked at the verbiage. Don't get up on the high horse of idealism, point your banner of "excelsior" at the far horizon, and sock indignant spurs into the beast from both sides.

The fact is that at this moment a business concern, trying to establish itself upon the basis of an average buyer's "price," has its solicitors at work on the tentative assumption that it can "buy buyers for 2 per cent."

Reading between the lines of the promoters' proposition, this average buyer of manufactured products is considered to be a cheap skate, easily and cheaply for sale. By the same inference he is open to the baldest suggestion of graft, however small the measure doled out according to averages. As to the grounds for belief in these things nothing could be more convincing of the new concern's seriousness than that it is spending money for the promotion of the scheme which it hopes to prove to the concern's profit.

"The Mystic Sales company" will suffice as the designation of the organization. Its plan of operation is to make the company the agent between the manufacturer and dealer, who is the logical purchaser of the manufactured products. But in approaching the manufacturer and the potential buyer two radically different propositions are used by the promoters.

The manufacturer is baited by the proposal of giving him free advertising in a book which the Sales company purposes issuing broadcast to the trade. In this book the advertisement of the manufacturing concern is to have display insertion and his return for the privilege is to be embodied in an agreement by which the manufacturer is to pay to "The Mystic Sales company" 4 per cent. of all the sales business stirred up by "The Mystic Sales company."

When enough manufacturing concerns needing a market are interested on this 4 per cent. basis, the Mystic Sales company will issue the book, appearing before the buyer, offering him a copy free and turning over to him a rubber stamp with which he may designate his future orders as coming through the offices of the Mystic Sales company.

But as a further incentive to the buyer to accept the book and the stamp, the Sales company has the further 2 per cent. graft "price" for the buyer. If the buyer will allow

himself to go into the 2 per cent. class, the Sales company agrees to split with him this 4 per cent. commission on sales drawn from the manufacturing concern. By putting the stamp of the Sales company upon his order, he clinches the Sales company's 4 per cent. commission upon the sale; after which under another agreement the buyer gets his "rake off" of 2 per cent.

That is, the buyer for 2 per cent. of his purchases sells himself to the Mystic Sales company at the Sales company's price.

"Whether a higher percentage is to be figured in the case of buyers who are not so easily bribed was not explained to me by the solicitor," said a manufacturer who had been approached by one of the agents of the new company, but he considers that such adjustment easily might be made in the case of the large buyer who holds out for more of this bribe percentage. But on the other hand, should this larger percentage be demanded by the buyer, there is nothing to indicate that the manufacturing concern entering the scheme may not be willing to pay a higher percentage also.

Under conditions which prevail so largely in business to-day, this whole scheme of this Mystic Sales company is founded on the grafting spirit of the times. Twenty-five or thirty years ago the average buyer for the trade ordinarily was a man representative of the interests of his house. To be buyer he had to be an owner of the business.

At the present time, however, tens of thousands of buyers in business are salaried men, having little or no direct concern in the business which supports them. In the effort to appeal to these men, this 2 per cent. of purchases ordered by these buyers has no other interpretation than graft. No head of a house, responsible for that house and profiting by its success, would be tempted by the proposition. He could expect to purchase goods no cheaper nor to better advantage than is justified by living profits to the manufacturer who must meet the prices of his competitors.

Even if it could be argued that the manufacturer at large has to pay salaries and commissions to salesmen, which charge must be put upon the selling price of his goods, this Mystic Sales company still must explain away the graft phase of its appeal to the average buyer.

In legitimate business of the manufacturer the precedent is established that discounts for cash in purchases are proper. To the cash buyer affected by this he sees no more than the reasonable premium which the manufacturer can afford to pay for the use of the cash for the sixty or ninety days' time limit on ordinary dealings. It may be taken for granted that the catalogued prices of factory products always may be cut 5 per cent. for cash.

But wherever these discounts for cash are taken advantage of, the house which may employ a buyer must have knowledge of the cash

payment and take the profit from it. But in baiting the buyer with this graft 2 per cent. the scheme has no ethical nor business standing.

In certain mercantile establishments of the larger type, a buyer for a certain department of the business is head of that department. His salary ordinarily is a sum representing approximately 1 per cent. of that department's sales. In this way the buyer can not escape the responsibility for the sale of the goods which he has bought. To buy goods which will not sell might constitute a mistake costing him his job in short order.

At the same time thousands of buyers and purchasing agents are in a position which does not shoulder upon them directly the consequences of purchases that are not wise. Occasionally in times past one of these buyers has been discovered in a secret deal through which he has been reaping a percentage of the purchases through collusion with a salesman from the factory. This collusion often has been approved of by the manufacturer, but in the eyes of the house employing the buyer the act always has been at least quasi-criminal.

A few years ago a salesman representing an American factory turning out a product that was a standard necessity in machinery plants told me that in Great Britain he found the most insistent spirit of graft in the buyers for such establishments.

"It has been bad enough in the United States," he said, "but in Great Britain it virtually is impossible to approach a buyer for an order until he has been bribed. He has grown to look upon it as a perquisite of his office. One might say that the manufacturer should refuse to enter into the agreement. But what can the

manufacturer do? If he doesn't pay the bribe money, somebody in competition with him will pay it and take the trade. You've got to meet the condition before you can attempt to do business."

In the plans of the Mystic Sales company organization this evil of the British trade is sought to be foisted upon business in the United States in even balder guise. The grafting buyer is to be bought at wholesale on a 2 per cent. basis. If he hasn't grafted before, he is to be shown how easy grafting may be!

What is the average buyer's "price"? Is it possible that it is to be proved successfully as low as 2 per cent.? And if here and there buyers must be paid more, and are successful in their first claims for a higher percentage, how much larger may these claims of the hungry grafter grow? How long will the cheap 2 per cent. rest content with his 2 per cent. when he discovers that others are getting more?

Irwin Ellis.

#### A Strange Case.

Before starting downtown one morning a rich South Side merchant said to his daughter:

"Imogene, who is that young man that comes to the house so often?"

"Mr. Diggles, papa," she answered. "Do you know anything about him?"

"Yes; he and I belong to the same church."

"Have you looked him up in Dun and Bradstreet?"

"Who are Dun and Bradstreet, papa?" asked his daughter.

lampblack will not react with white-wash on yourself.

The crooked life is always well oiled.



Established 1872



**JENNINGS'**  
Standard  
"D C"  
Brand  
**EXTRACTS**

(Serial Number 1688)

**Terpeneless Lemon  
Mexican Vanilla**

Direct or from your Jobber  
See Price Current

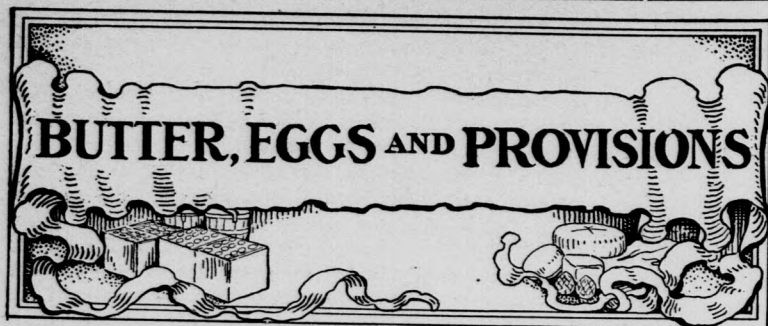
**Jennings Flavoring Extract Co.**

Grand Rapids

Mich.







### HAD HIS REVENGE.

#### How the Young Fish Merchant Got Even.

Written for the Tradesman.

Ben Everling was known as the "Fish Boy of the Siawash."

Soon after the log drives started in the spring this boy of perhaps 15 set out with fishing line and nets to snare the finny inhabitants of the various streams, his catch going to make up the menu of the drive and shanty tables of the pine woods.

Ben was a slim, somewhat puny lad, the adopted son of a poor widow who took in washing and sewing from the millmen and lumber pushers of the neighborhood. Ben was known far and wide and very highly respected by most of the residents.

The "Big Drive" on the Siawash furnished a market early in the season for all the fish Ben could catch, and he coined many dollars at the trade. The little fish merchant met with many interesting adventures during the practice of his calling.

"Hi, there! Here comes the Fish Boy!"

"Bully for he! There'll be black bass for dinner to-day," yelled another at sight of Ben Everling and his ashcanoe loaded heavily with his finny merchandise.

"Black suckers more likely," growled Red Saunders, the new man from Canada, approaching the canoe. "What d'ye call them red gilled fellers, bub?"

"Pike," said the boy.

"Faugh! them's pickerel," growled Red Saunders.

"We don't call them that here," returned Ben. "You Canucks have different names for everything."

"And our names for 'em air the correct ones. Pike have shovel noses, bub."

"We call them pickerel," said Ben laughing.

Red Saunders bent down and lifted two of the largest fish from the canoe. He turned his back remarking, "I'll take these to the old woman; she'll know how to cook 'em."

This was supposed to be a sneer at the drive cook, that individual having just appeared at the side of the Fish Boy's canoe.

"Who's yer woman, Red?" called one of the drivers. "Didn't know you was married."

"He means Indian Jake's squaw," roared another. "Red boarded thar afore he jined the drive."

"Shet yer head, Sam, or I'll punch it fur ye," snarled the Canuck, turning savagely and showing his teeth.

"Better pay the boy for his fish," retorted the man addressed as Sam.

"Hi, there, Ben, don't never let Red git away with them fish without showing the color of his money."

Ben, the Fish Boy, had sprung to land and hurriedly followed after the now retreating Canadian. He soon overtook that worthy and touched his arm. Turning Red Saunders gave the lad a push that sent him sprawling.

"Get out of here, you little devil!" snarled the bully. "What's a couple of fish anyhow?"

Nat Armstrong, the book-keeper, met Red at this moment and put forth a protesting hand.

"Pay the boy for his fish, Red," he protested, gently yet firmly.

"You go to Hades!"

The clinched hand of the driver shot out and the puny book-keeper measured his length on the sand. Red Saunders was of giant build, with a face that would have done credit to a prize fighter. He had overawed the drivers from the start and not a man in camp but feared and detested him.

Nat Armstrong got up with a

bloody nose and went toward the cook, protesting that Red Saunders was robbing the Fish Boy.

No one seemed anxious to take up the challenge to battle hurled forth by the big Canuck and so he stalked on alone, bearing the two largest fish from Ben Everling's boat. On the bluff half a mile below stood several Indian huts and it was toward these the giant log-driver made his way. One of the Indian women was a famous cook and it was to her Red Saunders was taking the fish.

The big Canadian had carried things with a high hand ever since his advent among the drivers.

Red Saunders was an expert river man and handy with the peevie, so that the drive boss was willing to put up with much to keep the fellow good natured.

Ben Everling was not to be robbed with impunity, however. He pursued the robber and again touched his arm.

"I want my pay for the fish, Mr. Saunders," he said rather tremulously. "It cost a lot of hard work, and—"

"Go away from me, you little skinnny," flared the big Canuck, whirling upon the Fish Boy and shaking his fist in the lad's startled face. "I'll pay you or not as I choose. Go back and shet yer mouth if ye don't want to be chewed up!"

Little Ben, however, was not to be frightened. He caught the arm of the angry driver and called lustily for his just dues. Red Saunders became thoroughly angry at this. He drop-

# The Best Market in the Country for Butter and Eggs

—Is—

## New York City

Its quotations on these articles practically regulate the dairy business of the entire

## United States

Ship to **FITCH, CORNELL & CO.** 10 Harrison Street  
New York City

The Great Butter and Egg House of the East

Annual Sales \$4,000,000.00

We refer to the Editor Michigan Tradesman or either of the five banks with whom we have accounts in New York



ped his fish and held the boy at arm's length, shaking him until his teeth rattled. He flung the boy from him at length and turned to stalk onward.

Ben Everling staggered to his feet and; with tears streaming from his eyes, hurled a last defiance at the thieving driver. Shaking his puny fist, little Ben cried:

"I'll get even with you for this, you mean, cowardly scamp!"

Red Saunders turned and laughed in the face of the boy.

"Go home to ma," he jeered. "You hain't as dangerous as a skeeter."

Red stalked forward and soon disappeared. The little fish merchant returned, crying, to his rifled canoe. There were many severe comments made by the men on the act of Red Saunders, yet none was there to take the boy's part except with words.

To be sure the book-keeper advised Ben to get out a warrant.

"No, I won't do that," half sobbed Ben Everling. "If I was a man I'd lick him until he couldn't see. I'll grow up sometime, then, Mr. Red, you want to look out!"

"You think if you were a man you could lick big Red—"

"I know I could," broke in the boy fiercely. "He is a big coward, that's what he is."

"And I reckon he isn't the only one," muttered the cook, as he paid Ben for a string of fish and walked away.

Time slips rapidly in this big world of ours.

The big drives no longer fret the streams of old Michigan. Smiling farms dot the hills and dales where once the tall pines nodded their green tassels to the Lake Michigan breeze. The peace and plenty of contented husbandry have taken the place of wild log-driver and roaring woods-teamster.

Not a hundred miles from that scene on the Siawash stands in a thriving young city the great meat and provision emporium of Benjamin Everling. Rich, smiling and happy, the one-time Fish Boy of the drive has faced the frowns of adverse fortune and conquered. He is now one of the leading merchants of his city and actually threatened with a term in the State Legislature.

In the court room one morning the merchant sees a crumpled figure of a man led forth to be tried for his life. In a drunken row this man has taken the life of a fellow being and must now face the consequences.

Everling has no particular interest in the case. He has entered the place on business and is departing when the name of this prisoner is called—Red Saunders!

The merchant pauses and faces the accused. Although marks of an ill-spent life have spoiled, in a measure, the once strong face, our merchant prince has little difficulty in recognizing his one-time enemy of the big drive. He sees again that woods episode, the fish wrenched from him by the bully of the drive, and memory again asserts itself. "Revenge is sweet," 'tis said, and yet Ben Everling, although not forgetting, has perhaps in a measure forgiven that

dastardly outrage of his boyhood life.

Everling listens to the reading of the charge, the plea of "not guilty," and walks out. His revenge hath come at last. The insults and piled up agonies of that hour under the river bluff in the long ago are soon to be avenged. With serious face and eyes alight with inward feeling the merchant returns to the bosom of his family. To his wife alone does he impart his discovery.

"Oh, how pitiful!" exclaims she. "What will you do about it, Benjamin?" The clear blue eyes uplifted to his face rather startle him from his composure.

"Do about it, Nellie?" asks he with a laugh. "Why, nothing, of course. It is up to the courts; I am not concerned."

"Oh, yes, you are, you must be," cries his wife. "This poor man has no friends; he may be innocent, but innocent or guilty you must see that he has a fair trial."

Ben followed his wife's advice and interested himself in the case of big Red Saunders. He visited him in jail and talked with the dejected and sullen prisoner.

"Not guilty, boss," declared he, when questioned by Everling. "But what the sheol is the diff.? Nobody cares a rap for a worthless cuss like me. I'll be railroaded to the penitentiary and that ends it. I've been a hard man, sir, mighty tough you might say, but, as fur murder, that ain't me. Ef I had money I could hire a big lawyer and stand a show. But—"

"I'll see to that part of it," said Everling as he rose to go.

The trial came on; one of Michigan's most celebrated attorneys defended the prisoner. The evidence was thoroughly sifted and Red Saunders came out vindicated. He had been in a drunken fracas all right, but the murderer was another man who had fled to Canada.

While at his desk one afternoon a tall, stoop-shouldered man of giant build came into the presence of Merchant Everling. The caller held out a hairy red hand and said:

"God bless and preserve ye, Mr. Everling."

"That's kind of you, Mr. Saunders," and the merchant gladly pressed the hand of his visitor.

Saunders sat, at a command from the merchant, and for half an hour the two talked. When the one-time bully rose to go he held tightly to the other's hand, saying:

"God willing, I'll try ter be decent arter this. I wasn't guilty of murder, but that fact wouldn't have saved me without your aid, Mr. Everling." Tears were starting now. The one-time Fish Boy only smiled as he returned:

"It is nothing, Red. I told you once I should have my revenge and I have it now in ample measure."

"When was that? I didn't know—"

"When you robbed me of two of my best fish twenty years ago—"

"Good Lord, you're that boy!"

"Yes, Ben, the Fish Boy of the Siawash," laughed the merchant as he wrung his visitor's big hand at parting.

J. M. Merrill.

## Dairy Butter

I can use all grades, but especially want good, fresh, full grass June stock in crocks or parchment lined sugar bbls. at 20c delivered Grand Rapids, this week's shipment.

**F. E. STROUP, 7 North Ionia St., Grand Rapids, Mich.**

Ask Michigan Tradesman, Grand Rapids National Bank, any Wholesale Grocer Grand Rapids, Commercial Agencies.

## C. D. CRITTENDEN CO.

41-43 S. Market St.

**Grand Rapids, Mich.**

Wholesalers of Butter, Eggs, Cheese and Specialties

## BUTTER AND EGGS

are what we want and will pay top prices for. Drop us a card or call 2052, either phone, and find out.

We want shipments of potatoes, onions, beans, pork and veal.

**T. H. CONDRA & CO.**

Mfrs. Process Butter 10 So. Ionia St. Grand Rapids, Mich.

## We Want Eggs

We have a good outlet for all the eggs you can ship us. We pay the highest market price.

**Burns Creamery Co.**

Grand Rapids, Mich.

## 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.

## 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.**



### Another Danish Method of Egg Preservation.

Here is a brief account of another experiment in the preservation of eggs without either pickle or cold storage. The sample of these eggs was sent to J. R. Smith & Co., 366 Washington street, by a firm in Copenhagen, Denmark. The Danish correspondents had experimented with the process for many years and, judging from their voluminous correspondence on the subject, had become convinced that their process was highly effective. They claimed that eggs preserved by this process had been sent from Copenhagen to India and back again with no appreciable loss in quality and only a slight loss in shrinkage. It was also claimed that eggs could be treated by their process in about two minutes and at a cost not to exceed \$2@3 per 1,000 cases. It was claimed that the eggs could be repacked immediately after treatment and packed close in the store room, where the air could be kept damp to avoid shrinkage, and where the only requirement would be darkness, or at least freedom from sunlight. The experimenter contemplated sending some of these eggs back and forth five times between Copenhagen and New York in order to prove their remarkable keeping quality under adverse conditions.

A box of these preserved eggs was sent to J. R. Smith & Co. last spring, said to be about a year old at that time. The box remained in the Customs Appraiser's office here from about the middle of April until late last week and during this time it was exposed to ordinary room temperature and bright light.

J. R. Smith invited the writer to examine the eggs and test them, in which service F. J. Gaffney, who has charge of the egg business of Zimmer & Dunkak, of this city, kindly offered his assistance and the benefit of his experience. The case of eggs was taken to the candling room of Zimmer & Dunkak and carefully candled. It contained originally 200 eggs. Upon candling sixty-four were found rotten; the remainder were clear before the candle but badly shrunk, and none of the eggs were fit for use in first-class trade. Some of the eggs, upon being boiled, showed an old flavor and entire unfitness for first class trade although it must be said that considering their age and the circumstances of their holding, they were not as bad as might have been expected. Had there been no more or less efficient preservative all the eggs would doubtless have been rotten.

In regard to these novel processes of egg preservation that come up for comment from time to time, it is to be said that there is no need, in this country at least, for preservation beyond say nine or ten months at the most. Cold storage serves this purpose admirably and a competing process would have to show at least equal results at lower cost in order to gain a commercial use. The eggs in the consignment to J. R. Smith & Co. were incomparably worse than well kept cold storage eggs of say

nine months' age; whether they would have been better at equal age, or if kept under the best possible conditions, it is impossible to say. It appears to us that a proper method of testing such a process would be to send some of the eggs here when freshly treated, so that they might be kept under proper conditions and tested from time to time; or better yet to treat some fresh eggs here and have them watched and tested.—New York Produce Review.

### A Set Table in the Window Sells Dishes.

Written for the Tradesman.

In a window display of a set of dishes, especially dinner dishes, greater interest is aroused if a table is set for a course.

Real food (not papier mache) should be procured from a grocer or others who make a feature of dispensing cooked viands and this food should be properly placed on the table.

Such an exhibit may be varied from day to day, beginning with soup and ending with dessert. When these gastronomic changes are made notice of the contemplated alteration should be posted in the window the day before each one takes place, so as to make regular passersby look for a daily different table.

There are a great many women who are not so very well versed in the art of proper serving, and these would probably entertain much more often than they do in their own homes if they but knew more of the ways of the world along this particular line. They dislike to display to company their lack of early training and so, frequently when they have an unexpected guest, instead of getting together some appetizing little things and serving them in a dainty way at their own board, they will dine the visitor downtown at some restaurant or other, whereas the guest would thoroughly enjoy the cozy little luncheon at her friend's home.

Window object lessons in the correct way to set a table for the four or five or six courses of a dinner would result in the sale of a great deal more chinaware than if the same china were arranged as in an ordinary exhibit. H. E. R. S.

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

In the matter of Alva B. Richmond, trading as Richmond-Jarvis Co., bankrupt, notice is hereby given that the stock of merchandise, consisting of two automobiles, together with an assortment of automobile supplies and accessories, being a part of the estate of said bankrupt, will be offered by me for sale at public auction, to the highest bidder, according to the order of this court, on Tuesday, the 29th day of June, 1909, at 10 a. m., at the front door of the building lately occupied by said bankrupt as his place of business, New Raniville Power building, foot of Lyon street, Grand Rapids, Michigan. The sale will be subject to the confirmation of the court. The inventory

and appraisement of the property to be sold may be seen at my office, Herold-Bertsch Shoe Co., 12-16 Pearl street, Grand Rapids, Mich.

Fred E. Walther, Receiver.

Peter Doran,  
Attorney for Receiver.

Dated Grand Rapids, Mich., June 16, 1909.

A woman always wants the last word, unless it comes in the form of an apology.

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

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

Arthur D. Wood

Geo. H. Reifsnider

## BUTTER AND EGGS

We have an extremely large outlet for both butter and eggs. We want quality as well as quantity. We want shippers to make us regular consignments and we guarantee full value for their goods.

**ARTHUR D. WOOD & CO.**

Commission Merchants

321 Greenwich Street

New York City

471 9th Avenue

References—Aetna National Bank, Chelsea Exchange Bank

## 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.

## SEEDS

for Summer Planting: Millet, Fodder Corn, Cow Peas, Dwarf Essex Rape, Turnip and Rutabaga.

"All orders filled promptly."

**ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.**  
OTTAWA AND LOUIS STREETS

W. C. Rea

A. J. Witzig

## REA & WITZIG

PRODUCE COMMISSION

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

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

### REFERENCES

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

Established 1873

## Michigan Strawberries

Are now arriving in large quantities. Let us have your standing orders

**The Vinkemulder Company**

14-16 Ottawa Street

Wholesale Fruits and Produce

Grand Rapids, Michigan

## Millet, Buckwheat

All kinds Field Seeds. Orders filled promptly

**Moseley Bros.**

Wholesale Dealers and Shippers Beans, Seeds and Potatoes  
Office and Warehouse Second Ave. and Railroad

Both Phones 1217

Grand Rapids, Mich.



## NEW YORK MARKET.

## Special Features of the Grocery and Produce Trade.

## Special Correspondence.

New York, June 18—Every day sees further reduction in the already small supplies of Santos coffee here. No shipments have been made from Santos for almost four months—a state of affairs of which there is no precedent. Moreover, as new supplies are not due for about six weeks the outlook for the future is interesting to say the least. Selections, of course, are becoming limited and buyers who have put off purchasing will be at their wits' end to find enough to keep their assortments unbroken. No. 7 Santos is quotable in an invoice way at  $8\frac{1}{4}$ @ $8\frac{3}{4}$ c, and No. 7 Rio at  $8$ @ $8\frac{1}{8}$ c. In store and afloat there are 3,359,516 bags, which is against 3,467,242 bags at the same time last year. Mild coffees show greater movement and quotations are firmly sustained. Good Cucuta,  $10\frac{1}{4}$ c.

The whole tea market—with possibly the exception of some low-grade Formosas—is in good shape and quotations are tending to a higher level. A noticeable scarcity of greens prevails and old Japans are also becoming depleted, although new arrivals will soon make good any deficiency. Of the new stock  $24$ @ $25$ c seems to be about the lowest prices for arrivals just coming in.

Granulated sugar this week is moving in a sluggish manner. Dealers in the interior are probably pretty well stocked, but with hot weather almost in sight all over the country dealers are looking for a trade equal to any previous season. At the close  $4.85$ c seems to be the rate.

Rice has been in good demand. Stocks of cleaned rice are reported rather light and holders obtain top quotations. Supplies of the usual character seem to be ample to meet requirements. Good to prime domestic,  $5\frac{1}{2}$ @ $6\frac{1}{8}$ c.

For several days there has been almost a boom in the spice market and everything seems to accentuate the interest shown. Sales of good sized lots are frequent and both buyer and seller are wide-awake. As yet the range of values is about the same as has prevailed, but the tendency is certainly toward a higher basis.

Molasses is doing as well as could be expected. Sales are of fair volume and quotations, although without change, are firmly adhered to. Syrups are unchanged. Arbuckles quote  $26$ @ $30$ c.

In canned goods more interest is being shown in tomatoes and some good sales might be reported if buyer and seller could meet. Different ranges of values are given, but a fair average for spot 3s that are really filling the bill is about  $67\frac{1}{2}$ c. Less than this buyers are very reluctant to take, and more they can not well obtain. Futures, about  $70$ c. Corn is pretty well cleaned up and the market is well sustained. Standards,  $65$ @ $70$ c for New York State standards. Fancy,  $75$ @ $80$ c.

There is some accumulation of butter, and with the demand not specially active there is some accumu-

lation and a slightly lower range of values. Creamery specials,  $26\frac{1}{2}$ c; extras,  $26$ c; firsts,  $25$ @ $25\frac{1}{2}$ c; Western imitation creamery, firsts,  $22$ @ $23$ c; Western factory,  $19\frac{1}{2}$ @ $20$ @ $21$ c; process, steady at about  $24$ c.

Cheese is in moderate demand and quotations are about unchanged— $12\frac{1}{2}$ @ $14\frac{1}{2}$ c for New York State full cream.

Eggs move rather slowly. The demand is only moderately active and extra firsts, Western, are quoted at about  $21\frac{1}{2}$ @ $22$ c; firsts,  $20\frac{1}{2}$ @ $21$ c.

## One Motto Which Should Not Be Adopted.

Written for the Tradesman.

I was walking down town the other morning along one of Grand Rapids' loveliest streets.

It had been raining the two days before and a good share of the nights, but the day dawned beautifully clear, and just to see the sun again was enough to send the blood faster through one's veins.

About a fourth of the way down to the business center I came upon four workmen. They were jabbering away at a great rate.

You know how elm trees root up a concrete sidewalk. Well, there was a giant elm at the very edge of the walk where this quartette of old men were working and, as usual, it had done its worst and bulged up a section of the walk fully four inches.

The men had chopped off a large gnarly surface root, removed a three-foot section of the sidewalk, dug a considerable quantity of dirt where it had lain and replaced it in position, only to find the section still some two inches above its original bed.

The oldest one, who seemed to be the "boss" of the job, was greatly dissatisfied with the work he was superintending and stood away several feet, his hands on his wide-spread knees, critically sighting the disarranged block with a half-shut eye. Then he walked over to the stone that had been shifted and stamped upon it with an impatient foot, as if he would like, by that simple means, to adjust it to its proper level.

Of course, the section of concrete refused to budge with this feeble effort. Stepping back to the place where he had been standing with bent back viewing the work he again took a discriminating look at the unequal heights of the neighboring sections of concrete.

"I tell you, fellows, that there section ain't right!" he exclaimed vigorously. "It ain't right," he reiterated, "and, furthermore, we all know it. Now, what're we a-going to do about it?"

"Aw, never you mind. Let 'er rip!" said one who did not seem to stand quite as fearfully as he should before his superior officer. "Let 'er rip, say I—who cares anyway?" he repeated still more defiantly.

"Well, now, what sort of a way would that be to do? You know that that stone's top doesn't stand anywhere near even with the others, and you seem jest too blamed lazy to fix it as it ought to be. Here! Get to

work, you fellows, and put that there stone where it belongs or I'll—I'll—well, you know me!"

"You fellows" evidently "knew" their supervisor, for the next time I went along that sidewalk the section that had been removed lay just as even as if a road roller had come along and crushed it into place.

As I recalled the argumentative spirit exhibited by the obstreperous workman who wanted to "let 'er rip" I could not help but compare him with some people employed in the professional and the commercial worlds; people who do not put forth the best effort of which they are capable for their "bosses;" people who are more than inclined to shirk some or any duty which they think they can get out of doing and escape a calling down for.

We all know such persons. Let us see to it well that we never enroll ourselves among those workmen whose sole desire is to "let 'er rip."

H. E. R. S.

## Reformed.

"My lazy son has at last decided on a profession that he thinks he'll like."

"Good. What has he chosen?"

"He wants to be a lineman for a wireless telegraph company."

## Appropriate Headgear.

Cholly—Here comes that Darling girl; isn't she a perfect peach?

Dolly (frigidly)—Obviously; and the only peach in that particular peach basket, too.

Ground  
**Feeds**  
None Better  
**WYKES & CO.**  
GRAND RAPIDS

CONSIGN YOUR  
**EGGS**  
TO  
**GEORGE E. CUTLER**  
22 HARRISON ST. NEW YORK.  
OUR  
OUTLET UNEXCELLED  
COMMISSION EXCLUSIVELY

**Grand Rapids Supply Co.**  
Jobbers  
Mill, Steam, Well and Plumbing  
Supplies  
48-50-52-54-56-58-60-62 Ellsworth Ave.

**GOOD ADS—MAKE GOOD**  
I will write an ad. for your business that will "stick out" of your paper and make a "direct appeal" to your prospective customer. Send \$1.00 and data for trial ad and watch the results.  
RUDOLPH KERN, Advertising  
507 Chamber of Commerce Detroit, Mich.

**BATTJES**  
FUEL & OIL CO.  
MATERIAL CO.

## Success

**B**ECAUSE we want the best trade and the most of it, we do printing that deserves it. There is a shorter way to temporary profits, but there is no such thing as temporary success. A result that includes disappointment for somebody is not success, although it may be profitable for a time.

Our printing is done with an eye to real success. We have hundreds of customers who have been with us for years and we seldom lose one when we have had an opportunity to demonstrate our ability in this direction.

**Tradesman Company**  
Grand Rapids, Michigan



## POLITENESS BEST POLICY.

## Bad Manners Too Expensive In Business Life.

No policy pays like politeness, and bad manners are the most expensive luxuries of life. Perhaps we in America have been too busy to be polite. If you take the average man or woman you meet in the crowded thoroughfares as a fair specimen, then courtesy would seem to be out of fashion—if ever it was in fashion.

We are a suddenly developed people and have packed into the American all the good and all the bad of immigrants from all over the world and we have down to date been too busy developing our resources to have time to cultivate our finer sensibilities.

The man who buries himself in the oblivion of his newspaper while comfortably seated in the car after working steadily and hard all day and his seeming indisposition to give up his seat to the handsome young woman who has been shopping or visiting all the day and who might just as well have gone home before the rush hour, this man's conduct does not argue that he is ungallant.

It is an ever increasing daily occurrence to see silver haired grandmothers and elderly men stand or scramble for a seat while mothers sit unashamed and allow their children to sprawl all over the seats. Are not these mothers unconsciously training another generation of boors?

Who has not seen men, oftentimes old men, more frequently hard working men, give up their seats to women who accepted the courtesy with freezing demeanor, as if the seats were their by divine right? And this is often seen among women who make pretensions to superiority, but who were badly brought up.

No act of kindness, however small, should be permitted to pass unacknowledged. It takes but a moment to say, "I thank you," when a seat is given to you in a public conveyance, or the man steps aside to allow you to pass. If there is a growing discourtesy to women in public places on the part of the men, it is in a large measure due to the indifference of women to these small courtesies. The good impulses of men have been chilled.

Women are too apt to think that these courtesies are their due, rather than a favor, and oftentimes women's ignorance or unwillingness to submit to polite usage accounts for what seems a lack of gallantry among men.

American families are few and far between who have had two generations of continuous wealth and the conditions of refined society, and the unpleasant social taint of the parvenu may be only a question of another generation or two. Yet I sometimes doubt whether, as we get more leisure, the privileged classes will cultivate the finer sensibilities.

It takes more than the tailor, the hatter, the milliner, the jeweler, and the laundress to make up either a man or a woman. People are estimated not by what is on them but what comes out.

You frequently find more gentlemen and ladies in the humbler than in the so-called "higher" walks of life. An oriental couplet runs:

"A jewel is a jewel still, though lying in the dust,  
And sand is sand, though up to heaven by the tempest thrust."

The finest mannered men are often what we call the workingman, and the woman alone and in need of a lift will oftener get it quicker from the man whose hand is hardened with toil, while as a rule the men who make it impossible for women to venture out alone after dark are the fashionably attired.

American men as a class are the best in the world; they have enthroned woman higher than any other nation, and will work longer and harder for the happiness of wife and child than any other men the world around. Gallantry is not passing, though courtesy might be more the evidence in these lightning footed times.

Andrew Jackson, who was quick and hasty in temper and acknowledged that it was a misfortune which, not having been sufficiently restrained in his youth, had caused him inexpressible pain, in writing to a young woman in whose welfare he took a great interest, said: "I can not forbear pointing to you, my dear child, the great advantages that will result from a temperate conduct and sweetness of temper to all people on all occasions. Never forget that you are a gentlewoman and let your words and actions make you gentle. I never heard your mother—your dear, good mother—say a harsh or hasty thing in my life; endeavor to imitate her." It was a saying of Dr. Samuel Johnson that "a man has no more right to say an uncivil thing than to act one; no more right to say a rude thing to another than to knock him down."

De-Tocqueville, the author of "Democracy in America," has declared the home to be the cornerstone of the nation. If the American manners are bad, it is because the homes are not what they should be. If our mothers do not know how to make a boy into a gentleman it is time they learned how.

Children depend for their good manners upon the example set by their parents. It is the business of a mother to see to it that her boy does not wear his hat in the house or stand talking with his parents or elders wearing his hat. He should not be allowed to enter the parlor with soiled shoes, violate the table etiquette, nor interrupt conversation with remarks of his own.

You will never be able to make a gentleman out of your boy until you first make him a man. You can not make a good ring out of brass. The diamond polished was first a diamond in the rough.

A gentleman is gentle, slow to surmise evil, slow to take offense, and slower still to give it. A gentleman subdues his feelings and controls his speech. It is sometimes said of a man that "he can be a gentleman if he wants to be," but a man who can

be a gentleman when he wants to be never wants to be anything else.

In the cultivation of courtesy, self-respect must play a prominent part. We will never pass for more than the value we place upon ourselves. To respect others we must first respect ourselves. Whittier said: "I felt that I was in the world to do something and I thought I must."

One of the perfections of the gallant man lies in the supremacy of self-control. Herbert Spencer, speaking of this important attitude of man as a moral being, said: "Not to be impulsive, not to be spurred hither and thither by each desire, self-balanced, governed by the joint decision of the feelings in council assembled, before which every action shall have been fully debated and calmly determined—that it is which education, moral education, at least, strives to produce."

There are men and women who pride themselves upon their gruffness, and though they may possess virtue, their manners make them intolerable.

The finest gentleman that ever breathed was the model man of Nazareth. And if Christianity has no higher recommendation, Hare's statement in "Guesses of Truth," "the Christian is God Almighty's gentleman," that alone makes it an invaluable element in society.

A man or woman may be superficially polite without being a Christian, but a Christian by the condition of his or her creed and the obligations of his or her faith is necessarily in mind and soul and therefore in speech and life—a gentleman or a gentlewoman. Madison C. Peters.

Where the collection is the life of the church the church makes a poor collection of lives.

## All Kinds of Cut Flowers in Season

Wholesale and Retail

ELI CROSS

25 Monroe Street Grand Rapids

**AS NATIONAL** in its scope as the United States Mail.

**THE AMERICAN TELEPHONE & TELEGRAPH COMPANY, COMMONLY CALLED THE "BELL SYSTEM,"** is a long distance telephone company with 2,000,000 miles of long distance toll lines uniting, like the links in a chain, every state in the Union in one great telephone exchange of 4,250,000 subscribers.

**THE CHAIN** is made up of thirty great companies, each company a link connecting one state with another and all forming one national compact unit extending from coast to coast. Each company uses the same kind of apparatus, employs the same operating methods and constructs the same high grade and efficient plants. It is thus enabled to give perfect long distance service, and also the best local telephone service.

**THE MICHIGAN STATE TELEPHONE COMPANY** is the Michigan link, but unlike the other "BELL COMPANIES" it is independent of Bell ownership or control, though so closely affiliated that it shares in all the advantages of the Bell System, including the use of Bell apparatus—the standard of the world—and Bell long distance lines—it covers the state: it operates over 200 exchanges and in addition connects with 177 independently operated exchanges; it furnishes long distance connection to nearly 300 locally owned, non-competing independent companies; it serves nearly 40,000 farmers, many of whom own their own lines. It connects 155,000 subscribers, reaches 1,100 cities and towns in Michigan, and unites them all with 50,000 cities and towns and 4,250,000 subscribers of the great "BELL SYSTEM."



## BACK ON THE FARM.

## Thoughts Suggested by the Annual Farmers' Picnic.

Written for the Tradesman.

Along in early August, about the time harvest is over and before threshing has begun in earnest, the folks back home go to the farmers' picnic. This isn't solely a home folks affair, for people come driving for twenty miles or more to attend, and one year, when our Congressman was to speak, all the stores in Scrapville closed for the day.

Up at the old Barr place, on the Lake shore, is where they hold it, and if you've never been there, why, you just figure out in your own mind what would be an ideal place for a farmers' picnic, and the old Barr place, that's it. There's a strip of woods with lots of nice trees to set tables and spread cloths under, and maybe the most convenient thing about the eating part of it is that when you're stuffed so full that you begin to throw away the crusts of the sandwiches and the last halves of the pickles, you can just sit right where you are and sling them over the bank down where they'll never bother you again.

Then there's a hill for the kids to run down, yelling and taking steps more than twenty feet long, and there're all kinds of sand to land in at the bottom. And out beyond the soft sand are the hard beach and the old lake to wade in. And up at the end of the strip of woods is the stand where they have the programme, and farther on up is the bowery where they have a dance in the evening after most of the old folks have gone home to milk the cows.

But the only way to go to the farmers' picnic is to go early in the morning and stay all day, although no matter how hard you try to be the first one there, you can't do it, for I honestly believe that some folks come the night before. By 8 o'clock there's a steady stream of rigs up the road which leads to the grounds, and by 9 you're mighty lucky if you can find a place for your horse, because the fields around the grounds are filled with buggies and wagons, acres and acres of them.

Of course, there's plenty to do during the forenoon. There are dolls to throw base balls at and canes to ring and phonographs to listen to by sticking tubes in your ears and a merry-go-round to ride on and ice cream to gorge yourself with and lemonade by the quart, and then if you're a natural born American you want to take a few runs down the hill with the kids and land in the sand at the bottom. Whether you are or not, it will do you good, anyway.

A little before 12 everybody gets out the dinner baskets—and, after all, that's the real fun of a picnic. If there's any one time in all the year when a boy feels just as though he could eat forever it's when he looks at the things laid out on the ground for dinner at the farmers' picnic. And I guess that's the one time of the year when he comes pretty near doing that same thing.

After dinner everybody hurries to

get a seat on one of the planks in front of the speaker's stand. Already the Cornet Band from Scrapville is playing; and by 1:30, when the speaking begins, there won't be standing room within hearing distance. After the band has played a few more pieces one of the farm boys who graduated from the high school over at Flatsburg last year gives his oration on Peace and War, then the choir from the Fight River Baptist church sings America, and after that there is a flag drill by twelve little girls and boys from the school in District No. 4. The Scrapville Band plays again and then comes the really big event of the afternoon, for the Judge of the Circuit Court is to speak on The Farmer and One Hundred Years of American Progress. Everybody tries to understand what the Judge is talking about, but they finally decide to just take his word and let it go at that. But the Judge is really a good fellow and he winds up by telling them that if it wasn't for the farmer everybody else would have to crawl off and die, which is pretty nearly right after all.

Last year they had an awful time over the speaker of the afternoon. The postmaster over at Flatsburg, who was looking for a re-appointment, got the Congressman from our district to come and speak on The Farmer and His Relation to the Tariff. Well, the merry-go-round with a big steam piano had set its stakes just about fifty yards from the speaker's stand, and it made so much noise that you couldn't hear a word anybody was saying. When it came time for the Congressman to speak the postmaster went over and tried to get the merry-go-round man to quit; but the fellow said he'd been making eleven dollars an hour all day and he couldn't afford to. The postmaster swore something awful, but at last he had to buy fourteen dollars' worth of time and then the thing let up.

That same Congressman told the folks that when he was a kid he used to be a newsboy and play in the Newsboys' Band and just to show them that he wasn't fooling he took the snare drum when the Scrapville Band played again and played with them. That tickled the folks half to death, and whether they learned anything about the tariff or not, they knew whom they were going to vote for at the next election, anyway.

But it is getting late now and folks are starting for home. The base ball game between Blackberry Ridge and Stony Creek has ended in the seventh inning because both balls have been lost in the corn field next to the grounds. The score stands 32 to 17 in favor of Stony Creek, and the Blackberry Ridge boys swear they'll get even next year.

The old folks say their good-byes, the empty baskets and the stuffed children are piled into the wagons and the rigs go rattling off down the dusty road. Some of the young folks stay for the dance, but mostly folks go home. The farmers' picnic is over. To-morrow we will help somebody thresh or haul in the rest

of the grain or, perhaps, make a trip to town. But what of to-morrow? This is farmers' picnic day and the picnic is just over.

"Well," calls a voice back to the driver of the rig behind, as the horses trot homeward, "we've had a great day."

"Yes, you bet," the other calls back. "If we can only have good weather again next year."

There it is! Next year! Threshing time will come, and fall, and winter, and spring and seed time, and the year of labor will roll around again. But we do it all, we old home folks, with laughter and smiling faces. For by and bye August will come again and the day of joy! Without it life would not be life. Hurrah for the farmers' picnic! G. Lynn Sumner.

## Mica Axle Grease

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

## Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in 1/4, 1 and 5 gallon cans.

STANDARD OIL CO.  
GRAND RAPIDS, MICH.

# Karo

*The Syrup of Purity and Wholesomeness.*

Unequalled for table use and cooking—fine for griddle cakes—dandy for candy. Now more favorably known than ever before. Everybody wants the delicate, charming flavor found only in Karo, the choicest of all food sweets.



Extensive advertising campaign now running assures a continued demand and will keep your stock moving.

Ready sales—good profits.  
Write your nearest jobber.

CORN PRODUCTS REFINING CO.  
NEW YORK.

## 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



### Appreciation of Henry Snitseler by Prof. J. N. Vander Meulen.

II Samuel 1, 26: "I am distressed for thee, my brother Jonathan: very pleasant hast thou been unto me."  
Rev. 3, 12: "And he shall go out thence no more."

I could have wished, dear friends, that the duty of speaking to you on this occasion had fallen to some other. Not that I would not eagerly pay our departed brother whatever honor is in my power or that I do not covet the privilege of speaking some word that I pray God may be helpful to you, but I feel that bowed as all your hearts are with a great grief for him, my own heart is bowed with you and I am in as much need of some word myself.

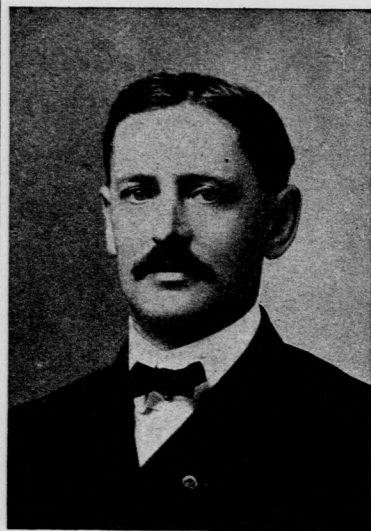
God has made some men in this world to be highly esteemed; he has made others to be admired, but he has made some to be loved, and like Jonathan, to this class belonged our departed friend. It was not that you did not highly esteem and much admire him. He was worthy of both. But it was that the one predominant trait in him, in which the others were somewhat overshadowed, was his loveableness. These men, when they go from us, leave the most gaping wounds in our hearts. These are men whom we would miss as much in the spheres of the world's service and the services of the church, but there are no men the loss of whom leaves such an aching void in our hearts as the men who appeal to our love. And that is why the pain and grief have gone so deep in the hearts of those in whose circle this man moved. We feel as though we would fain say to Death: Take from me if any must go the men I admire and the men I esteem, but leave me the men I love. It is in the tenderness of that feeling that I would gently lay a flower or two of appreciation upon the memory of our friend, as I try to gather up what seem to me the most sterling lessons of his life.

Let me then say a first word about his modesty: I remember well the first time I saw him. He was serving as usher in the church you all love. I thought him one of the finest examples of physical manhood I had ever seen. There are men who are ruined by the vanity of that, but he never seemed to have any consciousness of it. It did not seem to count for much in his own eyes. Mentally, too, he was well equipped. He had, perhaps, a quick rather than a profound mind; but its quickness within its chosen spheres was to me sometimes almost marvelous. Yet he never seemed proud of that, either. He was a most successful traveling man, but as I look back on it all now, I never heard him boast of any of his achievements in life. He was singularly free from all that. I have heard him praise the accomplishments of others; I never heard him praise his own. It was because of that modesty, joined with a largeness of heart, that he never envied others. His was the nature that could see men enjoy a larger fortune or a greater honor than his own and rejoice with them in it. He went ahead industriously, but without fear, with his own work and his own quiet life,

and he was content and happy in the work God gave him to do. He was in no way a public man. He could have been that had he so chosen. He had gifts which in less degree had made others publicly popular and powerful. But he was not a public man. He did not want to be. He was one of the half dozen greatest private grenadiers I have ever known.

And then I want to say a second thing about his fidelity. For some twenty-five years or thereabout he served the one house to which he had given his life and talents. Out in the rain and the storm, the heat and the cold, he went week after week. A traveling man's life is not without hardships, for the one word of comfort and ease is home and that is the one thing he must miss. But persistently and bravely in all these years he kept the faith with his house.

So persistently did he keep his



faith with his loved ones at home. We all know how full of temptations a traveling man's life may be; how the absence on the one hand and the allurements on the other may combine to weaken the mystic strands that bind his heart to the home nest. It was not so with him. Always at the end of the week he turned his face homeward with a glad and eager heart to keep his tryst with the three in his home whom he loved. With a whole heart and a clean, high soul, through all these years in sunshine and storm, he kept the faith.

And so he kept the faith with his church and his God. I have already spoken of the service in which I saw him engaged in the church. Inasmuch as he was absent during the week it was the one service he could render. He was always at the service twice on the Sabbath day, without fail, and he was one of the most interested and inspiring hearers in the church.

With his church and his God, too, in the midst of all the temptations in the world out of which he came each week, he could say, "I have kept the faith." And he was a faithful friend, too. The friends he made he kept. He was too genial to wound them, on the one hand, and on the other he kept his interest in them. It

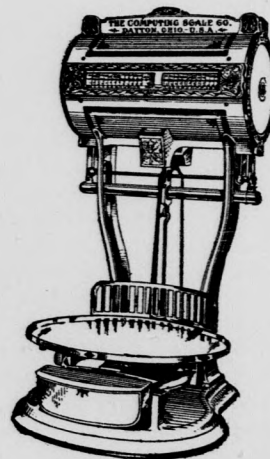
is but a few months ago that as I sat in sorrow in a pew of my own church before the bier of the father who had begotten me I was surprised to see our friend pass and pause to look at the features of the dead. I think in his younger days he had slightly known the departed preacher and out of the little leisure time he had at home he had taken the day, with characteristic fidelity, to pay the last respects to one he had esteemed of yore.

Into whatever relation he entered of business, of home, of friendship, or of church, he kept absolute faith, and methinks I can almost hear the words in the glad New World whither he has gone: "Well done, good and faithful servant; thou has been faithful over a few things, I will make thee ruler over many things. Enter thou into the joy of thy Lord."

When I have spoken of his modesty and his faithfulness I have not yet mentioned the ruling trait in him, the one wherein his great strength lay, the one that never failed to make him loved in whatever circle he went: That trait was his rare geniality. In that I have never seen him surpassed, probably not equaled by any man I have known. There are some men in this world twice born. Nearly all of us need to be if we are to enter into the kingdom of Heaven. There are some rare natures in this sinful world of ours who have entered into it, being only once born. Their regeneration, if taking place at all, took place as it did in Samuel or the Baptist—before their natural birth. It

seems natural for them to be kind and good. I know not of what may have been the inward struggles of our departed brother. Surely he had them, for even the once born have their sinful natures and their temptations, but those of you who have known him will bear me witness that his nature was one of rare sunshine. Strong man that he was, steadfast and faithful, he enjoyed life almost as a happy child, and so men loved his companionship. They were always happier when he was with them. They loved the clasp of his big hand and heart, the ripple of laughter in his voice and the merry goodwill in his eye. He always had some kind word for them, even in passing. He would never let the Sabbath day go past without pausing a moment at the door after the evening service to clasp hands and say to me, "I am glad to see you!" That is what he invariably said. It was his way of expressing appreciation. He was always thus. He had no moods—his was one long genial mood of goodwill for men. It was only when you were in grief or trouble that the ripple died out of his voice and the genial twinkle left his eye, but his hand clasp was still the same. He had no meannesses. As I look back I can not recall he ever spoke ill of anyone. If he saw a fault in a man, it was its humorous side that appealed to him. The sting of the criticism that others passed on anyone in his hearing was often lost in the genial pleasantry of some fig-

## A Spiral Spring Can Be Extended



The new low platform Dayton Scale

to twice its length without in any way affecting its power to return to its normal position.

### How Do We Know This?

Seventeen years of practical experience and the experience of other makers of spring scales vouch for this fact; exhaustive scientific experiments prove it.

### The Springs of a Dayton Moneyweight Scale

are over five inches long, therefore, they could be stretched until they are ten inches long with absolute safety. Our scales are so constructed that the springs cannot be stretched more than two inches, we are, therefore, using only two-fifths of their normal strength.

### How Long Will They Last?

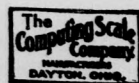
In the many years in which we have built scales we have never seen a spring which has weakened; we therefore cannot answer this question. In a recent test over 5,000,000 pounds in weightings of 10 pounds each was placed on one of our spring scales.

It was examined each day by the deputy city sealer and found absolutely correct. This total weight represents from 35 to 40 years of actual service.

This is surely proof enough of the exceptional strength and usefulness of our scales.

CAN YOU SHOW ME A SAVING? is the next question. Our local agent can answer this to your entire satisfaction in a few minutes by showing the scale in actual use on your counter.

The scale is not made that is just as good. Let us prove it! Our free catalogue will give you some of the reasons.



## Moneyweight Scale Co.

58 State Street, Chicago

Wheeler & McCullough Mfgs., 35 N. Iowa St., Grand Rapids, Citz. 1283, Bell 2270



ure or similitude wherewith he covered it.

And that is why we shall so miss him. This world is full of criticism, discontent and envy, of sorrow and cloud. Much we need those natures which, while so strong, consistent and steadfast, yet let in and radiate God's own sunshine and add to the sum total of the world's good nature and happiness. I know of no other character in Holy Writ to whom it seems more fit to liken him than to that flower of Old Testament chivalry, the faithful and big-hearted Jonathan; of no other words that express our sorrow for the loss of him and what he was to us than those of the sweet singer of Israel: "I am distressed for thee, my brother Jonathan; very pleasant hast thou been unto me." And this is for you and for me, the lesson of his strong, sweet and genial life in the words of our living New England poet:

"There are hermit souls that live withdrawn  
In the place of their self-content:  
There are souls, like stars, that dwell apart  
In a fellowless firmament;  
There are pioneer souls that blaze their paths  
Where highways never ran,  
But let me live by the side of the road  
And be a friend to man.  
Let me live in a house by the side of the road,  
Where the race of men go by;  
The men who are good and the men who are bad,  
As good and as bad as I.  
I would not sit in the scorner's seat,  
Nor hurl the cynic's ban;  
Let me live in a house by the side of the road  
And be a friend to man."

Dear friends, I can not so leave you with this mere appreciation of his past life. He was a Christian, not one, so far as I knew his inner life, of great boastful experiences, but a steady, quiet, undoubted Christian. It was not hard for him to think well of God and to love his Christ; he was a Christian, and so there is another word that I must say, that I feel he himself would want me to say to you sorrowing men and women: I have pondered much these last few days over this mysterious dispensation of Providence. I have wondered why a man in the prime of life, a man such as he, should be taken away while there are so many who continue to live whom the world could so much better afford to lose. It is no new problem—it is the old one—but it regains each time its old intensity and pain when such a one as he is snatched from us. However, God has given me these days a thought and I pass it on to you. It is this: That, after all, the other world is of much greater relative importance and value than this. God has made this one of our temporary sojourns, wonderfully fine and beautiful. But God's infinite art and love are not displayed so much even in this world as in the other, for that is to be our eternal abode. "We shall

go out thence no more." However important a part we may play in this life, it is not to be compared to the part we shall play there. Here it is given us to be faithful in all but a few things; there we are to be rulers over many things. There comes a time when in the development of God's wonderful plans for that world yonder the hour is at hand for you and for me to go to take our place; not to go there is to suffer loss, both for ourselves and for that world forever. It is very evident even in this world. In 1861 the hour had struck in our great national crisis for Abraham Lincoln to come and take his place. As Mordecai said to Esther: "Thou art come to the Kingdom for such a time as this." So the time had come for our departed brother to go and take his place there, when it could not have been delayed for him longer without his suffering permanent loss there. It was an important place which God gave him to fill in this world, but it was only a temporary and preparatory one; his real place was yonder. It was the one of which Christ spoke when he said to his disciples: "I go to prepare a place for you." That is our friend's permanent position. "And he shall go out thence no more." And herein lies, I think, the other mystery of this strange Providence, the mystery of his last critical suffering. It seems hard to see genial men like him who would never inflict pain on anyone go through such Gethsemane themselves, but let us be just to God. God gave to this man happiness in life such as is given to but few men in this sin cursed world. He had that happiness, first, in the nature that could get enjoyment out of so much in life, even from the simple things, and, second, his outward earthly blessings were not few. God gave him no great riches such as are given to some men, but which have little power to bless, but He gave him a successful career, a woman of his own heart's choosing with a devoted love and two daughters who were the pride and joy of their hearts. It was a singularly congenial and happy home life. Besides God gave him relatives who were passionately fond of him and friends wherever he went, with perhaps not a single enemy in the world. It was a life full of rare blessing and joy; and if you ask the meaning of his last terrible suffering, then I answer that some pain and sorrow must a man have if Heaven is ever to be to him the fullest joy. For we learn to know all things better and to enjoy all things more by contrast. And how else can any follower of the Christ enter yonder into the mystery of the sorrows of the Saviour? I for one need no other solution of the mystery of the pain such as this than the vision of the great seer concerning the white-robed class: "And one of the elders answered, saying unto me, 'What are these which are arrayed in white robes, and whence are they?' And I said unto him, 'Sire, thou knowest.' And he said unto me, 'These are they which have come out of great tribulation.'"

And now "He shall go out thence no more." I have spoken of the life of the traveling man. Out into the blizzard and the storm, out into the loneliness and lovelessness must he go week after week. Even our genial friend with intense love of home had felt that cross and the hope had grown in his heart and more than once had the wish escaped his lips that some day he might be able to find some congenial business in his home city, so that he might be more at home with his loved ones; so that he should have to "go out thence no more." In a higher sense than he had hoped for these words have come true. It seems almost as if they had been written for him, "He shall go out thence no more." It was out of a fearful storm and loneliness that he came home this time. The storm of awful suffering and agony—the loneliness of death—but he has his place now in that great city; he has entered into his eternal home, and "He shall go out thence no more." The loved ones who have gone before have already greeted him and he will be waiting with his glad smile to greet the loved ones who are still here. For sayeth the Scripture, "They without us shall not be made perfect." God grant we may all meet him there in the glory land. Oh, what a relief and what a rapture it must be to feel that death is at last behind us and that we, too, "shall go out thence no more."

#### A Home Thrust.

Years ago Mark Twain, who has recently celebrated his 72d birthday, used to be fond of telling this story: At the dinner table one day there was a party of guests, for whom Mark was doing his best in the way of entertaining. A lady turned to the daughter of the humorist, then a little girl, and said: "Your father is a very funny man." "Yes," responded the child, "when we have company."

#### Saved Money.

"Man came to our house yesterday and said he was the plumber come to fix our pipes. Wife let him in and he got away with \$150 worth of jewelry."

"Gee! Good thing he wasn't a real plumber, wasn't it?"

#### Woodshed Species.

First Boy—What kind of a book is that you are reading?

Second Boy—Oh, it's a pamphlet tellin' how to get rid of the blisters you get while in swimming. Want to read it?

First Boy—Nope! The only thing that interests me is how to get rid of the blisters you get at home after you have been in swimming.

#### Heartless.

"I hear that Mr. Stockson employs only married men?" said the man out of work, who was waiting to see the boss.

"I guess that's right," snarled the book-keeper, who looked henpecked; "I've heard him say he wouldn't give a man office room who never made a mistake!"

No man ascends above his ideals.

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

Horse Collars

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

M'D ONLY BY

Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY

**Quick Meal  
WICKLESS  
OIL STOVES**

NO SOOT SMOKE DIRT  
OR  
ASHES.

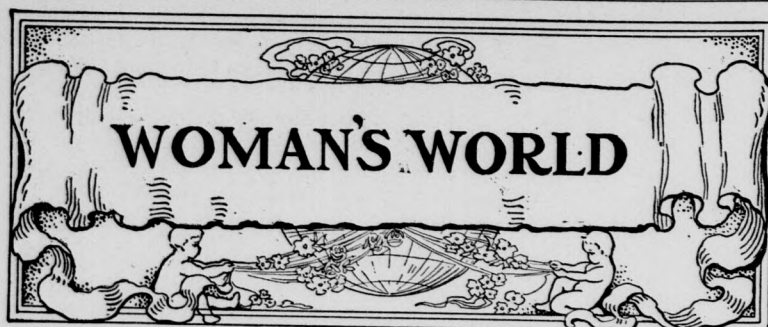
**QUICK CLEAN SAFE  
AND SIMPLE.**

**FOSTER, STEVENS & CO.**

**Grand Rapids, Mich.**

Exclusive Agents for Michigan. Write for Catalog.





### Parlor Wife Does Not Shine in the Kitchen.

When Mrs. Pettit in her lecture before the women of the New York 400 declared that a woman, whatever her station, has no more right to marry without a practical knowledge of housewifery in all its branches, including cookery, than a man without an income, or the ability to make one, has to take a wife whom he can not support, she spoke the words of truth and soberness only.

Marriage is, or ought to be, a partnership in the best and truest sense of the term, and each of the partners therein has certain duties and obligations which he and she are in honor bound to fulfill according to the best of their ability. It is the duty of every man to provide for his own household; he who fails to discharge this duty, through any fault of his own, is, according to St. Paul, "worse than an infidel." To the woman belongs the task of making the home as well as is possible with the materials placed at her disposal. It

is the duty of the wife faithfully and intelligently to administer the provision made by the husband, and to do so she should be proficient in all that makes for the comfort of daily life within doors. The idea of marriage as a business partnership to which the wife shall contribute her share of the common expenditure in money is untenable from natural causes. The woman who does her duty as wife and mother, who looks well to the ways of her household, and trains up her children in the way in which they should go fully pays her own way, and is more than worthy of her hire.

It must be admitted, indeed, it generally is, that the American husband is, as a rule, the most unselfish, industrious and long-suffering of mankind. He asks nothing but her love from the girl of his choice; does not insist upon a dot, and however poor he may be, never thinks of associating her with his daily toil. His chief anxiety in life is to shield the women of his family from all the rough winds of life, and according to his ability

"He wraps them around with his riches  
And covers them up with his care,"  
which, in itself, is vastly to his credit.

Neither can it justly be charged that women are not faithful in the performance of their duties as wives and mothers. There are some who are derelict, no doubt, but for one who is unduly frivolous and fashionable, and neglectful of her responsibilities, there are ten who manage somehow to accomplish the work of two persons, either as maid of all work in addition to that of wife and mother, "cook, nurse, seamstress, housekeeper and general factotum, all rolled into one," or by outside labor in addition to domestic responsibilities faithfully discharged.

The truth is that when a woman truly loves a man she does her best to do and to be whatever she imagines he desires of her. It is greatly to be doubted whether men, with the possible exception of a few sensible souls, have much real admiration for domestic women. The average man fluently will extol the "salt of the earth" and press it upon his neighbor, while he quietly helps himself to sugar or catsup, as the case may be. Most men are quite willing that their wives should shine in the kitchen to the physical well-being of the family; they insist that they shall shine in the parlor, and resent it deeply if, as sometimes, more rarely than they deserve, the wife is incapable of simultaneous brilliancy in both roles. The average man takes it as a personal injury when his wife's hands are red-

dened and roughened by housework, and is aggrieved when the money which he allows her is inadequate for a wardrobe which will compare favorably with those of the wives of his wealthier friends.

Undeniably the poor man is to be pitied, for he suffers much. It is not a pleasant fate to possess the tastes of a prince and the purse of a pauper, to long for the best of everything, yet not have the wherewithal to pay for it. No wonder that it is sometimes asked by heartsick and discouraged women what motive is presented to women of the present day to induce them to be good wives and mothers, beyond their own natural affection and sense of duty. For, indeed, it occasionally seems that the more exemplary a woman is the less compensation and acknowledgment she receives, while heartlessness and extravagance obtain their own terms, and if accompanied by beauty and personal charm are not only excused but applauded.

If it is true, as frequently is stated, that the women of the present day show an increasing desire to escape the trouble of housekeeping and the cares of motherhood, a craving for wealth with the luxuries which it provides, much of that tendency is due to this attitude upon the part of the men.

Men never will know what the home can be and should be until they make the woman responsible for it; until they cease to treat her either as a pet and plaything or as a household drudge to be ordered, and re-

## Marketed on the Square Deal Policy Kellogg's Toasted Corn Flakes

### No Direct Sales to Retailers

The average grocer buys on just as favorable terms as Department Stores, Chain Stores, Buying Exchanges, Mail-order Houses, etc. How about other brands of Corn Flakes?

### No Quantity Prices

You don't have to buy five or ten cases of Kellogg's to get the bottom price. The single case price is the bottom price, and retailers can buy in small quantities as needed, and move the goods fresh to the consumer. How about other brands of Corn Flakes?

### No Free Deals

A free deal on a perishable article, such as a package of cereal, is intended only to overload the retail merchant and generally results in stale goods going to the consumers to the injury of both merchant and manufacturer. How about other brands of Corn Flakes?

### No Premiums

to deceive the public. No crockery in the packages, just a good ten cents' worth for ten cents. How about other brands of Corn Flakes?

### Sold On Its Merits

to a discriminating public, who buy Kellogg's because it's the best of all the Breakfast Foods—it's the "Call-Again-Food." How about other brands of Corn Flakes?

### Isn't It Good Business

to stick to the Cereal that gives you a good profit and a square deal and satisfies your customers?

Kellogg  
Toasted Corn Flake Co.  
Battle Creek, Mich.

*W. K. Kellogg*





gard her as a helpmeet, a rational human being, with a natural and most important work to perform, and great willingness to do it well, if she only is helped, and encouraged, and given the means to do it with. Comparatively few men understand what the influence is which a good woman's presence diffuses around a dwelling, or appreciate the nameless little tasks which go to make up the atmosphere of a home.

The brilliant woman of the world often is lacking in what sometimes scornfully are called the domestic virtues, and he who contemplates matrimony will do well to remember this. If he wants a wife to look well at the head of his table, to make a show, and cut a dash; to entertain his friends, and to be the best dressed woman at the theater parties which he affects, let him choose by externals, provided he has money enough to indulge his inclination; but let him not be disappointed if he gets little else, for no woman can reasonably be expected to have time for everything, and social success makes heavy demands upon those who attain to it.

Dorothy Dix.

#### What Did He Mean?

Fair Client—I want you to sue that woman for \$5,000 damages! She stole my husband's affections!

Lawyer—But, madam, your husband is well-known in this community. I advise you to sue the woman for a smaller sum—say, \$25.

Some folks try to get rid of a man's faults by advertising them.

You never can express the factor of man in terms of the dust alone.

#### A Needless Outrage.

There is no valid reason why any large city should be imposed upon without let or hindrance by the railway companies in their constant making up of freight trains and distribution of individual cars. In the greater railway terminals this long standing abomination is being successfully abolished because of intelligent, persistent and irresistible action upon the part of the various municipalities.

The imposition in question embodies an almost uninterrupted discharge along the railway lines inside a city's boundaries of vast quantities of black smoke which develop a coincidental deposit of soot, cinders and ashes upon sidewalks, roadways, gardens, lawns and buildings—residences, factories, office buildings, warehouses and business blocks—along these railways.

To and fro the hard working and nasty switching engines go in their continuous work, starting and stopping, coughing up the filth that defaces everything it reaches and causing a perpetual depreciation of the value of all kinds of property owned by citizens in general.

It is a notorious fact that rentals for properties adjacent to railway train yards are low and are continually growing smaller until, solely because of a vitiated atmosphere and a uniform condition of dirt and contamination caused by soft coal consuming engines, the landlord finds it almost impossible to secure a tenant at any price. In addition to such results there are the general discomfort and sometimes ill health for those

who are forced to inhale the vile dominating concoction.

Locomotive engineers and firemen, switch tenders and car checkers are not responsible for this condition, neither are depot masters, conductors or train despatchers to be blamed. They are simply employees bound to follow out the policy and rules of their employer. The blame lies primarily in the offices of the general managers of the railways.

Equally, however, the fault obtains its ill gotten license in the offices of every municipality which permits the outrage. Grand Rapids has had a smoke inspector on duty during the past two or three years and this official has accomplished good results so far as city buildings and a large number of industrial and commercial institutions are concerned, but the railways seem to remain immune. Not only autocratic but impudent, the railways centering in this city are absolutely indifferent in the matter. Why should our municipal authorities remain so tolerant of such a nuisance?

Is it because of politics or is it because of the lack of a spinal column on the part of the Aldermen, City Attorney, members of the Health Board and the Mayor, respectively?

The installation and use of electric locomotives for switching purposes, now very general in other large railway centers, will remove the trouble, will result in saving thousands of dollars annually to individual landholders and will put the railway authorities upon a decent footing with other law abiding citizens.

Even the flower of the family may go to seed.



"Best of All Cotton Threads"

Six cord, full measure 200 yards  
Stronger than any other  
Round, smooth and even

#### Jobbing Price

55 cents less 10 and 5 per cent., or 47 cents per dozen. Order through your jobber.

#### Take No Substitute

If your jobber does not handle Charter Oak write us and we will give you the name of a jobber who does.

THE BULLARD THREAD CO.  
HOLYOKE, MASS.

### Commercial Credit Co., Ltd.

Credit Advances and Collections

MICHIGAN OFFICES

Murray Building, Grand Rapids  
Majestic Building, Detroit  
Mason Block, Muskegon

### Hart Brand Canned Goods

Packed by

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

Michigan People Want Michigan Products

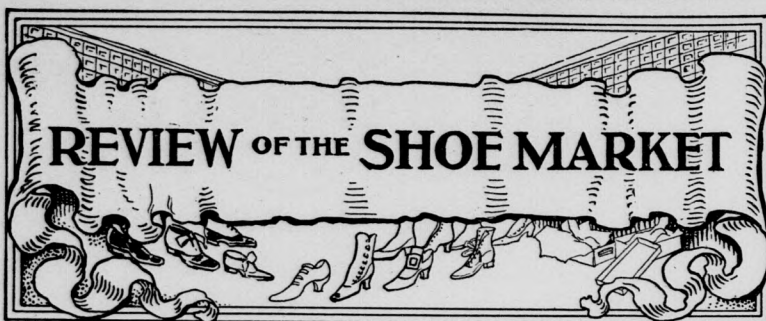


139-141 Monroe St.  
Roth Phone  
GRAND RAPIDS, MICH.

Woolden Company  
CROTAVERS  
PRINTERS AND PUBLISHERS.  
GRAND RAPIDS, MICH.

Wool & Co.  
5095  
TELEPHONE NO. 5095





### Shoe Salesmanship in the Sultry Season.

Written for the Tradesman.

After the rush for summer shoes has subsided; after the tardiest of our fellow citizens has bought himself a pair of low-cuts; when "the dull buzz of the bee" is heard in the show window (or is it one of those nasty green flies that's making that sleep-inducing music?) and the energy-sapping influence of dog-days settles down good and hard—what then? Shall we relax, hunt the shady spots and take it easy? For two reasons I am opposed to such a course. In the first place, this easy-going policy will make a perceptible deficit in the story of the year's profit. And in the second place, the man who tries to keep cool by relaxing in the summertime is just the fellow who croaks loudest about the prevailing hot weather. The best way for a shoe merchant to keep cool is to keep his mind so thoroughly occupied in incubating selling plans that he has no

spare moments to brood over the ever-present weather topic.

During the past few weeks shoe retailers the country over have had occasion to be encouraged. Many of them did a business which paralleled their fondest hopes. Some of them did more business than they had anticipated. Those were glorious days—those rush days when everybody was buying shoes wherewithal to clothe their feet seasonably and comfortably for these hot, summer afternoons. It was a positive delight to the shoe merchant to help them shed their hot, heavy, winter footwear and blossom out in a pair of tan Russia calf oxfords, or Gun Metal calf, or black vici kid, as the case might be; made him feel as if he was doing something almost humane when he did that bit of salesmanship. It was done a good many times—often enough, in fact, to encourage our friend, the shoe merchant.

But now the rush is over. And it's a mighty good time to tidy up the

store. Perhaps the windows have been neglected. I've seen some recently that looked as if they had been almost forgotten in the midst of other duties. Has the floor covering become somewhat soiled or faded? Can you by looking closely discern a coating of dust thereupon? Did you have doilies in your window? Do they look as fresh and immaculate as they did when originally placed there? Wouldn't it be well to polish the glass of the findings case? By the way, doesn't that case need replenishing? You have the goods in the stock room; but in the midst of other and more pressing duties you have neglected to stock up your case. Now is a good time. Polish all glass and metal about the store. Remove cluttering booklets, circulars, newspapers, magazines and other accumulated current literature and advertising matter. I have seen loads of that on findings cases, upon the desk in the office and elsewhere in conspicuous places about the store. It is a good time just now to make things about the store look fresh and attractive.

It is surprising how cleanliness about a shoe store helps to create an impression of coolness, but it is a fact nevertheless. A shoe store which is absolutely spic-and-span may not be the fraction of a degree cooler than the dusty, untidy shoe store, but it seems cooler. Now in the hot summer afternoons, when it is a positive delight to escape from the impression of suffocating heat even for a few moments, it is worth while for the shoe merchant to make his place

of business cool and clean and restful. Perhaps some day we'll have cooling systems installed in the larger shoe stores; but in the meantime the man who is on the sunny side of the street in the afternoon will have to content himself with breaking the glare of the sun by means of awnings; he will have to reduce the temperature a little by means of electric fans. He will also provide palm-leaf fans and perhaps an ample supply of ice water. He will also try to select such colors as have a way of accentuating the effect of coolness.

When one has made his shoe store just as cool and inviting as he can, then it will pay to talk about these things in his advertising. I know of one dealer who rings the changes on this feature of his store. He makes the claim (doubtless true) that his is the coolest shoe store in town. In every advertisement that appears during the long, hot, sultry summer season his patrons and the public generally are reminded of the delightfully, refreshingly, invitingly cool feature of his store. And it has a good effect. Maybe there is an element of hypnotism in it, like the man who was told by the hypnotist that one of his feet was cold and the other one hot; told it with such uncation that he actually believed it, although there was not an atom of truth in it—but it's all the same if it works.

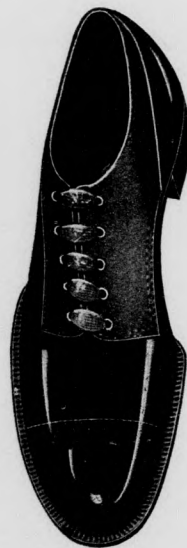
Mid-summer is a good time to test the business-getting power of any sort of an advertising stunt. At



We are going to have CORN WEATHER for some time to come, that means a demand for cool footwear. The sale of

## OXFORDS

and low shoes of all descriptions will keep you busy well into August. We still have some splendid bargains in Oxfords. Write us and we will have our man call or send you a list of same.



**HIRTH-KRAUSE CO. = = Shoe Manufacturers**  
Grand Rapids, Michigan



a time when many people are out of the city enjoying the pleasures of mountain ozone or the tang of the surf is a mighty good opportunity for you to test a given line of advertising. Many of the people who have not had the opportunity of getting away are provided with at least one pair of summer shoes, or spring shoes, that can be worn during the summer season. Now, while under normal conditions business would almost inevitably be dull, if you can inaugurate something new in the advertising line, thus surprising your townspeople into buying a second pair of summer shoes, you are testing advertising under the most trying conditions.

I have a retail shoe merchant in mind who saves up some of his very brightest and best advertising ideas against this dull season for footwear sales. For weeks and months ahead he plans his summer advertising; has the copy all cut and dried; the cuts to be run with each advertisement numbered and laid aside. He arranges to come out with about two fairly good sized advertisements each week. On alternate days he runs small advertisements, some of them taking up as little as one inch double column space, or two inches single column space. His is a general shoe store, and he arranges to have special days for men, special days for women and special days for little folks; in fact, he makes so much of his little folks' summer shoes and has become so expert in getting into their good graces—and therefore the good graces of their parents' hearts—that his methods in this line alone would make an interesting and profitable story.

This shoe merchant is a staunch believer in schemes and devices for interesting the public. Several summers back he advertised simultaneously in all the dailies that he would give a pair of shoes (the best in stock) to the ugliest man in the city. Every male citizen who thought he was eligible to a pair of shoes on the score of his ugliness was urged to come in (bringing a photograph if convenient) at a certain hour of the day. Certain unbiased judges would be present at that time and take notes on the candidate's fitness for the prize, or receive his photograph, if he brought it with him. The scheme created not a little interest; and, although the candidates were not numerous, the collateral advertising created by its oddity was worth while.

Another favorite scheme of his—and one which for simplicity and inexpensiveness can not be surpassed—is to have the children draw pictures of something or other—a black cat, a bull dog, or a Teddy bear, or whatever animal-toy may, at the time, be in the limelight. These pictures are supposed to be original. They are to be submitted on the firm's stationery (which can be had for the asking—along with some other advertising matter of the store). They must be submitted within a certain period, say three or four weeks, together with the name, age and place of residence of the child making the drawing. (The

name and age of the child are recorded in the mailing list.) When sufficient material has accumulated an exhibit is made in one of the windows—surrounded, be advised, with fetching and seasonable footwear for children. This exhibit is a drawing card. The little folks who have submitted pictures come to see if their exhibit is there; and their friends and relatives come; and altogether the people who are directly or indirectly interested in developments constitute quite a crowd. And, of course, others are attracted.

By and by the day for the closing of the contest arrives. It is to occur, say, Thursday afternoon at 3 p. m. That afternoon shortly after dinner the eager little folks who have submitted drawings begin to arrive. Parents often come with them. Indeed, with little tots under 8 years of age it is expressly stated that one of the parents must come. Each little fellow is keen to know if he is going to get the five dollar prize, the three dollar prize or the beautiful pair of shoes—the highest priced children's shoes in the store.

When the time has arrived the Committee makes its decision; and then to prevent the little fellows from going away disappointed every child present is given some little souvenir or trinket which makes him feel that he has not been forgotten.

The interest aroused by such schemes pays. It costs something to advertise it, and the prizes and souvenirs are a source of expense; but consider the collateral advertising. Just think of the scores and scores of little folks who are talking about So-and-So's picture-drawing contest, the alluring prize which little Johnnie or little Catherine may perchance get! Little folks are persistent advertisers once you get them singing your praises. And the best way to get them to singing your praises is to offer them something scot free.

Letting Other Folks Participate.

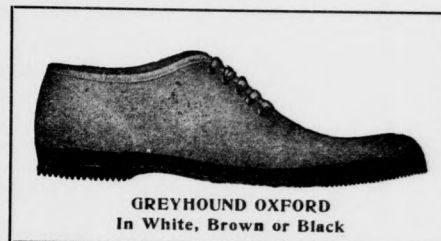
In general it may be said that the scheme which calls the customer out, which induces him to contribute something or other of his own—it may be a picture, or it may be a slogan for your store, or it may be copy for a newspaper advertisement—has strong publicity-features. People like to be considered. It flatters them to make them think they can help you (a wise and capable shoe merchant) to gaining the attention of the public and making your merchandise popular. The winning thing about the celebrated Cooper Institute and its colossal meetings lies in the fact that anybody can get right up in open meeting and speak out. He can ask questions, challenge the right of a speaker or demand proof for any statement. When you get to inventing schemes that make the public contribute something to your selling campaign you are playing the shoe store advertising game with a skillful hand—and during the dull, hot, dusty days of the next few weeks is a mighty good time for you to persuade the public to chip in.

Cid McKay.

# Greyhound

## Tennis Shoes

Are universal favorites. They are not only stylish in appearance, but have the fit and wearing qualities necessary for the best service.



GREYHOUND OXFORD  
In White, Brown or Black

We also have Greyhound Tennis Shoes in Blucher Oxford and Balmoral Shape in white, brown or black.

These shoes have been on the market for several years and the demand for them is so great that a separate factory has had to be constructed for their manufacture.

No shoe stock is complete without a full line of this shoe. It is the best seller on the market and is a BUSINESS BRINGER and TRADE PULLER.

**Grand Rapids Shoe and Rubber Co., Inc.**

Grand Rapids, Mich.

State Agents for HOOD RUBBER COMPANY, Boston

## The Public Spends Its Money On Known Goods



And the public is right. The successful merchant deals in quick selling well known brands of merchandise—they pay best.

Our shoes are in this well known class.

Our Trade Mark stands in the eyes of the public for moderate priced high grade shoe value in every sense of the word. It is known to two generations of shoe wearers.

You should sell our line.

**Rindge, Kalmbach, Logie & Co., Ltd.**

Grand Rapids, Mich.



## JUST THAT DIFFERENCE.

Six Dollars Minus Ninety-Eight Cents.

Written for the Tradesman.

It was June all right—no doubt about that—only there was nothing “rare” about it. There was an abundance of green grass growing—and it was good and wet; the red clover, with here and there a white sphere of concentrated sweetness, was so many acres of undulating bloom—good and wet; the big apple tree, standing sentinel by the door of the comfortable, self-satisfied, wide-verandaed farmhouse, good and wet—the tree, I mean—dripped sullenly and determinedly upon the shingles and the tin roofing of the veranda, until Pop Robyson, who is something of a pessimist, began to have considerable sympathy for Noah, ‘way off there in the ark in flood-time.

“Well, mother,” remarked, not Noah, but the other fellow, “I guess that storm that we’ve heard so much about has got here. I’ve been watching ‘reakup Corners’ all the morning without seeing any signs of a letup yet, and here ‘tis going on now the fourth day. Everything’s up to its neck in water and the sun’s got to come out pretty soon or there’s going to be trouble. As things look now, we shall have to wade to the station tomorrow to meet George and his wife, and if there’s anything I hate it’s to have a stranger come here when everything’s looking like a wet hen.”

“Well, Poppy, the weather question

is beyond us and we won’t try to answer it. The train doesn’t come in until 6, and a day and a half is long enough for the wind to change. I feel it in my bones that the sun is getting ready to look in and see how we are getting along. It doesn’t take long here for the water to run off and while things are going to be moist for awhile, it won’t be a disagreeable picture that the children will look at when they turn the corner. The wet weather has made fires a necessity and we’ll see to it that the old fireplace sends out a cheery welcome a good ways down the lane. We’re going to be all right, Poppy; no fear about that.”

“Tisn’t ‘we’ that I’m afraid of. It’ll be three years ago to a day that John brought his wife home. We’re going through the same thing. It’ll take the ox team to bring home the trunks ‘n’ she’ll go around with her nose in the air, wondering how we manage to live here in such a way. If things in there suit her, she’ll take up her quarters in the parlor and you’ve got to wait on her—only you won’t! I don’t see what folks think, bringing up children in that way and what’s a greater mystery is how our boys are caught by such chaff. She’s going to live on angel food and ice cream; she’s going to lop around all day in a tea-gown with no end of train; the piano will be an instrument of torture until I take it out into the woodshed and split it up; there’ll be a novel in every nook and corner of the house, and we’ve got to put up with this sort of thing un-

til human nature can’t stand it a minute longer. I’m ready to give up before I begin. We shall have to have breakfast at 9 o’clock and—”

“Now—now—now! You are climbing the hill long before you get to it and tiring yourself all out when there is no need of getting tired at all. The damp weather is getting into your bones and we’re going to have a case of acute rheumatism on our hands. Cheer up! Cheer up! Let in the sunshine. Lighting doesn’t strike twice in the same place and George’s wife is no more like John’s than I am like your brother Joe’s Susan. Besides, this little girl is now our daughter and she’s going to have as hearty a home-coming as you and I can give her, bless her sweet soul! I hope it will clear off and that the roads will be dry for we are going to the station in the new carriage, rain or shine, yes, and with the new harness, and if you don’t see that the bays are groomed until they shine like a glass bottle there’s going to be trouble in the Robyson camp, now I tell you!”

Nobody, not even Pop Robyson, could withstand that sort of talk from that sort of home angel, and the sunshine that showered the station when the train with the boy and his bride came in wasn’t half as bright and as warm as that that beamed from the faces of “Mother” and Pop as they waited the coming children.

“There they are!” and a minute later the little mother was hidden if not lost in the arms of the stalwart

George; and the little girl, determined to lose not a minute of such greeting, with a sparkle in her eye and a smile on her lip, that Pop said afterward had come all the way from Paradise, went right straight up to her father-in-law and said, as she put out the shapeliest of little hands, “How do you do, Father Robyson?” and then, up went the pretty young face and before that old man knew what he was about, he was having the most luscious strawberry feast he had known for years! Then the old folks made an exchange of young folks; father greeting son and mother daughter, when the young woman, catching a glimpse of the carriage, with a joyous “Oh!” leaped to the front seat and announced in a tone that tolerated no dispute that that was her place and, if Pop Robyson only would let her, she was going to drive home.

Under such conditions, getting acquainted was easy. So far as instruction was concerned it was Queen Elizabeth and Roger Ascham right over again: “The scholar of the best master and the master of the best scholar.” She found at once that no gloves are better than tight ones, and would Pop Robyson please take the reins until she had taken off hers, an operation in which George’s father evinced much interest, for the little white, bejeweled hands told the story he didn’t want to know—a story of utter inability to do anything useful.

“There, now I’m ready. I shall have to hold a rein in each hand at

“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 National 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



first, until I learn how, and then I shall sit very erect with the reins in my left hand and my whip in the right like the girls at the horse show!" and a laugh sounding much like the song of the meadow lark went rippling out upon the sunshine, for "Mother's" prophecy of the weather had come to pass. The roads could hardly be called dry, but the pools in them were easily avoided and added interest to the lessons in driving, given then and there, and gave the teacher grounds for believing that while "the lily-white hands" were fair to look upon there was abundance of vim in them, which made him believe that they were good for something after all.

It was at the supper table where Pop Robyson enjoyed his first great surprise.

"Yes, thank you, I will take another piece of the chicken, if you please. Of course traveling makes one hungry, but that doesn't account for this delicious cooking and that is one of the first things I want to learn this summer. I can cook all right, but it's that kind of cooking that's made up of rules and regulations: just so much of this and just so much of that, to be stirred just so many times and cooked just so long, but there's no inspiration about it. It isn't real cooking any more than practicing five-finger exercises is music. It is necessary, of course, but it isn't until all that and much more have been mastered that the real music comes out. I can make bread; that is, you can call it that if you want to be polite. It's light and, generally, it isn't sour; but it hasn't in it what this bread has and I hope, Mother Robyson, that will be one thing I shall learn while I am here.

"You see George and I are not rich and I expect that we shall have to economize, but that's no reason why we can't have good things to eat if we can make them ourselves, and that's what I'm going to try to do. Mr. George isn't going to say to me that 'somehow things do not taste as they use to taste at home,' because they are going to be made exactly that way, and then, if he does not eat and grows thin, I'm not going to be the one to blame for it.

"This is going to be a summer school to me. George wanted to board for a while; but that leaves me with nothing to do and we can not afford it. So we're going to have a home in a flat and I'm going to do my own work. Mama is a splendid housekeeper and has always let me help and I think I have that down fine. So far as I had time I learned to do a lot of things among the essentials. I can make coffee and cook meat and potatoes—fairly well, but not enough to boast of—and when I am in a home of my own and can make a business of it, I can not help feeling that I'm going to be an artist—a 'culinary' artist, as Geoarge calls it when he tries to tease me."

It was noticeable how Pop hung around the house after that, or anywhere else for that matter wherever Annette happened to be. She seem-

ed to be to him a world of surprises. He thought she would steer for the parlor and she didn't. He went so far as to open the door and put up the shades, but it didn't work. When the fatigue of the long journey was over and he was on the watch for uneasiness, he soon saw that he was watching in vain. There wasn't any "lopping" down in the parlor or anywhere else. Her favorite space seemed to be in the kitchen where, arrayed in a garment that covered her completely, she was at work, now at the dishes, now at the mixing bowl—at anything, in fact, which promised, or seemed to promise, the realizing of a happy home.

One day after dinner when Mother Robyson had expressed the wish that she could see some of the wedding presents, the one thing remarkable in the reply was what seemed to be a lack of enthusiasm: "Oh, there is a big lot of the regulars, the have-to-give kind, you know, that one would rather not have anyway. What I want you to see and what I wanted to bring were the other things—those, you know, that mean something. One little girl in my Sunday school class made me a working-cap, which money couldn't buy, and dear May Ellison, whose sweet, winning ways made me as near a saint as I can ever hope to be, gave me a hem-stitched handkerchief she made herself with every stitch a prayer!—do you think that love or money would ever induce me to part with that?

"After all I'm afraid that I think the most of the things I made myself—the sheets and the pillowcases and the towels, the things most people seem to care least about. Some of them I made long before I saw George, and then I used to wonder, as I sewed, how he—I always thought that in capital letters—was going to look; but it was after—well, after I knew there was going to be a wedding that the stitches meant something, and now they mean something more than ever; and so, as I look at them and handle them, I keep wondering how many of the old-time dreamings I can make realities.

"So much, it seems to me, depends on the wife. She has to make the home and to keep it, and she can't make it a good one unless she's good herself; and I sometimes wonder if I'm as good as I ought to be. George always laughs at that, but it does worry me just the same.

"Where I'm afraid I'm going to be a failure is in making both ends meet. It's so easy to spend money and I've always had all I wanted and more, too. I have an idea that George is inclined that way, too, and if both of us are to turn out spendthrifts we are going to have a time of it. Papa says the one thing young people must do to keep out of the poor house is to keep down the expenses; but when we have been brought up to have everything we want, we are liable to want everything we see, and that is going to make trouble sometime. Then, too, mother is always saying and insisting that we must never buy anything because it is cheap and nev-

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

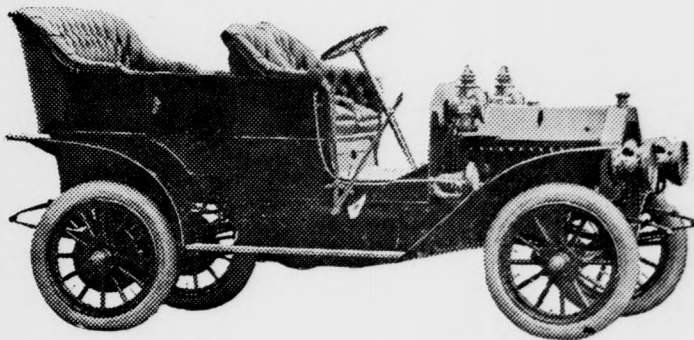
All the usual  
Resort Diversions



## 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

We Make a Specialty of Accounts of Banks and Bankers

## The Grand Rapids National Bank

Corner Monroe and Ottawa Sts.

DUDLEY E. WATERS, Pres.  
CHAS. E. HAZELTINE, V. Pres.  
JOHN E. PECK, V. Pres.

F. M. DAVIS, Cashier  
JOHN L. BENJAMIN, Asst. Cashier  
A. T. SLAGHT, Asst. Cashier

### DIRECTORS

Chas. H. Bender  
Melvin J. Clark  
Samuel S. Corl  
Claude Hamilton  
Chas. S. Hazeltine  
Wm. G. Herpolsheimer

Geo. H. Long  
John Mowat  
J. B. Pantlind  
John E. Peck  
Chas. A. Phelps

Chas. R. Sligh  
Justus S. Stearns  
Dudley E. Waters  
Wm. Widdicomb  
Wm. S. Winegar

We Solicit Accounts of Banks and Individuals



er anything we don't want; but I think, after all, that when a girl is old enough to be married she's old enough to have a little judgment of her own and use it. That's what I did the other day when I was in Chicago, and I think it's coming out all right.

"It came to me all at once that I was actually suffering for a big rose for a hat, and there it was in one of those fine show windows. The saleswoman said it was only \$6 and cheap at that; but I concluded I wasn't suffering so much as I thought I was and turned away to resist the temptation. I had hardly reached the door when the same voice thought she had found another rose that might please me, if I cared to go back. I did care and returning I found what pleased me more than the first rose did. I gave it a good examination and after I had made up my mind that I wanted it I asked the price. If you'll believe me it was 98 cents! Just that difference. Six dollars minus 98 cents had given me the finest of roses, and I'm going to fetch it and show it to you."

The extraordinary rose was received with acclamations by the admiring beholders and its delighted owner took the opportunity to continue her remarks:

"I know I really didn't need the rose and I know I did buy it because it was cheap; but I also knew that I should need it later on and it did seem to be a pity not to take advantage of such a bargain. Do you think, Father Robyson, that I made a very great mistake?"

"It was good business, good business and I'm glad my son's wife not only saw a good bargain but had the good sense to take advantage of it."

It would be a simple waste of words to say that Pop Robyson did not have any fault to find with George's wife ever after, and it is a pleasing duty to state that every one of his gloomy forebodings were groundless. She did go into the parlor but only to make it the room in the house that was made the most attractive. Instead of being waited on, it was she who became the Hebe of the household and she never once failed to take care of Jupiter first. She not only refused to feed on angel food, but utterly refused to eat ice cream, affirming with much earnestness that when she was hungry—which was three times a day—she wanted something to eat! The poor old piano that was going to be hammered into kindling wood was rarely opened and then only on Sunday evenings when the family singing at even-song needed encouragement and support. Not a novel was found anywhere and not only was the breakfast hour unchanged, but a snug little body, who shall be nameless, so toasted the bread and boiled the eggs and made the coffee that the dear kind-hearted old Pop was heard to declare that he couldn't tell the difference between her cooking and mother's; which was his way of calling it perfection.

September came all too soon for the inmates of the farmhouse and

when at last they had to go old Pop Robyson kissed George's wife and whispered as he left her, "Many daughters have done virtuously, but thou excellest them all!"

Richard Malcolm Strong.

#### Opening of the Retailers' Arcade at Newark.

Newark, Ohio, June 21—The opening of the new Retailers' Arcade marks an event in retailing which is attracting a great deal of attention in all parts of the country. This new Arcade makes a change in Newark's shopping district, and yet it enables the public to shop with a great deal more ease and comfort.

Scattered through the Central States there are a great many retail arcades in both large and small cities, but only in a few instances have they been enough of a success to induce other cities to follow the lead and construct arcades.

An arcade means the concentrating of trade into a certain district and to bring about a more strenuous competition with other and older shopping districts. But competition is the real life of a retail shopping center, and the more honest competition the more business for the entire city.

The story of the construction of the Arcade at Newark is exceedingly interesting because of the many obstacles necessary to overcome and the revolutionary changes it brought about.

The shopping center of Newark has for years, since the very beginning of the town, centered about a public square, and as the town grew in size the square became a more fixed center. The force of habit has a mighty strong influence on the average human being and, naturally, it was a difficult matter to attempt to break the habit of going to the stores on the square. In fact, many merchants and business men did not believe it possible to do any great amount of business away from the square.

When Chas. H. Spencer, a young business man of hustling qualities, proposed building an arcade between two streets, neither of which touched on the public square, he was immediately turned down by the business men. The idea of making an arcade a success was considered absurd. To create a shopping center which would be in direct competition with the public square was considered an impossibility. And "They" said that it was an impractical dream and would be merely a waste of money and energy.

But Mr. Spencer saw the possibilities of constructing a new business center that would be a creditable success to the city. He started out to build an Arcade that would be different and he has built it. To obtain all the property necessary to carry out the project required nine months' time and made it necessary for conferences with fifty-five different people to secure the deeds and concessions in order to make a start. Mr. Spencer then brought about the incorporation of the Arcade Realty Co. under the laws of Ohio, with a capital stock of \$200,000.

At the formal opening of the Ar-

cade, Monday, June 7, the event was celebrated with elaborate decorations, souvenirs and music. Special window decorations were made by the many retail stores and the clever displays attracted a great deal of attention.

The interior of the Arcade, being constructed of marble, plate glass and an excellent quality of brick, presents a beautiful appearance.

The interior columns are made of buff brick, the glass is plate, the roof wire glass, the floor marble terrazzo reinforced, the basement concrete and the walls are brick and iron. Third street, or the main entrance of the building, is made of cement, and the Fourth street entrance is of red brick.

The Third street entrance of the Arcade is three stories in height, the second floor being used for offices, the third for dwelling apartments. The ground floor is made up of thirty-five units or stores, and in several instances two or more units are thrown together to make larger store rooms. The rooms are 18 feet in width and vary in depth from 16 to 30 feet, except those rooms adjoining both entrances.

There are ten large business rooms in the Arcade, occupied by clothing stores, grocery stores, drug store and various kinds of retail establishments, the smaller rooms being used for cigar stores, tea stores, post card stores, florists, etc.

The Arcade also has a modern equipped market, which will in a measure guarantee the success of the Arcade as a shopping place. The market has three big cold storage rooms built in the basement. One of the rooms will be kept at a uniform temperature of 10 degrees above zero. Here will be kept the fish, meat, etc., which are to be frozen hard, while room No. 2 will have a temperature of 25 degrees. The third room, in which fruits, eggs, vegetables, etc., will be kept, is to have a temperature of 36 to 40 degrees.

These degrees of temperature are maintained by a machine operated by a 25 horse power gas engine, and from the cold storage plant pipes connect with the refrigerating cases on the first floor.

In the brine system used in this plant the expansion coils are submerged in a tank of brine. This brine, which is a non-freezing solution of calcium chloride, gives up its heat to the ammonia evaporating in the coils until it has reached a very low temperature, and, if necessary, the brine can be brought to below zero. The brine is then pumped through coils of pipes placed in the rooms to be cooled. The circulating brine thus continually absorbs the heat from the rooms and gives it to the ammonia.

At the alley, halfway between the two entrances, is an electric elevator which carries freight to the basement, where it is trucked under the main Arcade passage to the separate basements of the tenants.

The basement also contains a big heating plant, double boilers, one equipped with gas, the other to be fired with coal in case of an emer-

gency. The entire building is lighted by electricity, the Arcade passageway being illuminated by 300 40-watt Tungsten lamps. A glass covered marquee, dotted with numerous electric lights, marks one entrance, while an awning supported upon heavy iron posts at the curb covers the other entrance.

The new Arcade is constructed along the most practical lines, as well as being of an artistic design. Many arcades are beautiful but are lacking in the essentials for profitable success.

That the Newark Arcade has been constructed along practical lines has been proven by the fact that every store room was leased before the building was finished. The well-defined policy of the management of this new institution gives every assurance of success. The rooms were leased to responsible parties only, and in most instances the larger concerns have been doing business in Newark for years. The mere fact that the tenants were well established gave the Arcade a prestige from the start. The management has been careful to secure stores carrying different lines so that there would be little direct competition between the Arcade stores.

H. Franklin Thomas.

#### What He Would Bid.

"Fake" auction sales are a great industry in New York City, and genuine antiques, manufactured over in New Jersey, sometimes bring handsome prices. A man who knows paused at one of these places the other afternoon, and instantly the auctioneer spotted him.

"Now this exquisite genuine old mahogany dresser, ladies and gentlemen," he shouted, "do you mean to say that I hear only \$46.50 bid for this—why, it is enough to bring tears to my eyes! Come now, \$46.50 only is bid—a dealer is going to get this magnificent antique, if you do not watch out! Won't you bid, sir?" he suddenly demanded, turning to the man who is wise: "Come now, sir, don't let an opportunity like this slip—won't you bid?"

"Well, yes, I'll bid you," the man replied, smiling pleasantly.

"And you'll be lucky if you get it, sir!" the auctioneer assured him. "I have \$46.50 offered—what do you bid, sir?"

"Why, I bid you good afternoon," the man said, and resumed his walk.

#### Mark Twain's Distinctiveness.

Mark Twain gives, as an example of being brilliantly interviewed, this story:

The young reporter looked soberly at the great humorist and solemnly asked:

"Mr. Clemens, what do you consider the most distinctive thing about your smoking?"

Without an instant's pause the author of "Huck Finn," replied:

"Unquestionably that I smoke only one cigar at a time."

Sometimes a man's failures accomplish more than his successes.

The more a man thinks of himself the less he makes of himself.



Farwell's 15c Retailer

# DEPENDON

Number



One

## The Best Child's Hose For Your Money

We do not often indulge in superlatives and only when we are sure of our ground.

When we first designed this hose we were asked by one mill to pay \$1.40 in quantities of thousands of dozens.

By contracting for the entire output of the special machines making this hose we can offer this typical **DEPENDON** TRADE MARK value at a price which enables you to sell at a liberal profit a hose that looks like a 25c hose, fits like a 25c hose, wears like a 25c hose, at the **Retail Price of 15c a Pair.**

Over one thousand other numbers in the

**DEPENDON**  
TRADE MARK

line that will make your profits and sales increase by leaps and bounds.

LET US EXPRESS YOU A SAMPLE ROUND OF TEN DOZEN OF THIS NUMBER, VIZ., ONE DOZEN EACH, SIZES 5 to 9½, PRICE \$1.05 PER DOZEN FOR SIZE 5, RISE 5c PER DOZEN, and if the goods are not just as represented by us, you can return them by express at our expense.

---

**JOHN V. FARWELL COMPANY**

Sole Distributors **DEPENDON** TRADE MARK Dry Goods

**CHICAGO**  
The Great Central Market



## A DEMONSTRATION.

## The Amusement It Afforded a Spectator.

Written for the Tradesman.

Over in Chicago, one day, I was greatly amused at a little comedy that was enacted within my own hearing and seeing.

I had three-quarters of an hour to wait for a party of friends, so stepped into a drug store until time for me to meet them.

I noticed as I went in that there were a lot of toilet articles in the window—so-called complexion beautifiers—and a sign accompanying them said to the inlooker:

Demonstration

Now

Going

On

Thought I to myself:

"Here's where I have some fun watching the 'demonstration going on.'"

So I took a seat not far removed from the presumable ground of operations.

A beautiful young woman was buzzing around the mysterious little bottles and boxes and jars on a small stand, the application of whose contents, judiciously employed, was supposed to transform an old hag into a perfect houri—at least one would think so from the talk of the b. y. w. aforementioned.

This peach of a girl was the happy possessor of a skin of the texture of rose leaves and this, with her shining black hair, gave her a striking appearance not easily to be forgotten. She was plump almost to repletion, but she was well proportioned—her plumpness was well distributed—and the beautiful curves of her figure more than took off the curse of her slightly excessive embonpoint; and when she walked she did so with a lazy grace that somehow reminded you of a panther and that even heightened your admiration. She had large lustrous eyes that rendered speech almost dispensable. However, she talked—about the goods—talked a "blue streak," or any other way that signifies that one has one's subject at one's tongue's end.

I said that the card in the window said:

Demonstration

Now

Going

On

Well, it wasn't; and I found out afterward that the fact of the matter was that the "demonstration" didn't "go on" unless a girl or woman came in who was willing to be demonstrated on to show personally what those special toilet stuffs were supposed to do.

Soon meandered in a lady, evidently glancing about for some one thing in mind. Her eye lighting on the comely young woman at the toilet preparations department she walked towards her as if she thought she was on the right track to find that for which she was seeking.

The lady appeared to be about 40 years of age and it was plain to be seen that she was a very good look-

ing woman at her best, but Old Father Time had been busy of late in putting sad little lines in the corners of her mouth. Her eyes were bright and expressive, but a disappointed feeling lurked in their depths. In spite of these blemishes, however, the lady's face was wonderfully attractive. Her well-tailored street gown was of excellent quality and fitted her fine figure as if she "had been melted and poured into it," as I once heard a man describe the set of a dress of a mutual acquaintance.

Approaching the pretty demonstrator the lady said:

"I saw a card in the window announcing that a demonstration of toilet preparations was taking place inside and I came in to see what they will do and something about their price."

"Yes," said the pretty girl, briskly, "I'm glad you came in just at this time, because I'm disengaged less now than at any other time in the day. You are fortunate in happening on me at this particular hour, as I have so many ladies to massage in the afternoon that I can give you a much better skin treatment now than later on. If you'll just remove your hat, please, I'll begin on you now," and the demonstrator pushed her sleeves a little higher, showing more of her smooth round white arms, the meanwhile gathering up various of the little ointment pots and lotion bottles from the stand at her side and setting them on the high floor show case so as to be handier of service.

The lady hesitated. It was plain to be seen that she had quite strenuous objections to being made an object lesson for dozens of pairs of curious eyes, although, being interested in the goods to the extent of entering the store to enquire concern-

ing their efficacy and cost, she would probably have liked to have them used in a "facial" in somewhat less public quarters.

"Do you mean to say you would try your preparations on me—me? Why, it said in the window that a demonstration was going on now, and I supposed, of course, that a massage was being given to some one hired for the purpose of showing off your goods! I didn't know you massaged people who came in to buy or enquire about the skin foods and your other goods."

"No, we have no one employed for that purpose," said the girl suavely, well understanding the extremely-natural objections of a refined lady to being made a ridiculous spectacle of before a storeful of drug counter and soda fountain customers. "Better yet we show on our purchasers themselves" (adroitly inferring the lady to be a probable buyer) "exactly the good results to be obtained with our splendid goods when applied with the fourteen proper movements of massage. Now, as I said, just kindly remove your hat—or shall I take the pins out for you?—and we will get down to the business at once of your finding out the efficiency of the Blank & Co. complexion beautifiers."

"I don't feel precisely in the mood for a massage this morning," declared the lady in a positive way. "I don't like to take off my hat here anyway and let everybody see the condition of my hair; it doesn't show, with my hat down around my face, how bad my hair looks, but the top is simply a fright. I am going to the hair dresser's this afternoon and then I'll look different to what I do this morning. You wait until tomorrow and I'll come here again about this time."

The demonstrator was smart and

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

**DAILY TO CHICAGO \$2**  
**Graham & Morton Line**  
Steamers  
"Puritan" and "Holland"  
Holland Interurban Steamboat  
Car Leaves 8 p. m.  
Baggage Checked Through

**Sawyer's** 50 Years the People's Choice.  
**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.**

**YOU ARE ALWAYS SURE of a sale**  
**and a profit if you stock SAPOLIO.**  
**You can increase your trade and the**  
**comfort of your customers by stocking**  
**HAND SAPOLIO**  
**at once. It will sell and satisfy.**

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

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



knew the lady was hedging and she laughed archly:

"Oh, I'm afraid you won't come in again. I understand exactly how you feel about your hair. Every woman wants her hair to look nice when she takes off her hat in a public place. But let me tell you that it would be better if you had the massage now, so as not to muss up your hair after it has been dressed, for by care you can keep it looking nice for several days, whereas I can not help disarranging it some when I wrap this little Turkish towel, it's a fresh one" (instantly noticing the lady's veiled critical eye) "around your head to save it from my sleeves."

This subtle solicitude on the part of the cute demonstrator as to the lady's fresh coiffure was having its effect, the former could plainly see, and she followed up the advantage:

"Now you needn't feel a bit of fear that any one will see me massage you, for I'll fix all that."

"Where will we go?" asked the lady, the question indicating distinct weakening in her decision not to accept the beautifying performance.

"We'll stay right here, but—"

"Oh, not here!" exclaimed the lady in trepidation and making a quick motion to put on her hat, which she had slowly, and withal reluctantly, removed under the seductive influence of the persuasive demonstrator. "I wouldn't, for anything under the canopy, have folks see me with a towel on my head and you working over my face. I couldn't go through that ordeal—I wouldn't!" (with great firmness).

"I was going to tell you how I manage with my customers," quickly and pleasantly the clerk went on, ignoring the alarmed interruption of her certain victim. "See! I have this high three-panel screen" (here she stepped across to a silkolene screen, which during the animated conversation had escaped the lady's attention, and brought it over to the end of the floor show case, setting it deftly around one of these wire-framed chairs such as one sees in Beauty Parlors everywhere.) "I put it right around this small sanitary chair, as you observe, and I'll defy any one here to detect what we're up to."

The lady was so well groomed—with the exception of her slightly-rumpled hair, which distressing condition she had apologetically stated would be remedied by her proposed trip to the hair dresser's—she was so immaculate in her appearance, I say, that the girl could with no difficulty divine that her use of the word "sanitary" was likely to help things along wonderfully.

Her conjecture was correct, for the lady sat down at once, albeit with a fearful upward peering to discover if there was any danger of foreign eyes seeing over. There seemed reasonable safety in this regard, so she resigned herself to the tender mercies of the handsome demonstrator, who now launched forth on the talk calculated to push the goods it was her business to exploit.

Her touch was firm yet at the same time so gentle that the lady was charmed with the treatment she was undergoing. The girl, as she worked on the lady's wrinkles in turn with the various preparations on the floor show case, explained the use of each, also went through with all the fourteen correct movements for accomplishing the best results in massage work.

Remarked the lady lamentingly:

"It has always been my experience that I looked a great deal worse the day after having had a massage than I did the day before."

"Yes, that's always the case," said the girl, "and that's because we expect too much after one massage. We think that we ought to look better than usual for a week thereafter, whereas the results of one massage last but a few hours."

"The trouble is that most women who take massage with regularity do not go to the Beauty Doctor oftener than once a week at the most, while to obtain a skin of exquisite texture and tint the face should be massaged every single night and morning."

"This twice-daily work need not take more than five minutes at a time, yet so many begrudge consuming even that much, evidently considering this ten minutes as so irreparable loss of precious time. But, really, when viewed in the right light, what can a woman get more out of, in the process of 'keeping her looks,' than in caring for her complexion?"

"Women who think nothing of staying an hour in the massage chair at the Beauty Parlor, a half to three-quarters of an hour at the manicure table, two hours in the hands of the hair dressing girl, not to mention an hour at the chiropodist's, can not bear to give up five minutes night and morning to getting the dirt out of their skin in their own homes."

"Wash?"

"Oh, certainly. The average woman with bathroom facilities—and who does not have a bathroom nowadays?—spends a heap of time swashing around in the water. And that's all right, too, but when it comes to getting the dirt out of the pores water, won't do much. Even after a bath in very hot water and soap, if the body were anointed all over with oil or a first-class skin cleanser and then wiped thoroughly with a Turkish towel or face cloth it would be a matter of extreme surprise how much dirt would be taken up on the cloth."

"That's the trouble with hundreds of women: They don't get out the dirt with grease. Actually, I just ache a dozen times a day to go at the faces of some well-dressed women I see whose skin is dotted all over with telltale pores filled with black dirt, loudly speaking of neglect to apply any solvent to remove these impurities when sitting in front of their private toilet tables."

"As I say, water is good, it gives that nice fresh invigorated feeling we all like so much to experience, but it truly is powerless to refine the texture of the skin like oil."

"I have had dozens of ladies say to me, when they would see the black I would get out of their faces:

"Why, where did all that awful dirt come from? I am perfectly astonished at the sight! I washed my face clean, as I imagined, with soap and water just before I left home."

"Needless to say that such 'astonished' ones required no argument whatever to convince them that my skin cleanser was needed constantly on their dressing tables."

"Another thing: Too many people use very hot water on their faces. This should never be put on the face. It is much too harsh. It puffs the skin out in spots and leaves a dreadful what I call 'boiled-lobster' look, to be contemplated alike by one's dearest friend (who might possibly be lenient) and one's dearest enemy (who would surely feel no pity but on the contrary be glad we had somehow made a bloomin' idiot of ourselves).

"Cold water exhilarates the face, and then a good astringent and bleach combined should be patted on the face according to directions, which should be closely followed. Generally an astringent must be diluted with water—distilled preferred. This may be left on the face for about fifteen minutes and then washed off with cold water."

"Then rub in the skin cleanser thoroughly, exercising caution not to rub the wrinkles the wrong way. A rotary motion should be employed, invariably going the opposite direction to that of the lines."

## Kent State Bank

Grand Rapids, Mich.

Capital - - - \$500,000  
Surplus and Profits - - 180,000

Deposits  
5½ Million Dollars

HENRY IDEMA - - - President  
J. A. COVODE - - - Vice President  
J. A. S. VERDIER - - - Cashier

3½ %

Paid on Certificates

You can do your banking business with us easily by mail. Write us about it if interested.

## Grocers and General Store Merchants

Can increase their profits

10 to 25 Per Cent.

On Notions, Stationery and Staple Sundries

Large Variety Everyday Sellers

Send for our large catalogue—free

N. SHURE CO.  
Wholesale

220-222 Madison St., Chicago

## GRAND RAPIDS FIRE INSURANCE AGENCY

THE McBAIN AGENCY

Grand Rapids, Mich. The Leading Agency



**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**

## FIREWORKS

That's Us

Our line is big and our prices are little. We represent one of the best fireworks concerns in the country and we know the goods are right. Ask us for our catalogue. We furnish town displays.

**PUTNAM FACTORY, National Candy Co.**  
**GRAND RAPIDS, MICH.**

Don't forget to visit Grand Rapids Merchants' week, June 9, 10, 11 and make our store your headquarters



"So many people plough their own wrinkles. Walk down the street and observe the faces of those you meet. Nearly all the pedestrians are wrinkling their foreheads until they remind one of nothing so much as of a certain laundry utensil—the wash-board. Even little bits of children will display foreheads that are a mass of deep corrugations.

"Wrinkles across the forehead are a mere habit. They denote a perturbed state of the mind—an anxious state. People, as a rule, forget about their faces—'let their faces go,' as one ardent student of human nature once put it—and thus take the world into their confidence and allow it to be visible to others that their minds are cogitating over something that frets them.

"There's another cause for wrinkles and that is that numerous humans screw up their faces so much when engaged in conversation. This they also do unconsciously, and so often that their faces get practically no rest all day if there is much talking going on.

"Then again people twist their faces into all sorts of disagreeable shapes while in deep thought. Here, too, they are utterly oblivious to what they are doing, and are spelling vexation for themselves when they 'come out of it' and endeavor to obliterate the lines which they have no one to blame for but themselves.

"Every mother should remind, in season and out of season, a child not to lift the eyebrows. Just a glance from her should be sufficient to make the child drop the look of anxiety it has unwittingly assumed.

"The one or two vertical lines between the eyes may have been put there by a number of conditions of the mind. They are called 'scowling lines.' The person exhibiting them may be perennially ill natured or he may be continually buried in concentrated thought that to disturb would be almost to take one's life in one's own hands, so to speak. These 'scowling lines' also come from being indulged in during a severe fit of sickness. Pain can chisel them so deeply that it is wellnigh impossible to eradicate them. However, they, as well as all the rest of this sort of beauty-destroyers, may be greatly softened by the rubbing in of an emulsion of oils that will be of highly nutritive value to the skin; an emulsion calculated to correct imperfections of the skin and maintain a youthful appearance,' as Blank & Co. advertise their fine facial cream. Listen a moment to what it says on the box" (here the pretty demonstrator read from the cream box):

"This cream is astringent in its action and soothing and agreeable to all skins. It will not grow hair. A wonderful tissue builder by absorption through the medium of the lymph vessels. It neutralizes the excretions of the pores and is a perfect antiseptic. When used every night before retiring it will rejuvenate the skin, leaving a fresh clear appearance not attained by the use of any other emolient."

"Our cream will do everything

claimed for it; there is not a bit of exaggeration in those statements on the box. But there can not be much good accomplished if the cream is used only in a desultory manner. Its application must be persisted in methodically to obtain the full benefits.

"I will also read you what it says on the box of our skin cleanser:

"An oil substitute for soap to cleanse the skin. A perfect solvent for all impurities. Refines the texture of the skin and prevents blackheads, acne, pimples and facial blemishes. A highly healthful, soothing and healing preparation."

"This 'oil substitute for soap' is as true to pretensions as all the other merchandise of Blank & Co. They were all fully tested before being put on the market and were not found wanting in any iota.

"Then we have Rose Blush, a harmless concentrated extract for tinting the cheeks, lips and fingernails. It is a vegetable rouge, to be delicately applied.

"Now I've finished all the fourteen processes or movements of massaging. See what a lovely smoothness your face has? Of course, you can't tell just by one experiment what our goods are capable of doing when used all the time, but this will give you a hint. You can scarcely find a wrinkle anywhere! Now I'll add a little bit of the Rose Blush—you don't need to use much for you have quite a lot of color to start with. Always be careful to brush a trace of the rouge up towards the temples and back to the ears, as it imparts a much more natural tone than if the rouge is made into a round spot on the cheeks. Now for the finishing touches with our face powder, which is of so fine a consistency, through frequent screenings through closeness silk bolting cloth, that a close inspection can hardly detect its presence on the face. Next a tiny penciling of the eyebrows—in your case almost an unnecessary act—and then we are done. "There! How do you like yourself?"

The question answered itself in the pleased expression in the lady's eyes, which in the process of transformation had somehow lost their haunted look and were now as bright as those of the pretty demonstrator herself.

"I myself," said the latter, "am more than satisfied with my work."

"Yes, you certainly understand your business," agreed the lady. "I will say," she continued, chatingly, "that I was utterly incredulous of your ability to effect such a change as you have been able to. I admit that I was most seriously opposed to permitting you to massage me in this big public room, but I dare say the people around were ignorant of exactly what was going on behind this screen." Then with an admiring glance at the handsome masseuse she added: "Excuse me for saying it, but you seem to be a living example of what your goods will do—your complexion is perfectly dazzling and you haven't a wrinkle in your face. You don't look as if you had ever had a care in the world."

"Well," replied the pretty girl, "if

## Klingman's

### Summer and Cottage Furniture: An Inviting Exposition

It is none too soon to begin thinking about toning up the Cottage and Porch. Our present display exceeds all previous efforts in these lines. All the well known makes show a great improvement this season and several very attractive new designs have been added.

The best Porch and Cottage Furniture and where to get it.

#### Klingman's Sample Furniture Co.

Ionia, Fountain and Division Sts.

Entrance to retail store 76 N. Ionia St.

## 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



### Accounts

### Acknowledged

### Inspected

### And Accepted

### As Correct

All accounts carried by the McCaskey Register System are acknowledged accounts.

Ledger accounts contain an element of uncertainty, as they are not accepted as correct until statement is rendered and comparisons made with invoices, which causes delays and oftentimes disputes and slow collections.

With the McCaskey TOTAL FORWARDING REGISTER SYSTEM your customers get a complete bill and statement combined with every purchase, the acceptance of which is an acknowledgment of its correctness.

The McCaskey handles all accounts with but one writing. It insures accuracy. It pleases your customers. It keeps accounts down to a reasonable amount. And as a collector it simply pulls in the cash.

Don't have a shadow of doubt. Don't give your customers a chance to dispute your accounts. Keep them in the RIGHT WAY, the McCaskey WAY.

Ask us for information. It's free.

### The McCaskey Register Company

Alliance, Ohio

Mrs. 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



I have a complexion to be proud of it is all owing to taking five minutes at night and five in the morning to get my face clean with the cleanser and soften it up with the skin food I am demonstrating, plus daily use of the astringent to contract the skin and thus help to keep the wrinkles from forming. As to care, I have had bushels of trouble."

"One would never dream it," doubted the lady.

"Well," laughed the girl, "you know it doesn't do one any good to look sad. People don't care for other people's troubles, so it does not help any to go about with one's heart on one's sleeve."

A peculiar look crept into the lady's eyes, a repetition of the look in them when she entered the store; but evidently seeing some wisdom in the girl's remark about its not bettering matters any to wear one's heart on one's sleeve, she again brightened up and concurred in the girl's opinion.

That she departed with five boxes and bottles of the goods coming under the demonstrative powers of the qualified young woman exercising her blandishments for the firm of Blank & Co. speaks well for this same young woman.

As the lady passed out of hearing she turned to the regular clerk in charge of the store's toilet goods and remarked, with conviction:

"That lady has seen several dreary days, or I lose my guess, but she is foolish to let her troubles spoil her good looks the way she is doing. We all grow old fast enough, goodness knows, without helping things along by letting our worries get into our faces. Don't you think so?" she asked, turning to me and including me in her remarks.

I had been both amused and instructed by the mysteries of this toilet performance going on within eyeshot and earshot of the long leather-cushioned customers' settee where I was awaiting the time to join my friends and the three-quarters of an hour had not dragged as it would have done had it not been for the entertainment afforded by this free exhibition. H. E. R. S.

#### New Illuminant Known as Blue Gas.

A new system of illumination based on the same principle as that generally used in railway-car lighting has been recently introduced in Germany under the name of "blau (blue) gas." The gas is delivered in liquid form, in such shape that it may be used in closed rooms, in hanging burners, giving from 50 to 1,000 candle power. To use the gas, all that is necessary is to pour the liquid from the steel cylinders, in which it is delivered, into the gasometer. This is almost as convenient as having one's own gas plant, for one can protect himself against accidents at the factory or delays in transit by always having on hand several filled cylinders. A cylinder contains 22 pounds of the gas, which costs about \$2.86. This quantity will supply a 50-candle-power burner for 480 hours, so that this illuminant appears to be cheaper than petroleum. This "blue

gas" can, of course, be used for heating and cooking as well as for forging, hardening and tempering, and other industrial processes. It is a hydrocarbon compound, free from carbonmonoxid, and is not poisonous; its heating effect is three and one-half times that of ordinary coal-gas. The gas is burned, at a pressure of about 1 inch of mercury, or 13.6 inches of water at the burner. Almost any apparatus that is arranged to burn ordinary coal-gas or acetylene gas can be altered without much difficulty to burn this; and in such cases all that is necessary is to make the connection between the cylinder and the house pipes through a reducing valve. As regards its explosibility, Professor Gotz, of Augsburg, reports that, while the range of explosibility of acetylene gas when mixed with air is between 2 and 49 per cent. (a range of 47 per cent.), and that of ordinary coal gas is between 6 2/3 and 10 2/3 per cent. (a range of 13 per cent.), that of "blue gas" is only between 4 and 8 per cent. (a range of 4 per cent.). No special permission from the authorities or the insurance companies is necessary for its use.

#### Settled for Him.

He had met a farmer friend on the corner and invited him to have a glass of beer, but the other shook his head and replied:

"No beer for me, thank you."

"On the water wagon?"

"Yep. The tariff has settled that question for me."

"But beer hasn't gone up, and there is nothing settled about the tariff yet."

"Oh, yes; it's all settled as far as I am concerned. I was in town about three months ago, and took a glass too much. I was yanked before a court, and the judge looked me over and said:

"'Son of toil, I don't want to be too hard on you. Pay me one dollar and go.'"

"I paid and went out. A month later I came in again, and got full, and was yanked before the same judge. He looked at me and said:

"'Son of a gun, here you are again, and this time it will cost you three dollars.'"

"I paid and made a sneak. He was raising the tariff on me. A week ago I came in and met some good fellows, and next morning I found myself before the same judge again. I tried to look like a stranger to the place, but he knows me, and says:

"'Old soak, it's five dollars or thirty days this time.'"

"I pays and gets out; but it's the last time. Tariff not only going up all the time, but the language, too; and it's too much for yours truly. Yes, a glass of soda water, and you needn't mind hinting to the druggist that I once ran for the legislature. I've got to date back and make a new record."

#### Ordering the Ice Cream.

"Send three pints of ice cream to Mrs. Blank to-morrow," said Mr. Blank, entering a confectionery establishment. "That is send three pints

if it rains; if it is fine send only a quart."

The young woman behind the counter started to write down the order.

"Will you please give me that again about the weather?" she asked.

"Three pints if it rains, a quart only if it's fine," said Mr. Blank.

The young woman put it down, but seemed puzzled.

"You see, if it's a fine day there won't be so many of us at home," Mr. Blank explained.

The next day was neither rainy nor fair, as it turned out, and the ice cream man had to act as a weather umpire. Presumably he decided that it was rainy.

### CHILD, HULSWIT & CO.

INCORPORATED.

BANKERS

### GAS SECURITIES

DEALERS IN

### STOCKS AND BONDS

SPECIAL DEPARTMENT DEALING IN BANK AND INDUSTRIAL STOCKS AND BONDS OF WESTERN MICHIGAN.

ORDERS EXECUTED FOR LISTED SECURITIES.

CITIZENS 1999

BELL 424

823 MICHIGAN TRUST BUILDING, GRAND RAPIDS

## F. Letellier & Co.

Grand Rapids, Michigan

Manufacture to Order

### Hardwood Doors, Special Mantels

Stairs, Cabinets

Cases and Fine Interior Finish

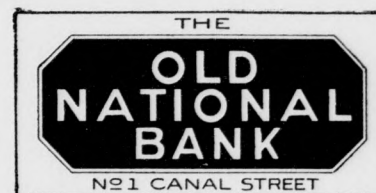
For the Home, Store and Office

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

Estimates Furnished

Correspondence Solicited

Capital  
\$800,000



Assets  
\$7,000,000

#### Banking By Mail

Is a special feature of this bank. This practically means bringing all the advantages of a large bank right to your door.

## A HOME INVESTMENT

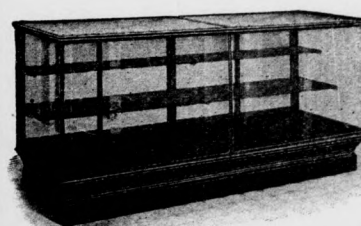
Where you know all about the business, the management, the officers

### 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.



### GOOD FIXTURES Versus POOR FIXTURES

The important point for you to consider is that we can give you

#### Good Fixtures at the Cost of Poor Fixtures

If you only knew what quality means in buying store fixtures you would never consider any but the best. Write for catalogue.

#### GRAND RAPIDS SHOW CASE CO.

585 N. Ottawa St. Grand Rapids, Mich.  
The Largest Show Case Plant in the World



## SPONGE GATHERING.

## How It Is Carried On at Tarpon Springs.

Written for the Tradesman.

A sponge diver, no matter how skillful and daring he may be, can do nothing alone. To carry on the work of taking sponges by diving it is necessary that quite a number of men be associated together, each one fitted by previous training to perform his portion of the labor.

A considerable investment of capital in the form of boats, equipment, diving suits, provisions, and the like, is also required. A sponging crew must have, not one boat alone, but three boats—a schooner, a diving boat and a dingy.

The schooner used is of the usual construction, having two masts and a jib, and serves as restaurant and lodging house for the men engaged in the work, and also as a place for cleaning the sponges and storing them until they can be sent in to be sold.

The diving boats are especially interesting. They are of pitch pine, are double-ended and are built high in bow and stern. They have sloping masts and many of them are painted in gay colors. While quaintly picturesque and beautiful, they are at the same time very strong and seaworthy. As the reader already knows from previous articles, the men engaged in sponge gathering are mainly Greeks, and these diving boats are called Greek model boats; that is, they are constructed on the lines that these seafaring people have used for ages in their shipbuilding.

In ships built like these diving boats the Greeks made their great sea fight at Salamis, nearly five hundred years before Christ; and in all probability this mode of construction was even then a heritage from a remoter past.

Mayhap in similar craft the Argonauts embarked to capture the Golden Fleece; or Achilles with his heroes to wreak vengeance on the Trojans for the rape of Helen.

But these modern Greeks at Tarpon Springs have other than sentimental reasons for building their boats in this old fashion, for they are live, progressive men, ready to avail themselves of all the advantages which the latest inventions have to

offer. The case is simply that their forefathers in very early times were masters in the art of shipbuilding, and for this kind of a boat modern science has failed to offer any improvement in construction over the ancient models.

The diving boats are all fitted with oars, and most of them have gasoline engines to supplement the sailing power. They move by wind when they can and by gasoline when they must.

The dingy is a little rowboat used for carrying sponges from the diving boat to the schooner, and supplies from the schooner to the diving boat, and for other light purposes.

A diving boat is well equipped with means of locomotion; still, under certain circumstances, the dingy is used to move it to a desired location. The dingy man sets out taking an anchor and also carrying a rope from the diving boat. Having rowed to the proper place he drops the anchor, and then the diving boat is pulled to position by the men aboard her, using the rope attached to the anchored dingy.

When a crew starts out on a sponging trip the schooner has on board several barrels of fresh water and quite a store of provisions of various kinds, for it is expected that she will remain out about a month. Boats from Tarpon Springs take out additional supplies as needed. If fairly successful they aim to send the catch in to market once a week, and doubtless some of the men go in from time to time, as the grounds upon which they work are not a great distance out in the Gulf—ordinarily only ten to fifteen miles. But the spongers are mostly single men or else their families are still in the Old Country, and the schooner is house and home to them, both while at work on the water and when they are at anchor in the river.

The schooner must have a captain, a cook and also a cleaner, who takes the sponges as they come from the divers, washing them and stamping out the animal matter and getting them ready to be placed on sale. Then there must be two or more men to help the captain, the number varying with the size of the schooner.

The diving boat, to be fully manned, should have two divers, one life

line tender, one oarsman, four men for the pumps, one man to manage the hose which conveys the air to the diver and one man for the dingy.

It is best to have two divers, one working in the forenoon and the other in the afternoon, for the labor of diving is so strenuous that most men can do it for only a few hours in a day. With but one diver the others of the crew are forced to lose considerable time; by having two divers all can be kept busy and the work goes on steadily whenever the weather will permit. Bad weather for sponging is simply windy weather, when a continued blow rolls the water so the sponges can not be seen.

The divers enjoy a certain pre-eminence over the crew and receive higher pay for their work than the others, as will be explained later.

The life line tender, as his name would indicate, is the man in constant communication with the diver. By a system of signals the diver keeps in touch with the upper world, and from the instructions from below the life line man can tell instantly when and how the boat should be moved, whether the sponges are abundant or when the diver wishes to come up.

Diving is considered by life insurance companies as extra hazardous, and a diver can not get insurance except by paying a special rate. So it speaks much for the faithfulness of the life line tenders that in the four years since the Greeks came to Tarpon Springs and began the work only one serious accident has happened to a diver.

The strongest man of the crew is usually the oarsman. Besides managing the sails and attending to the boat he rows whenever it may be necessary.

The pumps for supplying the divers with air are worked by four men—two on and two off.

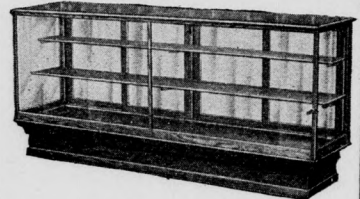
The diver dressed in his diving suit and with a weight on his back, another on his breast, and one on each foot, descends from the boat and walks along the bottom, tearing off the sponges that he may find and placing them in a receptacle which he carries. Ordinarily he remains down twenty minutes to an hour.

The depth of water in which they are now working in the Gulf of Mexico is usually not greater than sixty feet.



**FLI-STIKON**  
**THE FLY RIBBON**  
The Greatest Fly Catcher in the World  
Retail at 5c. \$4.80 per gross  
The Fly Ribbon Mfg. Co., New York  
**ORDER FROM YOUR JOBBER**

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



**Wilmarth**  
THE CASE WITH A CONSCIENCE

When your cases bear the above mark you have a good case—a dependable one. Would you like to know more about this kind? Write

**WILMARTH SHOW CASE CO.**  
936 Jefferson Ave.  
**GRAND RAPIDS, MICH.**

## HIGHEST IN HONORS

**Baker's Cocoa**  
& CHOCOLATE



Registered,  
U. S. Pat. Off.

52

HIGHEST  
AWARDS  
IN  
EUROPE  
AND  
AMERICA

A perfect food, preserves  
health, prolongs life

**Walter Baker & Co. Ltd.**  
Established 1780 **DORCHESTER, MASS.**

# Ceresota Flour

Made in Minneapolis and Sold Everywhere

## Judson Grocer Company

Wholesale Distributors

Grand Rapids, Michigan



It is held that a diver should never take a full meal until he has done his day's work, for the pressure can be better resisted when the stomach is empty. The regulation breakfast for a diver consists perhaps of a cup of coffee or a few olives with a sip of brandy. On the Mediterranean, where diving is done in a much greater depth of water, these dietary rules are closely followed; but in this country, by the younger, stronger divers, they are in some measure disregarded.

A diver is sometimes taken with what is called a "kink," which is supposed to be caused by making too quick a motion under water. For a kink he must come to the surface. But the great dread of divers is paralysis, which seems to be a crippled condition resulting from the work, rather than a paralytic stroke.

Divers often have difficulty in walking on the ground, seeming to miss the weights which they carry while at work and the pressure to which they are accustomed.

How well a man can stand the work is largely a matter of temperament. Some divers live to be old men.

Sponge gathering at Tarpon Springs is carried on as a co-operative industry. The system which most largely prevails is this: The individual or firm owning the boats hires the captain and his helpers, furnishes the diving apparatus and all the equipment, and provisions the whole crew for the trip. Under this arrangement the proceeds of the catch are first divided into two equal parts, one of which goes to the owners and the other is divided in shares among the men. There are eight who get one share each—the four pump men, the man at the hose, the dingy man, the cook and the cleaner. The life line tender and the oarsman get better pay, sometimes one and one-fourth and sometimes one and one-half shares each. The divers always receive more than two shares each and may get as high as three and one-half shares. If especially good workers, or if divers are in great demand, they may receive some bonus, which is called "tape," from the owners.

By another method the sponging crew rent the boats from the owners for a stipulated sum per month. They also hire the captain and his helpers and buy their own provisions. When the catch has been sold they pay their bills and then the net proceeds are divided among the crew in about the same proportions as in the other method. As to which way is the more profitable for owners or for crew, it is difficult to tell.

Sponging is very speculative. Sometimes the catch is large; sometimes in bad weather so small as hardly to pay the expenses of the trip.

By the first method the owners take most of the risk, getting a large return when the trip is successful, and perhaps losing money in unfavorable weather. By the second method the owners take no chances, but the rental they receive is not so great as would be their share of a large catch.

I talked with one Greek, a prosperous business man and the owner of

sponging boats, in regard to these two systems. He said that the men work well under either, but under the one last described they will get along with fewer new diving suits, less expensive equipment and plainer fare.

The staple article of diet for the crews is a particularly invulnerable kind of hard-tack known as Greek biscuit. Stores of various kinds are taken out, and the men can readily supply themselves with lobsters and many kinds of fish.

There have been palmy days in the sponging business. I was told that in one instance, before many divers had come, a crew went out with only one diver, a man strong enough, however, to put in fairly long hours. They were out from Tuesday morning until Saturday night, and when the catch was sold this diver received \$750 as his share.

Under the conditions then existing the crews could almost dictate terms to the owners. Ice must be taken on the schooner, tobacco, and even whiskey must be furnished the men, and the provisions must include a liberal supply of chickens, which are the very acme of Greek gastronomic desire. With lessened returns luxuries have been curtailed.

The captains of the schooners are nearly all Americans. The chief reason for this is that few of the Greeks have been here long enough to become naturalized, and the captain must be an American citizen. Further, an American owner naturally prefers an American captain as a safeguard to his interests.

Doubtless the Greek owners would like just as well to have Greek captains, and I think changes will be made as soon as more of these people have attained citizenship; for among them men are not lacking having the intelligence and education necessary to qualify for the place, and good seamanship is in the blood.

Quillo.

#### His Curious Indifference.

She looked magnificent as she stood before him.

"Don't I look pretty to-night?" she asked expectantly.

"Splendid," he replied, but without enthusiasm.

"You're so cold," she protested. "Other men pay me homage although I seek it not. But you—why is it you never seem to—to care?"

"Perhaps," he said, "it is best that I should tell you. The fact is, I worked for several years in a drug store."

#### Not the Same.

Percy—I understand you said no girl would ever marry Reggy Swift or me because we were too fastidious.

Harry—You didn't catch it quite right. I said you were "two fast idiots."

#### Of Course.

City Salesman—Have you lived here all your life?

Oldest Man in the Village (a joker)—Can't tell yet—may live a couple of years more.

## Baker's Ovens, Dough Mixers

and bake shop appliances of all kinds on easy terms.

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

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.

### When You Want to Buy

School Furniture  
School Apparatus  
Church Furniture  
Opera Chairs  
Portable Folding Chairs  
Settees of All Kinds



Chandler Adjustable Desk and Chair



Send for Catalogue and Prices covering any line in Which you Are Interested

Remember that we are the foremost manufacturers of such equipment, and can offer especially attractive inducements in the way of prices as well as choice of styles—from the least expensive to the most elaborate.

We have thirty-five years of experience in this business. As a result our product is the best possible.

## American Seating Company

215 Wabash Ave.



CHICAGO, ILL.

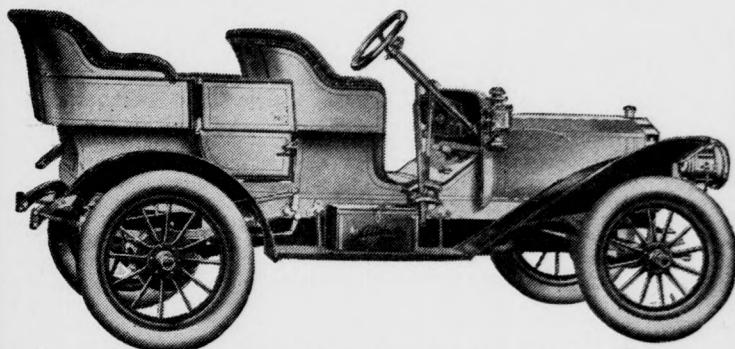
NEW YORK

BOSTON

PHILADELPHIA

# The Mitchell "30"

The Greatest \$1,500 Car Yet Shown



1909 Mitchell Touring Car, 30 H. P., Model K

Compare the specifications with other cars around the \$1,500 price—any car.

Motor  $4\frac{1}{4} \times 4\frac{1}{2}$ —30 H. P.

Transmission, Selective Type—3 Speed.

Wheels—32 x 4.

Wheel base—105 inches.

Color—French gray with red running gear and red upholstery or Mitchell blue with black upholstery.

Body—Metal. Tonneau roomy, seats 3 comfortably and is detachable; options in place of tonneau are surry body, runabout deck or single rumble seat.

Ignition—Battery and \$150 splitdorf magneto.

In addition to the Model K Touring Car there are a \$1,000 Mitchell Runabout and a 40 H. P. seven passenger Touring Car at \$2,000.

Over \$11,000,000 of Mitchell cars have been made and sold in the last seven years. Ask for catalogue.

The Mitchell Agency, Grand Rapids

At the Adams & Hart Garage

47-49 No. Division St.



## MICHIGAN DRUGGISTS.

## The Initial Session of Their Annual Meeting.

Detroit, June 22—The annual meeting of the Michigan State Pharmaceutical Association convened at the Wayne Hotel here this afternoon at 2 o'clock. After an address of welcome, President M. A. Jones delivered his annual address as follows:

The high honor you bestowed upon me one year ago has been much enjoyed and, I assure you, thoroughly appreciated. While this is true, it has been with much trepidation and a full realization of my limitations that I have met the obligations and performed the duties of the office.

One of the features of association work that appeals to every warm-hearted man at our annual convention, especially those who come year after year, is the hearty handshake and cheery word of goodfellowship he is sure to receive from those whom long association has bound to him by ties of sincerest friendship.

The year just past has been, in at least two ways, an important year in the history of the Association, in making popular the U. S. P. and N. F. Propaganda and in legislative activity.

If nothing more should come from the U. S. P. and N. F. Propaganda than the increased interest in the educational point of view, it would be well worth the money, the physician and the pharmacist alike are being benefited by this crusade. We, the pharmacists, are beginning to find "where we are at" and have discovered new fields to conquer. The physician, likewise, has found that he has had in the druggist a stronger friend than he at first was willing to admit, also that he was fast becoming the slave of the pharmaceutical detail man.

The esteemed chairman of our Legislative Committee will tell you in his report of the victories lost and won. While our Legislative Committee has not been successful in every instance, they have fought a good fight and have accomplished much. For one thing, they have learned some of the conditions favorable to the passing of laws and the methods necessary to accomplish that end. For example, if a bill is introduced in the House, it is important that we have it placed with an influential member and that he be in full accord with his colleague in the Senate. The same thing, of course, would be true of a bill originating in the Senate. I do not mean by this any criticism to any member of the recent Legislature; on the contrary, I wish to express my personal gratitude to all the members with whom I came in contact for their courtesy and their efforts in our behalf. However, our pharmacy bill containing the "Prerequisite Clause," while nobly championed in the House, suffered, when it reached the Senate, because it was an "orphan." It had no kind father to care for it and to this is due its maimed condition.

A great deal of important legislation at the recent session was aimed at the poor retail druggist and I predict that there will be more two years hence. Right here I want to suggest that, although you may have a very efficient Legislative Committee, I believe they should have the authority to engage a resident lawyer or some man well versed in law-making to look after the more important of these measures. Unless something is done for our protection, we shall find our privileges so legislated out of our hands that we shall not be safe in prescribing a compound cathartic for ourselves.

Again, the attitude of the public toward us as liquor selling druggists

was most keenly expressed by a member of the Senate during the discussion of the Crampton-Warner bill, when he said: "Why, it is a fact that 80 per cent. of the druggists of this State get their living from the sale of liquor. All they need to become druggists is a barrel of whisky, a row of bottles and the word 'pharmacist' over the door." Gentlemen, I don't believe it. It is not true. The druggists of the State of Michigan are a better class of fellows than that. And yet such a branding, coming from the floor of the highest legislative body of our State, indicates to some extent where we are classed. Shall we with folded hands sit down and permit such infamy? Or shall we not, by means of proper laws encouraged by us as a body of law-abiding citizens and by our every day acts and our moral support, place such restrictions around our beloved profession that it will not be possible for every graduated saloonist from a dry county to change the name of his vocation and continue his infamous business under the guise of decency? The handling of liquors in drug stores is going to be a very important economic question for us to answer. And I wish to go on record, as the President of this Association, as being unalterably opposed to the sale of liquors by druggists except for strictly medicinal purposes. And I further wish that this convention, before it closes, might pass a resolution touching on this point.

In these legislative matters, gentlemen, that which counts is numbers. Instead of allowing a few, a mere handful, of our fellows to try to accomplish the good that is to benefit the whole two thousand, we should be united. Even the hod-carrier and chimneysweep can show us a lesson in union. Our Secretary, with the advice of the Executive Committee, has made a strong plea for increased membership, but with comparatively small results. The members of the M. P. T. A. have offered valiant service, which I think we, as an Association, greatly appreciate. And when we are passing around our congratulatory resolutions, they should not be overlooked. How any intelligent druggist, having the best interests of his profession at heart, can fail to see the importance of this united effort goes beyond the pale of my understanding.

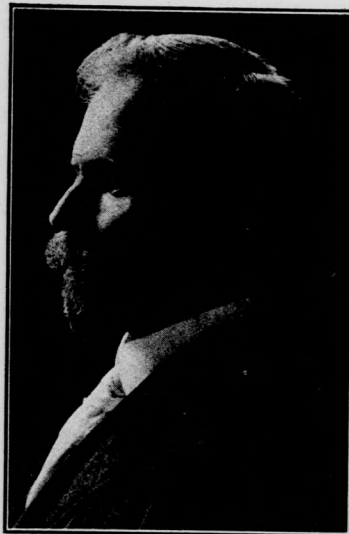
The fact that our business, in most cases, is one of small volume and much detail tends to narrow our horizon. Therefore we need all the more to attend our local associations, our State Association once a year, and, if possible, some of the National associations. These broadening influences are what we need.

Unlike other callings, ours is dual in its nature. Pharmacy demands that a man be, on the one hand, a sharp and shrewd business man and, on the other, an intelligent and thoughtful professional man. The public and the laws governing our business demand that we be specially educated—in other words, professional men. If we succeed in properly caring for our wives and babies, we must develop a rare degree of business sagacity.

What I am driving at is this: If we have the proper ideal and live up to it, filling the place that our opportunity offers, we should be not only members of our State Association, but loyal and active members. About all that has ever been accomplished for pharmacy has been through our State and National associations. And yet we hear druggists say, "I don't believe I'll pay my dues another year. I don't see any benefit to be derived from the association." It is his own fault if he has not received a benefit. No intelligent druggist, who is reading the well-edited pharmacy journal and thus keeping abreast of the times, can fail to discover the great good received each year from

being in touch with our National associations. The N. A. R. D. is fully alive to the real commercial interests of every member, whether it be the little retailer who needs a protecting arm, or the large and influential one who is able to take care of himself. And what is true of the N. A. R. D. in a commercial way can equally well be emphasized in a professional and ethical sense respecting the A. Ph. A.

Another strong point in favor of association membership is the fraternal education. We find the lack of this to be a weakness among a majority of retail druggists and exemplified in the petty jealousies in our local associations. This lack of fraternal spirit, or charity for one's neighbor, has been one of our worst enemies and the greatest obstacle to shorter hours, Sunday clos-



M. A. Jones

ing and other progressive movements. If we would be live, up-to-the-minute druggists, we must have this association spirit. If we don't mix with others and compare notes with men having greater capacities than ourselves, it will be the old story of trying to lift ourselves by our own boot-straps, and we shall never rise above our own little planes. I wish that, by mental telepathy or wireless telegraphy, or call it what you will, I might say something to-day to every druggist that would compel him to send in his application, and incidentally his two dollars, before the good ship Herpicide takes us up "the creek."

The druggist is oppressed from every side. The mail-order house, the department store, the itinerant vender, the lawmaker, the physician's

supply house all are taking a bite from his pie. With a membership of one thousand or more, and the fee of two dollars from each one coming into the treasury, we should be a power to be reckoned with.

Gentlemen, I am an optimist. I believe there is to be an awakening in our ranks. Our membership has increased this year. We have a pure drug law, a prohibitive cocaine act and an improved standard in our pharmacy law. These are all unmistakable signs of progress. But there is much ahead to be accomplished. Let us not become indifferent. To avoid this state of lethargy will be one of our hardest tasks.

In conclusion, I wish to say that I have a strong faith in the loyalty and fidelity of the retail druggists of the Wolverine State and I do not believe they will allow their interests in our Association to lag or its activities to cease for want of support. As my acquaintance in the Association has grown, I have more and more been impressed with the high moral and business principles of its members. I am proud that I am a Michigan druggist and a member of the M. S. P. A.

I have endeavored to administer the obligations of the office from my standpoint of right rather than from that of doing the things that might add to my popularity. "To err," however, "is human," and undoubtedly many times during the past year I have proven my right to membership in the Genus Homo. But, believe me, the small part I have played in this year's activities has been solely with the one object of bettering our condition as retail druggists and keeping ever before us the royal banner of the M. S. P. A.

After the making of some announcements and the appointment of committees, Secretary E. E. Calkins presented his annual report as follows:

The year just past has been a busy one for your Secretary, there being few days when some correspondence was not required and many days when practically all his available time was needed.

He planned to publish and mail the proceedings within a month from the date of adjournment, but the printer made it two months. If anyone is inclined to criticize because of faulty proof reading, I might explain that a good part of the proof was read on board a boat headed for



## Brilliant Gas Lamp Co.

Manufacturers of the famous Brilliant Gas Lamps and Climax and other Gasoline Lighting Systems. Write for estimates or catalog M-T.

42 State St. Chicago, Ill.



## "State Seal" Brand Vinegar

Just a word about its quality, it is par-excellence. For Pickling and Preserving it will do anything that Cider Vinegar will do, and its excellent flavor makes it superior for the Table. Mr. Grocer, it will

pay you to investigate. Ask your jobber.

Oakland Vinegar & Pickle Co., Saginaw, Mich.



Mackinac and the surroundings did not encourage serious work.

Later in the fall, letters were addressed to members asking them to solicit additions to our memberships. The results were very disappointing in that very few sent in applications, but the work was not without results because many members sent in their own dues instead.

As a member of the Legislative Committee, the Secretary has had much to do. Because the other members of the Committee worked without salary, he felt it incumbent upon him to assume as much of the burden as possible. He has made more trips to Lansing and written more letters than any other member. Much time and postage were devoted to securing sufficient pressure upon members of the Legislature to pass the vendors' bill and, as a result, every member of the house "heard from home," but a member of the House succeeded in killing the bill. So much correspondence was required by legislative work that the plan proposed last year by Mr. Knox for the increase of our membership was not tried out until this spring. Applications came in reply to both letters and I believe that the plan may well be worked again next year.

It is necessary to send out three sets of statements in order to collect our annual dues and we still have many members who are delinquent, but not as many as last year.

I wish to voice my appreciation of the work of our auxiliary, the Michigan Pharmaceutical Travelers' Association. The officers and members of that organization, and especially the President, Dr. Knapp, have devoted much time, thought and energy to make this meeting a success and the results are evident to you all or will be, before we adjourn.

I have to report the following deaths from our memberships:

James A. Bassett, Ypsilanti. Died Jan. 11, 1909.

Dr. G. S. Darling, Tawas City. Died Oct. 26, 1908.

Wm. Dupont, Detroit. Died Sept. 16, 1908.

Dr. T. O. Gates, East Tawas. Died Feb. 15, 1909.

W. F. Hessler, Rockford.

Charles C. Hinchman, Detroit. Died Dec. 7, 1908.

George A. McMaster, Burlington. Died April 26, 1908.

The following have resigned: Geo. Gundrum, Henry Kephart, E. F. Phillips, Chas. R. Horton, Percy S. Peck, and Wm. W. Todd.

I would suggest that the first three be made honorary members. They were charter members of this Association and have withdrawn because of advancing age or other business interests.

Twenty have been dropped for non-payment of dues or because they could not be reached by mail. This leaves our membership as follows:

Members paid in full ..... 183  
Members one year in arrears .... 46  
Members two years in arrears .. 31  
Members three years in arrears.. 12

Total ..... 272

To this may be added the names of those who have applied for membership since last meeting (55 up to June 19.)

The cash receipts have been as follows:

From advertising ..... \$303.19  
From dues ..... 621.00

Total ..... \$924.19

Of which \$850 has been paid to the Treasurer at different times and the balance is in my hands, \$74.19.

Vouchers have been drawn on the Treasurer to the amount of \$941.91, leaving a balance with him of \$450.61, which, added to the amount in my hands, makes \$524.80, compared with \$542.52 last year.

This is a good showing, consider-

ing the extra expense of legislative work.

The Secretary wishes to thank the members for their co-operation during the past year.

Reports of the various committees were then received, after which a paper was read by John Helfman, of Detroit, on the subject of Some Business Suggestions.

### How One Merchant Holds Up His Sales.

Written for the Tradesman.

"I have frequently been asked by traveling salesmen who visit our town and, when I have been in Grand Rapids or some other large city, by jobbers or manufacturers what I do in the way of advertising," said one of the visiting merchants week before last. "And," he went on, "when I tell them that I spend in cash less than \$200 a year, the invariable comment that follows is, in effect, that I ought to spend at least twice that amount."

The gentleman smiled as he recalled the advice and resumed: "I run a general store—department stores I believe they call them in the city—and my business this year in cash taken over my counter will come mighty close to \$65,000. I am ten miles from the nearest newspaper office and such money as I put into newspaper advertising goes to the leading two papers in our county. I have been now nearly eighteen years building up the trade I have, and I know from my personal acquaintance in our county that I have the best trade in the county. And, knowing what I do of my territory, I know that continuous advertising each week in every paper in the county wouldn't make 5 per cent. difference in my trade."

"How can you be cock sure of that until you have tried it?" was asked.

"Because I have tried it and, more than that, I am getting all the trade the population will give me now. The first two years I was in business I spent a thousand dollars on newspapers, circular letters, signs on fences, and so on, and I credit that amount to experience. Nowadays I split about \$200 between the two papers, half in the early spring and half in the fall."

Informed that \$200 a year was a pretty small advertising account for a business of \$65,000 a year, the gentleman reminded his interviewer that he had qualified his annual appropriation for advertising by the term "cash" and added: "You must not think I am opposed to advertising. No, sir; but I have my own natural system and I dare say it costs me close on to \$1,500 a year. I make it a point to call upon every one of my regular customers at least once a year; call on each one at his own home. It is nothing at all for me to make eight or ten such calls—some fifteen or twenty minutes in length and some half an hour or an hour once in awhile. Many a day each year I start out at 7 in the morning and do not get home until 9 or 10 o'clock in the evening. Then I have two circuits which I cover once each year, and each one takes me two days to finish. Of course, my cus-

tomers in town and those who live within three or four miles of town I see frequently, but I never fail to make a real call on them once a year."

"And you call that advertising?" was asked.

"Yes, that's what I call it. It keeps me acquainted with my people and their homes and then, too, I handle a lot of produce in that way, buying as I go and selling to you people in the large cities. In fact, I make nearly as much money handling produce in that way as I do selling merchandise at retail."

"Ah, I see. Then really you don't spend a cent except the \$200 'cash' for advertising?" observed the interviewer.

"That's about the size of it," said the merchant.

"Do you think continuous advertising of your business could be done adequately for \$500 'cash' a year?" was asked.

"Yes, indeed," was the response.

"Would such advertising make a difference of 5 per cent. in your annual sales?"

"Maybe. It might."

"If I spend \$300 next year and you put up \$200 to make the \$500 'cash,' and if I write all the advertisements and look after the advertising entirely; if I do all these things and your business increases 15 per cent. the first year, will you give me \$1,170 as my share of the profits?"

"How do you make that out?" asked the merchant.

"If your \$65,000 of business increases 15 per cent. it means that the increase will amount to \$9,750, which, assuming that your profit is at least 20 per cent.—and you surely make that—would net \$1,950, and three-fifths of that profit, my share, would amount to \$1,170. See?"

"Yes, I see, but I guess I don't want to go into any such dicker today," was the answer.

But it is dollars to doughnuts that our friend will largely increase his advertising appropriation for the coming year, and that he will spend every cent. of it in his local newspapers.

Chas. S. Hathaway.

### Putting It Politely.

"What does a woman mean when she says her husband is temperamental?"

"As a rule," said Miss Cayenne, "she means that he would rather argue than work."

### That Wheezy Sound.

"Say," enquired the boy next door of the little girl whose father suffered from asthma, "what makes your father wheeze so?"

"I guess it's one of his inside organs playing!"

### The Thirty-Second Passenger.

The thirty-second passenger boarded the street car and paid his fare. When the conductor rang up this fare the new passenger peered up at the fare register a moment, then turned to the man next him:

"Did ye see phat he did?"

"No, what?"

"Oi gave him a nickel an' he rang up thirty-two cints!"

### What He Did Know.

"Who was it that said 'Hitch your wagon to a star?' queried the leading lady.

"I don't know," answered the theatrical manager sadly. "But I do know that my wagon seems to have been hitched to a falling star."

### Told Him His Place.

Bronson—I thought you owned your house.

Woodson—So did I, but I had an argument with our cook last night, and I'm better informed this morning.

It is a kind of wisdom to despise what you can not have



Mail orders to W. F. McLAUGHLIN & CO., Chicago

**DON'T FAIL**  
To send for catalog showing our line of  
**PEANUT ROASTERS,  
CORN POPPERS, &c.**  
**LIBERAL TERMS.**

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

### H. LEONARD & SONS

Wholesalers and Manufacturers' Agents

Crockery, Glassware, China  
Gasoline Stoves, Refrigerators  
Fancy Goods and Toys

GRAND RAPIDS, MICHIGAN

### FLOWERS

Dealers in surrounding towns will profit by dealing with

Wealthy Avenue Floral Co.

891 Wealthy Ave. Grand Rapids, Mich.

### 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

### 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.



## SUMMER RESORT GUESTS.

## They Steered Clear of Hard Luck Cottage.

Written for the Tradesman.

Perhaps you will think that Worth didn't do as he would have been done by. You may think he should have treated his friends with a little more consideration. If you take this view of the matter you may as well put this bit of history aside right now, for you will take no comfort in reading it. Under similar conditions, Worth would do the same thing right over again, and I believe that he would be justified in his actions.

When a man pays out his good money for a lot of blue sky, and heaving waves, and green branches dashing against the atmosphere, and pebbly beach, and lush grass, and pine-scented dawns, he likes to take comfort in them, and not be annoyed by visitors who make his home look like a railroad eating house, lunches served free at all hours, and spill your bread and butter on the floor if you want to. What's the use of buying all the aforesaid adjuncts to a golden season by the sad waves if your acquaintances come in and mix up with the scenery until you want to invite them away with an ax?

Worth stood this rush of guests for one long, hair-pulling season. That was last year. This year he went down to the beach loaded for bear. If his customers wanted to step in and say hello on a Saturday after-noon or a Sunday, that was all right, continuous performance through the week. The families that wanted to stay for three or four days gave him so many pains in different portions of his anatomy that Mrs. Worth began to listen for his roar the minute he left the train.

"I'll fix 'em good!" shouted the grocer, one evening when he came home and found the wife and six children of Schuyler K. D. Cooper nestled down in his cottage for a week. "Old Cooper never sees me in the city! He'd walk half a mile to spend a nickel with some other grocer! I'll show 'em!"

"Hush!" whispered Mrs. Worth, pointing to the thin partition between the sitting room and the best bed room. "She'll hear you! She's in there trying to get little Bobby to sleep. He hurt his head quite badly when the hammock broke down with the seven of them swinging in it."

"Broke the hammock, did they?" roared Worth. "I'll show 'em!"

"Now," pleaded the wife, "don't do anything rash."

"Oh, no!" replied Worth, in a whisper, his eyes glaring. "I wouldn't do anything rash! I'll feed 'em on ice cream, and fifteen-cent cigars, and let old Cooper run in another gold poker deck on me, and bring a moving picture show down here to amuse 'em. Then, perhaps, they'll be good and go away! They'll remain away so unanimously that we'll have to pile 'em up four deep in the sleeping rooms."

"I wouldn't like to have you do

anything that would make talk," said the wife, who knew hubby like a book. All the next day she went about her work with a chuckle in her throat. She felt like a person sitting before a theater curtain without a theater programme. She knew there was going to be something doing in the comedy line, but she didn't know what form it would take.

When Worth came down from the city that night he brought a long, thin package all tied up in heavy paper. After dinner, during which little Gertrude Cooper had spread a strawberry shortcake over the tablecloth and over wifey's new white dress, he took off the wrappings and displayed a large gilt sign reading thus:

## HARD LUCK COTTAGE,

Misfortune's Headquarters.

"I hope," said Mrs. Worth, "that you're not going to put that up here. It is too ridiculous for anything, and looks to me like tempting Providence."

"Of course not," howled Worth. "I wouldn't do such a thing as put that gold sign up over the door. What I had this made for is to use as bait. Or we might fry it on Sunday and feed it to our star boarders."

Then he brought hammer and nails and stuck it up in a conspicuous place on the high forehead of the front porch, where those far out on the lake could see and wonder at it. Cooper had a good laugh over it when he came down on a late train and mused up the cottage getting a midnight lunch for himself. Cooper usually had his appetite with him, and it was a chilly day when he wouldn't butt into almost anything to feed himself.

"You've got an attractive sign out there," he called to Worth, through the thin partition. "All you need now is some of your stock of misfortune to put in the display windows. Pretty good, that? Hey?"

Worth said it was a good joke, the best he had ever heard, and said he'd find something that would fit into the display windows in time. When Cooper bounded out of bed in the morning he landed in a slather of broken glass which lay in a glistening heap on the floor of his bedroom. He hopped up and down for a time, and circled into the air like a fish on a line, and presently came down on the three-eighth partition which connected with the pantry where the provisions were kept.

"That's too bad!" consoled Worth, as Cooper limped out to breakfast. "It seems that one of the little ones smashed a bottle of something there and neglected to sweep up the broken glass. I don't know what was in the bottle, so the chances are that you'll have to see a surgeon when you get to the city. It may lead to a case of blood-poisoning. I'm sorry, for I wanted you to go on a tramp with me this morning."

"I guess I'll stay here to-day!" snarled Cooper.

"Now that's unfortunate, too," sympathized Worth, "but the fact is that we have hardly a thing to eat in the house. When you dropped over on



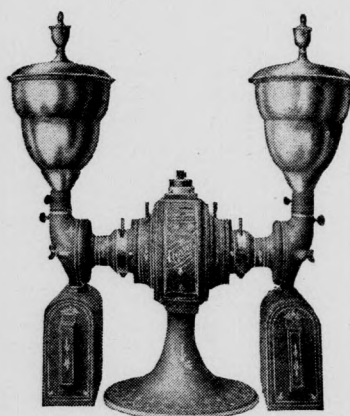
# Are YOU "Wise"

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

## Dwinnell-Wright Company

Principal Coffee Roasters, Boston and Chicago

## What Mr. Kramer Says



The Best Mill in the World  
At the Least Cost to You

C. J. Kramer of Little Rock, Ark., former President of the National Association of Retail Grocers, is the owner of a ROYAL electric coffee mill. He says:

"We would not part with our mill for double its value. Have seen a great many coffee mills, but I have not come across one that gives the service the ROYAL does, and I do not see how any well-regulated store can do business without a ROYAL."

The steel knives that cut the coffee, the self-cleaning attachment and the flawless construction of ROYAL mills have won them first place everywhere.

ROYAL mills are sold on easy monthly payments.

Write to-day for a free copy of our latest catalog.

### THE A. J. DEER COMPANY

846 West Street

Hornell, N. Y.



the partition you spilled kerosene in the coffee, and the cat got in and stole the meat last night, and the eggs fell off the shelf and came to a finish on the oil stove. I can't do a thing in the morning until I have a cup of coffee, so if you'll get on your shoes we'll make a hike for the train."

"Why, John," said Mrs. Worth, "why can't you send down to the store and order what we need? It will never answer for poor Mr. Cooper to trudge off to the city without any breakfast. I'm so sorry this thing happened."

"Well," grinned Worth, "you've got me down to cases, and I'll fess up. I have just fifteen cents in my pocket, and that merchant down there would give a hundred dollars for a chance to turn me down. Besides, Cooper seems to be in great pain, and it seems to me that he ought to connect with a doctor. I know a man who lost his leg from a little cut made by a fragment of a glass bottle. I'm afraid it is serious."

Mrs. Cooper came in with her six children clinging to her skirts and wanted to know where she could get a bit of milk for the baby. And Bobby was crying for his breakfast, and Charley wanted the key of the boat so he could go out and fish.

"Why," replied Mrs. Worth, "I'm sorry, but the cat that stole the meat got her nose in the milk jar, and there's no place to buy any more at this time of day. Now, John, if you'll go back there and light up the gasoline stove I'll see if I can't get up a little something for the children. I'm awfully sorry everything goes so!"

"Do you think I was having a bad dream when I put out that sign?" grumbled Worth, on his way to the gasoline stove. In a moment they heard him calling back:

"Say! Say, Mary! Where's your gasoline?"

Mary said it was there in that red can.

"The only thing there is in the red can," howled Worth, "is tainted air. And here's a hole in the can! Now, how do you suppose that got there?"

"Oh, dear!" sighed Mary "If the gasoline is all spilled out there's no hope for breakfast, for John won't let me buy a thing of the dealer down at the pier."

"Say! Say, Mary!" shouted Worth, from the back shed. "If there's been five gallons of gasoline meandering about this domicile, perhaps you'd better see if there's anything here that doesn't smell like a motor race. I thought the bread and the flour looked a little mushy this morning."

Mrs. Worth went into the pantry and the closets.

"Well," she said, "there's just one thing to do, and that is to go back to the city at once. Everything in the house, including the bedding, is soaked with gasoline, and it won't be safe to light a match here for a week."

"Oh, that's too bad," spluttered Mrs. Cooper. "I had counted on having such a lovely time down here. Mr. Cooper, will you go out and see where Edward and Harold are? I

heard them saying something about taking a ride in the boat."

"You did?" roared Worth. "Then we'd better get down to the life-savers as soon as the good Lord will let us, for the bottom of that boat is all open like a sieve. I was going to get it patched up to-day."

Cooper ran out on the beach and shaded his eyes with his hand. John was close behind him.

"There they are!" cried Worth, presently. "They are about a mile out, and the boat appears to be sinking. Run for the station, Cooper! Perhaps if you hop along you won't hurt your foot."

Cooper hot-footed for the life-savers and Worth fell down on the sand to hide the wicked mirth that was bubbling inside of him. You could take the whole bottom out of that boat and it wouldn't sink. Then Mrs. Cooper came running down to the beach.

"Say! Say, Mrs. Cooper!" shouted Worth. "I hope you didn't put the baby down by that little grassy knoll where you were standing. I noticed a couple of snakes there yesterday and the ants are bad this year. We'll get the boys out all right!"

"Now, Cyrus," said Mrs. Cooper, when Cooper came back with the boys, all looking as if they had been stored for a week in a city stand-pipe. "you've just got to get us over to the hotel until we can get in shape to travel to the city. I'm just faint from hunger, and the baby is dying for a drop of milk."

So Cooper got his seven over to the hotel, growling at Worth all the way, and they got to the city in time for luncheon. When Mrs. Worth came back to the cottage John was lugging the sugar and coffee, and the bread and the gasoline, and the milk and the meat out of the cache where he had placed them. Then he moved out in front.

"I guess," he said, looking up at the sign, "we won't have to put any of our stock in trade into the display windows. We'll leave the sign out, and Cooper will fix it so we won't have any more steady boarders this summer."

"I just believe they suspect something," said Mary.

"Oh, you do?" replied John. "What do you expect? Think a house would have to fall on Cooper before he would take a tumble? Well, we won't have them here again this year, and you get the trap set in case any one else should drop down on this shack."

"I think it a shame!" replied Mary.

"When I go into the hotel business," said Worth, "I'll have a clerk with a diamond as large as a base ball and a cash register in the front office."

Alfred B. Tozer.

#### Big Difference.

Jiggs—When Henpeck died his wife gave him an \$800 funeral.

Jaggs—That shows the inconsistency of women.

Jiggs—How so?

Jaggs—When he was alive she always made him look like 30 cents.

VOIGT'S

## Any Grocer Any Clerk

You, Mr. Man, have an opportunity to make good when your customer begins kicking about the quality of "her" kind of flour.

Don't try to patch the matter up, don't offer another inferior article, simply tell her that you carry one brand that you know is right, and it's "Crescent" flour.

If you'll do that our experts will see that the lady is really pleased and that you'll receive no more complaints from her, but instead thanks for your recommendation.

VOIGT MILLING CO.  
Grand Rapids, Mich.

CRESCENT

## Are You Getting Your Share of the flour business?

Is your brand of flour only "Just good enough" the for ordinary trade requirements?

## Fanchon

"The Flour of Quality"

costs more; but every sack carries with it the certainty of a satisfied customer.

Judson Grocer Co.

Distributors

Grand Rapids, Mich.

## What we are doing for YOU

### Advertising SHREDDED WHEAT

In daily newspapers in 200 cities,

In special preferred positions in eighty-two magazines,

In twenty back covers of illustrated weeklies,

In street cars in sixteen large cities,

Operating four miniature factories showing process of making

Shredded Wheat Biscuit and Triscuit,

Maintaining three lecturers with stereopticon lantern outfits,

Distributing 16,000,000 "sample" Shredded Wheat Biscuits,

Distributing millions of folders, booklets and cook books.

We are doing all this to make business for

## YOU

What are you doing to push the sale of the cleanest, purest, most nourishing cereal food in the world?

THE SHREDDED WHEAT CO., NIAGARA FALLS, N. Y.





### Elaborate Lingerie Gowns Much in Favor.

New York, June 21—The last few days of warm weather—so long expected—have certainly brought out some very summerlike and festive-looking hats and gowns. All the more pleasing to the eye because their appearance has been somewhat retarded owing to cloudy skies and cold winds.

However, nothing startlingly new has appeared in the line of costumes, most women having already had their summer frocks in readiness for a month or two, only waiting for chances to wear them.

White will be worn more this summer—that is, pure white—rather more than a year ago at this season—the all-white costume promising to be the very “properest” thing for mid-summer wear.

There is, first, the simple little morning gown, made of white lawn, dimity or cross-barred muslin, daintily but plainly made in order to keep the laundry bill down.

These white morning gowns are made like the regulation shirt-waist suits, but joined together to form a one-piece dress, and for young women or youthful looking old women the Dutch neck and elbow, or three-quarter sleeve, is recommended, while any of the pretty imitation laces make pretty trimming.

A white gown on this order is always proper for morning wear at any summer resort or while visiting.

If a hat is required with these dresses one's wide-brimmed black sailor, or almost any chapeau which is not too dressy, is perfectly au fait; also white canvas ties and white stockings should be worn.

White shoes, by the way, are really the most comfortable and economical for country or seaside wear during informal hours of the day, being made as good as new by the use of the ever-valuable white cleaning powders used for that purpose.

For afternoon—walking, driving or calling—the white linen or rep tailor-made suit, braided profusely with narrow soutache, makes an effective costume. Sometimes they consist of a one-piece gown, with coat to match, or again a smartly cut skirt and an elaborate lingerie waist and a jaunty coat matching the skirt. Of course all this is a matter of taste.

These costumes are topped off by big all-white hats of chip or neapolitan straw, trimmed with mammoth bows or bunches of ribbon only; or, again, almost any kind of feather or flower makes an acceptable garniture.

Then, too, elaborate lingerie gowns are worn for afternoon calling or receptions, luncheons, etc., and with them are worn the always useful and becoming lace coats, either with or without sleeves, but by all means long and graceful in lines.

With such costumes a lingerie hat seems to be just the last necessary touch, not forgetting, of course, a pretty and effective white parasol.

For evening wear almost any kind of white gown, made low neck and short sleeves, is always charming and attractive.

Continuing the subject of white, the new white evening wraps and capes are surely the very prettiest and most alluring of all—and really do not soil any quicker than the light-colored ones.

From evening gowns to negligees seems a wide jump, but just now most women are thinking of cool, lounging costumes to be worn in their rooms when visiting or about their own houses when at home.

The white negligee gown may be made of wash silk or fine white dotted muslin, and one of the prettiest styles is fashioned in empire effect, wide embroidered beading forming the short-waisted effect—short baby sleeves and round necks adding to the picture.

These gowns, of course, are also made up in colored goods, preferably quaint flowered muslins or silks, and it is easy to see are really susceptible of being made to look very picturesque and dainty, for the fastidious woman wishes to look as attractive while lounging as at any other time of the day or evening.

Elizabeth Norton.

### Next Best.

A certain young minister in Philadelphia, recently ordained, is still very nervous, and sometimes his remarks do not convey exactly the meaning he intended. A few Sundays ago he rose, fumbled with the papers on his desk, blushed and then said:

“My friends—I, I am sorry to say that I have lost the notes for my sermon, and I therefore can not deliver it. I will have to do the next best thing, therefore, and read a few.”

### The Lesser Expense.

“I’ve bet him five dollars he can’t get a new hat in town that will fit him.”

“Why, man, you’re sure to lose.”

“I don’t care, I’ll lose my business if he comes here any more in that old one.”

# It's a New One



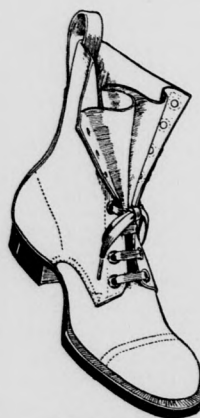
Our line of hose supporters now includes the Taylor's Form Reducer at \$2.25 per dozen. It is a good seller.

Look us over when in need of garters, arm bands and hose supporters. We offer some good values to sell at popular prices.

## Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan



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

## Your Shoe Men Know Good Salesmanship

Is often capable of putting any kind of shoes on a customer, but your profit on a single pair is not enough to pay for the loss of any person's year in and year out trade.

Then figure it up in your mind what it will be worth to you to handle a line of shoes that has gone steadily ahead until it leads the procession for wear and, every day after the customer leaves your store, satisfactory service.

There are a lot of points about “H. B. Hard Pans” that pull—that the other fellows don't put in—and they are even better than ever this season.

Just like our H. B. Hard Pan Shoes, our selling plan has greatly increased in value to the dealer—it's yours—and the extra profits—for the asking.

Herold-Bertsch Shoe Co.

Makers of the Original  
H. B. Hard Pans

Grand Rapids, Mich.





**"Old Man" Problem for Young Man.**

Young men, middle aged men, and old men have been interested alike in the problem of the "old man" in business. That specific complaint of the old man is that he is not wanted. Modern business admits the fact. But young men and men in the prime of their lives must grow old. What are the young men and the men of middle age going to do about it?

It is not likely that in any near future the methods of modern business will so change that the old man, *per se*, will be more in demand than he is now. Economic philosophies are to the effect that in general the man who has grown old ought to have a competence upon which to retire. Cold, hard facts that are indisputable show how impossible this is.

"What did you do with your money?" is the implied question turned upon the old man who must have something to do in order to live.

"Why, I never had any money in my life," may be the answer of that honest, earnest, capable, best man that ever worked hard all his life, honestly and earnestly.

Money too often is the mark of dishonesty and unfaithfulness in individuals who have most of it. Crookedness fails, often; but too often it succeeds, and as a rule success is not questioned. Failures must submit to the interrogations and the cross-examinations and the measurements, and the sharpest, closest of all such inquisitions is that imposed upon the old man.

But the present bearing of the old man problem is upon the young man. What can the young man do to anticipate that old age condition when he may be in the "not wanted" class? He must anticipate age. Why not anticipate the condition which has come upon so many old men in the past?

"What is that work in which I may work longest without the infliction of the age penalty?" may be a live question for this potential old man of the future.

Not every man under present conditions has a free, open choice of his life's work. Too often he may have to accept that next best thing, or even accept something which is fourth or seventh place from his talents and his ambitions. He must make a living in the world. By that universal decree and implied obligation of nature he is entitled to family life. And family life brings larger obligations.

What can he do to conserve himself and his talents and powers and energy which in the end ought to promise him a competence for his old age?

Probably in the vast majority of cases where earnest, honest men have worked at a chosen work that old age problem is met if, until the end, the worker is privileged to work. To die in the harness is by thousands considered an ideal ending of an ideal life. Accumulated money and idle ease have shortened thousands of lives at the expense of contentment. For this type of man it is a certainty that ability and opportunity to work until the end must satisfy. What,

then, shall the young man choose—if he can—promising him that longest independent usefulness?

To answer the question for himself naturally depends upon the individual and the thousand and one characteristics and tastes and equipments of the man for the work which he may choose. A young man may have that sole desire to become a locomotive engineer, for example. He has the physical frame to more than stand the test of fireman apprenticeship. He may have the nerve and judgment and sobriety and sanity for the ideal man in the locomotive cab. But what if his eyesight is bad and the chances are that it may grow worse? Could the young man do a more foolish thing than to persist in his intentions to run a locomotive? Failing eyesight is that greatest of all bugbears of the locomotive engineer, growing old in the service. Every other qualification may be left him, but failing of the eye test he must step down and out.

There are trades which in their nature promise short working lives to the man choosing them, or forced into them by circumstances. Some of these trades poison, some of them almost certainly maim, if they do not kill. Modern legislation has done much to minimize this, yet still there are the occupations emphasized for their high death rates. That average worker may be reconciled to the facts, but the condition remains with deference to old age.

That one fact confronting the young worker wherever he may be and at whatever work is the necessity of conserving his energies, talents and working forces generally. They are his working capital. If he earns no more than \$1,000 a year, this is 6 per cent. interest on \$16,650 of personified capital. Can the young man afford not to conserve this capital? Can he afford to waste it?

Surely the young man would not wittingly impair this capital were it in the form of invested funds. Even more, why should he not care for it and watch it and conserve it when this working capital is indissolubly involved in his whole character, personality and being?

Yet every day in the great cities no keen observer is needed to see thousands of young men risking their whole future in actions that can be only ruinous to them. Not all these actions are positive. The negative stand may be as menacing in a hundred ways. The working capital is working capital, not idling, careless, time serving routine, with dissipation sandwiched between in the off hours from duty. But even work itself may be blind work. It may be honest work, with only the next pay day in the mind of the worker. Or it may be clear eyed, conscientious work that involves a future more than it contemplates the results of yesterday or of last year.

Last year's accomplishment to this wiser man serves only as a mark for comparisons. "Am I a better worker than I was last year?" is the specific question which it should inspire. "Why am I not better?" is the

further question which may need following up and forcing a definite answer. Your working capital has been impaired if you are forced to answer this second query. What has done the mischief? Your employer, making such a discovery as to his working capital, probably would employ an expert accountant firm to show him the source of such a damage.

What are you going to do about your own case? John A. Howland.

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

In the matter of Anthony B. Zierleyn, bankrupt, notice is hereby given that the stock of merchandise, consisting of jewelry, silverware and other articles usually kept in a jewelry store, together with store furniture and fixtures and book accounts belonging to said bankrupt, will be offered by me for sale at public auction to the highest bidder, according to the order of said court, on Saturday, the 26th day of June, 1909, at 10 a. m., at the store building lately occupied by said bankrupt, 85 Monroe street, Grand Rapids, Mich. The sale will be subject to confirmation by the court. All of said property is now in said store, and the inventory and appraisal thereof may be seen at the office of Hon. Kirk E. Wicks, referee in bankruptcy, 212 Houseman building, Grand Rapids, Mich., or at the office of the receiver, 103 N. Ottawa street, Grand Rapids, Mich.

James B. McInnes, Receiver.  
Peter Doran,  
Attorney for Receiver.

**Both Look Suspicious.**

"Mose, what is the difference between a bucket of milk in a rain storm and a conversation between two confidence men?"

"Say, boss, dat nut am too hard to crack; I'se gwine to give it up."

"Well, Mose, one is a thinning scheme and the other is a skinning theme."

**MAYER Honorbilt**

Shoes are Popular

## Ideal Shirts

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

**Chambrays  
Drills  
Sateens  
Silkeline  
Percales  
Bedford Cords  
Madras  
Pajama Cloth**

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

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

Write us for samples.

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

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.

## Becker, Mayer & Co.

Chicago

LITTLE FELLOWS'

AND

YOUNG MEN'S CLOTHES

## P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

Mail orders given prompt attention

During summer we close at 1 P. M. Saturdays





### Why the Mileage Book Bill Was Defeated.

Lapeer, June 22—Replying to your enquiry of June 21, making enquiry as to the Railway Commission bill and the Cramton bill providing for 500 mile mileage books, I am pleased to advise that the Commission bill, with every amendment which the experience of the Department has suggested should be made, was passed by the last Legislature and will stand, when it becomes effective, as one of the most complete statutes with which any Commission is clothed with power in this country. The railroads naturally objected to several of the amendments which the Commission desired made, but the Legislature very kindly accepted all of them, the effective date for the same being September 2.

The history of the mileage book is briefly as follows: The bill introduced by me in the House, requiring interchangeable and transferable mileage books for ten and twenty dollars flat, for 500 and 1,000 miles respectively, was passed by the House. A bill proposed by the representatives of the railroads imposing a penalty of 10 cents extra where fare was paid on trains and whose passage was earnestly requested by three conductors claiming to represent the conductors' union was killed by the House. When the mileage book bill reached the Senate an opinion was asked of the Attorney General, who decided that it was unconstitutional on the ground that one railroad corporation could not be made responsible for the debts of another. In other words, that one railroad company could not be forced to redeem the mileage books or mileage torn therefrom of any other company which might, under certain conditions, become financially embarrassed. It was determined by the friends of the measure, after full consultation with legal authorities, that if the 10 cent penalty charge were attached to the mileage book bill that it would be best to postpone action on the measure until the next Legislature. The Senate passed the mileage book bill, making a rider thereon of the 10 cent penalty bill, but when the same was returned to the House, in view of their previous position taken with the penalty bill, they killed this bill, therefore we are without any mileage book of that character.

Previous to the presentation of the Cramton bill in the House, the Michigan Railroad Commission tried to have the several railroad companies issue such a book, but they refused. Directly after the presenta-

tion of my bill, one of the principal lines of the State expressed a willingness to issue such books on its own account over its own line only; but, hoping that we might be able to get a transferable and interchangeable book, no action was taken in regard to that proposition. If the Commission can now induce some of the larger lines to issue such transportation over their own roads, it might eventually end in all the roads adopting the same mileage and gradually they would become interchangeable. Louis C. Cramton.

### Tell a New Story and Do Not Repeat.

Written for the Tradesman.

Better say a few things and have the same remembered than to say many things and have none remembered.

Suppose a woman were to stop at your door, look in and you were to say, "Here is a first-class corn—small grains—well cooked—will you buy some?" But as you said nothing more she passed on.

And if the next day the same woman were to glance in your door and you said, "Here is a first class corn—small grains—well cooked—will you buy some?" and again said nothing more, so again she passed on.

And if the third day the same were repeated and again the fourth day, and so on for three weeks or a month, it would get monotonous, wouldn't it? The woman would not think much about your corn, your store or yourself, or anything that you had to sell in your store.

Now this is exactly what is happening, only with the personal element removed, when day after day and week after week you run the same advertisement in your local paper or keep the same display in your windows.

The window display and this newspaper advertisement are the one sentence you can say to the average woman who favors your business with the interest of a passing glance.

Results count.

Change your displays often, change your advertisements oftener.

Let me say a few things you have often heard before. Lest me give some old truths a practical turn:

Advertising pays. Advertising is salesmanship. Advertising costs. It is like any other form of salesmanship, you do not get it free—not very often. Now, just as you want to hire the best salesman and clerk and get the best service out of them that your money entitles you to, so you want the best value out of every dollar you spend for publicity.

On that point we are all agreed.

It is often said that the three fundamental principles of advertising are: First, to attract attention; second, interest, and third, to create desire and close the sale.

That last sounds good. It is what we are all after—results—for results count.

But all three advertising principles must be kept in mind. Those things are the fundamentals in preparing "copy." Remember this and half your problem is solved.

Attract attention. Interest. Create desire and close the sale.

Now, as briefly as possible I want to touch on a few detail points.

The business end: Your rent and taxes cost you a certain percentage of yearly sales. Your clerk hire and your own time charged against the business cost you a certain percentage. Put your advertising on the same business basis. Experiment a little, then settle on the percentage of yearly gross sales you can invest for publicity. Take a certain percentage each month or for the year, have a page in your ledger for this and then charge up against it every cent you pay out for advertising. Draw the line when the charges exceed your credit percentage, but do not charge up to this your donations to the church fair, the oyster supper, Aid Society, etc. Charge that to general expense. That is not advertising.

Be fair with your business and yourself and increase your advertising when you are not up or near the set mark.

Business conditions may vary by months or seasons, thus causing a varying percentage for those months or seasons.

I would be only too glad to name some definite figure for you to go by, but this must be settled individually.

Make it 1 or 2 or 5 per cent. or even higher, but stick to it. Do not expect the particular articles you talk about to stand all the expense—they can't do it. W. H. Myers.

### Mark Twain on Books.

A young girl once asked Mark Twain if he liked books for Christmas gifts. "Well, that depends," drawled the great humorist. "If a book has a leather cover, it is really valuable as a razor strop. If it is a brief, concise work, such as the French

write, it is useful to put under the short leg of a wobbly table. An old-fashioned book with a clasp can't be beat as a missile to hurl at a dog; and a large book, like a geography, is as good as a piece of tin to nail over a broken pane of glass."

People who make history seldom know it in time to avoid the consequences.

If you go fishing and don't catch anything, just remember that

## Hotel Livingston Grand Rapids

has an exceptionally appetizing way of cooking FISH that someone else with better luck just caught.

## 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.

## G. J. Johnson Cigar Co.

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

## 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.

## Free Traffic Information

Kindly submit any question pertaining to any Freight Transportation subject in which you may be interested or a brief statement of the facts surrounding any Freight Claim, unpaid or declined, the present status of which is unsatisfactory to you and we will afford an immediate and practical illustration of the nature, value and scope of our traffic information and service.

By complying with this request you incur no expense and you do not obligate yourself to employ us in any capacity. We desire an opportunity to demonstrate our ability to handle traffic matters of every description and we hope same will be granted at once

Yours very truly,

EWING & ALEXANDER,

304-305 Board of Trade Bldg.  
Both Telephones 2811.

Grand Rapids, Michigan.



**Eight Death Benefit Claims Ordered Paid.**

Saginaw, June 22—An adjourned meeting of the Board of Directors of the Michigan Knights of the Grip was held here June 12.

Present—J. J. Frost, M. V. Foley, W. C. Wittliff, N. B. Jones, H. P. Goppelt, F. L. Day, A. A. Weeks and M. C. Empey.

The Secretary reported total receipts of \$2,808, being \$2,780 for the death benefit fund, \$21 for the general fund and \$7 for the honorary membership fund. The entire amount had been turned over to the Treasurer.

The Treasurer reported balances on hand in the various funds as follows:

Death benefit .....	\$3,641.80
Employment and relief ....	698.52
General .....	321.34
Promotion .....	46.00

Total .....

The following bills were presented and allowed and ordered paid:

J. D. Robinson .....	\$ 4.00
M. V. Foley (Salary) .....	140.00
J. C. Wittliff .....	56.16
J. C. Wittliff, Expense Board Meeting .....	6.52
W. B. Jones .....	7.32
A. A. Weeks .....	7.34
H. P. Goppelt .....	.75
F. L. Day .....	6.56
M. V. Foley .....	.75
J. J. Frost .....	5.58
M. V. Foley, Expense Account .....	2.54
W. J. McIntyre Co, Printing ..	21.75
F. J. Kelsey, Stationery .....	3.30
A. A. Weeks, Expense Advertising .....	10.00
M. V. Foley, Expense Dyer claim .....	2.00
M. V. Foley, for stamps .....	50.00
M. V. Foley, E. & R. ....	2.00

The following death claims were allowed and ordered paid:

James A. Bassett, Ypsilanti, Mich.  
Samuel H. Row, Lansing, Mich.  
Geo. C. Austin, Manistee, Mich.  
D. B. Thomas, Detroit, Mich.  
P. H. Carroll, Grand Rapids, Mich.  
Dorr F. Kinney, Bay City, Mich.  
F. S. McCurdy, Detroit, Mich.  
James Cook, Jackson, Mich.

Assessment No. 3 was called for August 1, to expire August 31.

The meeting then adjourned to meet at the same place, Sept. 4, 1909.  
M. V. Foley, Sec'y.

**Eleven Traveling Salesmen Reside at Bangor.**

There are few towns the size of Bangor who can boast as many traveling salesmen; in fact this place is a Mecca for that class of gentlemen. Some of them have moved here after securing a good position on the road, preferring it to any other town for a residence. Others have long been residents here and when their ability as salesmen had reached the outside world, they had obtained lucrative positions, which keep them away from home most of the time, but their families remain in the old town, and occasionally they come here and hang up their hat. We may have overlooked some in compiling this list, but doubtless a baker's dozen embraces all:

W. B. Edmonds has traveled for the New England Confectionery Co. for many years and commands a princely salary.

E. J. Edmonds gets his bread and butter from the same firm, can sell about as much sweet stuff as his dad, and can draw a good bunch of coin.

R. C. Paddock travels for the Olds Engine Co., of Lansing, and seems to be making good. When he started in the engine selling business he did not know a spark plug from an exhaust pipe, but being easy on education and understanding the eccentricities of farmers, he rapidly acquired the necessary knowledge about gasoline engines, and the firm won't let him off long enough to hoe his garden.

I. B. Sheldon is one of the old stand-bys of the International Harvester Co., and is one of their best men, having steady employment the year around.

Frank Overton has tried his hand at selling everything legitimate and never found anything he couldn't dispose of. He carries a pocket full of letters from various firms offering him jobs, so always has a good one. He is now traveling for the Handy Wagon Co. of Saginaw and makes a specialty of silos. He has a peculiar way of weaving a sort of magic spell around a farmer who has silo on the brain, and few if any ever get away.

George Slawson, who purchased a residence here about a year ago, is on the road for the Cable-Nelson Piano Co., and his travels take him over a wide territory.

E. W. Farris sells coffee for J. H. Bell & Co. of Chicago, and it is no small amount of their goods that he disposes of on every trip.

W. H. Goss recently accepted a position with the International Harvester Co., and likes his new employment. He always made good and always will.

A. C. Cross travels for the Bangor Cigar Co., and sells a large part of the output of this factory. He is a great judge of the weed and has no difficulty in finding plenty of retailers to push the various brands.

J. C. Merton is on the road all the time, but just what line of goods he sells we have not learned.

Last, but not least, is Mrs. Wester who sells fruit to the retail trade, and is away from Bangor about half the time.—Bangor Advance.

**Organization of New Company Completed.**

Cadillac, June 22—The organization of the Webber-Benson Co. has been completed by the election of the following officers:

President—Dr. B. H. McMullen.  
Vice-President and Treasurer—A. H. Webber.

Secretary—Dr. O. L. Ricker.  
Assistant—Miss Etta Stuckey.  
Manager—B. A. Benson.

The company is incorporated and capitalized at \$15,000, and will be known as The Quality Pharmacy. It will deal in drugs, books, stationery, pictures and wallpaper, having decided to cut out its jewelry business. It is the intention of the company to have all its business on the first floor of the block, and the basement will

soon be utilized by the Webber-Ashworth Co. as a carpet and rug department. The south half of the Webber-Benson store will be devoted to books and stationery, and there will be other changes in the arrangement of the interior that will permit of a better display of goods and their more convenient handling.

**Dandelion Nature's Own Barometer.**

The dandelion is a dandy barometer, one of the commonest and most reliable. It is when the blooms have seeded and are in the fluffy feathery condition that the weather prophet faculties come to the fore. In fine weather the ball expands to the full, but when rain approaches it shuts like an umbrella. If the weather is inclined to be showery it keeps shut all the time, only opening when the danger from the wet is past.

The ordinary clover and all its varieties, including the trefoil and the shamrock, are also barometers. When rain is coming the leaves shut together like the shells of an oyster and do not open again until fine weather is assured. For a day or two before rain comes their stems swell to an appreciable extent and stiffen so that the leaves are borne more uprightly than usual. This stem swelling when rain is expected is a feature of many flowering grasses.

The fingers of which the leaves of the horse chestnut are made up keep flat and fanlike so long as fine weather is likely to continue. With the coming of rain, however, they droop as if to offer less resistance to the weather. The scarlet pimpernel is nicknamed the "poor man's weather glass" or wind cope and opens its flowers only in fine weather. As soon as rain is in the air it shuts up and remains closed until the shower or storm is over.

The common garden convolvulus crumbles up its delicate blossoms within the space of half an hour if raindrops are on the way and it keeps them thus until the bad weather has passed.

**New Bicycle For Land and Sea.**

The amphibicycle is equally at home in water and on land. It is the invention of a Frenchman of Lyons, and has a pair of cylindrical floats, a propeller and a rudder. On leaving the water the cylinders and nautical gear are lifted so as to allow the wheel to run on the ground. The cyclist can then pedal his machine in the usual way. As the cylinders can be made of thin sheet metal, they need not be heavy. In the water the machine makes five or six miles an hour.

The floats, which end in a conical point, are attached to the bicycle frame by jointed supports so that they can be raised and lowered as desired and can be fastened in place when the cycle is on the road. For operating a propeller a rubber covered friction wheel is employed which is behind the tire of the rear cycle wheel, the small wheel's motion being transmitted by a bevel gearing to the propeller shaft. By using the

proper combination of gearing the propeller can be reversed.

A small rudder is mounted at the front and is controlled by a rod passing from the front cycle fork into the water. The two cylinders are braced across by a rod in the rear of the machine. The amphibicycle as constructed at present weighs about 270 pounds and is about 8 feet long and 3 feet 6 inches wide. The cylinders are about one foot in diameter.

**Movements of Working Gideons.**

Detroit, June 22—Fred E. Britten, formerly of Detroit, now of Boston, made a northern trip last week on G. R. & I., representing the Boston Developing Co., interesting northern capital in Cuban lands.

E. M. Armstrong, of Fenton, is now a 1910 Gideon. He is one of the kind always foremost in sales and with his pocket full of sunshine.

The Griswold House hotel meeting was led by C. H. Joslin, with Mrs. Adams presiding at the piano, Mr. Neuman as speaker and W. R. Barron with his songs of praise. Fourteen others were present to enjoy the meeting.

Next Sunday evening the Gideons will conduct services in the Christian Advent church, corner Beaubien street and Bethune avenue.

Aaron B. Gates.

**The Boys Behind the Counter.**

Trenton—A. D. Burnham, for the past fifteen years manager of the Central Drug store, has resigned and has accepted a position in Grand Ledge.

Harbor Springs—Will Wilson, of Climax, has accepted a position in Guy W. Melson's grocery store.

Maple Rapids—Charles Stucker has gone to McBain, where he will take charge of a stock of clothing and men's furnishing goods recently purchased by J. M. Roberts, of this village.

Vermontville—Glenn Reycraft, of Alma, is the new pharmacist in Loveland's drug store, Mr. Sponenburger having returned to his home in Yale.

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

Buffalo, June 23—Creamery, fresh, 23@25½c; dairy, fresh, 18@22c; poor to common, 17@18c.

Eggs—Strictly fresh, 21@22c.

Live Poultry—Fowls, 13@13½c; ducks, 12c; geese, 10c; old cox, 10c; broilers, 20@25c; turkeys, 12@14c.

Dressed Poultry—Fowls, 14@15c; old cox, 11@12c.

Beans—New Marrow, hand-picked, \$2.90@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.

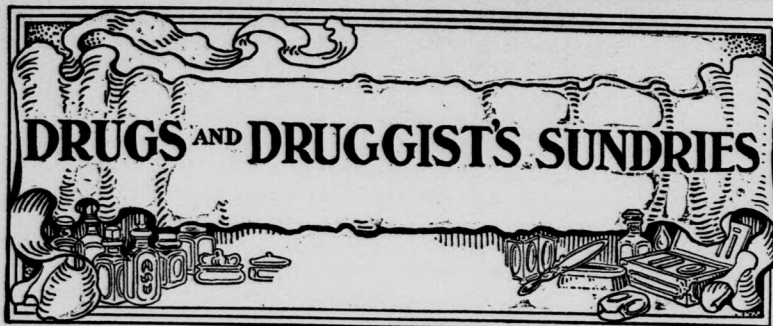
Potatoes—90@95c per bu.

Rea & Witzig.

D. M. Bodwell, who has represented the J. B. Funke Co., of LaCrosse, Wis., for several years, is now carrying the line of the Robt. T. McKenzie Co., of Cleveland, Ohio. His territory includes seven states west of Chicago. He calls on the jobbing trade only.

The mark of a free man is that he binds himself to some high duty.





**Michigan Board of Pharmacy.**  
 President—W. E. Collins, Owosso.  
 Secretary—John D. Muir, Grand Rapids.  
 Treasurer—W. A. Dohany, Detroit.  
 Other Members—E. J. Rodgers, Port Huron, and John J. Campbell, Pigeon.

**Michigan State Pharmaceutical Association.**

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

#### Preparation to Use Against Insects on Cattle.

Powder insecticides are not well adapted for application to cattle; liquid applications are preferred, owing to the tendency of the parasites to secrete themselves deeply within the coat of the animal and form their nests in the dirty matted hair. A mixture of crude petroleum oil with oil of tar and cotton seed oil in some such proportion as the following is recommended:

Crude oil ..... 1 oz.  
 Oil of tar ..... 1 oz.  
 Cotton seed oil ..... 5 ozs.

Stavesacre is an effectual destroyer of lice if prepared by boiling ½ pound with a gallon of water and brushing well into the coat with a hard brush. An alkaline solution of crude carbolic acid of suitable strength should make a very effective application against lice in cattle, and our correspondent is referred to the Selected Formulas column of the Practical Druggist for July, 1908, page 450, where directions are given for the preparation of insecticide solutions of this character. In applying this kind of lotion it should be previously diluted with a solution of soft soap in hot water. The dressing should be applied twice or three times at intervals of four or five days.

Thornton Douglass.

#### Encourage Prescriptions by Telephone.

Prescriptions by telephone are desirable and profit adders. It is worth while to get "next" to the physicians and request them to telephone their prescriptions, and then to make a special effort to fill such prescriptions quickly, securely and attractively as you would do for a waiting customer, with, of course, quick delivery. The physician will invariably throw his business to the druggist who serves him best on telephone orders and that much sooner and in preference to sending prescriptions through the regular channels, via patient or messenger, because he telephones to save time and trouble.

The same rule holds good where patients telephone reorders, etc.

Druggists who have not had the experience nor made any efforts in the direction of telephone service will be surprised at the result if they will only cultivate this business.

#### Benzine Poisoning and Its Treatment.

A few cases have been reported in which benzine was drunk, but, except in children, these cases have resulted in vomiting, with consequent removal of the poison and no toxic phenomena. The most serious cases have been those in which the vapor was inhaled. The headache which first results is followed promptly by dizziness, and this so rapidly by unconsciousness that the victims are unable to save themselves after they realize the danger, and often are even unable to summon assistance. Respiration is quickly paralyzed and artificial respiration is necessary in all persons who have been long exposed to the fumes. Temperature falls rapidly and shivering is the most striking phenomenon of the stage of recovery. The treatment consists of fresh air, artificial respiration, warmth externally and cardiac stimulation hypodermically.

#### Formula for a Finger-nail Polish.

The use of tin oleate has been highly recommended as imparting a splendid luster to the nails, and when colored with a little carmine, giving to them a fine roseate tint. The oleate is prepared as follows: To a solution of white Castile soap in warm water 1 av. ounce to the pint, gradually add a 10-per cent. solution of tin chloride until it ceases to produce a precipitate. The insoluble substance formed, after being washed and dried, is tin oleate. It is a soft solid, and is used without further preparation, unless, as stated, it be tinted with carmine. It may be perfumed if desired. M. Billere.

#### Verdict for Loss of Voice.

Miss Grace Reals, an actress, has secured a verdict for \$5,000 damages against a Chicago druggist, for an injury to her vocal chords alleged to have been caused through a mistaken use of ammonia. She said that she asked for a dose of castor oil. The clerk volunteered to mix it so it would not be disagreeable, but after swallowing it she had a terrible burning in her throat and stomach, afterwards experiencing the sensations caused by inhalations of ammonia. The case will be appealed.

The devils you entertain in the dark take good care to start up an illumination on their own account.

#### Is Sodium Benzoate a Coal Tar Preparation?

It depends on what it is prepared from.

Sodium benzoate, as is well known, is a sodium salt of benzoic acid and is usually made by the interaction of sodium carbonate or sodium bicarbonate and benzoic acid. The latter should be obtained from gum benzoin. Latterly, however, cheaper synthetic products have been substituted. They are made from toluene (a coal-tar product), hippuric acid (contained in the urine of cattle), naphthalin and other sources. If made from gum benzoin it is not a coal-tar product; if it is made from toluene or other coal-tar product, it is.

This artificial benzoic acid is generally pure, chemically, but differs from pure natural benzoic acid by being more compact and inodorous. Natural benzoic acid obtained from benzoin by sublimation is very soft and bulky and is fragrant. Benzoic acid prepared from benzoin by the wet process is, however, scarcely fragrant. The agreeable odor of sublimed benzoic acid seems to be due to ethyl benzoate, or to some volatile oil, or both, existing in the resin, and accompanying the acid when sublimed. The fragrant benzoic acid prepared from benzoin by sublimation is the only kind prescribed in several pharmacopoeias. In the trade natural benzoic acid is styled as "English" and the artificial as "German benzoic acid."

For internal medicinal purposes nothing but the benzoin product

should be used. To the average canner of food products the origin of preservatives is a matter of indifference, nor unless the law compels will they make any great effort to determine the origin of the acid from which the preservative is made.

R. E. Dyer.

#### The Drug Market.

Opium—Is steady.  
 Morphine and Quinine—Are unchanged.  
 Cocaine—Is very firm and tending higher.  
 Cocoa Butter—Has declined.  
 Menthol—Has advanced.  
 Nitrate Silver—Is slightly lower on account of lower prices for bullion.  
 Oil Lemon—Is lower.  
 Insect Powder—Is very firm and tending higher.  
 Gum Asafoetida—Is very firm at late advance and is tending higher.  
 Glycerine—Has advanced and is tending higher.

#### Formula for a Liquid Asthma Remedy.

You might try the following:

Sodium iodide ..... 40 grs.  
 Terpin hydrate ..... 40 grs.  
 Fld. extract euphorbium pilulif 4 drs.  
 Arom. spirit ammonia ..... 2 drs.  
 Elixir calisaya ..... to make 3 ozs.  
 Dose: Teaspoonful every three hours. M. Billere.

There is man, a good hearted fool. The trouble is a man doesn't do his thinking with his heart.

Resources for to-morrow depend on reserves made to-day.

## Liquor Register System

For Use In  
Local Option Counties

WE manufacture complete Liquor Registers for use in local option counties, prepared by our attorney to conform to the State law. Each book contains 400 sheets—200 originals and 200 duplicates. Price \$2.50, including 50 blank affidavits.

Send in your orders early to avoid the rush.

Tradesman Company  
Grand Rapids, Mich.



## WHOLESALE DRUG PRICE CURRENT

<b>Acidum</b>		<b>Copalba</b>		<b>Scilla</b>	
Aceticum	60 78	Cubebae	2 25 2 35	Scilla Co.	50 50
Benzolium, Ger.	70 78	Erigeron	3 35 2 50	Tolutan	50 50
Boracie	12 12	Bvechthitos	1 00 1 10	Prunus virg	50 50
Carbolicum	16 23	Gaultheria	2 50 2 40	Zingiber	50 50
Citricum	48 55	Geranium	1 00 1 10		
Hydrochlor	30 30	Gossippi Sem gal	70 75	<b>Tinctures</b>	
Nitrosum	8 10	Hedoma	2 50 2 75	Aloes	50 50
Oxalicum	14 15	Junipera	40 21 20	Aloes & Myrrh	50 50
Phosphorium, dil.	44 45	Lavendula	90 23 60	Anconitum Nap's F	50 50
Salicylicum	14 15	Limons	1 20 1 30	Anconitum Nap's R	50 50
Sulphuricum	14 15	Mentha Piper	1 75 1 90	Arnica	50 50
Tannicum	75 85	Mentha Verid	3 00 3 50	Asafoetida	50 50
Tartaricum	38 40	Morhuale, gal.	1 60 1 85	Atrope Belladonna	50 50
		Myrica	1 00 1 10	Aurant Cortex	50 50
<b>Ammonia</b>		Picis Liquida	10 12	Barosma	50 50
Aqua, 18 deg.	40 6	Picis Liquida gal.	10 12	Benzoin	50 50
Aqua, 20 deg.	60 8	Ricina	94 21 20	Benzoin Cr.	50 50
Carbonas	13 15	Rosae oz.	6 50 6 70	Cantharides	50 50
Chloridum	12 14	Rosmarini	1 00 1 10	Capiscum	50 50
		Sabina	90 21 20	Cardamon	50 50
<b>Aniline</b>		Santal	50 50	Cardamon Co.	50 50
Black	2 00 2 25	Sassafras	85 20 80	Cassia Acutifol	50 50
Brown	80 21 00	Sinapis, ess. oz.	8 50 8 50	Cassia A. acutifol Co	50 50
Red	45 50 00	Succini	40 45 40	Castor	50 50
Yellow	2 50 2 50	Thyme	40 45 40	Catechu	50 50
		Thyme, opt.	1 00 1 10	Cinchona	50 50
<b>Baccae</b>		Theobromas	15 20 20	Cinchona Co.	50 50
Cubebae	30 35	Tigill	1 00 1 20	Columba	50 50
Juniperus	10 12			Cubebae	50 50
Xanthoxylum	30 35			Digitalis	50 50
		<b>Potassium</b>		Ergot	50 50
<b>Balsamum</b>		Bi-Carb	15 15	Ferri Chloridum	50 50
Opaliba	65 75	Blechromate	13 15	Gentian	50 50
Peru	2 75 2 85	Bromide	25 30	Gentian Co.	50 50
Terabin, Canada	85 90	Carb	12 15	Gulaca	50 50
Tolutan	40 45	Chlorate	12 14	Gulaca ammon.	50 50
		Cyanide	30 40	Hyoscyamus	50 50
<b>Cortex</b>		Iodide	2 50 2 60	Iodine	50 50
Abies, Canadian.	18	Potassa, Bitart pr	30 32	Iodine, colorless	50 50
Cassia	20	Potass Nitras opt	7 10	Kino	50 50
Cinchona Flava.	18	Potass Nitras	6 8	Lobelia	50 50
Buonymus atro.	60	Prussiate	23 26	Myrrh	50 50
Myrica Cerifera.	20	Sulphate po	15 18	Nux Vomica	50 50
Prunus Virginl.	15			Opil	1 25
Quillaja, gr'd.	15	<b>Radix</b>		Opil, camphorated	1 00
Sassafras, po 25	24	Aconitum	20 25	Opil, deodorized	1 00
Ulmus	20	Althae	30 35	Quassia	50 50
		Anchusa	10 12	Rhatany	50 50
<b>Extractum</b>		Arum po	6 25	Rhel	50 50
Glycyrrhiza, Gla.	24 30	Calamus	30 40	Sanguinaria	50 50
Glycyrrhiza, po.	28 30	Gentiana po 15	12 15	Serpentaria	50 50
Haematox	11 12	Glycyrrhiza pv 15	12 15	Stromonium	50 50
Haematox, 1s	13 14	Hellebore, Alba	12 15	Tolutan	50 50
Haematox, 1/2s	14 15	Hydrastis, Canada	2 50	Valerian	50 50
Haematox, 1/4s	16 17	Hydrastis, Can. po	2 50	Veratrum Verido	50 50
		Inula, po	18 22	Zingiber	50 50
<b>Ferru</b>		Inecae, po	2 00 2 10		
Carbonate Precip.	15	Iris plox	35 40	<b>Miscellaneous</b>	
Citrate and Quina	2 00	Isalpa, pr.	65 70	Aether, Spts Nit 2 30 2 35	
Citrate Soluble.	55	Marraka, 1/4s	15 18	Aether, Spts Nit 4 34 4 38	
Ferrocyanidum S	40	Podophyllum po	15 18	Alumen, gr'd po 7 30 7 34	
Solut. Chloride	15	Rhel	75 80	Annatto	40 50
Sulphate, com'l, by	70	Rhel, cut	1 00 1 25	Antimoni, po	40 50
Sulphate, pure	7	Rhel, pv	75 80	Antimoni et po T	40 50
		Sanguinaria, po 15	12 15	Antifebrin	20 25
<b>Flora</b>		Scilla, po 45	35 40	Antipyria	25 30
Arnica	30 35	Senega	35 40	Argent Nitras oz	50 50
Anthemis	50 55	Serpentaria	60 65	Arsenicum	10 12
Matricaria	30 35	Smilax, M.	2 25	Balm Ghead buds	60 65
		Smilax, om's H.	2 48	Bismuth S N	1 65 1 85
<b>Folia</b>		Spigella	1 45 1 50	Calcium Chlor, 1s	9 10
Barosma	50 60	Symplocarpus	2 25	Calcium Chlor, 1/2s	10 12
Cassia Acutifol.	15 20	Valeriana Eng.	2 25	Calcium Chlor, 1/4s	12 15
Tinnevely	25 30	Valeriana, Ger.	15 20	Cantharides, Rus.	20 22
Cassia, Acutifol.	25 30	Zingiber a	12 14	Capici Fruc's af	20 22
Salvia officinalis.	18 20	Zingiber j	25 28	Cap'i Fruc's B po	15 18
Uva Ursi	80 10			Carmine, No. 40	24 25
		<b>Semen</b>		Carphylus	20 22
<b>Gummi</b>		Anisum po 20	15 16	Cassia ructus	20 22
Acacia, 1st pkd.	45 50	Apium (gravel's)	13 15	Catechu	50 50
Acacia, 2nd pkd.	45 50	Bird, 1s	4 6	Centraria	50 50
Acacia, 3rd pkd.	45 50	Cannabis Sativa	7 8	Cera Alba	50 55
Acacia, sifted sts.	45 50	Cardamon	70 75	Cera Flava	40 42
Acacia, po	45 50	Carul po 15	15 18	Crocus	30 35
Aloe, Barb	22 25	Chenopodium	25 30	Chloroform	34 36
Aloe, Cape	25 28	Corlandrum	12 14	Chloral Hyd Crss 1	35 36
Aloe, Socotri	45 50	Cydonium	75 80	Chloro'm Squibls	30 32
Ammoniac	55 60	Dipterix Odorate 2	50 52	Chondrus	20 25
Asafoetida	45 50	Foeniculum	7 8	Cinchonid's Germ	35 38
Benzolium	50 55	Foenugreek, po.	7 8	Cinchonidine P-W	33 34
Catechu, 1s	13 14	Lini, gr'd. bbl. 2 1/2	3 6	Cocaine	2 80 2 85
Catechu, 1/2s	14 15	Lobelia	75 80	Corks list, less 75%	45 50
Catechu, 1/4s	15 16	Pharlaris Cana'n	9 10	Croscutum	45 50
Comphorae	60 65	Rapa	5 6	Creta, prep.	5 6
Euphorbium	40 45	Sinapis Alua	8 10	Creta, precip	10 11
Galbanum	1 00	Sinapis Nigra	9 10	Creta, Rubra	10 11
Gamboge, po. 1	25 30			Cudbear	20 22
Gaulacium po 35	35	<b>Spiritus</b>		Cupri Sulph	10 12
Kino, po 45c	45	Frument W. D. 2	00 2 50	Dextrine	10 12
Mastic	45 50	Frument Co.	1 75 2 00	Emery, all Nos.	10 12
Myrrh, po 50	50	Juniperis Co O T	1 65 2 00	Emery, po	10 12
Opium	4 65 4 75	Saccharum N E	1 90 2 15	Ergota, po 65	60 65
Shellac	45 55	Spt Vini Galli	1 75 2 00	Ether Sulph	35 40
Shellac, bleached	60 65	Vini Alua	1 25 2 00	Flake White	12 15
Tragacanth	70 80	Vini Oporto	1 25 2 00	Gaia	20 22
				Gambler	10 12
<b>Herba</b>		<b>Sponges</b>		Gelatin, Cooper.	35 40
Absinthium	45 60	Extra yellow sheeps'		Gelatin, Fruch.	35 40
Eupatorium oz pk	20	wool carriage	01 25	Glassware, ft boo 75%	60 65
Lobelia oz pk	20	Florida sheeps' wool	3 00 3 50	Glue, brown	11 12
Majorium oz pk	20	carriage	01 25	Glue, white	13 15
Mentha Pip. oz pk	20	Hard, slate use.	01 25	Glycerina	18 20
Mentha Ver. oz pk	20	Nassau sheeps' wool	3 50 3 75	Grana Paradisi	20 22
Rue oz pk	20	carriage	01 25	Humulus	35 40
Tanacetum, V.	20	Velvet extra sheeps'	02 30	Hydr. Ammof	01 12
Thymus V. oz pk	20	wool carriage	02 30	Hydrarg Ch. Mt	01 12
		Yellow Reef, for	01 40	Hydrarg Ch Cor.	01 12
<b>Magnesia</b>		slate use	01 40	Hydrarg Ox Ru'm	01 12
Calcined, Pat.	55 60	<b>Syrups</b>		Hydrarg Ungue'm	01 12
Carbonate, Pat.	18 20	Acacia	50 50	Hydrargyrum	01 12
Carbonate, K-M.	18 20	Aurant Cortex	50 50	Ichthyobolla, Am.	90 100
Carbonate	18 20	Ferri Iod	50 50	Indigo	75 80
		Ipecac	50 50	Iodine, Resubi	3 85 3 90
<b>Oleum</b>		Ithel Arom	50 50	Iodoform	3 90 4 00
Absinthium	4 90 5 00	Smilax Off's	50 50	Liquor Arsen et	25 30
Amygdalae Dulc.	75 85	Senega	50 50	Hydrarg Iod.	25 30
Amygdalae, Ama	8 00 8 25			Liq Potass Arsenit	10 12
Anisi	1 90 2 00				
Aurant Cortex	2 75 2 85				
Bergamit	5 55 5 65				
Cajiputi	85 90				
Caryophilli	1 20 2 30				
Cedar	50 55				
Chenopadii	3 4 4 00				
Cinnamoni	1 2 1 85				
Conium Mae	2 75 2 85				
Citronella	6 7 7 00				

Lupulin	40	Rubia Tinctorum	12 14	Vanilla	9 00 10 00
Lycopodium	70 75	Saccharum La's	18 20	Zinci Sulph	7 10
Macis	65 70	Salacin	4 50 4 75		
Magnesia, Sulph.	3 5	Sanguis Drac's	40 50	<b>Oils</b>	
Magnesia, Sulph. bbl	13 14	Sapo, G	15	Lard, extra	bbl. gal.
Mannia S. F.	60 70	Sapo, M	10 12	Lard, No. 1	35 40
Menthol	2 65 2 85	Sapo, W	13 14	Linseed, pure raw	56 60
Morphia, SP&W	2 90 3 15	Seidlitz Mixture	20 22	Linseed, boiled	57 60
Morphia, SNYQ	2 90 3 15	Sinapis	18	Neat's-foot, w str	65 70
Morphia, Mal.	2 90 3 15	Sinapis, opt.	30	Spts. Turpentine	Market
Moschus Canton	40	Snuff, Maccaboy,	51	Whale, winter	70 76
Myristica, No. 1	25 30	De Voes	51	<b>Paints</b>	
Nux Vomica po 15	10	Snuff, S'h DeVos	51	Green, Paris	21 26
Os Sepia	35 40	Soda, Boras	60 61	Green, Peninsular	13 16
Pepsin Saac, H &	1 00	Soda, Boras, po.	60 61	Lead, red	7 10
P D Co	1 00	Soda et Pot's Tart	25 28	Lead, white	7 10
Picis Liq N N 1/2	2 00	Soda, Carb	1 1/2 2	Ochre, yel Ber.	1 1/2 2
Picis Liq qts	1 00	Soda, Bi-Carb	3 4	Ochre, yel Mars	1 1/2 2
Picis Liq pints	1 00	Soda, Ash	3 4	Putty, commer'l	2 1/2 3
Pil Hydrarg po 80	80	Soda, Sulphas	2 2	Putty, strict pr	2 1/2 3
Piper Alba po 35	30	Spts. Cologne	50 55	Red Venetian	1 1/2 2
Piper Nigra po 22	13	Spts. Ether Co.	50 55	Shaker Prep'd	1 25 1 35
Plumbi Acet	12 15	Spts. Myrcia	2 50	Vermillion, Eng.	75 80
Pulvis Ip'cet Opil 1	30 150	Spts. Vini Rect bbl	2 50	Vermillion, Prime	13 15
Pyrethrum, bxs. H	20 25	Spts. Vini Rect 1/2 b	4	Whiting Gilders	95
Pyrethrum, pv.	20 25	Spts. Vini R't 10 gl	10	Whiting Paris Am'r	95
Quassia	8 10	Spts. Vini R't 5 gl	10	Whiting Paris Eng.	95
Quina, N. Y.	17 21	Strychnia, Crystl	1 10 1 30	Whiting white S'n	95
Quina, S. Ger.	17 21	Sulphur Subl	2 1/2 3	Whiting white S'n	95
Quina, S P & W	17 21	Sulphur, Roll	2 1/2 3	<b>Varnishes</b>	
		Tamarinds	8 10	Extra Turp	1 60 1 70
		Terebenth Venice	28 30	No. 1 Turp Coach	10 12
		Thebromae	50 55		

Complete Line of  
**Books, Box Paper  
Hand Bags**

Suitable for  
**Commencement  
Exercises**

**GRAND RAPIDS  
STATIONERY CO.**  
GRAND RAPIDS, MICHIGAN

**Fine Half-tone Plates of Furniture 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

## DECLINED

## Index to Markets

## By Columns

Col	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y
Ammonia	1																								
Axle Grease	1																								
Baked Beans	1																								
Bath Brick	1																								
Bluing	1																								
Brooms	1																								
Brushes	1																								
Butter Color	1																								
Candles	1																								
Canned Goods	1																								
Carbon Oils	1																								
Catsup	1																								
Cereals	1																								
Cheese	1																								
Chewing Gum	1																								
Chicory	1																								
Chocolate	1																								
Clothes Lines	1																								
Cocoa	1																								
Cocoa Shells	1																								
Coffee	1																								
Confections	11																								
Crackers	1																								
Cream Tartar	1																								
Dried Fruits	4																								
Farinaceous Goods	5																								
Feed	1																								
Fish and Oysters	10																								
Fishing Tackle	1																								
Flavoring Extracts	1																								
Flour	1																								
Fresh Meats	1																								
Gelatine	1																								
Grain Bags	1																								
Grains	1																								
Herbs	1																								
Hides and Pelts	10																								
Jelly	1																								
Licorice	1																								
Matches	1																								
Meat Extracts	1																								
Mince Meat	1																								
Molasses	1																								
Mustard	1																								
Nuts	11																								
Olives	1																								
Pipes	1																								
Pickles	1																								
Playing Cards	1																								
Potash	1																								
Provisions	1																								
Rice	7																								
Salad Dressing	7																								
Saleratus	7																								
Salt Soda	7																								
Salt Fish	7																								
Seeds	7																								
Shoe Blacking	7																								
Snuff	7																								
Soap	7																								
Soda	7																								
Soups	7																								
Spices	7																								
Starch	7																								
Syrups	7																								
Tea	7																								
Tobacco	7																								
Twine	7																								
Vinegar	7																								
Wickings	7																								
Woodenware	7																								
Wrapping Paper	10																								
Yeast Cake	30																								

1	2
<b>ARCTIC AMMONIA</b>	<b>Oysters</b>
12 oz. ovals 2 doz. box. 75	Cove, 1lb. .85 @ 9b
<b>AXLE GREASE</b>	Cove, 2lb. .1 60 @ 1 85
Frazer's	Cove, 1lb. Oval .1 20
1lb. wood boxes, 4 doz. 3 00	Plums .1 00 @ 2 50
1lb. tin boxes, 3 doz. 2 35	<b>Peas</b>
3 1/2 lb. tin boxes, 2 doz. 4 25	Marrowfat .90 @ 1 25
10lb. palls, per doz. 6 00	Early June .95 @ 1 25
15lb. palls, per doz. 7 20	Early June Sifted 1 15 @ 1 80
25lb. palls, per doz. 12 00	<b>Pineapples</b>
<b>BAKED BEANS</b>	Grated .1 85 @ 2 50
1lb. can, per doz. 90	Sliced .95 @ 2 40
2lb. can, per doz. 1 40	<b>Pumpkin</b>
3lb. can, per doz. 1 80	Fair .85
<b>BATH BRICK</b>	Good .90
American .75	Fancy .90
English .85	Gallon .2 50
<b>BLUING</b>	<b>Raspberries</b>
Arctic	Standard .0
6 oz. ovals 3 doz. box \$ 40	<b>Salmon</b>
16 oz. round 2 doz. box 75	Col'a River, talls 1 95 @ 2 00
Sawyer's Pepper Box	Col'a River, flats 2 25 @ 2 75
Per Gross.	Red Alaska .1 35 @ 1 50
No. 3, 3 doz. wood bxs 4 00	Pink Alaska .90 @ 1 00
No. 5, 3 doz. wood bxs 7 00	<b>Sardines</b>
Sawyer Crystal Bag	Domestic, 1/4s .3 1/4 @ 4
Blue .4 00	Domestic, 1/2s .5 @ 5
<b>BROOMS</b>	Domestic, 3/4s .6 1/2 @ 9
No. 1 Carpet, 4 sew .2 75	California, 1/4s .11 @ 14
No. 2 Carpet, 4 sew .2 40	California, 1/2s .17 @ 24
No. 3 Carpet, 3 sew .2 25	French, 1/4s .7 @ 14
No. 4 Carpet, 3 sew .2 10	French, 1/2s .18 @ 23
Parlor Gem .2 40	<b>Shrimps</b>
Common Whisk .2 90	Standard .90 @ 1 40
Fancy Whisk .1 25	<b>Succotash</b>
Warehouse .3 00	Fair .25
<b>BRUSHES</b>	Good .1 00
Scrub	Fancy .1 25 @ 1 40
Solid Back 8 in. 75	<b>Strawberries</b>
Solid Back, 11 in. 95	Standard
Pointed Ends .85	Fancy
Stove	<b>Tomatoes</b>
No. 3 .90	Good .95 @ 1 10
No. 2 .1 25	Fair .85 @ 90
No. 1 .1 75	Fancy .1 40
Shoe .1 00	Gallons .2 50
No. 8 .1 30	<b>CARBON OILS</b>
No. 7 .1 30	<b>Barrels</b>
No. 4 .1 70	Perfection .10 1/4
No. 3 .1 90	Water White .10
<b>BUTTER COLOR</b>	D. S. Gasoline .13 1/4
W. J. & Co.'s 25c size 2 00	Gas Machine .24
W. J. & Co.'s 50c size 4 00	Deodor'd Nap'a .13 1/4
<b>CANDLES</b>	Cylinder .29
Paraffine, 6s .10	Engine .16
Paraffine, 12s .10	Black, winter .8 1/4 @ 10
Wickling .20	<b>CEREALS</b>
<b>CANNED GOODS</b>	<b>Breakfast Foods</b>
Apples	Bordeau Flakes, 36 lb. 2 50
3lb. Standards .1 00	Cream of Wheat 36 lb. 4 50
Gallon .2 75 @ 3 00	Egg-O-Se, 36 pkgs. 2 85
Blackberries	Excella Flakes, 36 lb. 4 50
2lb. .1 25 @ 1 75	Excella, large pkgs. 4 50
Standards gallons .6 50	Force, 36 2lb. pkgs. 4 50
Beans	Grape Nuts, 2 doz. 2 70
Baked .85 @ 1 30	Malta Ceres, 24 lb. 2 40
Red Kidney .85 @ 95	Malta Vita, 36 lb. 2 85
String .70 @ 1 15	Maple-Flake, 36 lb. 4 05
Wax .75 @ 1 25	Pillsbury's Vitos, 3 ds. 4 25
Blueberries	Ralston Health Food
Standard .1 35	36 2lb. .4 50
Gallon .6 25	Sunlight Flakes, 36 lb. 2 85
Brook Trout	Sunlight Flakes, 20 lb. 4 00
2lb. cans, spiced .1 90	Vigor, 36 pkgs. 2 75
Clams	Voigt Cream Flakes .4 50
Little Neck, 1lb. 1 00 @ 1 25	Zest, 20 2lb. .4 10
Little Neck, 2lb. .1 50	Zest, 36 small pkgs. 2 75
Clam Bouillon	<b>Rolled Oats</b>
Burnham's 1/4 pt. .1 90	Rolled Avena, bbls. .6 75
Burnham's pts. .3 60	Steel Cut, 100 lb. sks. 3 30
Burnham's qts. .7 20	Monarch, bbl. .6 05
Cherries	Monarch, 90 lb. sacks 3 10
Red Standards .1 40	Quaker, 18 Regular .1 50
White .1 40	Quaker, 20 Family .4 60
Corn	<b>Cracked Wheat</b>
Fair .75 @ 85	Bulk 24 2 lb. packages .3 50
Good .1 00 @ 1 10	<b>CATSUP</b>
Fancy .1 45	Columbia, 25 pts. .4 15
French Peas .22	Snider's pints .2 25
Sur Extra Fine .19	Snider's 1/2 pints .1 35
Extra Fine .15	<b>CHEESE</b>
Moyen .11	Acme .15
Gooseberries	Gem .14 1/2
Standard .1 75	Jersey .13 1/2
Hominy .85	Riverside .16
Lobster	Springdale .16
1/4 lb. .2 25	Warner's .13 1/2
1 lb. .4 25	Brick .17
Picnic Tails .2 75	Leiden .16 1/2
Mackerel	Limburger .16 1/2
Mustard, 1lb. .1 80	Pineapple .40
Mustard, 2lb. .2 80	Sap Sago .20
Soused, 1 1/2 lb. .1 80	Swiss, domestic .16
Soused, 2lb. .2 75	
Tomato, 1lb. .1 50	
Tomato, 2lb. .2 80	
Mushrooms	
Hotels .24	
Buttens .28	



6	7	8	9	10	11
<b>Spring Wheat Flour</b> 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 00 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 paper, 6 80 Laurel, 1/4s paper, 6 80 Laurel, 1/8s paper, 6 80 Voigt Milling Co.'s Brand Voigt's Crescent, 7 20 Voigt's Flour, 7 20 Voigt's whole wheat flour, 7 20 Voigt's Hygienic Graham, 6 60 Voigt's Royal, 7 70 Voigt's 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 Sleepy Eye, 1/8s paper, 6 60 <b>Meal</b> Bolted, 4 30 Golden Granulated, 4 50 St. Car Feed screened, 33 00 No. 1 Corn and Oats, 33 00 Corn, cracked, 31 50 Corn Meal, coarse, 31 50 Winter Wheat Bran, 29 00 Middlings, 30 50 Buffalo Gluten Feed, 33 00 <b>Dairy Feeds</b> 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 <b>Oats</b> Michigan carlots, 64 Less than carlots, 65 <b>Corn</b> Carlots, 2 Less than carlots, 4 <b>Hay</b> No. 1 timothy carlots, 15 00 No. 1 timothy ton lots, 16 00 <b>HERBS</b> Sage, 15 Hops, 15 Laurel Leaves, 15 Senna Leaves, 25 <b>HORSE RADISH</b> Per doz., 90 <b>JELLY</b> 5 lb. pails, per doz., 2 25 15 lb. pails, per pail, 55 30 lb. pails, per pail, 55 <b>LICORICE</b> Pure Calabria, 30 Sicily, 25 Root, 11 <b>MATCHES</b> C. D. Crittenden Co. Noiseless Tip, 4 50@4 75 <b>MOLASSES</b> New Orleans Fancy Open Kettle, 40 Choice, 35 Good, 22 Fair, 20 <b>Half barrels 2c extra</b> <b>MINCE MEAT</b> Per case, 2 90 <b>MUSTARD</b> 1/2 lb., 6 lb. box, 18 <b>OLIVES</b> 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, 10 oz., 4 50 Queen, 28 oz., 7 00 Stuffed, 5 oz., 90 Stuffed, 3 oz., 1 45 <b>PIPES</b> Clay, No. 216 per box, 1 25 Clay, T. D., full count, 60 Cob, 90 <b>PICKLES</b> Medium Barrels, 1,200 count, 6 00 Half bbls., 600 count, 3 50 Small Half bbls., 1,200 count, 4 50 <b>PLAYING CARDS</b> 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. 632 Tourn't whist, 2 25 <b>POTASH</b> Babbitt's, 4 00 <b>PROVISIONS</b> <b>Barreled Pork</b> 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 00 Clear Family, 16 50 <b>Dry Salt Meats</b> S. P. Bellies, 12 Extra Shorts Clear, 11 1/2	<b>Lard</b> Pure in tierces, 12 Compound Lard, 8 1/2 80 lb. tubs, advance 1/2 50 lb. tubs, advance 1/2 30 lb. tubs, advance 1/2 20 lb. pails, advance 1/2 10 lb. pails, advance 1/2 5 lb. pails, advance 1/2 8 lb. pails, advance 1/2 <b>Smoked Meats</b> 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 Ham, dried beef sets, 13 California Hams, 9 Picnic Boiled Hams, 14 Boiled Ham, 20 Berlin Ham, pressed, 10 Minced Ham, 10 Bacon, 12 1/2@15 <b>Sausages</b> Bologna, 4 Liver, 7 Frankfort, 9 Pork, 9 Tongue, 7 Headcheese, 7 <b>Beef</b> Boneless, 12 00 Kump, new, 13 00 <b>Pig's Feet</b> 1/2 bbls., 40 lbs., 1 00 1/2 bbls., 40 lbs., 1 00 1 bbl., 80 lbs., 3 00 <b>Tripe</b> Kits, 15 lbs., 80 1/2 bbls., 40 lbs., 1 00 1/2 bbls., 80 lbs., 3 00 <b>Casings</b> Hogs, per lb., 30 Beef, rounds, set, 25 Beef, middles, set, 70 Sheep, per bundle, 90 <b>Uncolored Butterine</b> Solid dairy, 10 @12 Country Rolls, 10 1/2@16 1/2 <b>Canned Meats</b> Corned beef, 2 lb., 2 50 Corned beef, 1 lb., 1 50 Roast beef, 1 lb., 1 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 <b>RICE</b> Fancy, 7 @ 7 1/2 Japan, 5 1/2@6 1/2 Broken <b>SALAD DRESSING</b> Columbia, 1/2 pint, 2 25 Columbia, 1 pint, 4 00 Durkee's, large, 1 doz., 4 50 Durkee's, small, 1 doz., 5 25 Snider's large, 1 doz., 2 35 Snider's small, 2 doz., 1 35 <b>SALETERATUS</b> Packed 50 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 1/2s, 3 00 <b>SAL SODA</b> Granulated, bbls., 85 Granulated, 100 lbs. cs., 1 00 Lump, bbls., 80 Lump, 145 lb. kegs, 95 <b>SALT</b> Common Grades 100 3 lb. sacks, 2 25 60 5 lb. sacks, 2 15 28 10 1/2 lb. sacks, 2 05 56 lb. sacks, 32 28 lb. sacks, 17 Warsaw 56 lb. dairy in drin bags, 40 28 lb. dairy in drin bags, 20 Solar Rock 56 lb. sacks, 24 Common Granulated, fine, 80 Medium, fine, 85 <b>SALT FISH</b> Cod Large whole, 7 Small whole, 6 1/2 Strips or bricks, 7 1/2@10 1/2 Pollock, 6 <b>Halibut</b> Strips, 14 Chunks, 15 <b>Holland Herring</b> Pollock, 4 White Hp. bbls., 8 50@9 50 White Hp. 1/2 bbls., 4 50@5 25 White Hp. mch. 60@75 Norwegian Round, 400 lbs., 3 75 Round, 400 lbs., 1 90 Scaled, 13 <b>Trout</b> No. 1, 100 lbs., 7 50 No. 1, 40 lbs., 3 25 No. 1, 10 lbs., 90 No. 1, 8 lbs., 75 <b>Mackerel</b> Mess, 100 lbs., 14 50 Mess, 40 lbs., 6 20 Mess, 10 lbs., 1 65 Mess, 8 lbs., 1 35 No. 1, 100 lbs., 13 00 No. 1, 40 lbs., 5 60 No. 1, 10 lbs., 1 50 No. 1, 8 lbs., 1 25 <b>Whitefish</b> No. 1, No. 2 Fam 100 lbs., 5 75 50 lbs., 5 25 25 lbs., 5 10	<b>SEEDS</b> Anise, 10 Canary, Smyrna, 4 1/2 Caraway, 10 Cardamom, Malabar, 1 00 Celery, 15 Hemp, Russian, 4 1/2 Mixed Bird, 9 Mustard, white, 10 Poppy, 9 Rape, 6 <b>SHOE BLACKING</b> Handy Box, large 3 dz, 2 50 Handy Box, small, 1 25 Bixby's Royal Polish, 85 Miller's Crown Polish, 85 <b>SNUFF</b> Scott's, in bladders, 37 Maccaboy, in jars, 35 French Rattle, in jars, 43 <b>SOAP</b> J. S. Kirk & Co. American Family, 4 00 Dusky Diamond, 50 8oz, 2 80 Dusky Dnd, 100 6 oz, 3 80 Jap Rose, 50 bars, 3 80 Savon Imperial, 3 00 White Russian, 3 15 Dome, oval bars, 3 00 Satinet, oval, 2 70 Snowberry, 100 cakes, 4 00 Proctor & Gamble Co. Lenox, 3 00 Ivory, 6 oz., 4 00 Ivory, 10 oz., 6 75 Star, 3 00 <b>Lautz Bros. &amp; Co.</b> Acme, 70 bars, 4 00 Acme, 30 bars, 4 00 Acme, 25 bars, 4 00 Acme, 100 cakes, 3 25 Big Master, 70 bars, 2 80 Marseilles, 100 cakes, 5 80 Marseilles, 100 cakes 5c, 4 00 Marseilles, 100 ck. toll, 4 00 Marseilles, 1/2bx toilet, 2 10 <b>A. B. Whisley</b> Good Cheer, 4 00 Old Country, 3 40 <b>Soap Powders</b> Lautz Bros. & Co. Snow Boy, 4 00 Gold Dust, 24 large, 4 50 Gold Dust, 100-5c, 4 00 Kirkoline, 24 4lb., 3 80 Pearline, 3 75 Soapine, 4 10 Babbitt's 1776, 3 75 Roseine, 3 70 Armour's, 3 70 Wisdom, 3 80 <b>Soap Compounds</b> Johnson's Fine, 5 10 Johnson's XXX, 4 25 Nine O'clock, 3 35 Rub-No-More, 3 75 <b>Scouring</b> Morgan's Sons. Sapolo, gross lots, 9 00 Sapolo, half gro. lots, 4 50 Sapolo, single boxes, 2 25 Sapolo, hand, 2 25 Scourine Manufacturing Co. Scourine, 50 cakes, 1 80 Scourine, 100 cakes, 3 50 <b>SODA</b> Boxes, English, 5 1/2 Kegs, English, 4 1/2 <b>SPICES</b> Whole Spices Allspice, 10 Cassia, China in mats, 12 Cassia, Canton, 16 Cassia, Batavia, bund., 16 Cassia, Saigon, broken, 40 Cassia, Saigon, in rolls, 55 Cloves, Ambony, 22 Cloves, Zanzibar, 22 Mace, 35 Nutmegs, 75-80, 25 Nutmegs, 105-10, 20 Nutmegs, 115-20, 20 Pepper, Singapore, blk., 15 Pepper, Singap. white, 15 Pepper, shot, 17 <b>Pure Ground in Bulk</b> Allspice, 14 Cassia, Batavia, 28 Cassia, Saigon, 28 Cloves, Zanzibar, 24 Ginger, African, 18 Ginger, Cochin, 18 Ginger, Jamaica, 25 Mace, 25 Mustard, 16 Pepper, Singapore, blk., 17 Pepper, Singap. white, 18 Pepper, Cayenne, 20 Sage, 20 <b>STARCH</b> Corn Kingsford, 40 lbs., 7 1/2 Muzzy, 20 lbs., 5 1/2 Muzzy, 40 lbs., 5 1/2 <b>Gloss</b> Kingsford Silver Gloss, 40 lbs., 7 1/2 Silver Gloss, 16 3lbs., 6 1/2 Silver Gloss, 12 6lbs., 8 1/2 Muzzy 48 lb. packages, 5 16 5lb. packages, 4 1/2 12 6lb. packages, 6 50lb. boxes, 4 <b>SYRUPS</b> Corn Barrels, 31 Half barrels, 33 20lb. cans 1/2 dz. in cs., 2 10 10lb. cans 1/2 dz. in cs., 1 95 5lb. cans 1/2 dz. in cs., 1 95 1/2lb. cans 1/2 dz. in cs., 9 15	<b>Pure Cane</b> Fair, 16 Good, 20 Choice, 25 <b>TEA</b> <b>Japan</b> 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 <b>Gunpowder</b> Moyune, medium, 30 Moyune, choice, 32 Moyune, fancy, 40 Pingsuey, medium, 30 Pingsuey, choice, 30 Pingsuey, fancy, 40 <b>Young Hyson</b> Choice, 30 Fancy, 36 <b>Oolong</b> Formosa, fancy, 42 Amoy, medium, 25 Amoy, choice, 32 <b>English Breakfast</b> Medium, 20 Choice, 30 Fancy, 40 <b>India</b> Ceylon, choice, 32 Fancy, 42 <b>TOBACCO</b> Fine Cut Cadillac, 54 Sweet Loma, 54 Hawatha, 5lb. pails, 55 Telegram, 30 Pay Car, 30 Prairie Rose, 49 Protection, 40 Sweet Burley, 41 Tiger, 41 <b>Red Cross</b> Palo, 31 Hiawatha, 35 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, 69 Honey Dip Twist, 86 Black Standard, 40 Cadillac, 40 Forge, 34 Nickel Twist, 52 Mill, 32 Great Navy, 36 <b>Smoking</b> Sweet Core, 34 Flat Car, 32 Warpath, 26 Bamboo, 16 oz., 25 I X L, 5lb., 27 I X L, 16 oz. pails, 31 Honey Dew, 40 Gold Block, 40 Flagman, 40 Chips, 33 Kila Dried, 40 Duke's Mixtura, 40 Duke's Cameo, 43 Myrtle Navy, 44 Yum Yum, 1 1/2 oz., 39 Yum, Yum, 1lb. pails, 40 Cream, 38 Corn Cake, 2 1/2 oz., 26 Corn Cake, 1lb., 22 Plover Boy, 1 1/2 oz., 39 Plover Boy, 3 1/2 oz., 39 Peerless, 3 1/2 oz., 35 Peerless, 1 1/2 oz., 39 Air Brake, 38 Cant Hook, 30 Country Club, 30 Forex-XXXX, 32-34 Good Indian, 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam, 24 Sweet Marie, 32 Royal Smoke, 42 <b>TWINE</b> Cotton, 3 ply, 20 Cotton, 4 ply, 20 Jute, 2 ply, 14 Hemp, 6 ply, 13 Flax, medium N, 24 Wool, 1 lb. balls, 8 <b>VINEGAR</b> State Seal, 12 Oakland apple cider, 14 Barrels, free. <b>WICKING</b> No. 0 per gross, 30 No. 1 per gross, 40 No. 2 per gross, 50 No. 3 per gross, 75 <b>WOODENWARE</b> Baskets Bushels, 1 10 Bushels, wide band, 1 25 Market, 1 25 Splint, large, 3 50 Splint, medium, 3 00 Splint, small, 2 75 Willow, Clothes, large, 8 25 Willow, Clothes, small, 7 25 Willow, Clothes, small, 6 25	<b>Bradley Butter Boxes</b> 2lb. size, 24 in case, 72 3lb. size, 16 in case, 68 5lb. size, 12 in case, 62 10lb. size, 6 in case, 60 <b>Butter Plates</b> No. 1 Oval, 250 in crate, 35 No. 2 Oval, 250 in crate, 40 No. 3 Oval, 250 in crate, 45 No. 5 Oval, 250 in crate, 60 <b>Churns</b> Barrel, 5 gal., each, 2 40 Barrel, 10 gal., each, 2 55 <b>Clothes Pins</b> Round head, 5 gross bx, 55 Round head, cartons, 70 <b>Egg Crates and Fillers</b> Humpty Dumpty, 12 dz., 20 No. 1 complete, 40 No. 2 complete, 28 Case No. 2 fillers/sets, 1 35 Case, mediums, 12 sets, 1 15 <b>Faucets</b> Cork lined, 8 in., 70 Cork lined, 9 in., 80 Cork lined, 10 in., 90 <b>Mop Sticks</b> Trojan spring, 90 Eclipse patent spring, 85 No. 2 pat. brush holder, 30 12lb. cotton mop heads, 40 Ideal No. 7, 35 <b>Pails</b> 2-hoop Standard, 2 15 3-hoop Standard, 2 35 2-wire, Cable, 2 25 3-wire, Cable, 2 45 Cedar, all red, brass, 1 25 Paper, Eureka, 2 25 Fibre, 2 70 <b>Toothpicks</b> Hardwood, 2 60 Softwood, 2 75 Banquet, 1 50 Ideal, 1 50 <b>Traps</b> Mouse, wood, 2 holes, 22 Mouse, wood, 4 holes, 45 Mouse, wood, 6 holes, 70 Rat, wood, 60 Rat, spring, 80 <b>Tubs</b> 20-in. Standard, No. 1, 8 75 18-in. Standard, No. 2, 7 75 16-in. Standard, No. 3, 6 75 20-in. Cable, No. 1, 9 25 18-in. Cable, No. 2, 8 25 16-in. Cable, No. 3, 7 25 No. 1 Fibre, 10 25 No. 2 Fibre, 9 25 No. 3 Fibre, 8 25 <b>Washboards</b> Bronze Globe, 2 50 Dewey, 1 75 Double Acme, 2 75 Single Acme, 2 25 Double Peerless, 4 25 Single Peerless, 3 60 Northern Queen, 3 50 Double Duplex, 3 00 Good Luck, 2 75 Universal, 3 65 <b>Window Cleaners</b> 12 in., 1 65 14 in., 1 85 16 in., 2 30 <b>Wood Bowls</b> 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 <b>WRAPPING PAPER</b> Common straw, 1 1/2 Fibre Manila, white, 2 1/2 Fibre Manila, colored, 4 No. 1 Manila, 4 Butcher's Manila, 2 1/2 Wax Butter, short c't, 13 Wax Butter, full count, 20 Wax Butter, rolls, 19 <b>YEAST CAKE</b> Magic, 3 doz., 1 15 Sunlight, 3 doz., 1 00 Sunlight, 1 1/2 doz., 50 Least Foam, 3 doz., 1 15 Yeast Cream, 3 doz., 1 00 Yeast Foam, 1 1/2 doz., 58 <b>FRESH FISH</b> Per lb. Whitefish, Jumbo, 18 Whitefish, No. 1, 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, 8 Smoked, White, 12 1/2 Chinook Salmon, 17 Mackerel, 17 Finnan Haddie, 17 Roe Shad, 17 Shad Roe, each, 50 Speckled Bass, 9 <b>HIDES AND PELTS</b> Hides Green No. 1, 9 1/2 Green No. 2, 8 1/2 Cal. No. 1, 11 Cured No. 2, 10 Calfskin, green, No. 1, 12 Calfskin, green, No. 2, 10 1/2 Calfskin, cured, No. 1, 13 Calfskin, cured, No. 2, 11 1/2	<b>Pelts</b> Old Wool, @ 30 Lambs, 15@25 Shearings, 10@15 <b>Tallow</b> No. 1, @ 5 No. 2, @ 4 <b>Wool</b> Unwashed, med., @ 27 Unwashed, fine, @ 22 <b>CONFECTIONS</b> Stick Candy, Pails Standard, 7 1/2 Standard H H, 7 1/2 Standard Twist, 8 <b>Cases</b> Jumbo, 32 lb., 7 1/2 Extra H H, 10 Boston Cream, 12 Big stick, 30 lb. case, 8 <b>Mixed Candy</b> Grocers, 6 1/2 Competition, 7 Special, 8 Conservative, 7 1/2 Royal, 12 Ribbon, 10 Broken, 10 Cut Leaf, 8 1/2 Leader, 8 Kindergarten, 10 French Cream, 9 Star, 11 Hand Made Cream, 16 Premio Cream mixed, 14 Paris Cream Bon Bons, 10 <b>Fancy-in Pails</b> Gypsy Hearts, 14 Coco Bon Bons, 14 Fudge Squares, 12 Peanut Squares, 9 Sugared Peanuts, 12 Salted Peanuts, 12 Starlight Kisses, 11 San Blas Goodies, 12 Lozenges, plain, 10 Lozenges, printed, 12 Champion Chocolate, 12 Eureka Chocolates, 14 Eureka Chocolates, 15 Quintette Chocolates, 14 Champion Gum Drops, 9 Moss Drops, 9 Lemon Sours, 10 Imperial, 10 Ital. Cream Opera, 12 Ital. Cream Bon Bons, 12 Golden Waffles, 12 Red Rose Gum Drops, 10 Auto Bubbles, 13 <b>Fancy-in 5lb. Boxes</b> Old Fashioned Molasses Kisses, 10lb. bx, 1 30 Orange Jellies, 50 Lemon Sours, 60 Old Fashioned Horehound drops, 60 Peppermint Drops, 60 Champion Choc. Drops, 65 H. M. Choc. Drops, 1 10 H. M. Choc. Lt. and Dark No. 12, 1 10 Bitter Sweets, as'td., 1 25 Brilliant Gums, Cryst., 60 A. A. Licorice Drops, 50 Lozenges, plain, 50 Lozenges, printed, 55 Imperial, 60 Mottos, 65 Cream Bar, 65 G. M. Peanut Bar, 60 Hand Made Crms, 80@90 Cream Wafers, 55 String Rock, 60 Wintergreen Berries, 60 Old Time Assorted, 7 75 Buster Brown Good, 50 Up-to-date Assmt, 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 <b>Pop Corn</b> Cracker Jack, 3 25 Giggles, 5c pkg. cs, 3 50 Pop Corn Balls 200s, 1 35 Azulikit 100s, 3 25 Oh My 100s, 3 50 <b>Cough Drops</b> Putnam Menthol, 1 00 Smith Bros., 1 25 <b>NUTS-Whole</b> Almonds, Tarragona, 16 Almonds, Drake, 15 Almonds, California, 15 shell Brazil, 12@13 Filberts, 12@13 Cal. No. 1 Walnuts, soft shell, 15@16 Walnuts, Marbot, @13 Table nuts, fancy, 13@13 1/2 Pecans, med., @13 Pecans, ex. large, @14 Pecans, Jumbos, @16 Hickory Nuts per bu., Ohio new Cocoanuts Chestnuts, New York State, per bu., Shelled Spanish Peanuts, 7 @ 7 1/2 Pecan Halves, @58 Walnut Halves, 30@32 Filbert Meats, @27 Alicante Almonds, @42 Jordan Almonds, @47 <b>Peanuts</b> Fancy H. P. Suns, 5 1/2 @ 6 Roasted, 6 1/2 @ 7 Choice, H. P. Jumbo, @ 6 1/2



## Special Price Current

### AXLE GREASE



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

### BAKING POWDER

#### Royal



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

### BLUING



#### C. P. Bluing

Doz.  
Small size, 1 doz. box .40  
Large size, 1 doz. box .75

### CIGARS

Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots .....31  
El Portana .....33  
Evening Press .....32  
Exemplar .....32  
Worden Grocer Co. brand  
Ben Hur  
Perfection .....35  
Perfection Extras .....35  
Londres .....35  
Londres Grand .....35  
Standard .....35  
Puritanos .....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 .....5 1/2 @ 5 1/2  
Livers .....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 50

#### 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  
60ft. ....1 35  
60ft. ....1 65

#### Galvanized Wire

No. 20, each 100ft. long 1 96  
No. 19, each 100ft. long 2 10

### COFFEE

#### Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb. ....  
White House, 2lb. ....  
Excelsior, M & J, 1lb. ....  
Excelsior, M & J, 2lb. ....  
Tip Top, M & J, 1lb. ....  
Royal Java .....  
Royal Java and Mocha .....  
Java and Mocha Blend .....  
Boston Combination .....

Distributed by Judson  
Grocer Co., Grand Rapids.  
Lee, Cady & Smart, De-  
troit; Symons Bros. & Co.,  
Saginaw; Brown, Davis &  
Warner, Jackson; Gods-  
mark, Durand & Co., Bat-  
tle Creek; Fielbach Co.,  
Toledo.

Peerless Evap'd Cream 4 00

### FISHING TACKLE

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

#### Cotton Lines

No. 1, 10 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

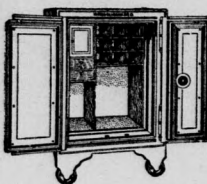
### Poles

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 burg-  
lar proof safes kept in  
stock by the Tradesman  
Company. Thirty-five sizes  
and styles on hand at all  
times—twice as many safes  
as are carried by any other  
house in the State. If you  
are unable to visit Grand  
Rapids and inspect the  
line personally, write for  
quotations.

### SOAP

Beaver Soap Co.'s Brand



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

## Lowest

Our catalogue is "the  
world's lowest market"  
because we are the  
largest buyers of general  
merchandise in America.

And because our com-  
paratively inexpensive  
method of selling,  
through a catalogue, re-  
duces costs.

We sell to merchants  
only.

Ask for current cata-  
logue.

## Butler Brothers

New York

Chicago St. Louis

Minneapolis



THE  
MALLEABLE  
BULL-DOG  
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

## FIRE AND BURGLAR PROOF

# SAFES

Grand Rapids  
Safe Co.

Tradesman Building

## What Is the Good

Of good printing? You can probably  
answer that in a minute when you com-  
pare 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

Use

Tradesman

Coupon

Books

Made by

Tradesman Company  
Grand Rapids, Mich.



# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

Mortgage sale of drug stock in the village of Saranac, twenty-five miles east of Grand Rapids, on Thursday, July 1st, at one o'clock. Stock will inventory about \$1,300. Soda water fountain in connection. Best location in the village. Established business. Good opportunity for someone. J. Clyde Watt, Trustee, Saranac, Mich. 751

For Sale or Exchange—For farm or other town property, stock merchandise, store, residence, etc., in good country location near Detroit. No opposition. Price, \$6,000. Liberal discount for cash. Lee, 301 Loyal Guard Bldg., Detroit. 750

Agents send 10c for sample Demarest's Diamond Condensed Milk spout and can opener. S. J. Demarest, 93 Water St., New York City. 749

Your money is safe and protected when deposited with us. We pay 4% interest on savings and time deposits. The Crowder State Bank, Crowder, Okla. 748

To Rent—Fireproof building, with basement, 42x100, steam heated; good opening for general store. W. H. Stebbins, Hastings, Mich. 747

For Sale—Only grist mill in county, splendid opportunity. Address Bradley & Arbury, Midland, Mich. 746

For Sale—One of best general merchandise businesses in South Dakota. I am going to California at once. Have clean up-to-date stock. Good business. Will give a man good honest deal if he will come at once. \$5,000 stock. I mean business. No trade. Ira B. Vaughan, Northville, S. D. 745

For Sale—General store and meat market in hustling manufacturing town of 5,000 inhabitants. Store doing a fine business with possibilities of great improvement. Splendid opening for the right party. Stock and fixtures invoice about \$3,000. Address Dr. Towsley, Lowell, Mich. 744

Splendid business opening and real estate investment in Mena, Ark., one of the best towns in Arkansas. Division point K. C. Southern. \$45,000 monthly payroll. Business block, brick buildings. Pays 10% net. Great health resort; 1,400 ft. elevation; 80 miles west of Hot Springs. \$45,000, half down, balance ten years. For full particulars address E. S. Truitt & Co., Kansas City, Mo. 742

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. Moyn, 14 W. Lake St., Chicago. 741

For Sale—Large show case, suitable for store entrance, 3 ft. wide at narrow end, 4 ft. 6 at front end, 6 ft. long, 8 ft. high, wired with lights inside all around. Big bargain for quick sale. Address Herpolsheimer Co., Grand Rapids, Mich. 740

For Sale—Clean stock of general merchandise invoicing \$4,000 at liberal discount if taken soon, as I am going South. V. C. Wolcott, Wayland, Mich. 737

For Sale—Groceries, dry goods and baked goods, also building, fine location, good business, manufacturing town 5,000; splendid chance for right man with \$1,500 cash. For full particulars address 268, Boyne City, Mich. 733

To Trade—Western Kansas land for stocks of hardware, furniture or general merchandise. Address L. E. Countryman, Phillipsburg, Kan. 730

For Sale—Oldest established and best dry goods and shoe business in liveliest village, 1,500 population, in Southeastern Michigan. Rich farming country; manufacturing; employs 150 men. Stock and fixtures about \$15,000, all in finest condition. Room 47x68, 2 floors and basement, nearly new, leased for four years yet at \$50 month. Man with general store experience could make big money here. Owner has manufacturing interests which demand all his time. Would sell the business cheap or would sell a third or half interest to right young man who could manage the business. Address No. 732, care Tradesman. 732

\$12,000 buys one of the best paying produce and retail coal businesses in the state of Michigan; part cash and the balance on very reasonable terms; warehouses and switches on private property; good shipping point and railroad facilities; profits from \$6,000 to \$8,000 net yearly. Parties meaning business, for further particulars write Kirk, care Michigan Tradesman. 731

For Sale—Hotel and livery barn in Luther, Mich. Good trade; good property; good reason. Price, \$4,000 terms. J. L. Shigley, LeRoy, Mich. 727

\$10,000 will buy the best general store in Vicksburg. Stock can be reduced. Reason for selling, must give all my time to the manufacturing of the Vicksburg Clo. Co. products. J. A. Richardson. 734

For Sale—A clean stock of hardware, harness and implements in Eastern Colorado. Will invoice about \$9,000. Well-established business. Owner wishes to retire. Box 385, Yuma, Colo. 697

For Sale—Clean stock of drugs, soda fountain in connection, wallpaper, etc. Inventories about \$3,500. Not a registered druggist. Good opening for a live, hustling, druggist. Address W., care Tradesman. 695

## G. B. JOHNS & CO.

1341 W. Warren Ave., Detroit, 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 Rent—Possession September 1; the best store room in the best building and the best business location in Fergus Falls, Minnesota; population, 7,500; particularly favorable opening for a fine dry goods or department store; practically only one competitor; a sure thing for the right man with requisite capital. Corner store room heated; 50 feet front, 142 feet deep; full trading basement; well lighted; all necessary fixtures. Apply Richard J. Angus, Fergus Falls, Minn. 693

For Sale—Small shoe stock, all new goods, located at corner Oakdale and East, Grand Rapids. Address L. E. Phillips, Newaygo, Mich. 691

A well-established business in Hicksville, Ohio, needs a partner with manufacturing ability and from \$3,000 to \$5,000 in cash. Will give full information on application. Address Jasper Evans, Hicksville, O. 690

For Sale—\$135 Dayton Computing scale for \$100 cash. This scale was raffled at last convention of the Grocers' Association. Address Hugh J. Wolfe, 223 S. Washington Ave., Saginaw, Mich. 686

Drugs and Groceries—Located in best farmers' town north Grand Rapids; inventories about \$1,300. Rent cheap, in corner brick building. At a bargain, as we wish to dissolve partnership. Address No. 685, care Michigan Tradesman. 685

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 first-class meat market in a town of about 1,200 to 1,400 inhabitants. Also ice house, slaughter house, horses, wagons and fixtures. Address No. 707, care Tradesman. 707

Band gang saw filer wants position. Ten years' experience. Can furnish good reference. J. W. Buck, R. F. D. No. 1, Calera, Ala. 726

Fine farm lands in Western Kansas and Eastern Colorado for sale. Wheat, oats, flax, barley, rye, alfalfa and potato lands. One crop pays for the land. Low taxes, fine climate, fertile soil and low prices. Write us. The Colorado & Kansas Land Co., Towner, Colo. 723

Stocks Wanted—Telepost, Oxford linen mills, Burlingame telegraphing type-writer, United wireless, Christian's Natural Food and all other stocks having market values. James Shay & Co., Stock and Bond Brokers, 60 State St., Boston, Mass. 721

For Sale or Rent—The Chelsea House, a two-story brick hotel; doing good business in a wet town. Kalmbach & Beckwith, Chelsea, Mich. 720

For Sale—Or exchange for farm, 50-barrel flour mill; good town, fine country. Box 337, Port Huron, Mich. 717

Factory sites with water rights and some machinery for sale near Buffalo, N. Y. Buffalo freight rates; an opportunity for your Eastern branch; grain by boat. Address W. T. Wells, owner, Melbourne, Brevard Co., Florida. 716

For Sale—Shoe shop and second-hand store combined, best location in town; steady work for 3 men. Nels Olsen, 125 S. Main St., Livingston, Mont. 715

Merchant—Attention—Rare opening for clothing, general stock or department store. Modern fronts, excellent light, corner location. Railroad division. Address Box 1337, Herington, Kan. 718

For Sale—A well-established and up-to-date electrical supply and contracting business; no old stock; everything new. Andrew King, Bay City, Mich. 706

For Sale—Practically new stock crockery, glassware, notions, etc., in Northern Michigan resort town. Stock will inventory about \$1,500. Address No. 672, care Tradesman. 672

For Sale—Drug stock, invoices \$3,000. Owner sick. 10% discount if taken before July 1. Address 677, care Tradesman. 677

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

Tuberculosis Conquered—Write for testimonials and pamphlet, "Why Nature's Creation Saves Consumptives." E. D. Morgan, First National Bank Bldg., Columbus, Ohio. 663

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

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—Bakery, confectionery and ice cream parlor. Good business, in the best little town in the State. Address Joseph Hoare, Fremont, Mich. 585

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

Will pay spot cash for shoe stock to move. Must be cheap. Address P. E. L., care Tradesman. 609

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

## HELP WANTED.

Wanted—Pants salesmen with established trade. Only good men need apply. Wald, Walker & Co., 2-4-6-8 Astor Place, New York. 743

Cigar salesmen, traveling, salary, expenses; paying position; secure territory now. Experience unnecessary. A. Landmark Co., Denver, Pa. 719

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 742

Want Ads. continued on next page.

**Cold Facts Served Hot**  
with Dignified Design or Catchy Conceit make Advertising Profitable

**Tradesman Company**  
ENGRAVERS  
GRAND RAPIDS, MICH.

# Here Is a Pointer



Your advertisement,

if placed on this page,

would be seen and read

by eight thousand of

the most progressive

merchants in Michigan,

Ohio and Indiana. We

have testimonial let-

ters from thousands of

people who have

bought, sold or ex-

changed properties as

the direct result of ad-

vertising in this paper.



## GALVESTON'S VICTORY.

## In Behalf of Government By Municipal Commission.

To the members of the Real Estate Board of this city the sincere and unanimous thanks of the citizens of Grand Rapids should be extended for the presence in this city of Mr. H. H. Haines, Secretary of the Chamber of Commerce of Galveston, Texas, and for the enlightening, convincing and interesting address given by that gentleman at the Evening Press Hall, last evening.

That there was a large audience present, many ladies being among the number, provided unqualified evidence that the matter discussed by Mr. Haines is one of wide-spread public interest and of especial interest to Grand Rapids. Moreover the audience was representative of the chief business interests in the city, another gratifying fact.

Mr. Haines is a business man and talks like one—that is to say like other good business men who are able to express themselves clearly and entertainingly upon matters in which they have complete faith and knowledge.

There can be no question as to Mr. Haines' sincerity and ability to handle the topic of Municipal Government by Commission as exemplified by the experience of Galveston. Referring to himself as a missionary and so a preacher, for the time being, he took up the awful storm visitation upon the city of Galveston in September, 1900, to show that at that time that city was under the aldermanic system of government with sixteen aldermen and a mayor. At that time also, there was a deficit of \$157,000 in the city budget—although prior to that time it had been found necessary to put out a bond issue—and the members of the police department were receiving their wages in script issued by the city which was received at 25 per cent. discount. That is to say the policemen were receiving only 75 per cent. of the rightful wages.

Then came the awful storm which practically drove 12,000 or more citizens away from the city temporarily because their homes had been destroyed or rendered uninhabitable and many millions of dollars of taxable values of the city had been annihilated. It was this exigency, this catastrophe, together with the previous near bankrupt condition of the city, that brought about the idea of government by municipal commission; that brought close home to every individual citizen the keenest sort of appreciation as to individual responsibility in municipal affairs.

"And it is only when individual responsibility is municipal government is realized by every individual citizen in a community, that Grand Rapids or any other city will be able to get the best there is in municipal government. I believe that this best will be found in the practice of government by commission."

The aldermanic form of government in Galveston continued for one year after the flood and then, through

a movement inaugurated by civic improvement organization, the Legislature granted the city a new charter which authorized the abandonment of the aldermanic form of government for the city and the creation of a Municipal Commission of five members, two commissioners at large elected by the voters of the city and three appointed by the Governor.

This result was not achieved without continuous antagonism and that opposition is not yet extinct; but it is quite clear to a very large majority of the free holders that this hostility is largely confined to individuals who resent being deprived of every opportunity for profit by grafting processes.

In the rehabilitation of Galveston the new sea wall cost \$1,500,000, paid for by the county, and two million dollars for filling in with sand the area inside of the sea wall and raising the streets, paid for by the city. In addition to this there were new systems of sewers and water mains, new pavements and sidewalks, new public buildings and school houses or old ones that had to be repaired. This was the work carried on by the Municipal Commission of five citizens chosen for their stability, rectitude and splendid qualifications as business men.

During the first six years of the life of this commission, the indebtedness incurred previous to the flood, was liquidated, the bond issue was taken up, the \$2,000,000 for filling in and another million and a half for sewers, pavements, sidewalks, etc., were paid and the Commission had a balance on hand of close to \$600,000. And all this was accomplished because of the adoption and utilization of business methods by business men who, acutely conscious and proud of the fact that they had been placed in charge of the business management of the city by all the voters of the city, regardless of politics, strained every faculty at their command to show their appreciation of the confidence thus expressed. And they "made good" every one of them. And, by the way, there have been but two changes in the personnel of that Commission, during the eight years of its existence, one being caused by the death of a Commissioner and the other being the defeat of one of the original members, at a general election.

The members of the Commission are placed in nomination by petition, any citizen thus nominated by 25 free holders becoming a candidate. Then comes an election without politics. Republicans, Democrats, Temperance and Antis all voting in harmony with an absolute absence of party evidence, for the men they deem best fitted for office. The man receiving the highest vote became the mayor-president and the four men receiving the four next highest votes, become commissioners.

In this way, in Galveston, every voter owns one share, so to speak, in the business of the city and upon every matter voted upon by the Commission, each voter in the city has one Commissioner who votes in be-

half of his (the voter's) especial interest and four votes in behalf of all interests in the city as an entity.

This, by way of contrast with Grand Rapids where each voter is represented by one alderman who works under the handicap of needing a dozen additional votes for his district's causes and in order to get them, is frequently forced to vote in favor of measures of which he does not approve.

"There is no more sense in placing the business management of a city in the hands of an incompetent business man simply because he is a good fellow and needs a job, than there would be in placing one of your large furniture factories in the hands of such a man for like reasons."

Under no circumstance does the Galveston Commission hold an executive session. Speech making is tabooed. Committees are unheard of. It is business every minute and results are reached at once and the responsibility for such results is known accurately, without any qualification and immediately to every voter who cares to attend the meetings of the Board.

And so, for an hour and a half, frequently interrupted by applause, did Mr. Haines send his Government by Commission points home in a business like manner, giving his audience a very comprehensive idea as to the splendid success achieved during the past eight years in Galveston.

At the close of his address he expressed his thanks for the courtesies he had enjoyed while here and voicing the belief that Government by Commission is but a step toward a still greater and better practice in municipal government all over the land, he promised that if Grand Rapids would send representatives to Galveston to study the situation there first hand, the citizens there would gladly extend every facility and hospitality to such a delegation.

## Late State Items.

Detroit — The American Paper Stock Co., which deals in paper stock, metals and junk, has merged its business into a stock company under the same style with an authorized capital stock of \$7,500, all of which has been subscribed, \$5,000 being paid in in cash and \$2,500 in property.

Marshall—A corporation has been formed under the style of the Marshall Furniture Co., which will manufacture novelties. The authorized capital stock of the company is \$12,000, \$8,000 of which has been subscribed. The company will be managed by Arthur Upham, a former Marshall resident.

Detroit — The business formerly conducted under the style of the Oliver Flour & Feed Co. has been merged into a stock company under the name of the Oliver Field Milling Co., which has an authorized capital stock of \$10,000, of which \$7,000 has been subscribed, \$4,000 being paid in in cash and \$3,000 in property.

Detroit—The manufacturing business conducted by Robert J. Dederichs under the style of the Success Steel Tub Co., has been merged into a stock company under the style of

the Success Steel Bath Tub Company, with an authorized capital stock of \$10,000, of which \$7,500 has been subscribed, \$800 being paid in in cash and \$6,700 in property.

Leslie—The Leslie Elevator Co., which is incorporated with a capital stock of \$20,000, is erecting a new elevator 34x38 feet on the ground and 50 feet high, which it hopes to have completed about August 1. The stockholders, those of the S. M. Isbell Co., M. P. Compton, Geo. C. Rumsey and W. F. Prescott. The Isbell elevator will be utilized as a coal and hay warehouse.

Cheboygan—The machinery for the sawmill to be erected on Bois Blanc Island by the E. H. Stafford Manufacturing Co. has arrived. The mill will have a capacity of 65,000 feet a day. A single mill will be erected. The hardwood stock will go mostly to the factories of the company at Ionia, and Paxton, Ill., to be utilized in the manufacture of school, church and office furniture.

Bailey—The bankrupt general stock of George Hirschberg has been purchased by B. Goldstrom, of Bay City, who will continue the business at the same location.

The Board of Health of Chicago has made some regulations for the good of the public, which the iceman may regard rather stringent, but they are right. He must wear clean clothes, refrain from spitting on the floor of his wagon, and will not be allowed to wash ice at the horse watering trough. Dealers must be licensed and their wagons inspected. All domestic ice—that used in connection with food or drink—must be stored where there is no dirt, rubbish or other objectionable material. All ice delivered for domestic use must be washed with clean city water at the time of delivery. Summaries of some other sections follow: "Spitting on the floor or walls in ice wagons, trucks, cars and other receptacles is prohibited; any person in charge of an ice wagon must keep himself and his subordinates clean. No person shall engage in the handling of ice who has any contagious disease in his home."

A man doesn't always go in the right direction when he follows his inclination.

The best way to flee from the tempter is to fly to your brother's aid.

## BUSINESS CHANCES.

For Sale—Oldest established grocery and meat business in town of 1,000 population and good farming country. Doing good business. Reason for selling, ill health and must dispose of same at once. Martin Duffy, Lake City, Mich. 755

To Exchange For Farm—Residence property, bakery, confectionery and ice cream parlor. Good location, doing big business. Want to go West. Address Axe, care Tradesman. 754

For Sale—New clean stock of boots and shoes in town of 1,500 inhabitants. Only exclusive shoe store, will invoice \$3,500. Owner having died, stock will be sold cheap. A great chance for a young man. Address Mrs. R. D. Briggs, Flushing, Mich. 753

For Sale—Drug stock with fine fixtures, with stationery, books and soda fountain, good soda business. Or will sell drug stock and fixtures if a person wishes to transfer to any other locality. The above stock is located in Southern Michigan. For further particulars address No. 752, care Tradesman. 752



# 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 National 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.



## Go Home and Go to Bed

You cannot afford to work hard all day and then stay up all night guarding your store. Neither can you afford to lie awake and worry.

### Buy a Safe and Go to Sleep

A good safe in your store is the best and soundest after business hours' sleep producer of anything you can possibly invest in.

You make money and save it during the day, why not protect it at night? Ever had a fire?

You don't want one, but if it comes you'll need a safe mighty bad.

Write to-day for full particulars and prices.

## Grand Rapids Safe Co. Tradesman Building Grand Rapids, Mich.





The highest quality  
Toasted Corn Flakes  
Possible to produce

Highest  
Quality



**CORN FLAKES**  
[Toasted]

Largest  
Profits



The highest quality  
Wheat Flakes  
Possible to produce

Mr. Retail Grocer, is it not to your interest to push the sale of these products? Now is the time for you to buy your flaked cereals and take advantage of our liberal prices and

## Special Combination Offer

While other cereal manufacturers are raising their prices and cutting down your profits, we are offering you HIGHEST QUALITY GOODS AT RIGHT PRICES, with a SPECIAL OFFER, which will greatly increase your profits.

## Goods Bought Right Are Half Sold

From JUNE 21st to JULY 21st, 1909, we will allow the retail grocer with:

- |                                       |   |                       |
|---------------------------------------|---|-----------------------|
| 10 Cases E-C CORN FLAKES or EGG-O-SEE | - | 1 Case FREE at \$2 70 |
| 5½ Cases E-C CORN FLAKES or EGG-O-SEE | - | ½ Case FREE at 2.70   |
| 2¾ Cases E-C CORN FLAKES or EGG-O-SEE | - | ¼ Case FREE at 2.75   |

and upon all purchases of three cases or upward, we will allow freight when shipped from jobbers' stock or we will prepay freight when made in the form of drop shipments from our factory. Is it not to your interest to give especial attention to the sale of E-C CORN FLAKES and EGG-O-SEE, which combine the highest degree of quality and afford you, under this offer, a larger profit than you are able to make on similar goods—47 per cent. or \$1.15 per case? This applies only to shipments made in the States where the deal is effective, viz.: Ohio, Indiana, Michigan, Illinois, Wisconsin, Minnesota, North Dakota, South Dakota, Iowa, Missouri, Nebraska, Kansas, Colorado, Oklahoma and Arkansas.

This is the season when flaked cereals have their largest sale. You take no chance on purchasing liberally; we guarantee the keeping quality of our goods.  
ORDER NOW.

**EGG-O-SEE**

REMEMBER—You can make up Combination orders of E-C CORN FLAKES and EGG-O-SEE, to suit your requirements, and get the benefit of the SPECIAL PRICE on each.  
ORDER NOW.

To insure prompt delivery of your orders, it is important that you place same at once with us or with your jobber, as no doubt our factories will be greatly oversold.

**EGG-O-SEE CEREAL COMPANY**

= = =

**Quincy, Illinois**